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FINDING BUSINESS OPPORTUNITIES

And Winning Contracts Financed by the World Bank

Outreach Conference for Private sector on Bidding Opportunities in Phnom Penh, Cambodia

March 13, 2025

5 World bank Group Institutions



IFC

International Finance Corporation

Mobilizes private sector investment

MIGA

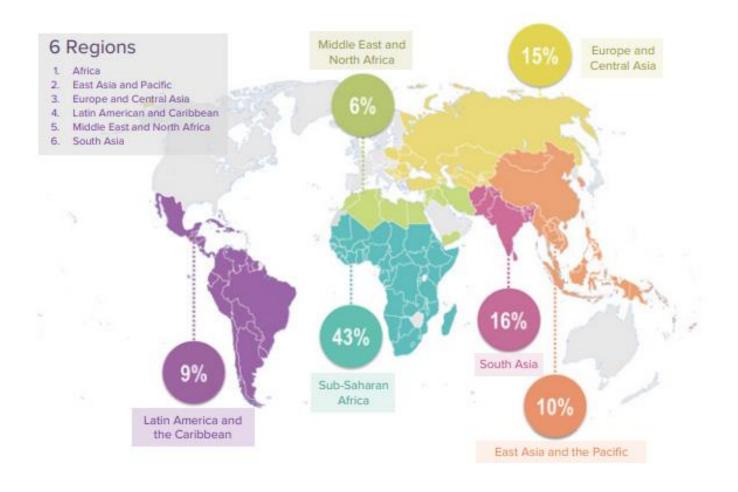
Multilateral Investment Guarantee Agency

Political risk insurance and credit guarantees

ICSID

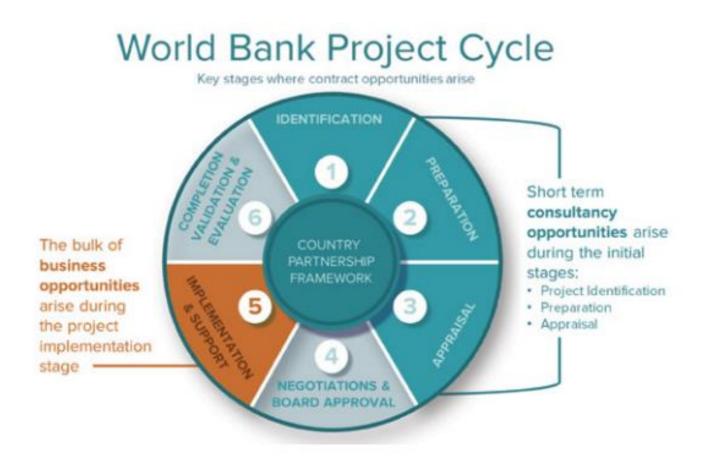
International Centre for Settlement of Investment Disputes

International arbitration to settle investment disputes



World Bank Group Geographical Coverage

Business Opportunities arising in Project Cycle



Benefits of doing business WB Projects



WB Core Procurement Principles



Summary of Procurement Process

Develop strategy Assess the market, operating environment, and project specific risks. Determine a fit-for-purpose procurement approach (PPSD). Invite offers Publish Bidding Documents and

ublish Bidding Documents and invite offers from the market.

Answer any questions arising.

Assess offers based on the oblished evaluation criteria.

published evaluation criteria. Determine most Advantageous Bid/Proposal.

Manage contract '

Finalize Contract Management Plan and implement monitoring, evaluation, and payment systems. Ensure both parties meet their obligations.



Prepare a detailed plan of the procurement process and schedule activities.

4 Receive offers

Receive offers. Reject any late offer. Publicly open offers and record contents. Keep a record of the process for audit purposes.

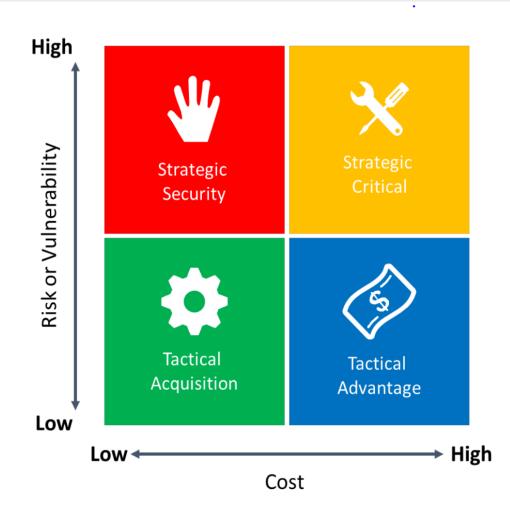
Award contract

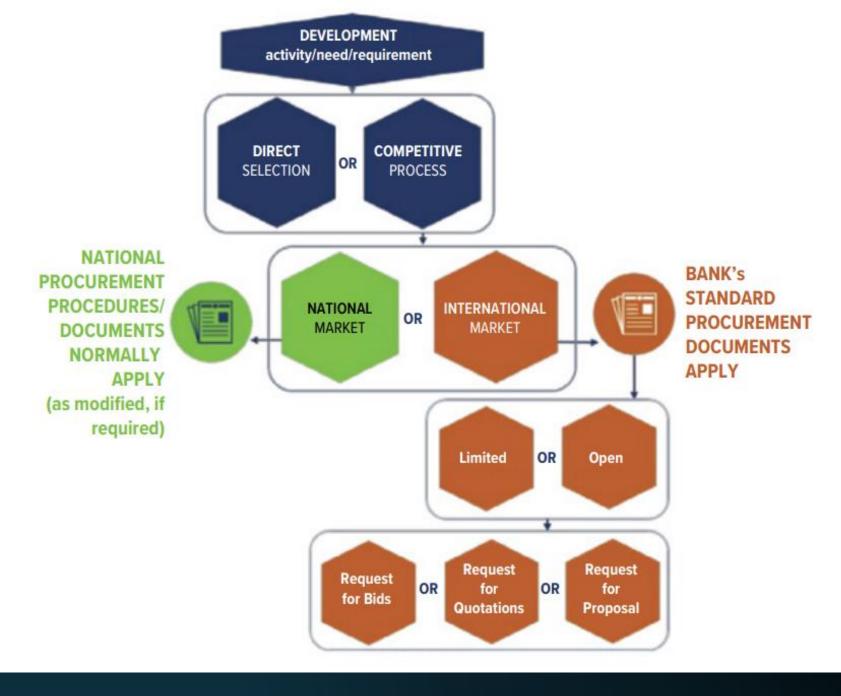
Issue Notice of Intention to Award the Contract. During the Standstill Period address queries and any complaints. Award contract, and publish Contract Award Notice.

Supply Positioning

informs appropriate Procurement approach

- Supply Positioning helps identify key considerations for the Borrower, such as:
 - How important is the activity for Project?
 - Have Technical risks addressed well?
 - How complex is the procurement?
 - How competitive is the market?
 - Are alternatives available if procurement approach fails?
- Informs procurement approach to mitigate procurementrelated risks
- Informs qualitative attributes to be considered in the evaluation
- Informs indicative weighting between technical aspects and financial cost



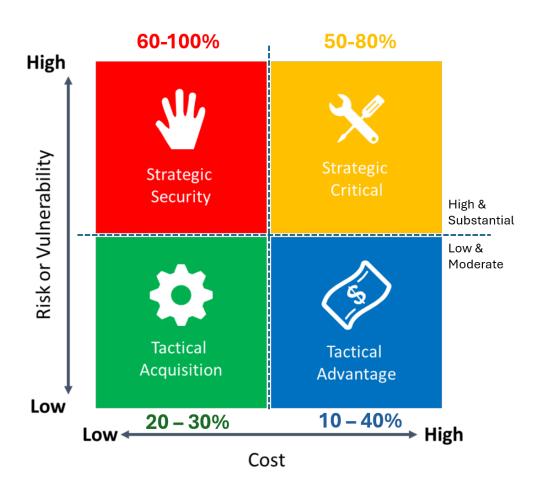


Procurement through a decision logic

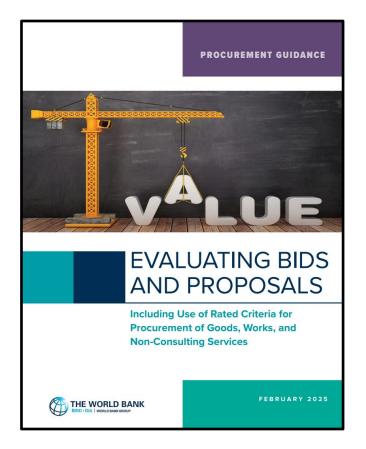
Rated Criteria applied for Quality focus

Rated Criteria are used to evaluate non-price attributes of Bids/Proposals, including quality, risks/mitigations, opportunities, sustainability, and other technical aspects

Matrix of Rated Criteria Weightings (e.g. non-price, qualitative, technical matters) by procurement risk and cost



For more information please see:



Using Rated Criteria

General Principles

- Rated Criteria are subset of Evaluation Criteria, within the whole Evaluation
 Approach
- Rated Criteria are qualitative and help measure differentiation of Bids/Proposals
- Prioritized and focused on critical technical matters
- Weighted according to importance
- Tailored to specific project needs (avoid a cookie cutter approach)
- Use two-envelopes for all applicable procurements

Common issues that Rated Criteria may assess:

- Works methodology
- Extent technical proposal exceeds minimum requirements
- Credibility of related plans, risk assessments, proposed approaches to implement the contract, deliver environmental & social objectives etc.
- Experience and skills proposed key personnel ared outside ADB with appropriate permission

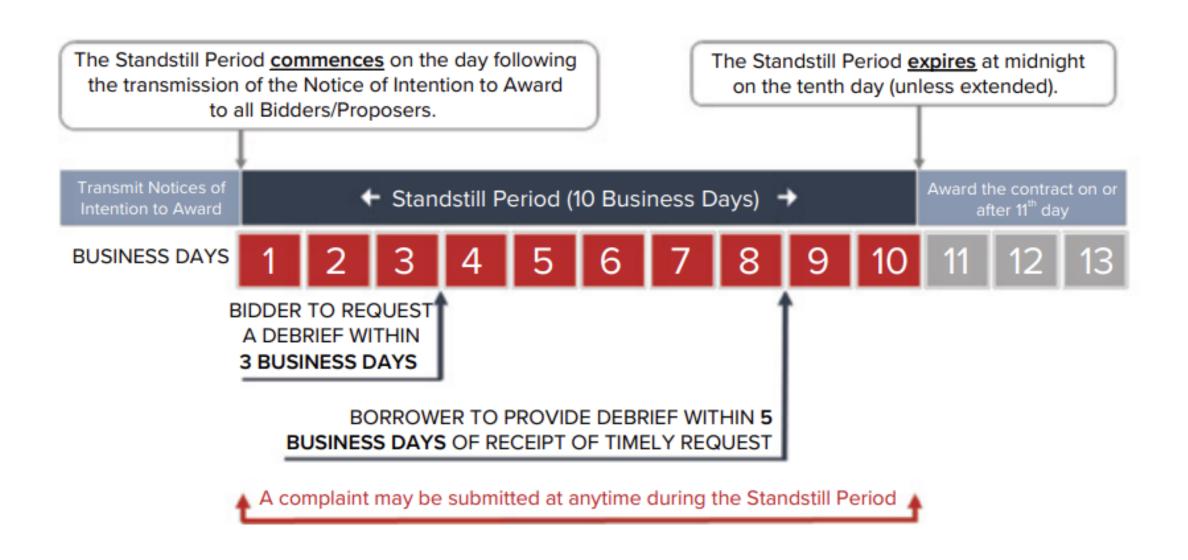
Rated Criteria helps improve quality offering from Bidders

Rated criteria will help better development by motivating good suppliers and contractors to bid, rewarding credible technical proposals and supporting better overall project implementation

Whole Evaluation Approach

- 4 STEP Evaluation Approach is followed when Rated Criteria is applied
 - Step 1: Preliminary Examination: Verification and completeness check as per requirements stated in bid.
 - Step 2: Eligibility and Qualifications: Eligibility verification and Qualifying whether the bid meets specified technical and financial requirements as Pass/Fail based on information provided by bidders. All "Must Meet" conditions needing to be verified at this step to progress further.
 - Step 3: Scoring Technical Bids: Evaluation based on rated criteria and scoring each bid individually first and then with a comparative scoring determining final technical scores. May require a minimum pass score to qualify for the next step. Some parts of bid may be reviewed in both qualification stage and technical scoring.
 - **Step 4: Combined Evaluation**: Final evaluation using a specified formula to determine the Most Advantageous Bid.

Standstill Period for Debrief, Clarifications and raising any Complaints



World Bank Corporate Procurement: What we buy



Corporate Services & Real Estate

- Construction and Renovation
- Facilities Management
- Security Services
- Travel
- Health Services
- Corporate Services
- Food, Conference & Events Services



Human Resources & Professional Services

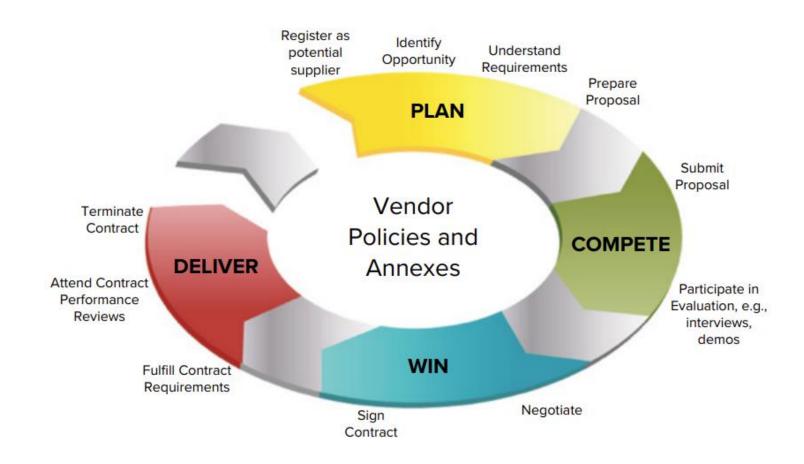
- Operational Consulting
- Management Consulting
- Training and Coaching
- Global Payments
- Audit and Accounting Services
- Insurance and Brokerage
- Health and Compensation Benefits
- Executive Searches
- Labor and Staffing



Technology

- IT Compute Infrastructure
- Telecom and Network
- Office Productivity Software & Hardware
- Business Applications (Fintech, HR, General Services)
- IT Software (General/Enterprise Software, Security, Data Analytics, Application Mgt)
- Bank Operations ICT Solutions
- Disruptive Technologies

WB Corporate Procurement Process



How to be a business partner for corporate procurement



PROCUREMENT GUIDANCE

For more information:
For additional information, such as Standard Procurement
Documents (SPDs), Guidance, briefing, training and e-learning materials see
www.worldbank.org/procurement





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