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# FINDING BUSINESS OPPORTUNITIES

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**And Winning Contracts Financed  
by the World Bank**

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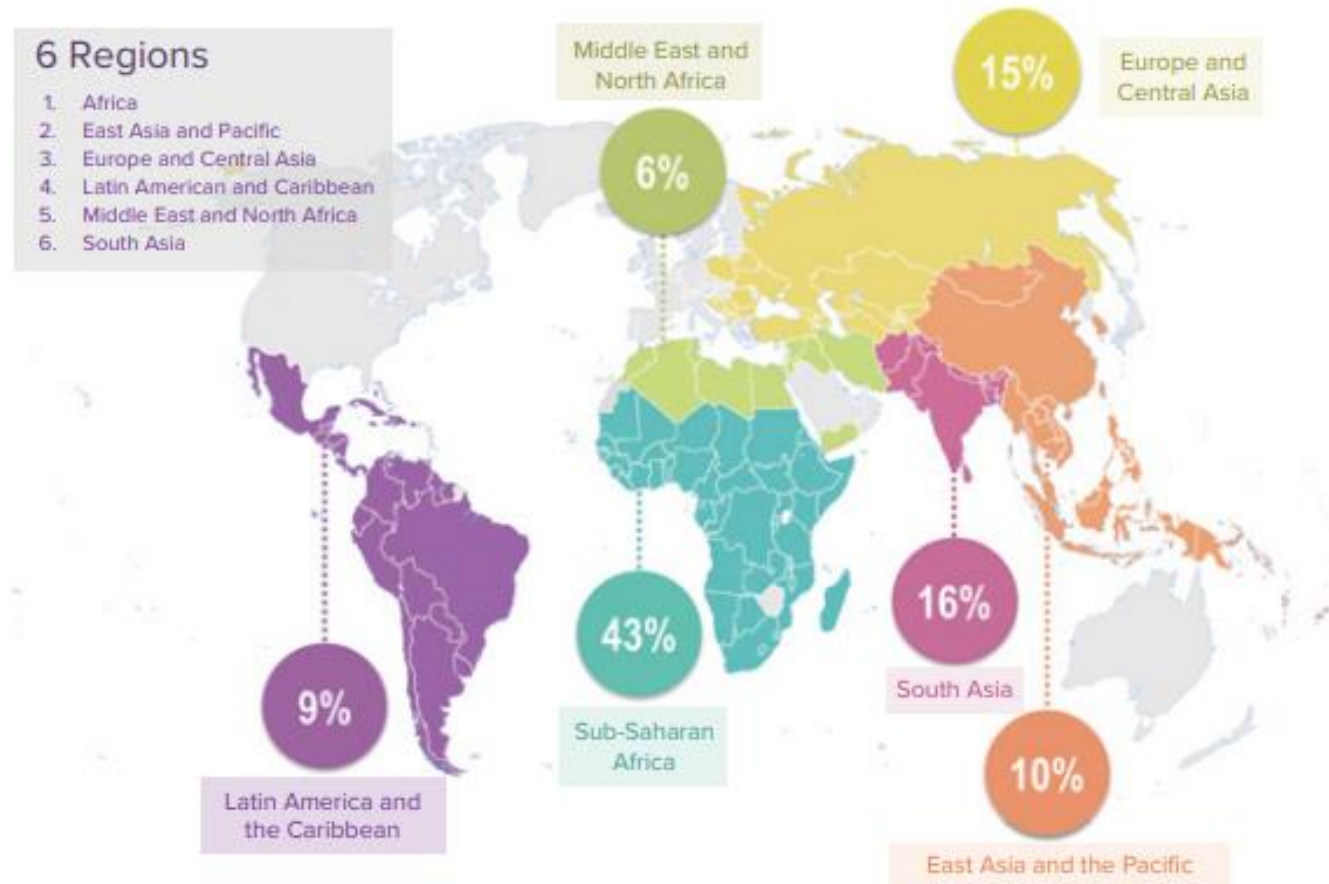
**Outreach Conference for Private sector on Bidding Opportunities  
in Phnom Penh, Cambodia**

March 13, 2025

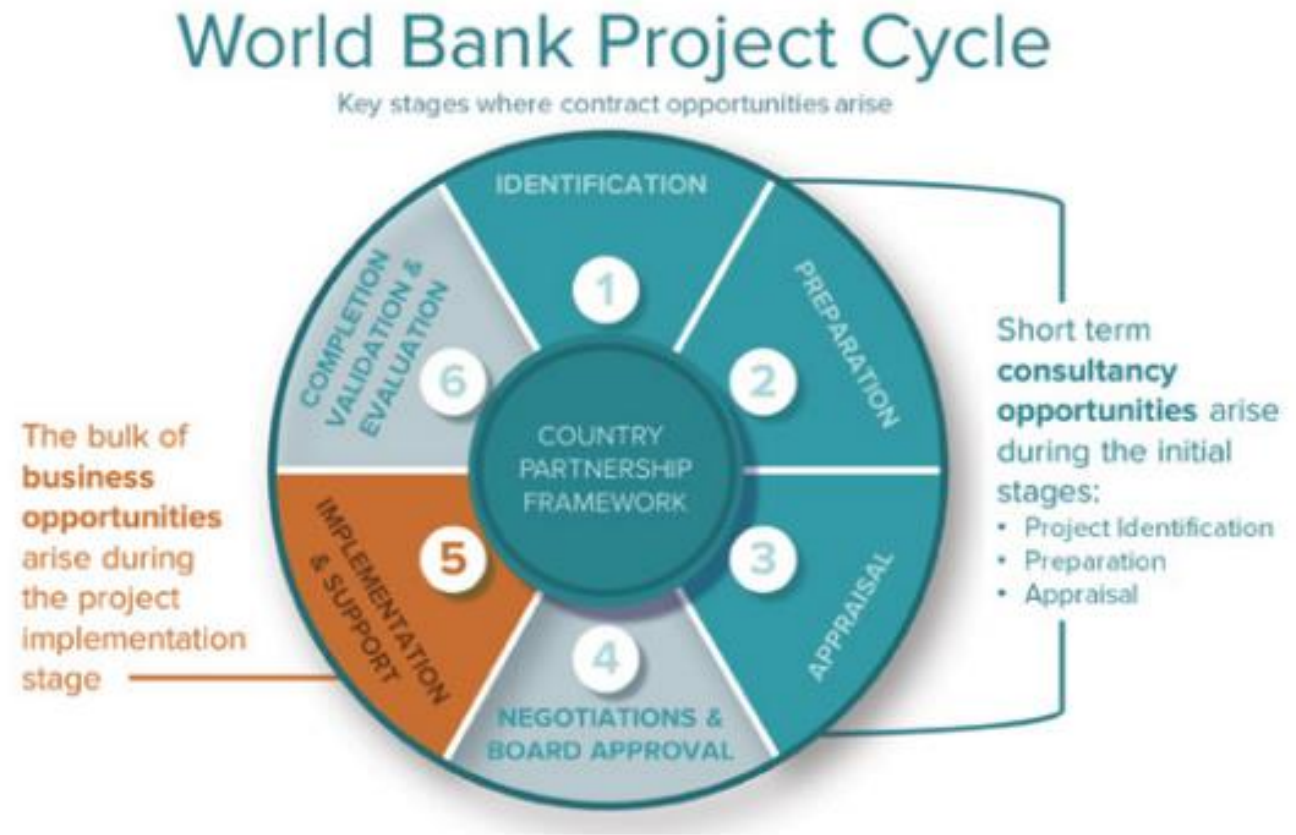
# 5 World bank Group Institutions



# World Bank Group Geographical Coverage



# Business Opportunities arising in Project Cycle



# Benefits of doing business WB Projects



# WB Core Procurement Principles





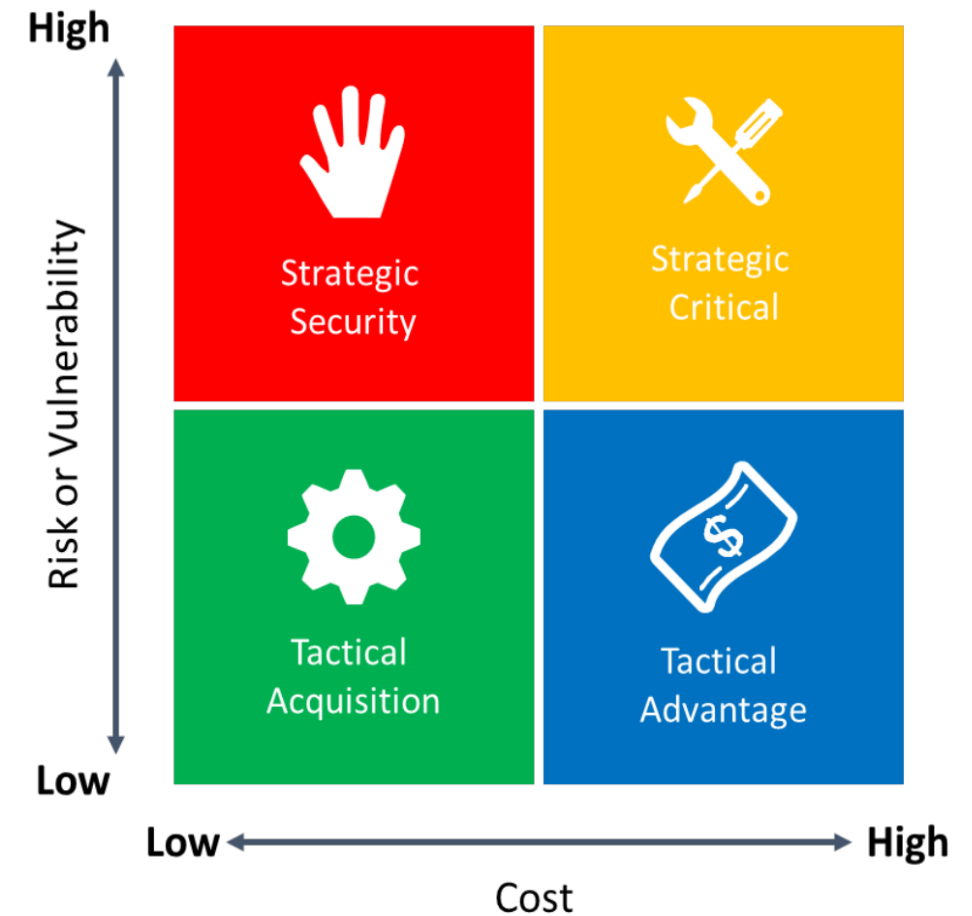
# Summary of Procurement Process



# Supply Positioning

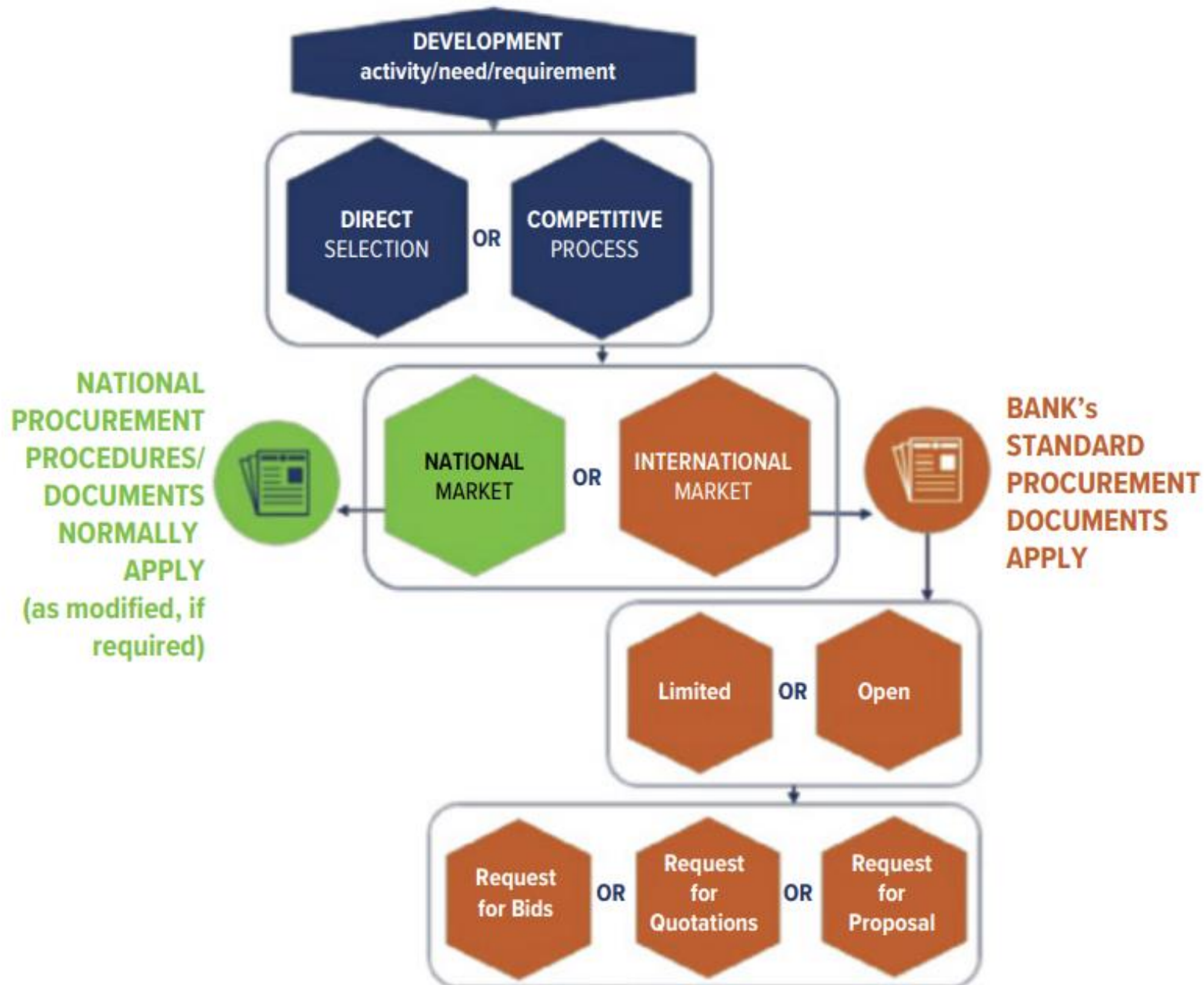
## informs appropriate Procurement approach

- 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 procurement-related risks
- Informs qualitative attributes to be considered in the evaluation
- Informs indicative weighting between technical aspects and financial cost





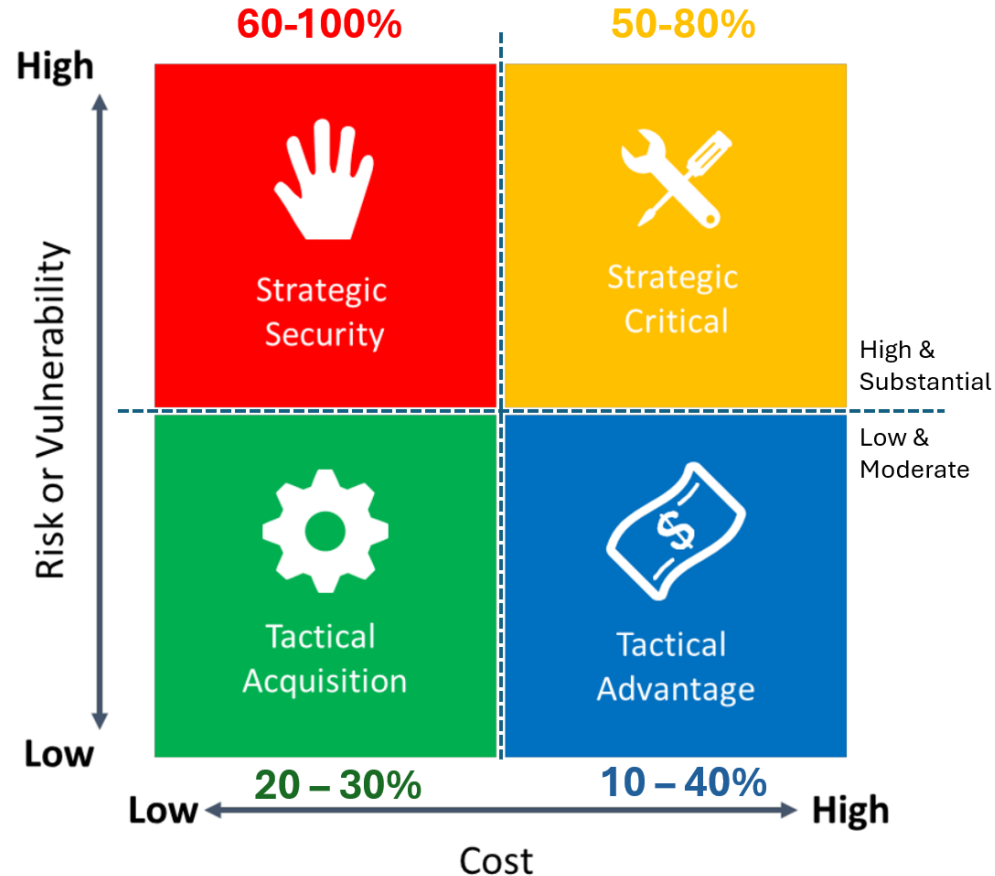
# Procurement through a decision logic



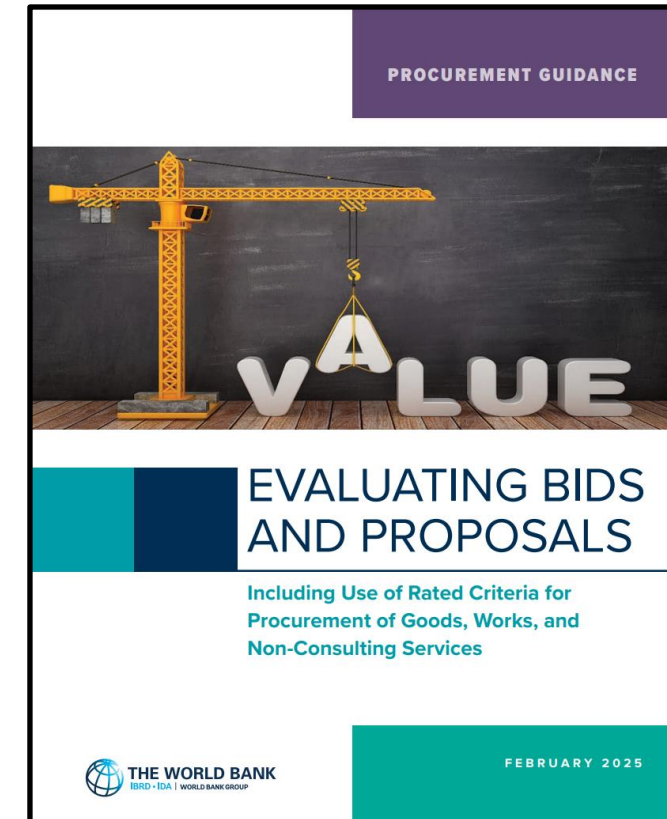
# Rated Criteria applied for Quality focus

***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

# Rated Criteria helps improve quality offering from Bidders

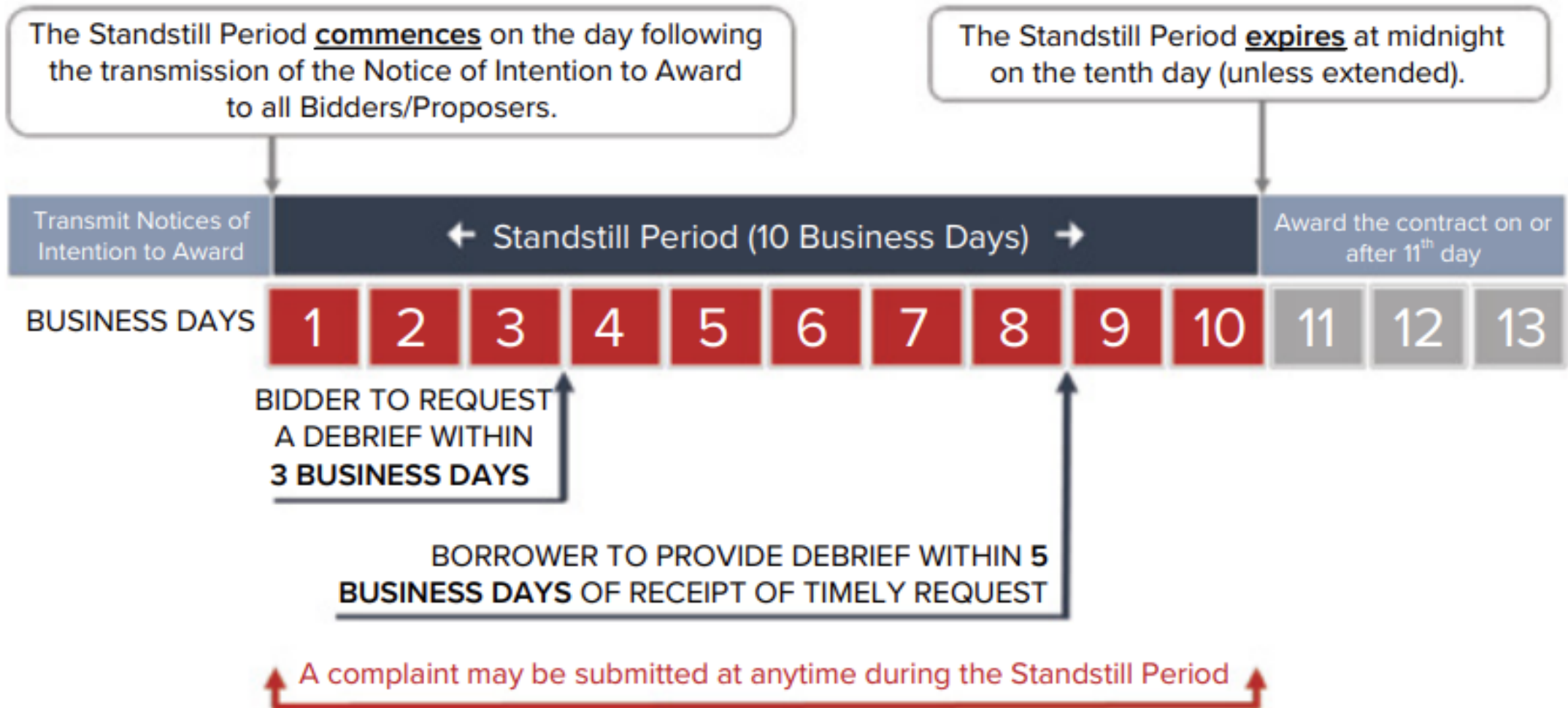
**Rated criteria will help better development** by motivating good suppliers and contractors to bid, rewarding credible technical proposals and supporting better overall project implementation

# 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.



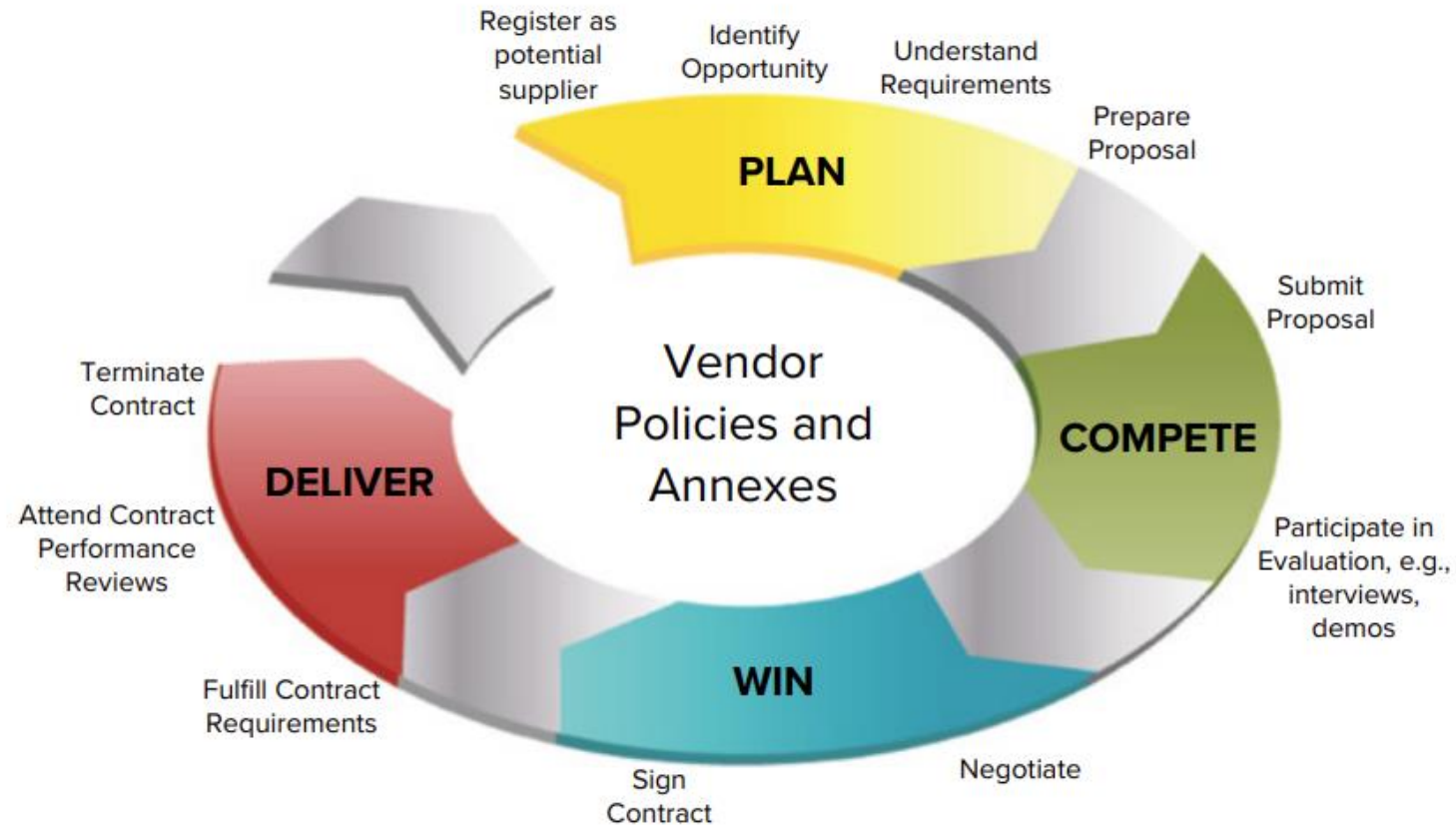
# Standstill Period for Debrief, Clarifications and raising any Complaints



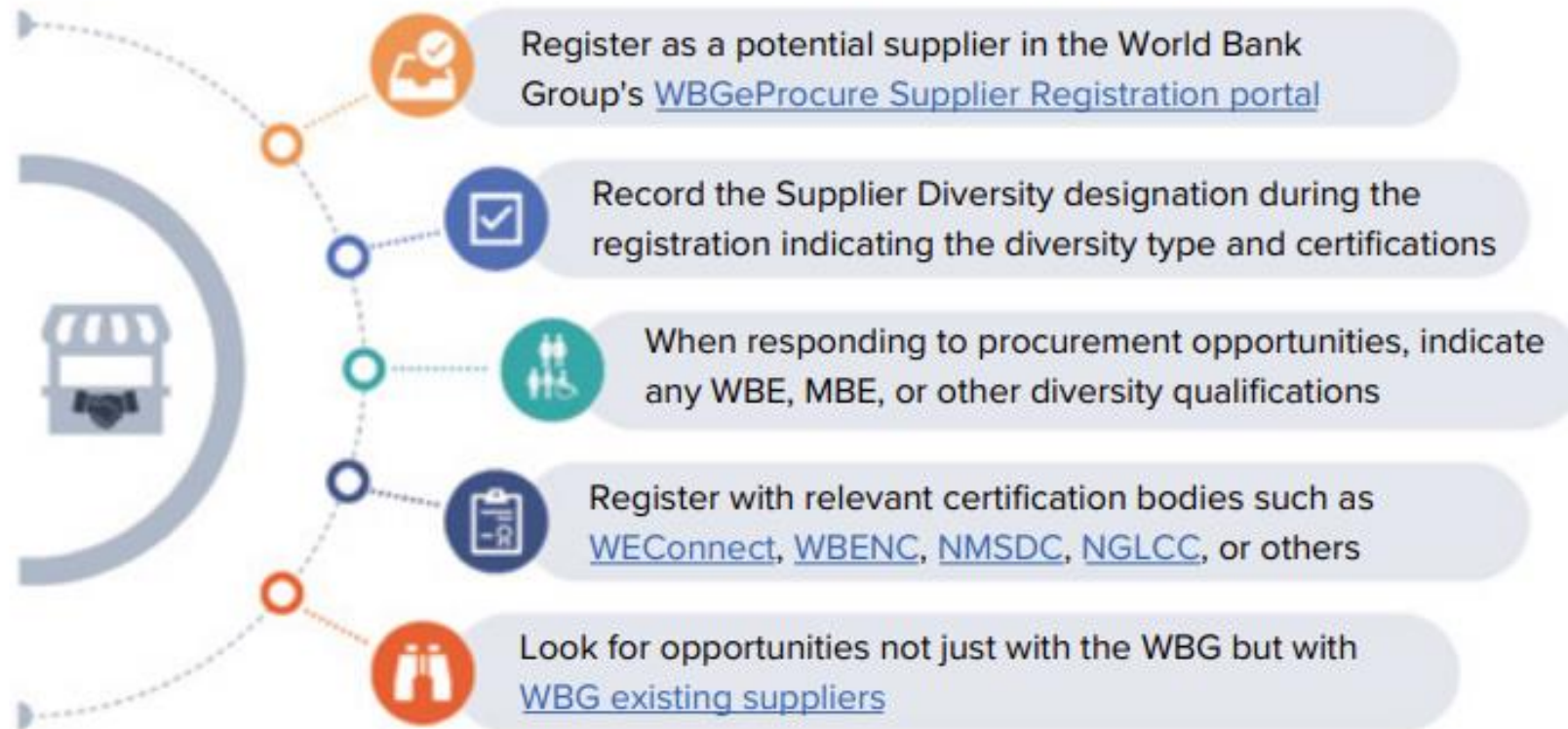
# World Bank Corporate Procurement: What we buy

 Corporate Services & Real Estate	 Human Resources & Professional Services	 Technology
<ul style="list-style-type: none"><li>▪ Construction and Renovation</li><li>▪ Facilities Management</li><li>▪ Security Services</li><li>▪ Travel</li><li>▪ Health Services</li><li>▪ Corporate Services</li><li>▪ Food, Conference &amp; Events Services</li></ul>	<ul style="list-style-type: none"><li>▪ Operational Consulting</li><li>▪ Management Consulting</li><li>▪ Training and Coaching</li><li>▪ Global Payments</li><li>▪ Audit and Accounting Services</li><li>▪ Insurance and Brokerage</li><li>▪ Health and Compensation Benefits</li><li>▪ Executive Searches</li><li>▪ Labor and Staffing</li></ul>	<ul style="list-style-type: none"><li>▪ IT Compute Infrastructure</li><li>▪ Telecom and Network</li><li>▪ Office Productivity Software &amp; Hardware</li><li>▪ Business Applications (Fintech, HR, General Services)</li><li>▪ IT Software (General/Enterprise Software, Security, Data Analytics, Application Mgt)</li><li>▪ Bank Operations ICT Solutions</li><li>▪ Disruptive Technologies</li></ul>

# WB Corporate Procurement Process



# How to be a business partner for corporate procurement



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

