

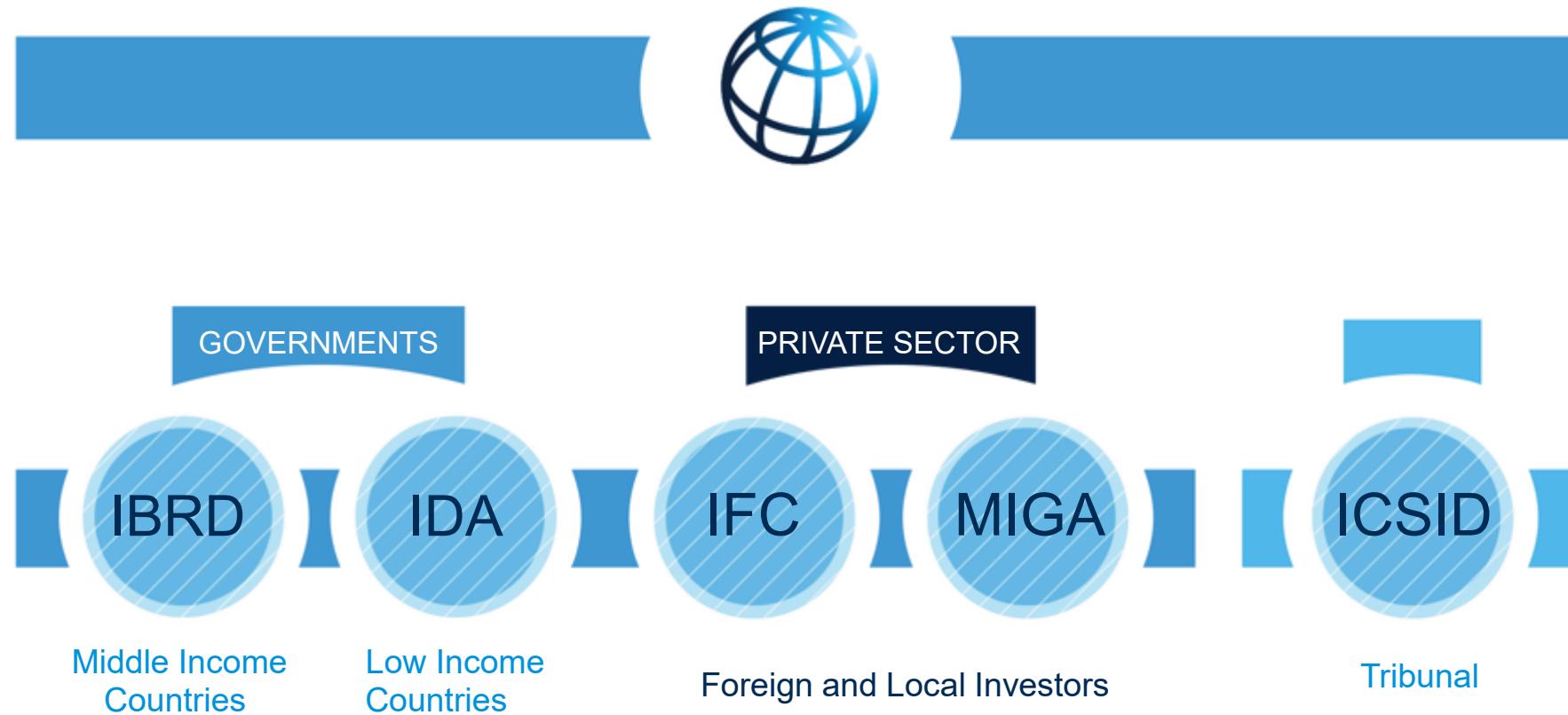
This is not an ADB material. The views expressed in this document are the views of the author/s and/or their organizations and do not necessarily reflect the views or policies of the Asian Development Bank, or its Board of Governors, or the governments they represent. ADB does not guarantee the accuracy and/or completeness of the material's contents, and accepts no responsibility for any direct or indirect consequence of their use or reliance, whether wholly or partially. Please feel free to contact the authors directly should you have queries.

World Bank in Cambodia

Procurement Overview

Changes in Procurement Framework

Overview of World Bank Group



Cambodia: Country Portfolio Procurement Summary

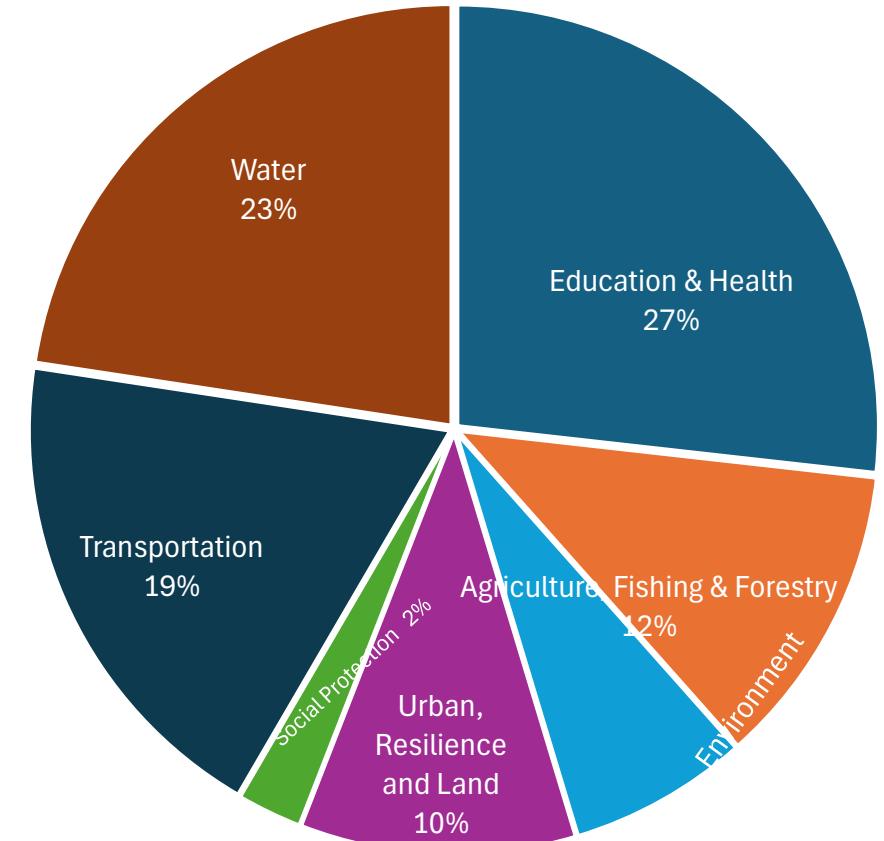
Active IPF Projects
in Portfolio: 21
projects (\$1.61 B)

Pipeline Projects:
2 IPF projects
(total estimation:
(288 M)

\$1.61 Billion
Commitments,
1.04 Billion
procurable items

Cambodia Portfolio by sectors

Sector	Net No. of IPF Projects	Commitment (\$ Million)
Education	4	\$319
Agriculture, Fishing and Forestry	3	\$187
Health	5	\$111
Water	3	\$363
Urban, Resilience and Land	1	\$170
Social Protection	1	\$40
Transportation	2	\$305
Environment, Natural Resources & the Blue Economy	2	\$111
Total	21	\$1,606



Cambodia: Country Portfolio Procurement Summary

Works- 70% of
Value and 25%
Volumes;

Goods- 14%
value and 35%
volume;

Services- 12% of
Value and 8% of
Volume

Ind Consultants-
4% of Value and
32% of Volume

Cambodia: Country Portfolio Procurement Summary

48.2% of procurement by volume is valued less than \$60,000.

This accounts for 2.7% in value

32% is valued between \$61,000-200,000. This accounts for 7.5% of value

6.2% volume is valued \$1 Million and above. This accounts for 76.2% of value

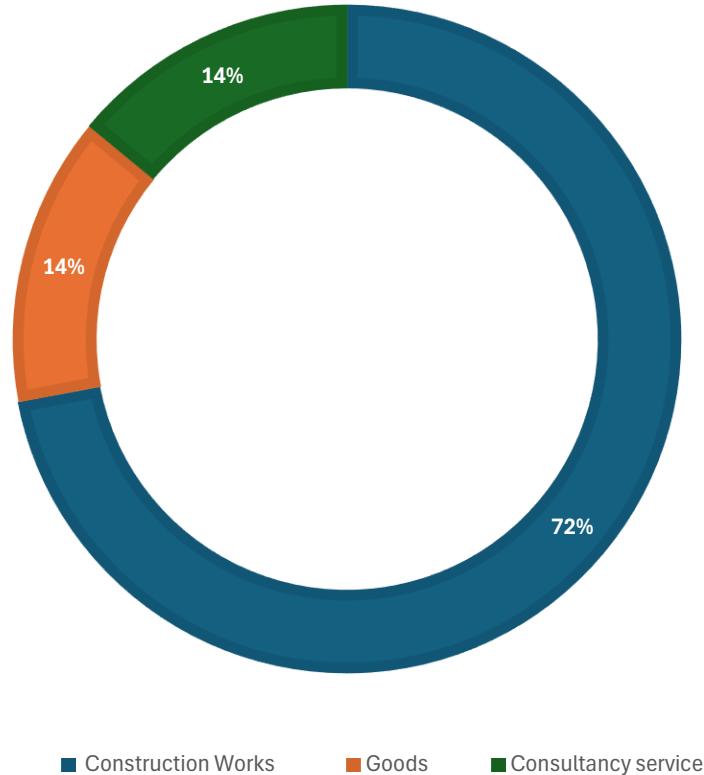
Procurement feature

- Overall, about 2113 procurements are found in the Procurement Plans of Cambodia portfolio of projects
- Above value of \$3 Million per contract, there are 11 contracts signed in last 12 months totaling to \$565.88 Millions
- Above value of \$3 Million per contract, 22 contracts under bidding at present worth \$353.30 millions



Procurement feature

- 72% Construction Works Contracts
- 14% Goods Contract
- 14% Consultancy contracts



Cambodia– Forthcoming High Value Civil Works Bidding Opportunities

Project Id	Project Name	Budget	Activity
P178417	Water Supply and Sanitation Acceleration Project	27,300,000	Infrastructure expansion in Battambang water utility
P178417	Water Supply and Sanitation Acceleration Project	25,300,000	Wastewater Treatment Plant, Stations, and Network in Ta Khmau Municipality
P178417	Water Supply and Sanitation Acceleration Project	20,900,000	Infrastructure expansion in Pursat water utility
P176615	Cambodia Water Security Improvement Project	20,000,000	Rehabilitation/construction of dam reservoir structures for Sre Huy sub-project and Svay Chrum sub-pro
P178417	Water Supply and Sanitation Acceleration Project	16,200,000	Infrastructure expansion in Mondulkiri water utility
P178417	Water Supply and Sanitation Acceleration Project	14,300,000	Wastewater Treatment Plant, Pumping Stations, and Network Collection Development in Pursat Municipality
P178417	Water Supply and Sanitation Acceleration Project	13,500,000	Infrastructure development in Phnom Proek and Bour (under service areas of Battambang utility)
P178417	Water Supply and Sanitation Acceleration Project	10,600,000	Wastewater Collection Network Development in Battambang Municipality
P165344	Cambodia Sustainable Landscape and Ecotourism Project	5,250,000	The Design and Construction of ET Infrastructure Development
P176615	Cambodia Water Security Improvement Project	4,500,000	Construction of 180 Net Houses including drip irrigation, water storage tanks, in two Sre Huy and Svay Chrum
P163264	Cambodia Agricultural Sector Diversification Project	2,000,000	Construction of National Agriculture Laboratory
P171331	Land Allocation for Social and Economic Development Project III	1,501,000	Site Preparation, Pole Demarcation and Access Track Construction for Tumring and Koul SLC Sites, Kampong Thom

Cambodia– Forthcoming High Value Civil Works Bidding Opportunities

Project Id	Project Name	Budget	Activity
P171331	Land Allocation for Social and Economic Development Project III	1,300,000	Sites Preparation, Pole Demarcation and Access Track Construction for Samkhuoy SLC Site in Stung Treng Province
P171331	Land Allocation for Social and Economic Development Project III	1,200,000	IC Study Center
P165344	Cambodia Sustainable Landscape and Ecotourism Project	1,000,000	The Construction of Ecotourism Infrastructure at Peam Krasaob
P171331	Land Allocation for Social and Economic Development Project III	971,640	Construction of School, Health Post, Community Center etc. for Villages in Kratie Province and Stung Treng Province
P171331	Land Allocation for Social and Economic Development Project III	848,960	Construction of School, Health Post, Community Center, etc. Villages in Ratanakiri Province
P169629	Strengthening Pre-Service Education System for Health Professionals Project	800,000	Renovate Electronic Exam centers at both Campus at UHS-Rectorate
P171331	Land Allocation for Social and Economic Development Project III	792,535	Construction of School, Health Post, Community Center, etc. in Kampong Chhnang
P176615	Cambodia Water Security Improvement Project	600,000	Construction of 2 Collection Centers in two targeted provinces
P169629	Strengthening Pre-Service Education System for Health Professionals Project	450,000	Renovation 4 rooms for skills lab
P169629	Strengthening Pre-Service Education System for Health Professionals Project	431,850	Renovation of Building Library, Classroom modernize exam center, Skill Lab, class room at RTC-Kampong Cham
P169629	Strengthening Pre-Service Education System for Health Professionals Project	318,306	Renovation of Exam Room, Building and Building Simulation at RTC-Kampot and ELLIPS Lightening Protection
P165344	Cambodia Sustainable Landscape and Ecotourism Project	230,000	The Establishment of Regional Seedlings Nursery at Kesorkol, Kulen, Siem Reap

Cambodia– Forthcoming High Value Goods Bidding Opportunities

Project Id	Project Name	BUDGET USD	Activity
P163264	Cambodia Agricultural Sector Diversification Project	2,287,664	Equipment and Material for National Agriculture Laboratory
P176615	Cambodia Water Security Improvement Project	2,000,000	High computing computers, Echosounder boat, Hydro-met equipment and dam safety equipment with training,
P162675	Cambodia Nutrition Project	1,500,000	Printing of MIYCN SBCC IPC tool (Maternal Book) for CNP coverage area in 25 provinces (2024-2025) nationwide
P165344	Cambodia Sustainable Landscape and Ecotourism Projec	830,000	Supply and Delivery of Public works equipment to support waste management in target sites
P169930	Cambodia Road Connectivity Improvement	800,000	Supply and Delivery of Two (2) New FWD and Two (2) Pickups
P174335	Cambodia General Education Improvement Project	795,000	Furniture for School Buildings Phase 2 and Furniture for Teacher's Houses Phase 2
P174335	Cambodia General Education Improvement Project	790,000	Printers for Schools (ECED, PED & GSED)
P173368	Cambodia Health Equity and Quality Improvement Project - Phase 2	780,200	Office Equipment for PBC (PHD, OD and HC)
P171331	Land Allocation for Social and Economic Development Project III	770,001	Supply and Delivery of Shelter and Toilet Materials for Prasnoeb in Kampong Chhnang and Samkhuoy in Stung Treng
P169629	Strengthening Pre-Service Education System for Health Professionals Project	685,000	Equip Air System for Skill and Simulation Lab, room with 75 mannequins and 1000 model mouth for UHS-Dentistry
P173368	Cambodia Health Equity and Quality Improvement Project - Phase 2	600,060	Health Equipment
P174335	Cambodia General Education Improvement Project	538,845	Materials and equipment of science (Chemistry, Physics & Biology) for Phase 2

Cambodia– Forthcoming High Value Goods Bidding Opportunities

Project Id	Project Name	BUDGET USD	Activity
P150572	Road Asset Management Project II	500,000	Speed Limited Zone
P173368	Cambodia Health Equity and Quality Improvement Project - Phase 2	393,200	Equipment and Supplies for Rolling out PMRS
P173368	Cambodia Health Equity and Quality Improvement Project - Phase 2	330,000	Supply of Vehicles (SUVs and Pick-up)
P178417	Water Supply and Sanitation Acceleration Project	300,000	Water quality monitoring at WTP (including dashboard) and lab equipment in public water utilities
P174335	Cambodia General Education Improvement Project	270,000	4WD Double Cabin pick-up trucks
P173368	Cambodia Health Equity and Quality Improvement Project - Phase 2	255,160	Office Equipment for PCA, DFB, GMAG, DPHI, PMD&DHS
P171331	Land Allocation for Social and Economic Development Project III	253,539	Supply and Delivery of Office Equipment for National and Sub-national Teams
P178417	Water Supply and Sanitation Acceleration Project	250,000	Bulk flow meters and pressure meters (including telemetry and SCADA) for public water utilities
P162675	Cambodia Nutrition Project	248,262	Printing of MIYCN SBCC IPC (Flipchart) and IPC Counseling Cards for VHSGs for additional 16 provinces
P171331	Land Allocation for Social and Economic Development Project III	245,732	Supply and Delivery of White Rice (Food-for-Work) for Prasnoeb in Kampong Chhnang and Samkhouy in Stung Treng
P173368	Cambodia Health Equity and Quality Improvement Project - Phase 2	200,000	Vehicle (4 Units)

Cambodia– Forthcoming High Value Consulting Bidding Opportunities

Project	Project Name	BUDGET USD	Activity
P176615	Cambodia Water Security Improvement Project	4,000,000	Consulting firm for preparation RBMPs
P176615	Cambodia Water Security Improvement Project	2,500,000	Consulting firms providing TA for establishing the Agro-technology Innovation Hub
P176615	Cambodia Water Security Improvement Project	2,000,000	Consulting firm to development of a national dam safety, establishment of a national monitoring framework
P176615	Cambodia Water Security Improvement Project	1,500,000	Consulting firm to develop key regulatory framework and legal documents (Water allocation and water quality)
P176615	Cambodia Water Security Improvement Project	1,500,000	Consulting firm for the establishment of databases and updating existing hydraulic/hydrological models
P179159	Skills for Better Jobs Project	1,133,333	TA to support TTI selection, ISC and ILDP piloting, development and implementation.
P178417	Water Supply and Sanitation Acceleration Project	800,000	Institutional Development for Operational Management of Sanitation System
P165344	Cambodia Sustainable Landscape and Ecotourism	675,000	Partnership with Intl NGO for for DBS capacity bldg to development community/private sector joint venture)

Cambodia– Forthcoming High Value Consulting Bidding Opportunities

Project Id	Project Name	BUDGET USD	Activity
P162675	Cambodia Nutrition Project	300,000	Consulting Services for Design and Supervision of civil works
P165344	Cambodia Sustainable Landscape and Ecotourism	300,000	Consulting firm to Develop Master Plan for Ecotourism
P178417	Water Supply and Sanitation Acceleration Project	300,000	Impact study on water supply regulatory enforcement
P169629	Strengthening Pre-Service Education System for Health Professionals Project	258,000	Developing of software for Document Tracking for UHS-Rectorate
P170976	Cambodia: Solid Waste and Plastic Management Improvement Project	250,000	Consulting Services for Guidelines for landfill design, management and operation
P174335	Cambodia General Education Improvement Project	192,000	Capacity building on Curriculum Development, Instruction and Textbook development
P178417	Water Supply and Sanitation Acceleration Project	168,000	National Wastewater Engineer
P174335	Cambodia General Education Improvement Project	164,000	International Technical Assistant for PFM reform

Overview of the Key Changes March 2025

March 2025 Updates to the Bank's Procurement Framework

- 6th Edition of **Procurement Regulations** issued that apply for all Projects after March 1, 2025
- Updated **Procurement Procedure** issued - applies for all projects
- New **SPDs dated March 2025** that apply for all international procurement issued after March 1, 2025

What are the major changes

- For International Procurement, minimum **weightings for Rated Criteria** (e.g., non-price, qualitative, technical matters) now established to be **determined based on the procurement risk and cost**
- **Early Market engagement** required for international competitive procurements, at or above \$10 million
- Publication in United Nations Development Business no longer required

Rated Criteria

What is Rated Criteria?

Rated criteria are designed to ensure that the evaluation is comprehensive, transparent, and aligned with the objectives of the procurement. Since 2016, the Bank's Procurement Framework has permitted the use of Rated Criteria to evaluate Bids and Proposals.

Since 2023

International procurements using Bank Standard Procurement Documents must use rated criteria in their evaluations.

As of March 2025

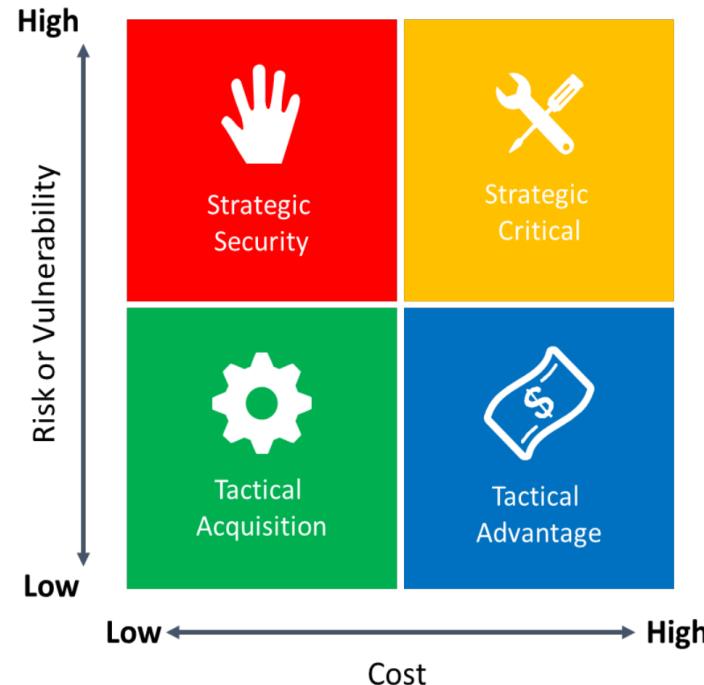
International procurements must use specific minimum quality weightings based on their value and risk, meaning most international procurements will require a **minimum 50% weighting for quality**.



PPSD 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



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

Use of Quality Thresholds

- Can set a minimum quality threshold for critical Rated Criteria:
 - To reject Bids/Proposals that do not meet the minimum quality threshold at Technical evaluation stage
- A minimum quality threshold may apply to:
 - Total combined score of all qualitative criteria
 - Combined score of selected qualitative criteria
 - Score for an individual qualitative criterion
- Exclusion of abnormally low-priced bids helps to address quality risks
- **Make sure quality thresholds are realistic, not anti-competitive and/or discriminatory**

Benefits of the new Procurement Framework for suppliers and contractors

- Ø Much more focus on suppliers and contractors:
- Ø How best to engage with you, how to motivate you, how to persuade you to bid on procurements
- Ø Opportunities for more dialogue and engagement
- Ø Ability to offer innovative solutions to meet needs
- Ø More efficient procurement approaches
- Ø In general due to use of fit for purpose procurement approaches and methods
- Ø By appropriate Borrowers receiving hands on implementation support from Bank staff, to fix any problems before they start
- Ø Prompt handling of complaints and issues
- Ø Standstill periods to fix any problems, before award
- Ø Supports modern, collaborative procurement practices

WHY CONTRACT LOCAL LABOR?

“PROCUREMENT OPERATIONALIZES WORLD BANK GROUP’S JOBS AGENDA”

Local Labor requirement = Creation of Local Jobs

Public infrastructure spending yields some of the highest employment multipliers among fiscal instruments.

Investments prioritizing local labor economic impact are further enhanced through local multiplier effects. Earnings are more likely to be spent within the domestic economy, reinforcing demand and fostering broader economic activity.

WBG and IMF studies suggest between 10.4 to 30.2 direct jobs are created per \$1 million of public infrastructure spending (e.g. Transport, Energy & Water)

Key Benefits:

Economic Impact:

Implementing a local labor policy can stimulate job creation, boost the local economy, and increase government revenue.

Workforce Development:

A local labor policy can enhance workforce capabilities through skill development and reduce dependency on external labor.

Community & Environmental:

Employing local workers can strengthen community ties, promote social cohesion, and reduce the environmental impact of large-scale projects.

Local Labor Participation Requirements

New Requirements – Effective September 1, 2025

For works contracts subject to international competitive procurement and required to use Bank Standard Procurement Documents (SPDs) the Borrower will:

1. **Require that bidders allocate not less than 30% of the total labor cost under the contract to the employment of local labor** under the contract to the employment of local staff and personnel (Local Labor), unless otherwise agreed in the Project Procurement Strategy for Development (PPSD).
2. When specified in the Procurement Documents for a particular works contract, **the Bidders should also include proposals for developing skills of low and/or semi-skilled local workers**, which will be evaluated by the Borrower using Rated Criteria.

New Requirement:

For all projects with a PCN approved on or after September 1, 2025, for **international works procurements where Bank SPDs are required** Bidders are required to allocate **no less than 30% of total labor cost to the employment of local labor**.





Thanks