

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.

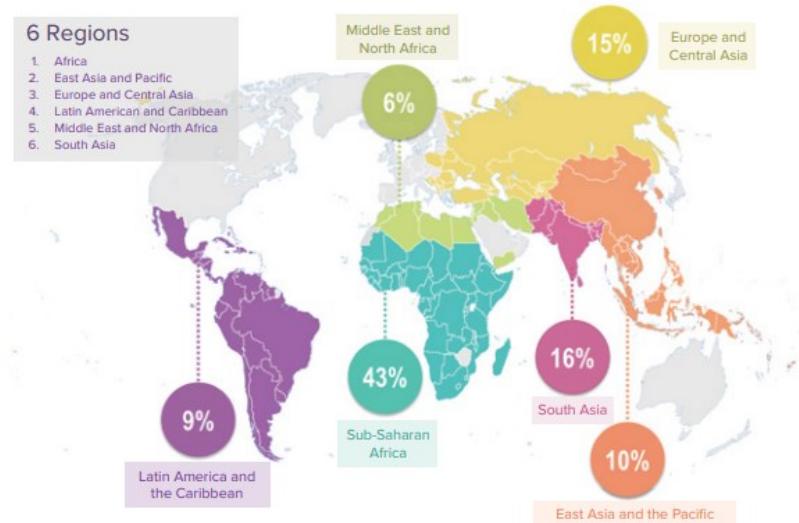
# Finding Business Opportunities with World Bank Procurement

**Guidance on Winning Contracts  
Financed by the World Bank**

December 2025

# Introduction to Business Opportunities

- World Bank-funded contracts offer a pathway for businesses to expand internationally and contribute to development.
- This guidance is intended for any suppliers, contractors, consultants, or NGOs interested in winning these contracts.



## PROCUREMENT BENEFITS FOR SUPPLIERS



### Profitability

Access to billions of dollars' worth of business in a variety of contract sizes. These contracts offer a lower-risk way to enter a developing market.



### Opportunity

Suppliers can expand their business, build international experience, and contribute to global development goals.



### Certainty

The World Bank's Procurement Framework provides a clear and predictable process, ensuring fairness and transparency throughout the contracting process. The World Bank's oversight ensures adherence to the framework.



### Variety

Projects cover a wide array of sectors, ensuring opportunities for businesses of all sizes and specializations.

# Types of Business Opportunities

1. Operations Procurement (World Bank-Financed):

- Carried out by Borrowers in development projects.

2. Corporate Procurement (WBG's Own Needs):

- For the WBG's internal operations.

# Overview of the World Bank Group

History: Established in 1944 to aid Europe post-WWII, evolving into a major development institution.

Mission: 'To end extreme poverty and boost shared prosperity on a livable planet.'

Structure: Comprised of five institutions, with IBRD and IDA as the main operational arms.



# The World Bank Project Cycle

1. Identification
2. Preparation
3. Appraisal
4. Negotiation & Board Approval
5. Implementation & Support
6. Completion and Evaluation



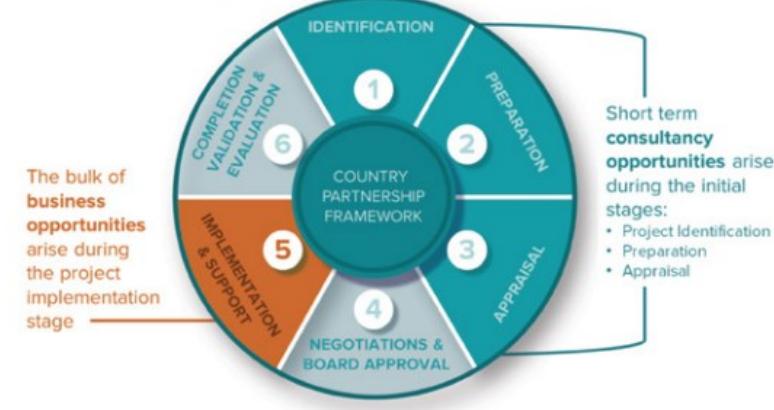
# Where Business Opportunities Arise in the Project Cycle

Stages 1-3: Consulting Opportunities during the project pipeline.

Stage 5: Implementation stage with the bulk of procurement opportunities for Goods, Works, Consulting, and Non-consulting Services.

## World Bank Project Cycle

Key stages where contract opportunities arise



# Operations Procurement Principles

- Core Principles: Value for Money, Integrity, Fit-for-Purpose, Efficiency, Transparency, Fairness.
- Procurement Oversight: Bank reviews (prior and post-review) and mandatory adherence to regulations.



# Finding Business Opportunities



1. Specialization: Search by area of expertise (e.g., health, infrastructure).



2. Geographic Focus: Target opportunities by country or region.



3. World Bank Operations: Utilize Country Engagement and Projects databases.



4. World Bank Apps: Project Procurement App, FinancesOne, and Procurement Pipeline.



5. Procurement Notices: Use sources like UNDB and World Bank Procurement Notices.

# Tips for Bidding



1. Preparation: Research thoroughly and align with project requirements.



2. Documentation: Ensure all necessary documentation is accurate and complete.



3. Compliance: Follow World Bank guidelines strictly to avoid disqualification.

# Navigating Procurement Notices

## Types of Notices:

- General Procurement Notices (GPN),
- Specific Procurement Notices (SPN),
- Invitations for Bids (IFB).

## Main Platforms:

- Project Website
- World Bank's Procurement website,

# Challenges and Best Practices

## Challenges:

- **Compliance with complex regulations,**
- **Competition,**
- **Project timelines.**

## Best Practices:

**Engage early with procurement notices.**

**Use Bank tools and apps for continuous updates.**

**Establish a strong understanding of local regulations.**

# Preparing the Proposals

---

**Make a pre-proposal visit (if indicated in RFB)**

---

**For Works respond substantially to technical specifications, focus on the rated criteria and technical factors and scores**

---

**Emphasize methodology for delivery – innovate if you can**

---

**Propose a strong Project Manager and qualified experts**

---

**Cite relevant technical and regional experience similar to the assignment – more significant and similar the better**

---

**Involve national partner firms or individuals, consider joint ventures**

---

**Don't deviate from standard RFB forms/conditions**

# Preparing the Proposals

No conditionalities: conditionalities or qualifications will lead to rejection

Get official clarification: If any provisions of the bidding/proposal document are unclear or unacceptable, submit an official inquiry in writing to the borrower cc the Bank before the bid closing date or such date as may be specified.

Submit a professional, proposal ensuring all supporting documents included, signed by authorized individual.

Carefully review qualification and evaluation criteria:

Failure to satisfy qualification criteria results in high bid rejection rate.

# Bid Preparation Tips

|         |                                    |
|---------|------------------------------------|
| Follow  | - Follow ITB & BDS carefully       |
| Submit  | - Submit all required documents    |
| Ensure  | - Ensure validity and bid security |
| Adhere  | - Adhere to deadlines              |
| Address | - Clearly address specifications   |

# Final checks before submission



Amount, validity  
and text of Bid  
Security



Signatures and  
power of attorney



Joint venture  
agreement  
enclose



References  
enclosed



Marking of  
envelopes as  
appropriate

# Pay attention to “Don’ts”

- No Bid Security & Insufficient Amount of Bid Security
- Lack of Supporting Documents
- Incomplete Bids
- Expiration and Extension of Bid Validity
- Partial Quantities
- Absence of test reports if required
- Bids not signed
- JV partner as bidder in another bid
- Conflict of interest

## At bid/proposal opening

- Be on time: Submit bid/proposal within the stipulated deadline. Late bids/proposals will not be accepted
- During bid opening, ensure that:
  - ➤ All relevant prices are read out
  - ➤ All discounts (if applicable) are read out
  - ➤ Presence and amount of bid security is read out
  - ➤ No envelope remains unopened
  - ➤ All the above is recorded correctly
  - ➤ The record is signed by all bidders present and by the employer
  - ➤ Be aware of possible extension: There may be a request to extend the bid validity and bid security periods by several months, as in certain cases the evaluation of bids requires more time than originally expected

# Common Reasons for Disqualification

- Missing documents or incomplete forms

- Invalid bid security

- Altered forms

- Conflict of interest

- Sanctions

# Resources and Support

- Access Resources and Bidding Opportunities at an Exclusive Suppliers Website

<https://www.worldbank.org/ext/en/what-we-do/project-procurement/for-suppliers>

## SUPPLIER EVENTS

All Events



EVENT

**Chad: Early Market Engagement Event on Chad Energy Access Scale-up Project**

December 5, 2025



EVENT

**Honduras: Early Market Engagement - Rehabilitation of the Nacaome Water Treatment Plant Project**

December 9, 2025



EVENT

**Cambodia Regional Connectivity Improvement Project - EME**

December 11, 2025

[Trending Data](#) [Each extra year of schooling boosts hourly earnings by 9%](#) [News & Events](#) [Q](#)

[WORLD BANK GROUP](#) [Our Priorities](#) [Who We Are](#) [What We Do](#) [Where We Work](#) [Work With Us](#)

[News](#) [Events](#) [Cambodia Regional Connectivity Improvement Project - EME](#)

**COMING SOON**

### Cambodia Regional Connectivity Improvement Project - EME

The Ministry of Public Works and Transport (MPWT), with World Bank support, invites prospective bidders to an Early Market Engagement (EME) workshop for the Cambodia Reg

[Add to Calendar](#)

**Date & Time**  
December 11, 2025  
08:00 AM - 02:00 AM ET  
08:00-14:00 Phnom Penh Time (GMT+7)

**Location**  
Hyatt Regency Phnom Penh, Ballroom, Phnom Penh, Cambodia

**Event Contact**  
Contacts for inquiries: Please route via the registration form (<https://forms.office.com/r/R5yZWmuZM2>)

