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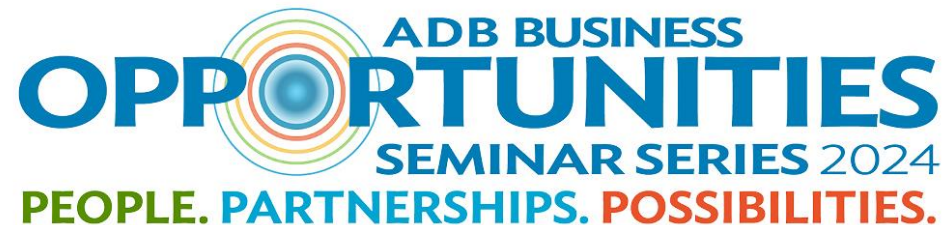
Pacific Infrastructure Business Opportunities Seminar

22 to 23 May 2024

9:00AM - 4:30PM

NADI, FIJI

PACIFIC



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Responding to Consultant Recruitment Tender

**Pacific Infrastructure Business
Opportunities Seminar**
NADI, FIJI

20-23 MAY 2024

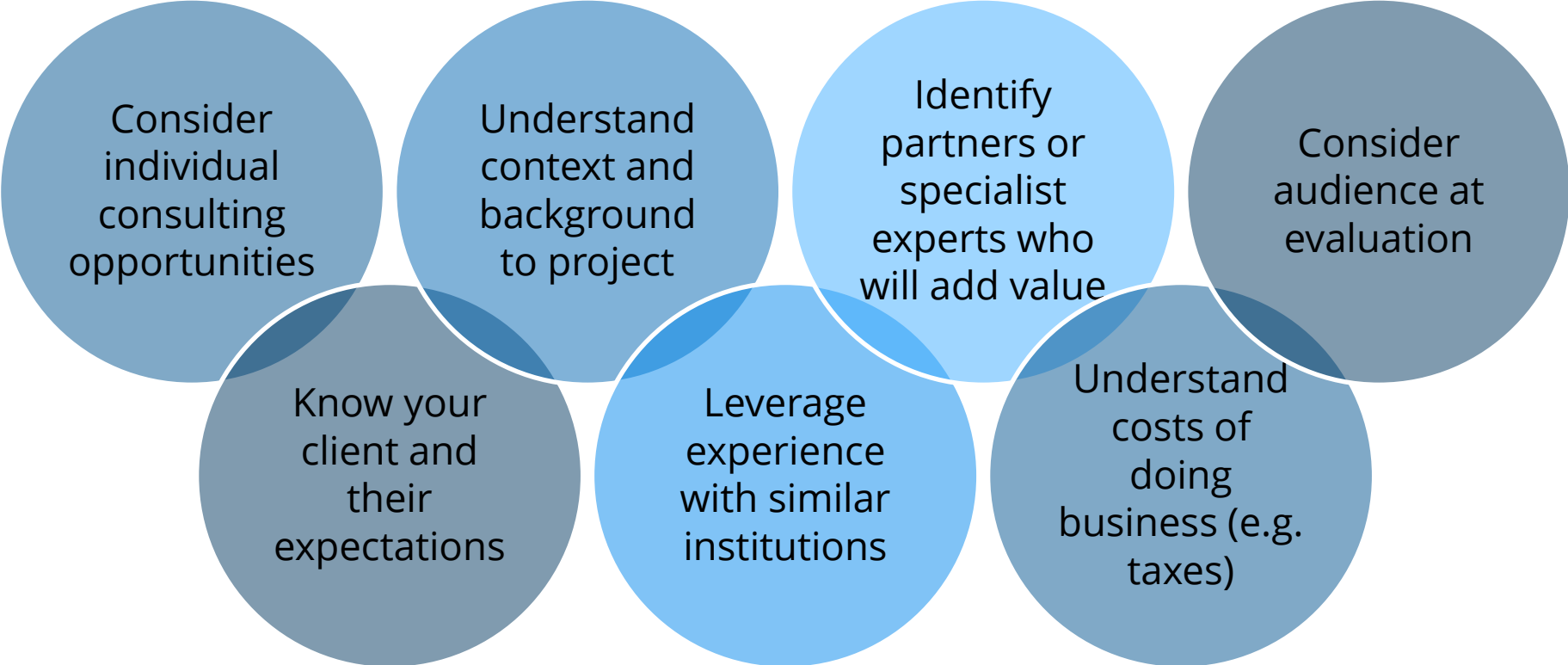
USING CONSULTING SERVICES WB PROJECT CYCLE



SELECTION METHODS

- Quality and Cost Based Selection (QCBS)
- Quality Based Selection (QBS)
- Fixed Budget Selection (FBS)
- Least Cost Selection (LCS)
- Consultants Qualification Selection (CQS)
- Single Source Selection (SSS)

General Points on Consulting Contracts



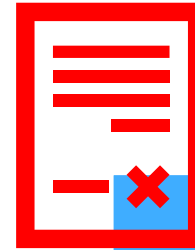
Common Mistakes when approaching World Bank Consulting opportunities

Shortlisting Phase



- Lack of knowledge of project context
- Incorrect Skills match
- Limited geographic experience
- Generic EOI
- Lack of local presence

RFP Stage



- Financial info in technical proposal
- Not responsive to ToR
- Not demonstrating strength of firm
- Lack of suitability

THANK YOU

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