

Islamic Development Bank (IsDB) Group Business Opportunities

03 June 2024, Islamabad Pakistan



CONTEN

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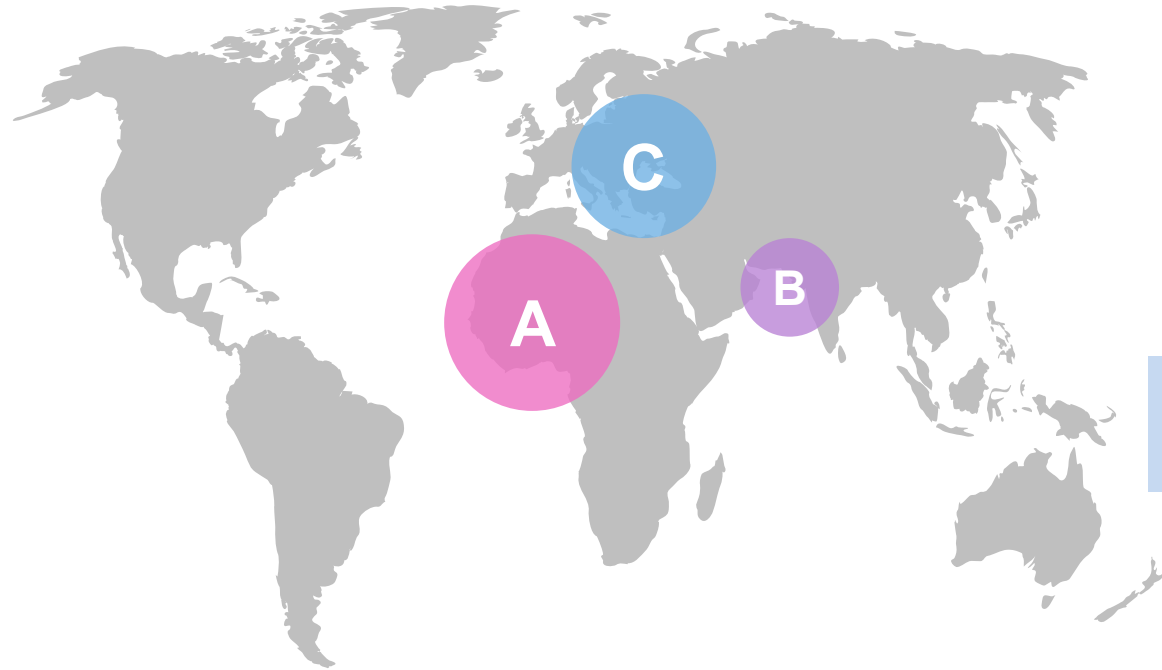
- 01 Introduction of IsDB
- 02 Framework of IsDB Project Procurement
- 03 Business Opportunities Resources of IsDB
- 04 Business Opportunities



Introduction of IsDB



Introduction



THE PRESENT MEMBERSHIP OF THE BANK CONSISTS OF **57** COUNTRIES

The WORK OF THE IsDB TOUCHES THE LIVES OF **1 IN 5** OF THE WORLDS POPULATION

THE WORK OF THE ISDB CAN BE SEEN AROUND THE WORLD WITH OPERATIONS IN THREE CORE REGION

- A** AFRICA AND LATIN AMERICA
- B** ASIA
- C** MIDDLE EAST & NORTH AFRICA (MENA) AND EUROPE

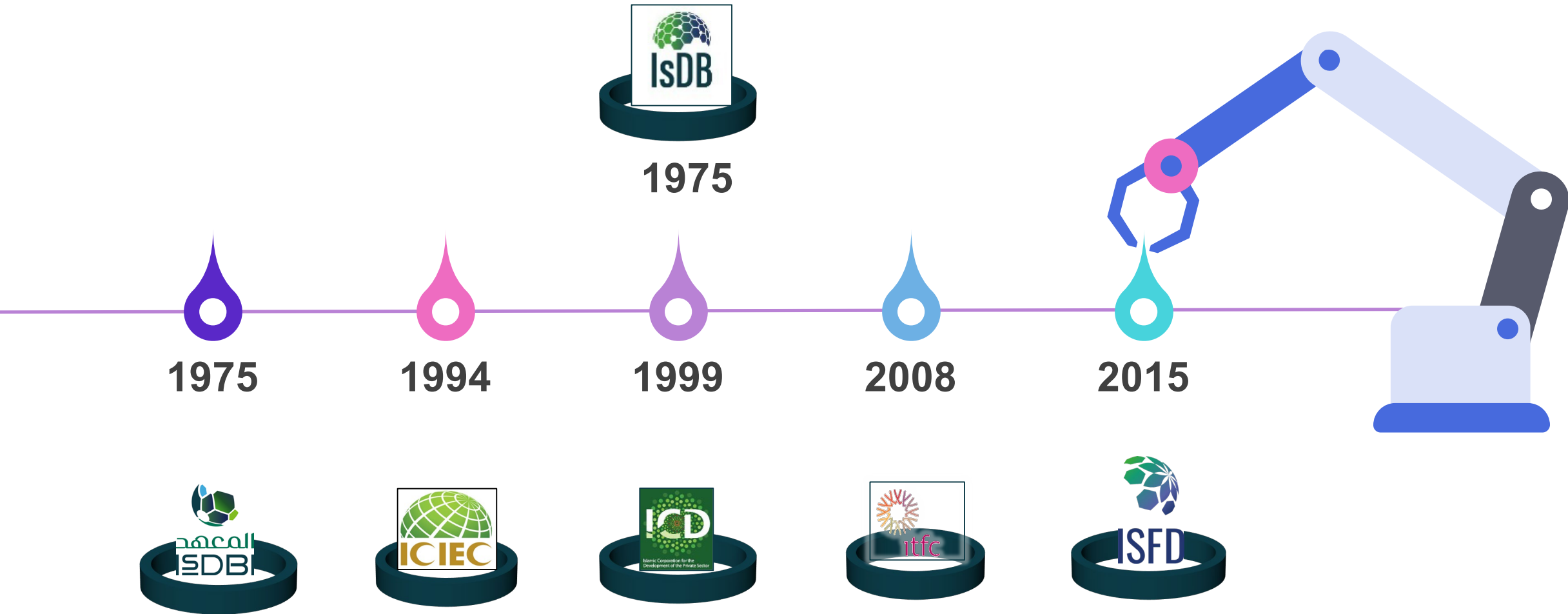
Formation
Established in 1975 to foster economic development and social progress

Development
IsDB Led the development of Islamic (non-interest bearing) financial products

IsDB-Financing
Suitable for infrastructure and asset-based financing

Risk Sharing
Principle of risk-sharing instead of risk-transfer

Evolution of IsDB Group (1975 - 2023G)



Institution has Evolved from Single Entity to a Group Comprising of 6

Key Facts about IsDB

Established in 1975 with HQ in Jeddah, KSA

1,000+ staff distributed across entities & regional hubs

A Unique Model of South-South Cooperation

Global MDB : Membership: 57 Countries Spreading over 4 Continents

10 Regional Hubs & 2 COE

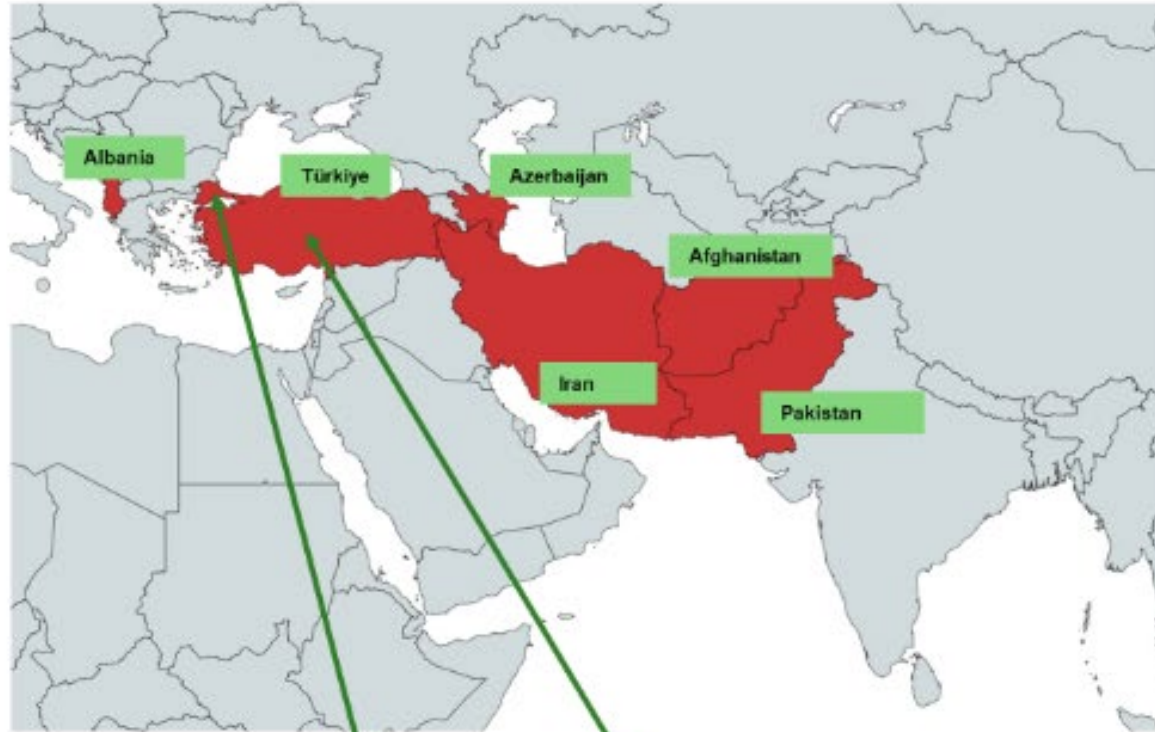


10 Regional Hubs

Two CoE: Centre of Excellence

20 Field Representatives in various Member Countries

RH Türkiye



Istanbul office	Ankara main office
ICIEC, ICD, ITFC	IsDB

Regional Hub of Türkiye manages 03 of the largest IsDB Group Portfolios out of 57 IsDB Members States



Mandate



Project Financing Products



CONCESSIONARY

Loans

TA Grants

TA Loans

ORDINARY

Leasing

Equity

Murabaha

Installment Sale

Istisna'a

Selected Development Partners

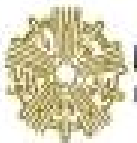
Arab Coordination



ARAB FUND FOR ECONOMIC & SOCIAL DEVELOPMENT



SFD
الصندوق السعودي للتنمية
Saudi Fund for Development



Kuwait Fund
For Arab Economic Development



صندوق النقد العربي
ARAB MONETARY FUND



صندوق أبوظبي للتنمية
ABU DHABI FUND FOR DEVELOPMENT



MDBs / International Organizations



European Investment Bank



European Bank
for Reconstruction and Development



World Food Programme



THE WORLD BANK



ASIAN DEVELOPMENT BANK



Investing in rural people



WHO

Bilateral and Others



Department for International Development



Japan International Cooperation Agency



NEXI
Nippon Export and Investment Insurance



BILL
UNDP
ation



BETTER POLICIES FOR BETTER LIVES



JBIC



AFD
AGENCE FRANÇAISE DE DÉVELOPPEMENT



KDB Bank

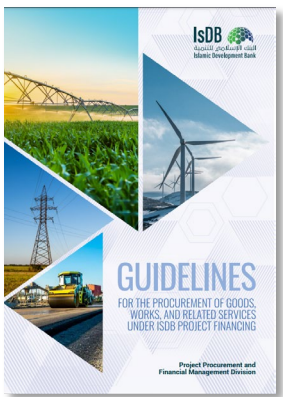


unicef
for every child

Project Procurement Framework of IsDB



Project Procurement – Framework & Hierarchy



Procurement Guidelines

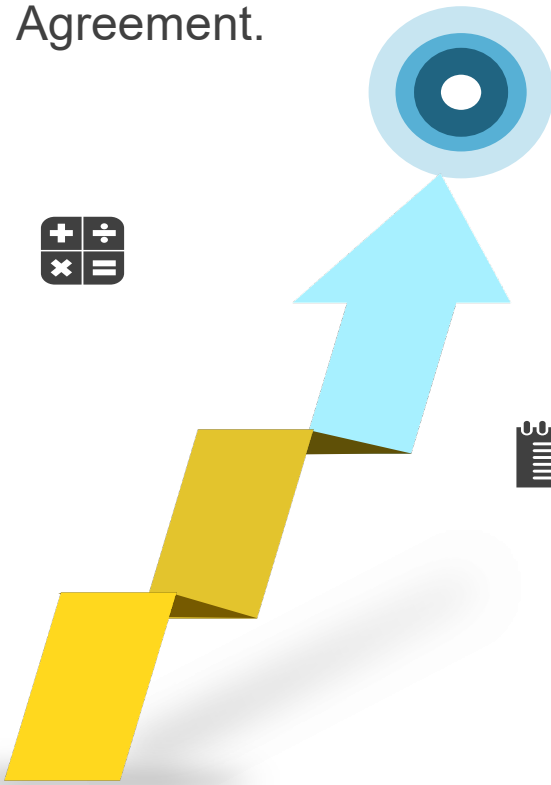
Use of IsDB Procurement Guidelines is mandatory for Procurement of contract financed in whole or in parts by IsDB as further reflected in Project Documents (PAD,RRP) and Financing Agreement.



2

IDB BED

IsDB Board Executive Directors (representing all Member Countries, hence **supersedes** each MC's regulation) and **mandates** the use of IsDB Procurement Guidelines for Project financed by the Bank



1

Article of Agreement

IsDB “**ARTICLE OF AGREEMENT**” **mandates** (i) the use of Bank’s managed fund strictly for the purpose intended with regards to economy and efficiency (ii) **the use of competitive approach** for procurement and promoting **development of Member Countries**



Project Procurement - IsDB Procurement Guidelines

IsDB Procurement Policies and Procedures are detailed in Two Distinct Guidelines

01

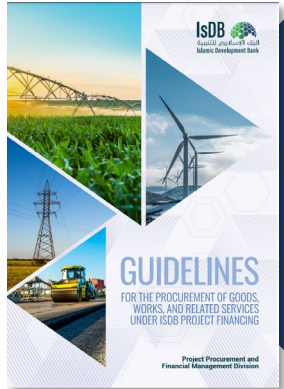
Defines policies, process, methods, criteria, steps, and review process by IsDB

02

Each includes concepts and approaches which are different for procurement of goods or works and selection of consultant

03

Further operationalized by a list of procurement documents (bidding documents, evaluation report, etc.)



OUTLINE for Selection of Consultancy Services

- Procurement Strategy Document will set the type and Approach for selection of Consultancy Services
- TERMS OF REFERENCE AND COST ESTIMATES
- ADVERTISEMENT OF CONSULTANCY SERVICES
- SHORTLISTING AND REQUEST FOR PROPOSAL
- EVALUATION OF PROPOSALS
- NEGOTIATIONS AND CONTRACT AWARD

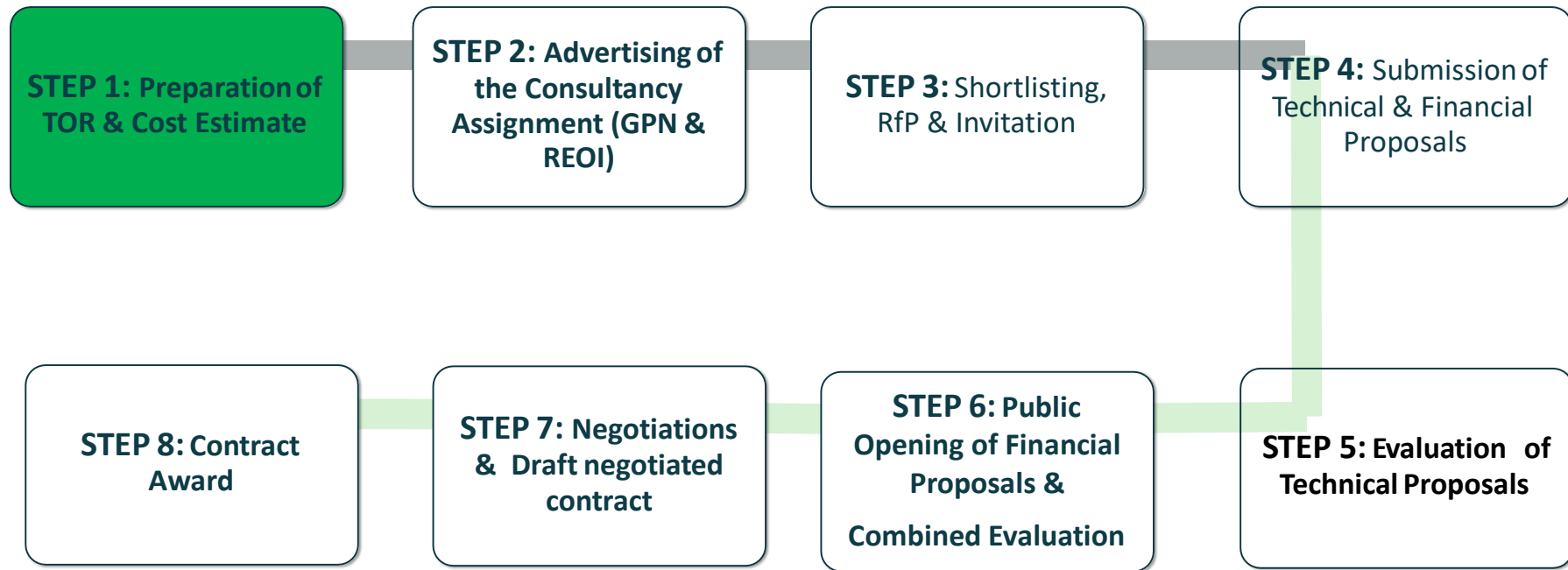


Advertising of the Consultancy Assignment. GPN/REOI

<i>Type of Shortlist</i>	<i>Advertising media</i>
International Consultant	<ul style="list-style-type: none"> • IsDB's website • UNDB Online or DgMarket websites
MC Consultant	<ul style="list-style-type: none"> • IsDB's website; and • Beneficiary's website or the project portal of the MC
Domestic Consultants	<ul style="list-style-type: none"> • Beneficiary's website • Other appropriate publicly accessible mediums of wide distribution in the Country

In addition to the Beneficiary's government's respective web portal, where available, the GPN may also be sent to Embassies, Consulates, and local representatives of IsDB MCs.

Eight Steps in the Consultant Selection Process (based on QCBS Selection Method with Prior Review)



NOTE: IsDB No-Objection is required at Steps 1, 2, 3, 5, 6 & 7

Outline for Procurement of Works and Goods

Goods

Commodities, raw materials, machinery, equipment, industrial plant

Works

Construction
Infrastructure

Non-consulting services

Transportation, insurance, installation, commissioning, training and maintenance, operation and management, mapping, drilling, etc.



Prequalification & Initial Selection

Shortlisting process for
G/W/S

When high cost of preparing proposals could discourage competition or when we expect to have too many bids to evaluate (too little or too much of a good thing)

For large and complex (high value high risk, especially IS) also for custom, plant, etc.

Done for a specific entity not its affiliates or parent firms: same entity for whole procurement and CM process

IfP=4 weeks
minimum=bids=everything turned into monetary value

IS=proposals=rated criteria

IfP criteria:

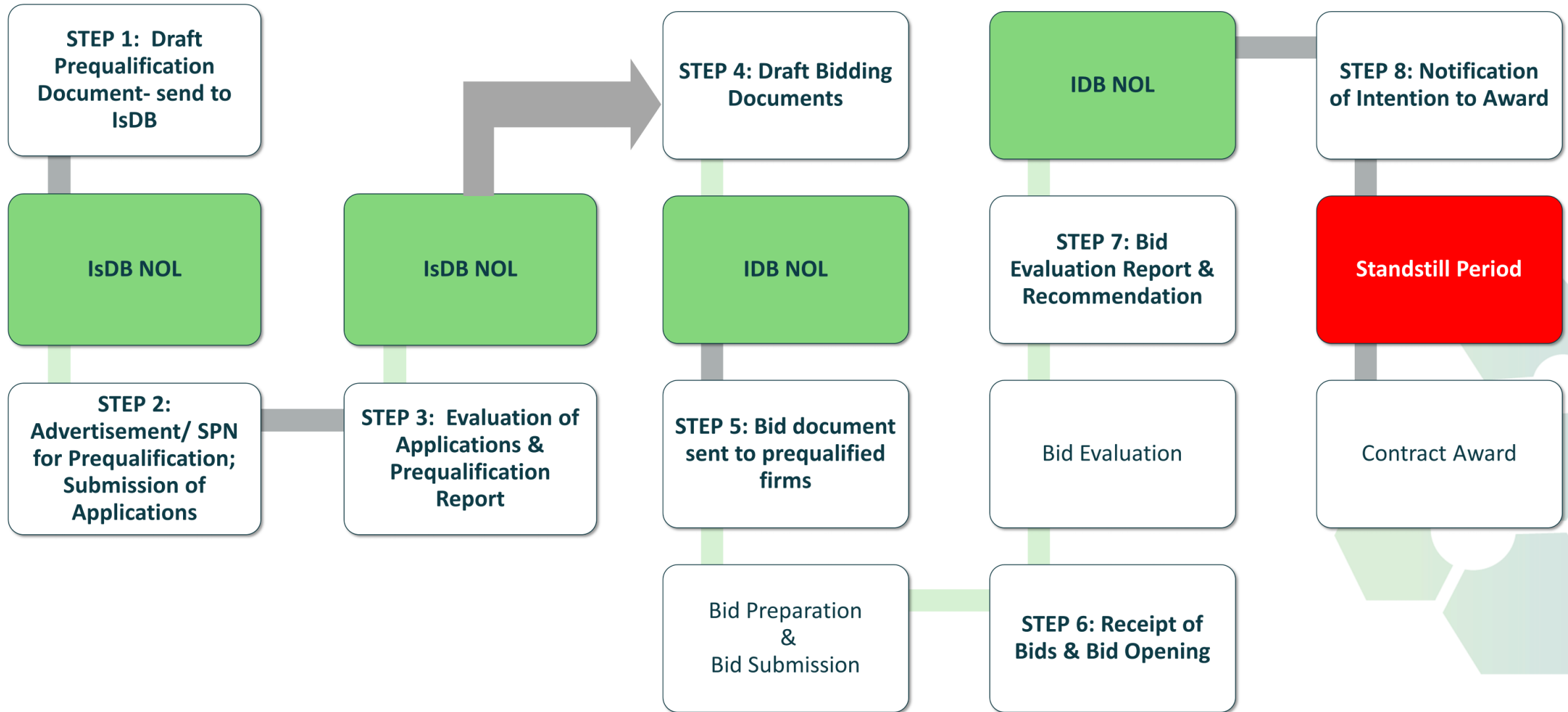
- a) experience and past performance on similar contracts;
- b) capabilities with respect to personnel, equipment, Plant and manufacturing facilities;
- c) current commitments of Works under execution and progress of work; and
- d) financial position during the past three (3) to five (5) years.

IS:

- First step is IfP-type criteria
- Second step uses industry-specific criteria (rated)

Margin of preference if criteria met (15% goods/10% works)

Eleven Steps in Contractor Selection Process (based on ICB or ICB/MC with prequalification)



Selection of Procurement Method



Selected in PS and PP

As usual a change = formal approval of revised planning



Aim to favour MC but you can use ICB if:

MC do not have enough companies
Geographical location of project make it unlikely that enough acceptable bids will be received from MC



Procurement steps will be the same

IsDB Standard Procurement Documents for G &W

NEW SUITE OF STANDARD PROCUREMENT DOCUMENTS (SPDs)

Sample

GPN

SPN

SBD for

Procurement of Plant

Procurement of Goods

SBD Works - Major Works

SBD Works Smaller
Contracts

SBD for TextBooks

Standard

Shopping Document for Procurement of
Works and Goods

Pre-qualification Document
Initial Selection Document

Evaluation

St Evaluation Report Consultancy Services
St Evaluation Report Goods and Works

Users' Guides

User's Guide For PQD for Proc of Works

User's Guide for SBD Major Works

SPD - January 2019

Step: Draft Bidding Documents

Preparation of Bidding Documents is based on:

- **Type of Contract-** lump sum / unit rate
- **Scope of Contract-** Works; Maintenance
- **Division into lots**
- **Design Build** (Turnkey contract) for industrial plant
- **SBDs include:** ITB; BDS; CoC; BoQ; Specifications..etc.



Step: Draft Bidding Documents

Bidding Documents Objectives

- Provide equal information to all bidders
- Instruct bidders on procedures for submission of bids
- Describe goods or works with technical requirements to be procured
- Inform the bidders of criteria for evaluation
- Define conditions of contract
- Encourage participation through reasonable fees, such as sale of bidding document, bid security, performance security etc.



Step: Draft Bidding Documents

Poor Bidding Document has negative Impact

- Clarifications/complaints from bidders
- Undefined application of instructions and criteria
- Selection of poorly qualified bidder
- Delays in project implementation
- Misprocurement
- Lack of credibility of institutions



Step: Draft Bidding Documents

Special Features of Contract Performance Security

- Protection of borrower against breach of contract
- Performance security to be issued by institutions with enforceable instrument
- A portion of performance security to cover warranty, defect liability or maintenance period
- Performance security required for works (10% of the contract price)
- Performance security required for EHS (normally up 2%)

Special Features of Contract Liquidated Damages

- Cost deducted form the contract price for delays and/or unperformed services



Evaluation considerations

- Confidentiality on bid evaluation until publication of award;
- Beneficiary can ask bidders for clarification;
- Responses shall be made in writing;
- Extension of bid and security validity if needed;
- Standard evaluation form;
- Qualified team of evaluators (can include consultants if needed);
- IsDB approval required for rejecting all bids;
- Rejection of bids must be well justified.



Preliminary examination

Technical scrutiny - substantial responsiveness:

- ✓ Bid submission form duly signed;
- ✓ Bid security-amount and validity (90-120 days) or maybe bid-securing declaration?;
- ✓ Price schedules;
- ✓ Conformity to the clauses of the bidding docs;
- ✓ Conformity to standards and specifications;
- ✓ Valid power of attorney.

Detailed evaluation only for substantially responsive bids.

UNACCEPTABLE

- Late bid;
- Unsigned bid;
- Omission of BoQ;
- Inadequate bid security;
- Different prequalified firms and bidders;
- Different price conditions;
- Unacceptable alternative, timing and phasing;
- Unacceptable applicable law.

FOR CONSIDERATION

- Different payment terms;
- Alternative methods/bids;
- Minor omissions;
- Liquidated damages.

Rejecting all bids

G/W/S

- Justification required
- If lack of competition (not solely # of bidders)
- If all bids non-responsive
- If prices substantially higher than estimate
- Review reasons before rebid
- Consider modifications in spec., Conditions, etc. Before rebid
- Bank's prior no-objection required

Negotiations

- Usually not the case except for High Value High Risk
- As alternative to rebidding with the lowest evaluated bidder on feasible solution. Bank's prior no-objection required.

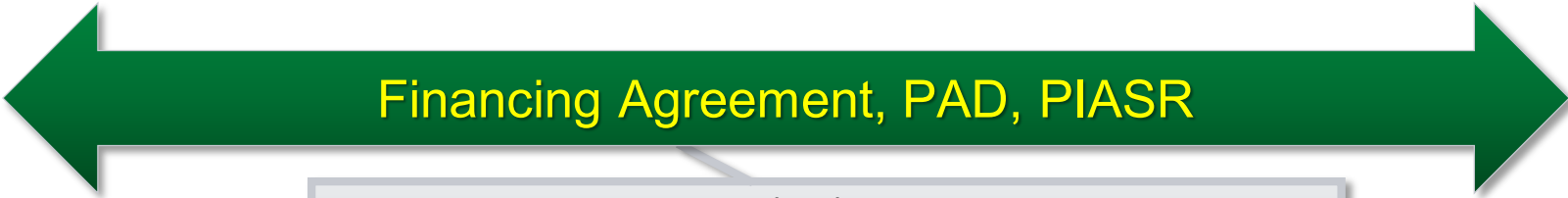
Consultant

- Due to major deficiencies in TORs
- If cost is substantially higher than estimate
- Consider increase budget or reducing the scope of services with the firm
- Justification required
- Review reasons before re-inviting
- Bank's prior no-objection required

Negotiations

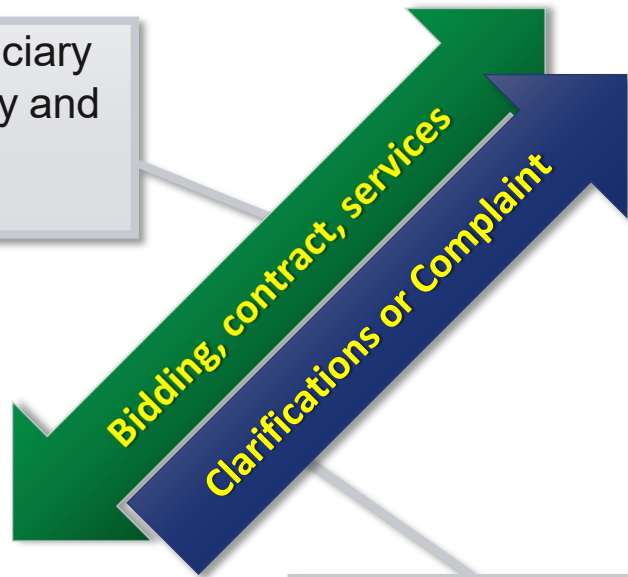
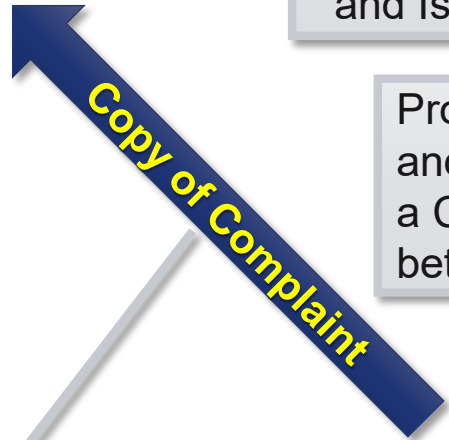
- Required and normal
- Unit price is not negotiated if price is a factor
- Bank's prior no-objection required for RFP, technical evaluation and draft of negotiated contract

Stakeholders Relationship



Financing Agreement (FA) and Project Documents govern the legal obligations between a Beneficiary and IsDB regarding procurement financed by IsDB.

Procurement Documents issued by a Beneficiary and Contract signed between the Beneficiary and a Company define the rights and obligations between both parties



The Company has the option to send copy of its complaint to the Bank in particular if the complaint has not been fully resolved



The Beneficiary is obliged to respond and fully resolve the issues raised in the complaint

ROLE OF BENEFICIARY

SOLELY RESPONSIBLE FOR PROCUREMENT

01

EFFECTIVE AND ECONOMIC PROCUREMENT

- **Prepares** Procurement Strategy and Planning
- Prepares and issues PQ and bidding documents
- Invites applications for PQ, bids/proposals
- Receives and evaluates PQ/bids/proposals
- Awards Contracts

02

SUCCESSFUL COMPLETION OF THE PROJECT

- Implements projects and deals with all contractual issues



ROLE OF IsDB



SUPERVISES THE Entire
PROCESS



ASSISTS BENEFICIARY IN PREPARATION OF
PROJECTS



ASSESSES BENEFICIARIES' CAPACITY AND
PROCUREMENT RISKS AND SUGGESTS MITIGATION
MEASURES

Reviews and clears **procurement strategy and planning**,
beneficiaries procurement procedures, plans, advertising,
prequalification, procurement documents, evaluation report and
award recommendations and contracts to ensure compliance
with financing agreements



MAKING DISBURSEMENTS IF:

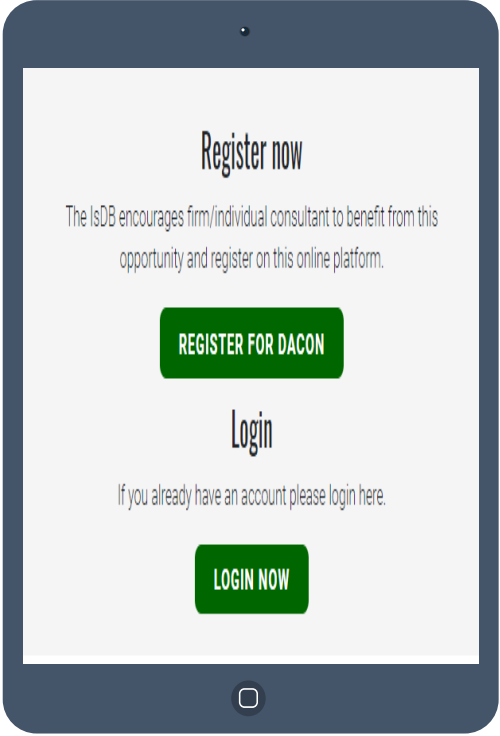
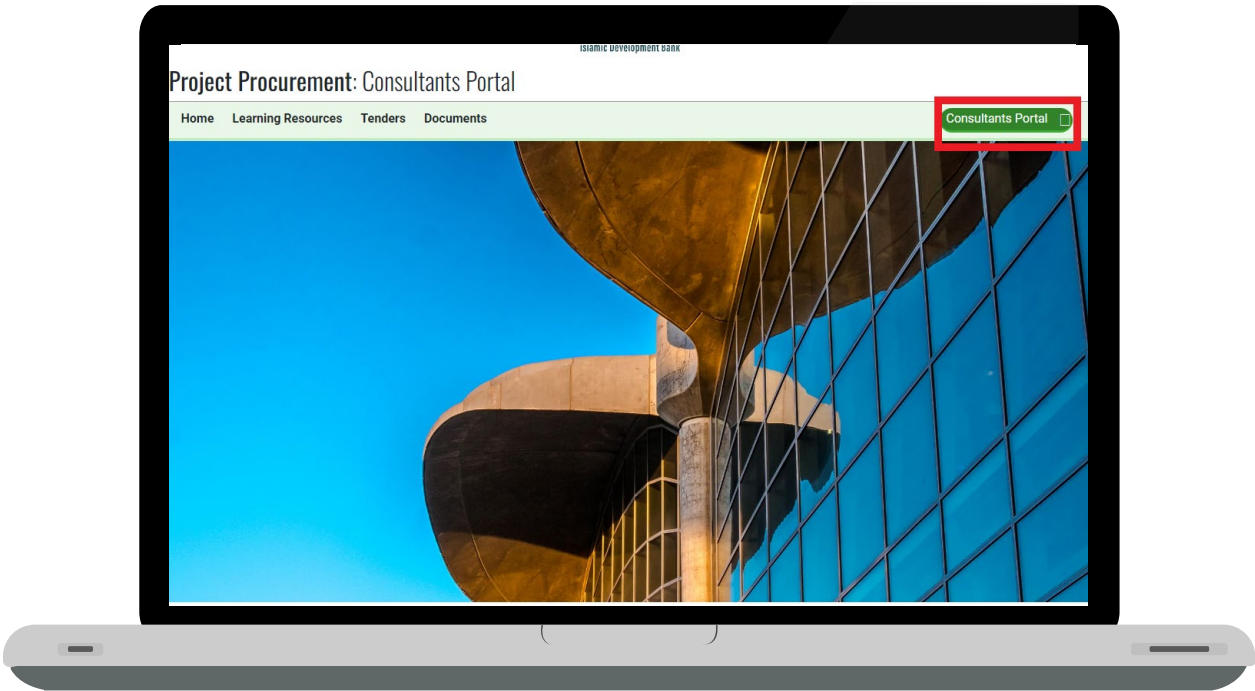
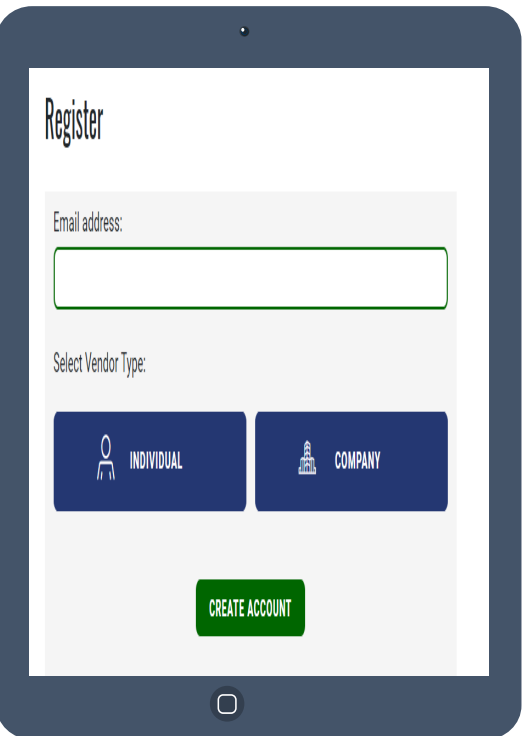
- TERMS IN THE FINANCING AGREEMENT IS MET
- PROCUREMENT PROCEDURES ARE FOLLOWED





Business Opportunities

Registration of Consultants



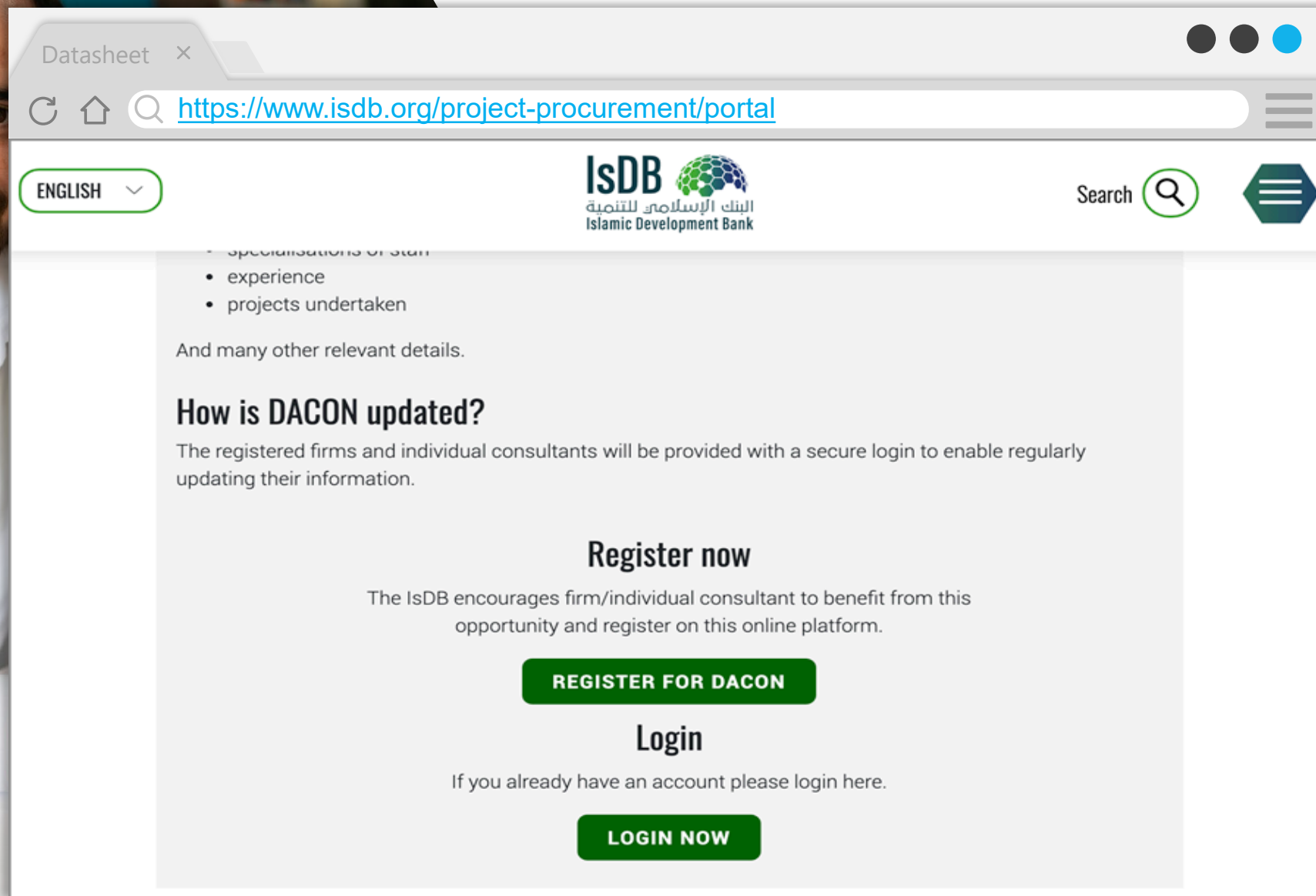
Get <https://www.isdb.org/project-procurement/portal>



Registration of Consultants/Firms

- 01 The roster will enable registered firms and individual consultants to get **firsthand and timely information on IsDB financed projects.**
- 02 The purpose of the online database is to maintain a profile of individuals and consulting firms that have requisite expertise and experience in specialized fields.
- 03 To register in the Database on Consultants (DACON) system, need to fulfil the basic criteria, individuals / companies must provide basic information about themselves/the company's profile.
- 04 The information required the contact address, management details, specialization of staff, their experience, projects undertaken, and any other relevant details. A secure login will be provided for regular updates can be added where required.

Quick steps on Registration of Individual Consultants/Firms

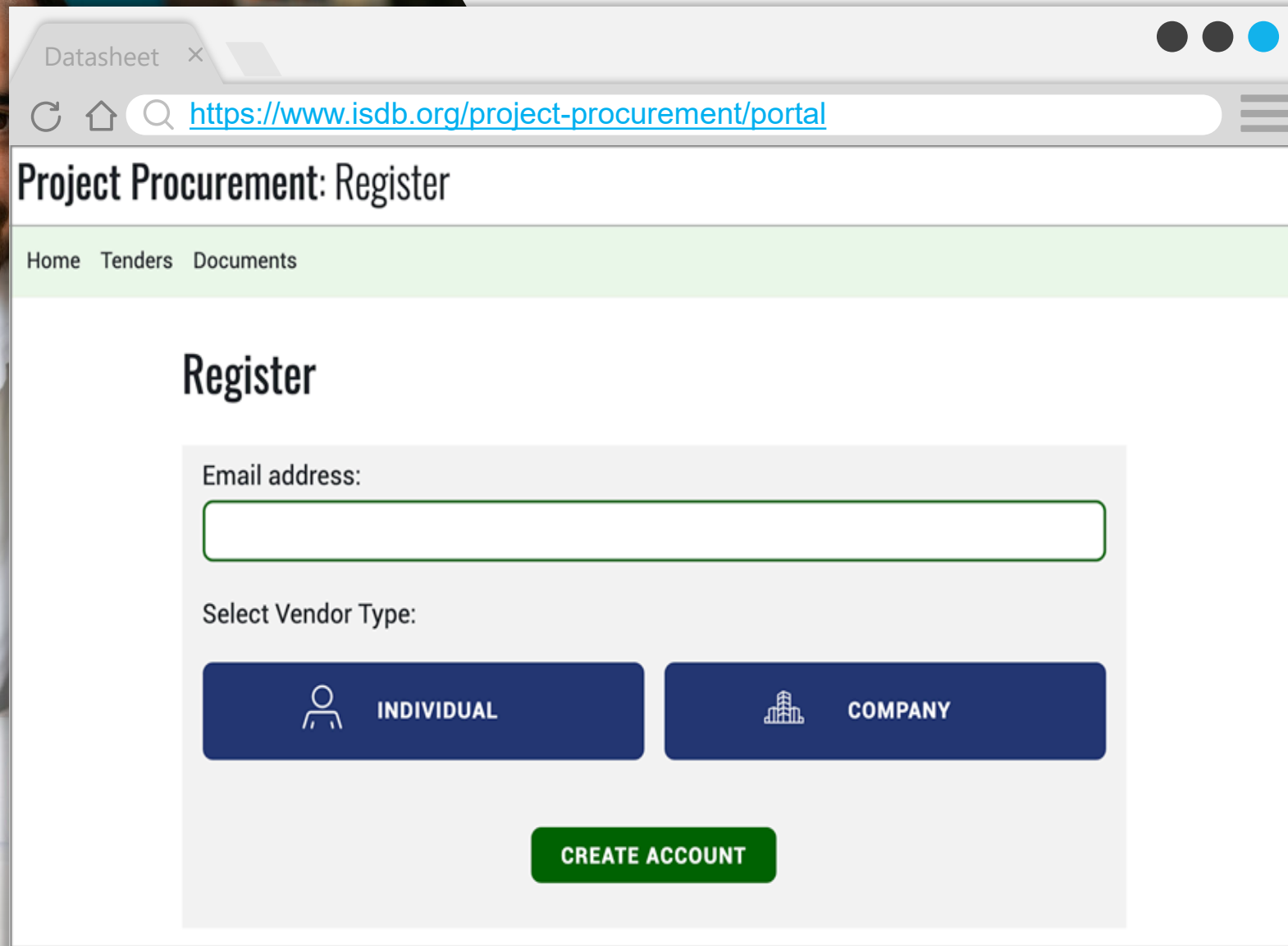


The screenshot shows a web browser window with the URL <https://www.isdb.org/project-procurement/portal>. The page features the IsDB logo (Islamic Development Bank) and a search bar. Below the header, there is a list of bullet points: "specialisations of staff", "experience", and "projects undertaken". A section titled "How is DACON updated?" explains that registered firms and individual consultants will be provided with a secure login to enable regularly updating their information. Two prominent green buttons are visible: "REGISTER FOR DACON" and "LOGIN NOW".

➤ Visit the Portal and select the option to register for DACON. You can edit or update your profile in Login Options, once approved by the PPFM team

➤ Once you enter the registration page, a second layer will pop up on your screen. In this section, you may select your vendor type and proceed with creating your account

Quick steps on Registration of Individual Consultants/Firms



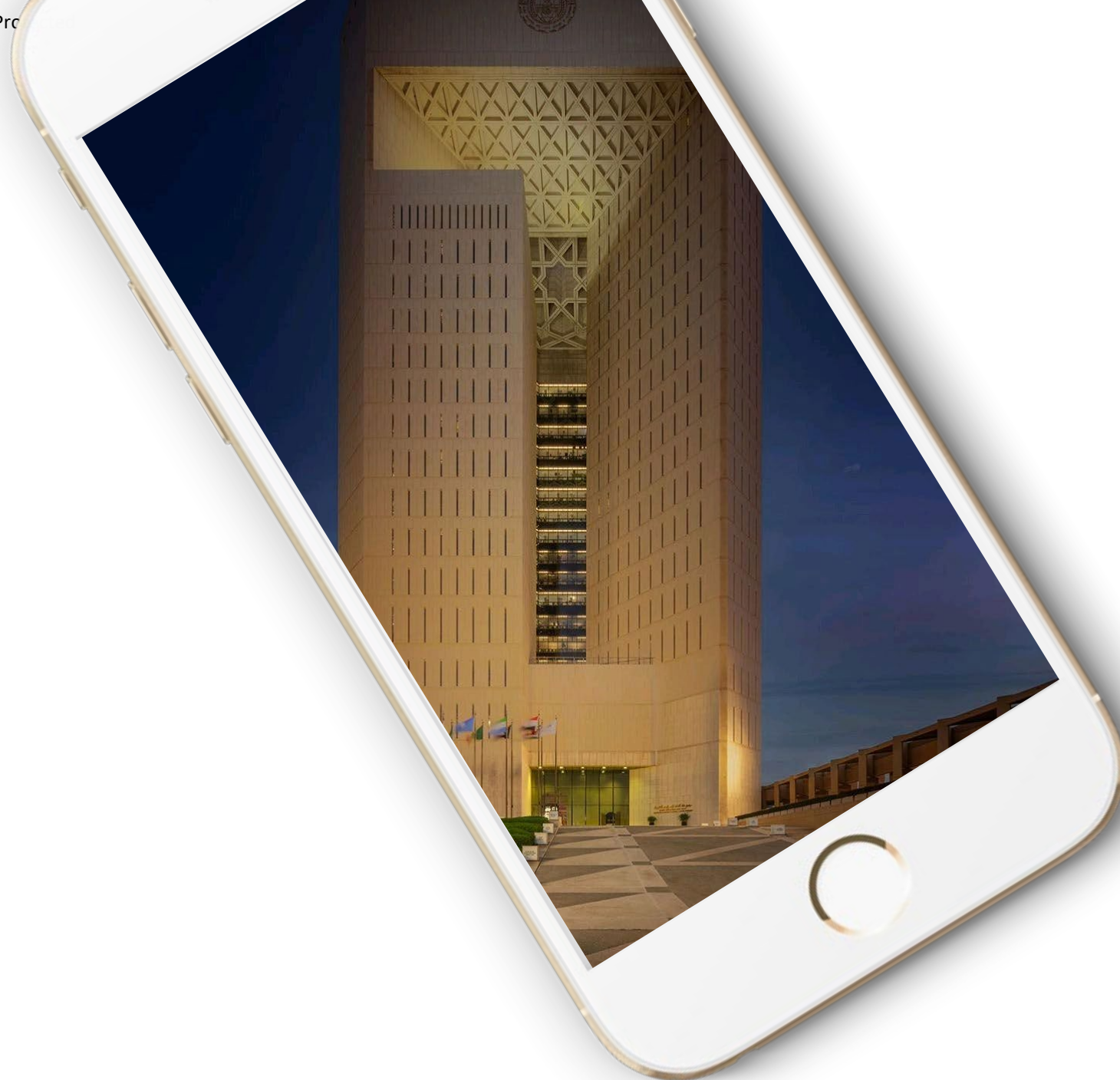
The screenshot shows a web browser window with the URL <https://www.isdb.org/project-procurement/portal>. The page title is "Project Procurement: Register". The navigation menu includes "Home", "Tenders", and "Documents". The main heading is "Register". Below this, there is a form with the following fields and buttons:

- Email address:** A text input field.
- Select Vendor Type:** Two buttons: "INDIVIDUAL" (with a person icon) and "COMPANY" (with a building icon).
- CREATE ACCOUNT** (a green button)

➤ Check your email and follow the steps as instructed. You may receive the email to your inbox or spam, so kindly check both folders

➤ After the completion of required information, you will see all your details in Profile section.

➤ If the system shows that your account is already created, please visit the link below to reset your password in order to login: <https://www.isdb.org/project-procurement/user/password>



PPFM urges all the consultants/Firms to register on the Website and provide us feedback on the registration process and any difficulty you may have faced in the registration process. Provided **REGISTRATION USER GUIDE WILL HELP YOU WITH THE PROCESS.**

For Technical Difficulties, Please share issues with the following email

PPFM@isdb.org

Thank You

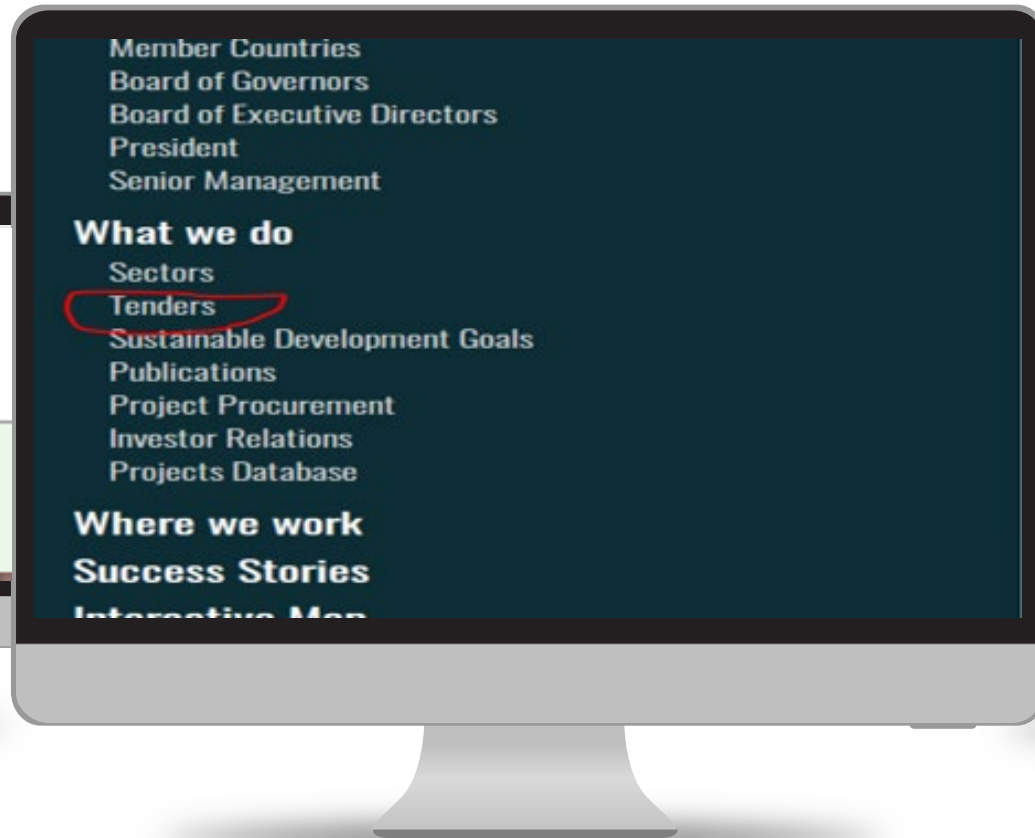
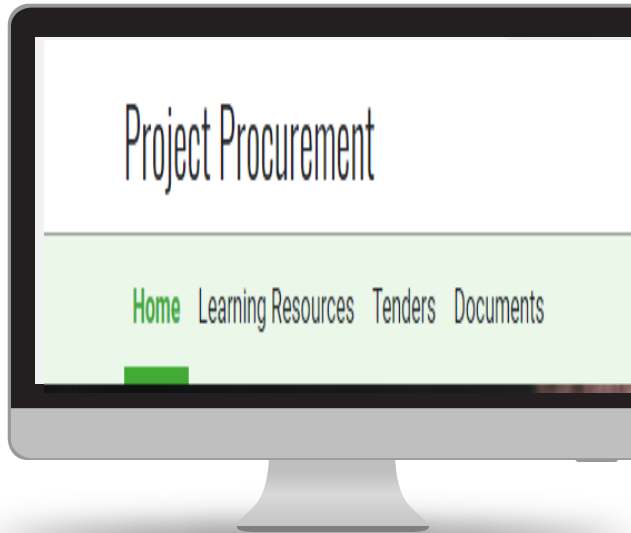
Tender Section

IsDB Website <https://www.isdb.org/project-procurement/>

‘Opportunities’ List of Tender Opportunities for IsDB-financed projects

1 Home Search

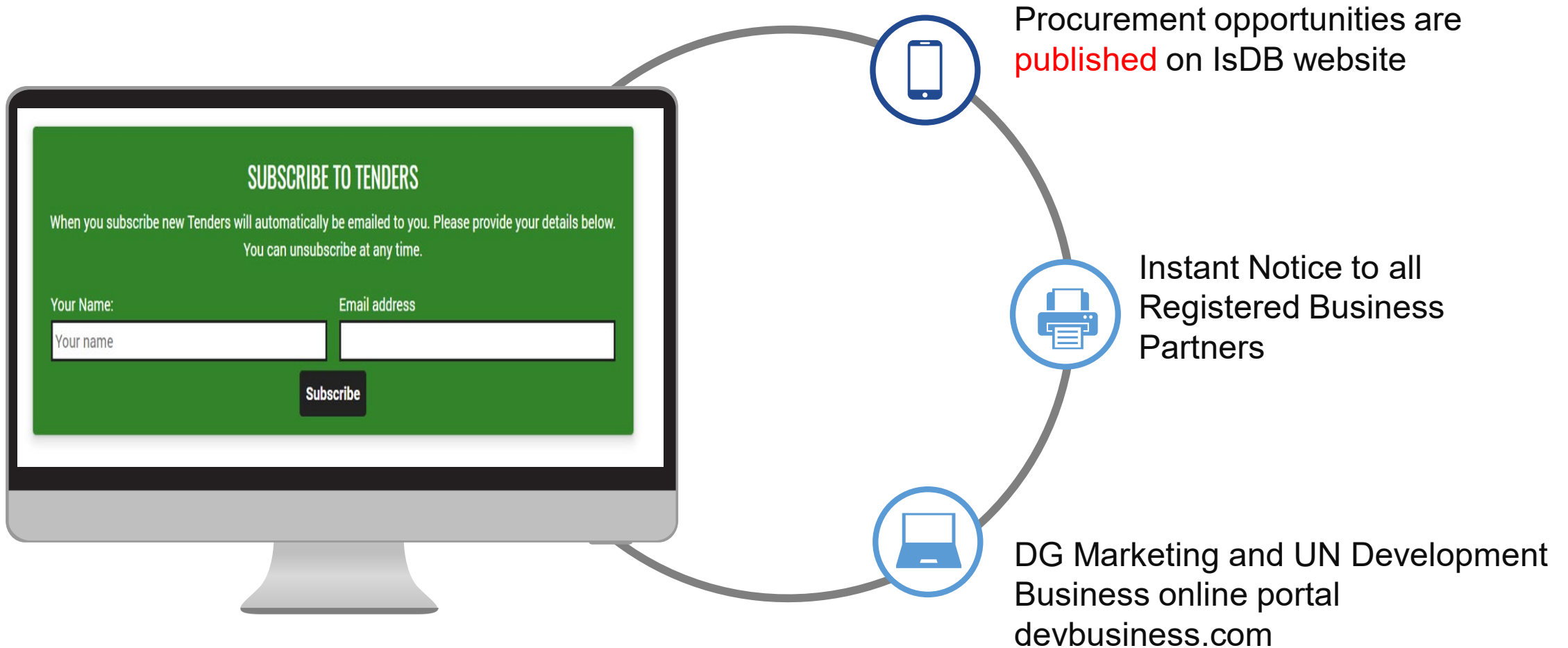
2 Home Page



3 Tender Page



Access to Business Opportunities through Subscription



Access to Business Opportunities



Enter Name & Email

Select Hubs of Interest: countries under each Hub are mentioned in User Guide

Instant Notice to all Registered Business Partners

SUBSCRIBE TO TENDERS

When you subscribe new Tenders will automatically be emailed to you. Please provide your details below. You can unsubscribe at any time.

Your Name: Email address:

Locality restriction: Anywhere –

<input checked="" type="checkbox"/> Bangladesh Hub	<input type="checkbox"/> Egypt Hub	<input type="checkbox"/> Indonesia Hub	<input type="checkbox"/> Kazakhstan Hub
<input type="checkbox"/> Nigeria Hub	<input checked="" type="checkbox"/> Rabat Hub	<input type="checkbox"/> Saudi Arabia Hub	<input type="checkbox"/> Senegal Hub
<input type="checkbox"/> Suriname Hub	<input type="checkbox"/> Turkey Hub	<input type="checkbox"/> Uganda Hub	<input type="checkbox"/> UAE Hub

Subscribe



TENDER SECTION/BUSINESS OPPORTUNITY

Please follow the link below to sign up for the IsDB project's business opportunity:

<https://www.isdb.org/project-procurement/tenders>

Once you've clicked on the link, scroll down until you see the subscription bar. Please supply the following information in order to take advantage of the opportunities:

SUBSCRIBE TO TENDERS

When you subscribe new Tenders will automatically be emailed to you. Please provide your details below. You can unsubscribe at any time.

Your Name: Email address:

Locality restriction: Anywhere –

<input checked="" type="checkbox"/> Bangladesh Hub	<input type="checkbox"/> Egypt Hub	<input type="checkbox"/> Indonesia Hub	<input type="checkbox"/> Kazakhstan Hub
<input type="checkbox"/> Nigeria Hub	<input checked="" type="checkbox"/> Rabat Hub	<input type="checkbox"/> Saudi Arabia Hub	<input type="checkbox"/> Senegal Hub
<input type="checkbox"/> Suriname Hub	<input type="checkbox"/> Turkey Hub	<input type="checkbox"/> Uganda Hub	<input type="checkbox"/> UAE Hub

Subscribe

IsDB Regional Hubs and Countries



MOROCCO Hub

- > Morocco
- > Mauritania
- > Algeria
- > Tunisia
- > Libya



EGYPT Hub

- > Egypt
- > Sudan
- > Lebanon
- > Jordan
- > Iraq
- > Syria



Türkiye Hub

- > Turkey
- > Pakistan
- > Afghanistan
- > Iran
- > Azerbaijan
- > Albania



SENEGAL Hub

- > Senegal
- > Guinea Bissau
- > Mali
- > Gambia
- > Sierra Leone
- > Guinea
- > Côte D'Ivoire



NIGERIA Hub

- > Nigeria
- > Chad
- > Gabon
- > Togo
- > Niger
- > Cameroon
- > Burkina Faso
- > Benin



UGANDA Hub

- > Uganda
- > Mozambique
- > Djibouti
- > Comoros
- > Somalia



INDONESIA Hub

- > Indonesia
- > Malaysia
- > Brunei
- > Darussalam



KAZAKHSTAN Hub

- > Kazakhstan
- > Tajikistan
- > Uzbekistan
- > Kyrgyz Republic
- > Turkmenistan



BANGLADESH Hub

- > Bangladesh
- > Maldives



SURINAME Hub

- > Suriname
- > Guyana



HQs:

- > Saudi Arabia
- > UAE
- > Oman
- > Qatar
- > Kuwait
- > Bahrain
- > Palestine
- > Yemen

POSSIBILITY OF STRATEGIC JOINT VENTURES



Federation of Contractors from Islamic Countries (FOCIC) / Federation of Consultants from Islamic Countries (FCIC)

01

- IsDB helped to establish these federations in 1986 (FCIC) and 1991 (FOCIC).
- IsDB supports both federations **as part of IsDB policy of MC preference, and to support private sector/job creation in MCs.**
- IsDB provides venues for both federations to hold their annual General Assemblies during the IsDB AM.
- IsDB jointly organizes seminars and capacity building events in MCs online and physically.
- Consultants & Contractors are encouraged to join to enhance networking, JV opportunities, capacity building & knowledge sharing.

02

FCIC

- Its membership consists of **100 Consulting firms from 23 Member Countries.** Registered as NGO in Istanbul, Turkey. Executive Director based in Ankara.

03

FOCIC

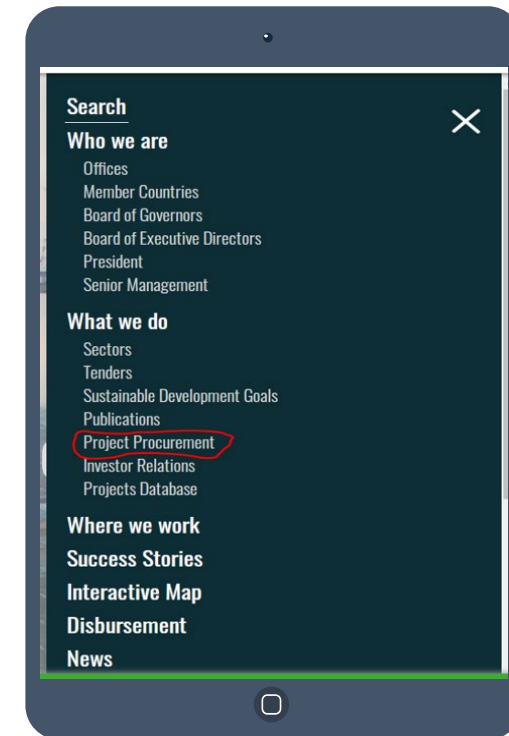
- Restructured in 2022 with new constitution, host country and Board of Directors. Constitution adopted by Contractors' **Federations from 27 MCs.**
- Currently under process for registration as International Organization in KSA.

POSSIBILTY OF STRATEGIC JOINT VENTURES: CONTACTS



Federation	Contact	Email / website
FCIC	<p>1. Halil Agah Executive Director of FCIC, halilagah@gmail.com</p> <p>1. Ms Elif Togay, Executive Secretary,FCIC elifyonat@gmail.com</p> <p>Phone: +(90) 216 4570867</p>	<p>FCIC Federation of Consultants from Islamic Countries (thefcic.org)</p>
FOCIC	<p>Dr Malik Dongla, Acting Secretary General, FOCIC focic3@gmail.com</p>	

How to Access Procurement Documents?.



<https://www.isdb.org/project-procurement/documents>

How to Access Procurement Documents?

Procurement documents, Guidelines, Guidance Notes etc. (English and French)

Project Procurement: Documents

[Home](#)

[Learning Resources](#)

[Tenders](#)

[Documents](#)

[Consultants Portal](#)



How to Access Procurement E-Learning Course?

<https://www.isdb.org/project-procurement/learning-resource>

Project Procurement: Learning Resources

Home

Learning Resources

Tenders

Documents

Consultants Portal



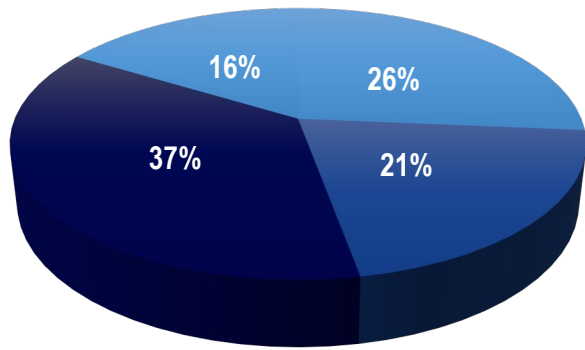


IsDB Portfolio

Cumulative IsDB Operations by Major Mode of Financing 1975 - 2023

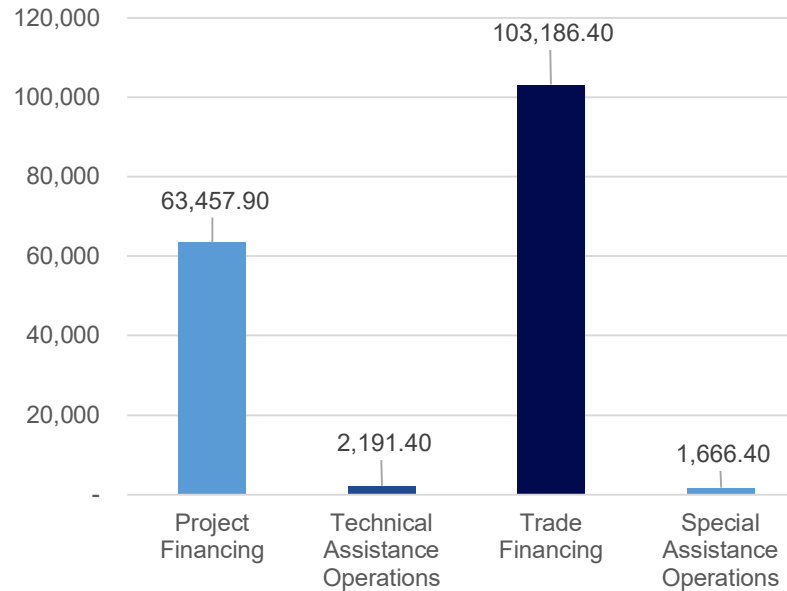
	Project Financing		Technical Assistance Operations		Trade Financing		Special Assistance Operations		Grand Total	
	No. of Projects	Amount in \$Million	No. of Projects	Amount in \$Million	No. of Projects	Amount in \$Million	No. of Projects	Amount in \$Million	No. of Projects	Amount in \$Million
Net Approval	3,000.00	63,457.90	2,361.00	2,191.40	4,156.00	103,186.40	1,861.00	1,666.40	11,378.00	170,492.10

Net Approval Percentage by Number

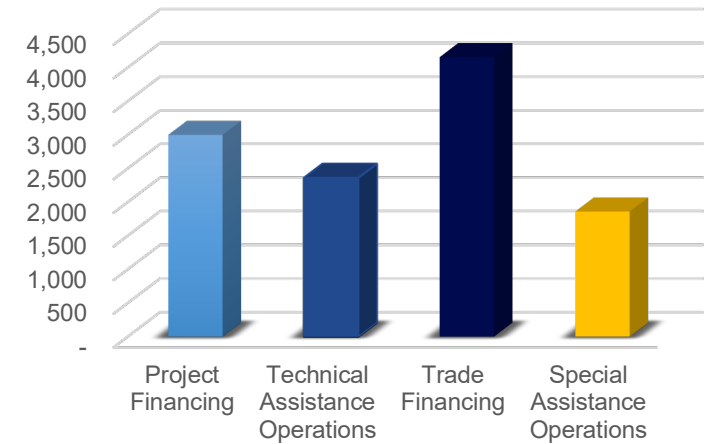


- Project Financing
- Trade Financing
- Technical Assistance Operations
- Special Assistance Operations

Net approval in \$ Million



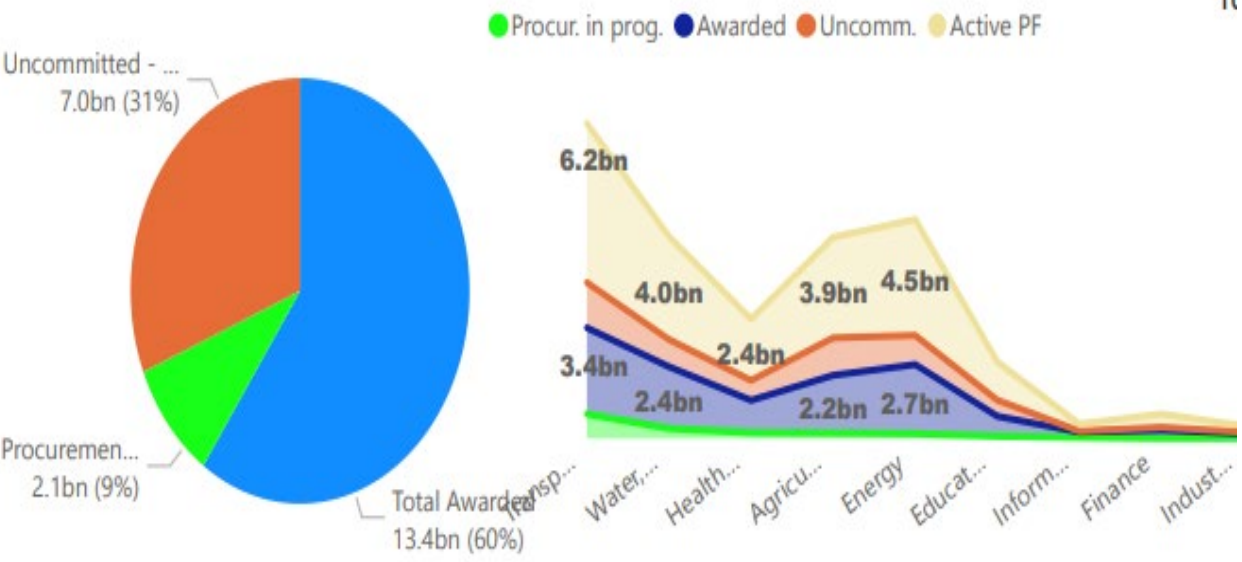
Net Approval in Numbers



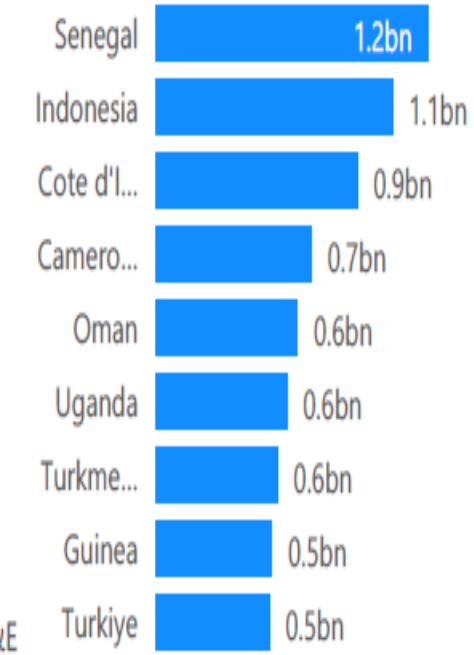
Active Projects Portfolio - December 2023

Overall Active Project Portfolio

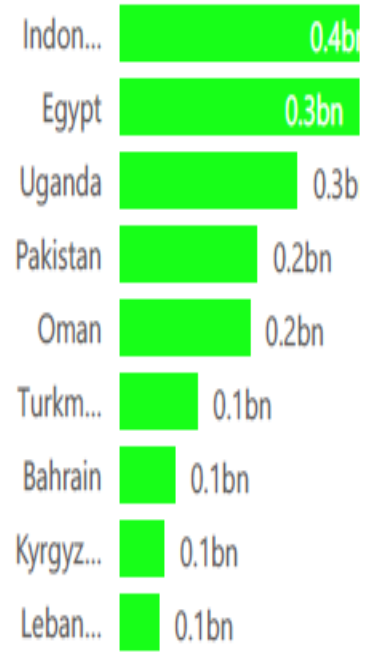
Overall Active Project Portfolio by Countries



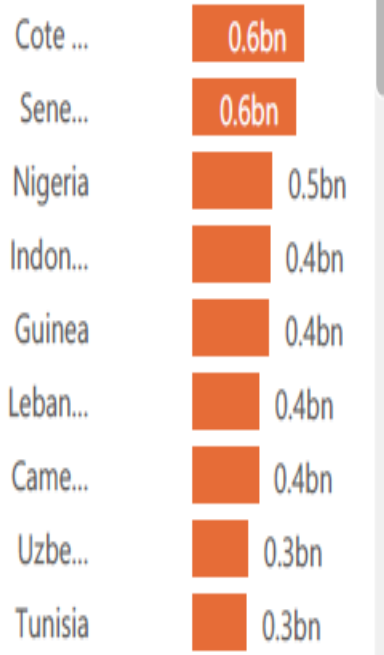
Total Awarded by Country



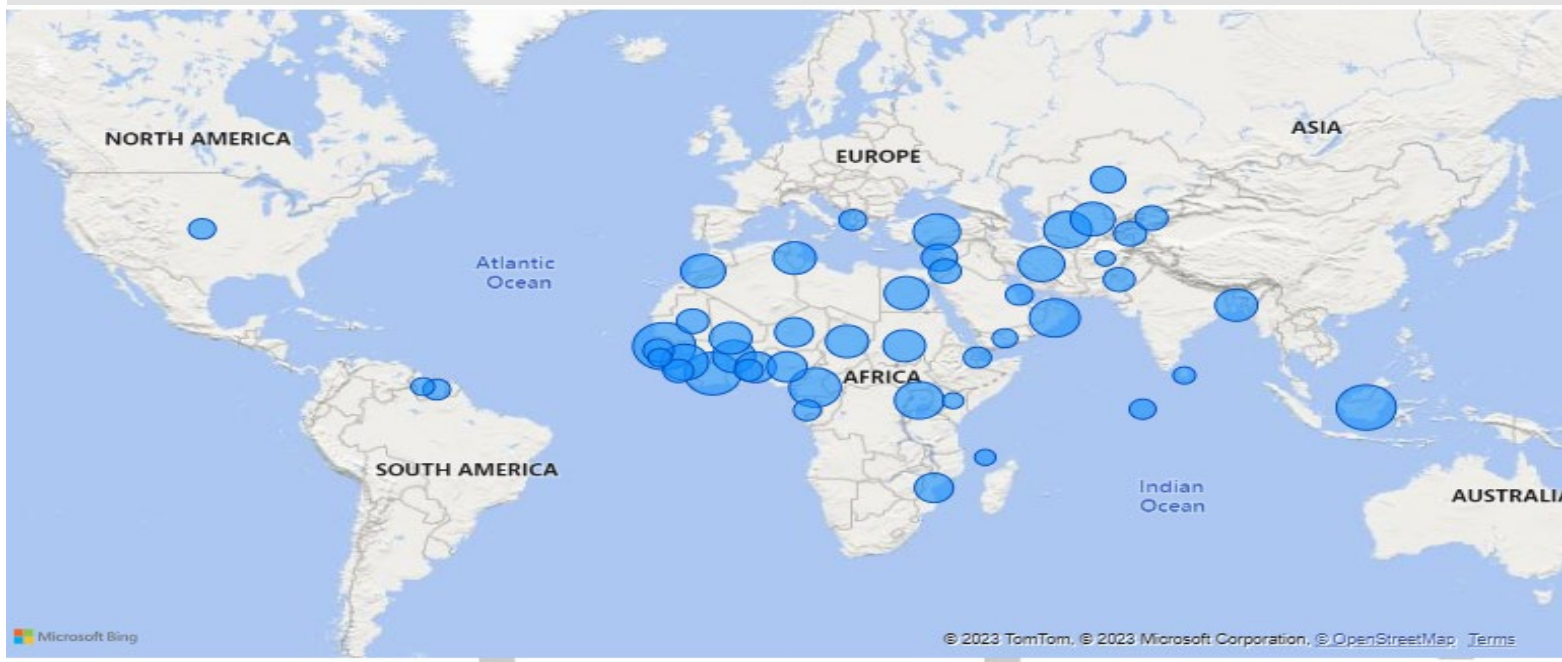
Procurement in Progress by Country



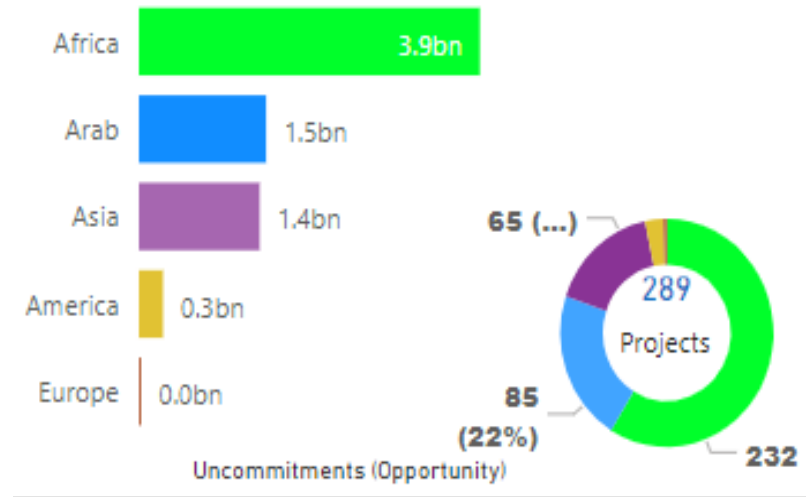
Uncommitted by Country



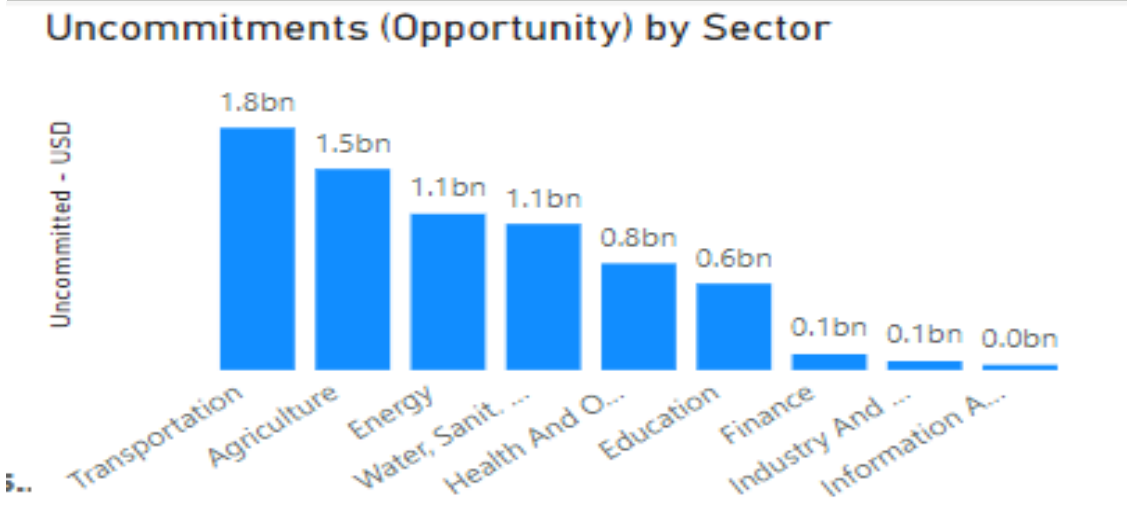
Opportunities Portfolio



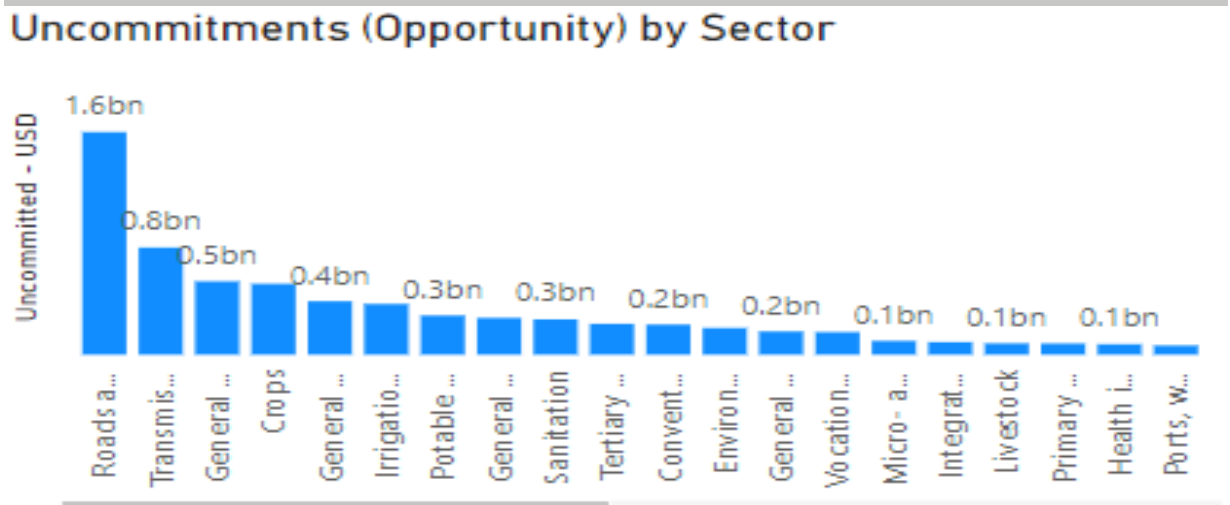
Uncommitments (Opportunity)



Uncommitments (Opportunity) by Sector



Uncommitments (Opportunity) by Sub-Sector



Business Opportunities & Portfolio of Pakistan



Business Opportunities & Portfolio of **Pakistan**



Pakistan Portfolio

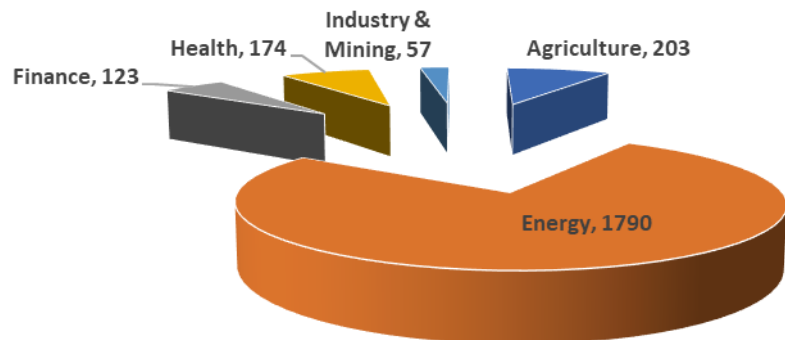
BREIF

- As of March 2024, the IsDB Group has approved total financing of about **US\$15.4** billion for Pakistan. This includes **US\$3.1** billion project financing by IsDB; **US\$274.9** million approved by ICD; **US\$7.2** billion trade operations by ITFC, and **US\$4.9** billion by other IsDB Group funds and operations. In addition, ICIEC has provided **US\$6.2** billion as business insured and **US\$4.4** billion as new insurance commitments. Project financing represents **19.5%** (**US\$3.0** billion) of total financing, while trade financing represents **78.8%** (**US\$12.1** billion), and concessional financing is **1.8%** (**US\$271.5** million).

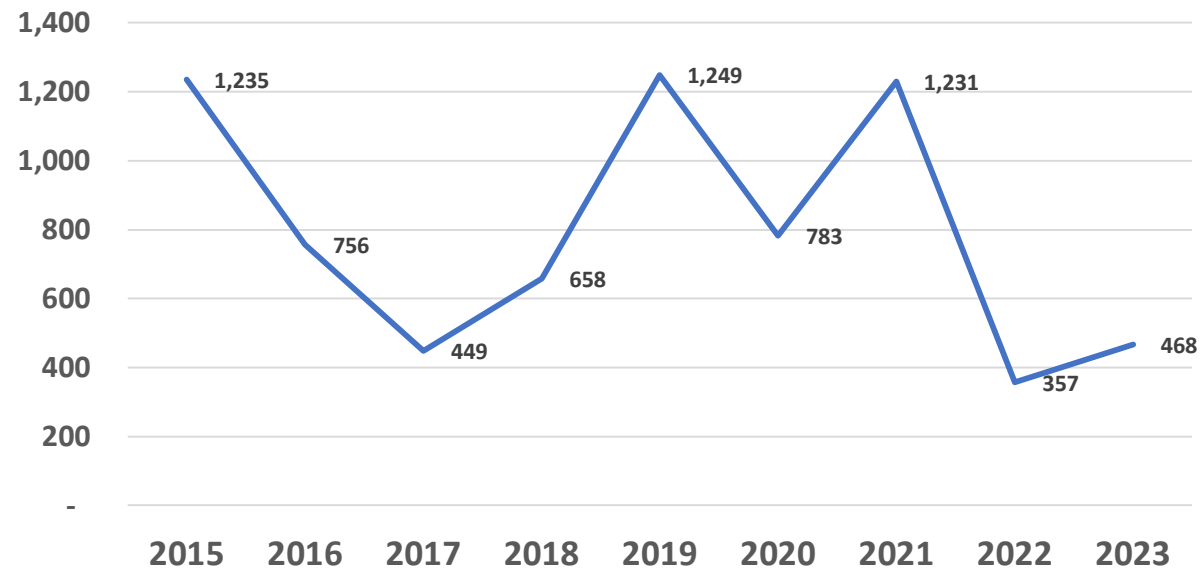


IsDB Group Active Portfolio in Pakistan (\$ 2.34 Billion)

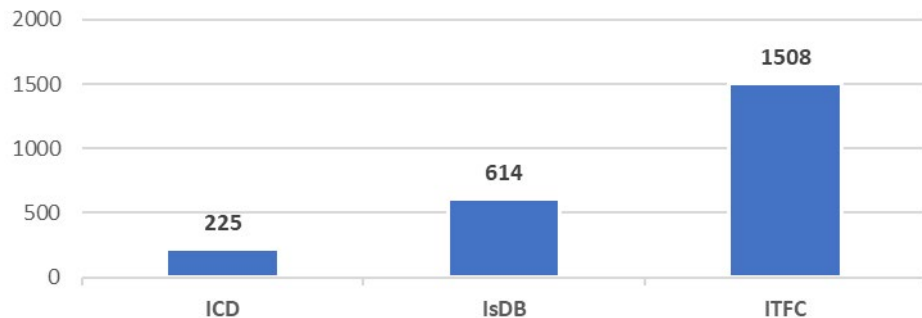
Active Portfolio By Sector



Annual Trends in Project Financing Approvals

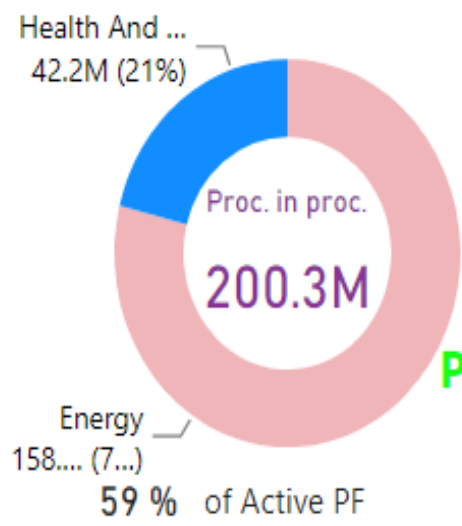
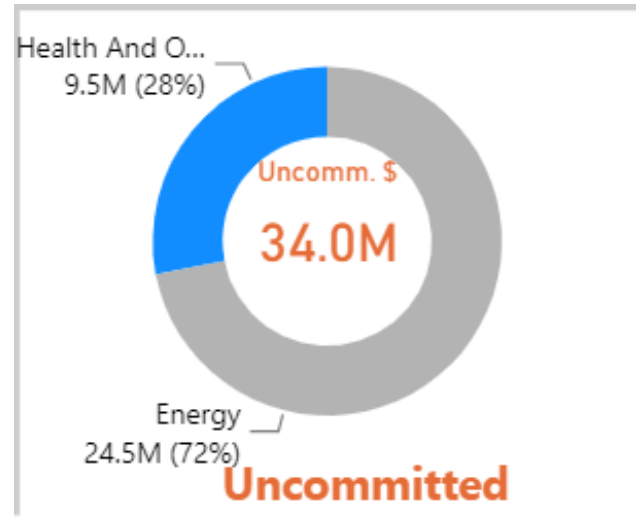
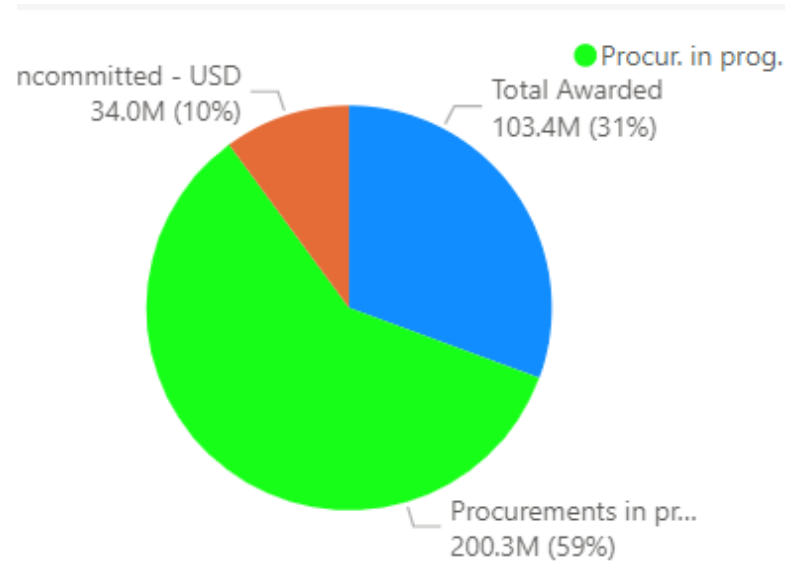


Active Portfolio By Entity

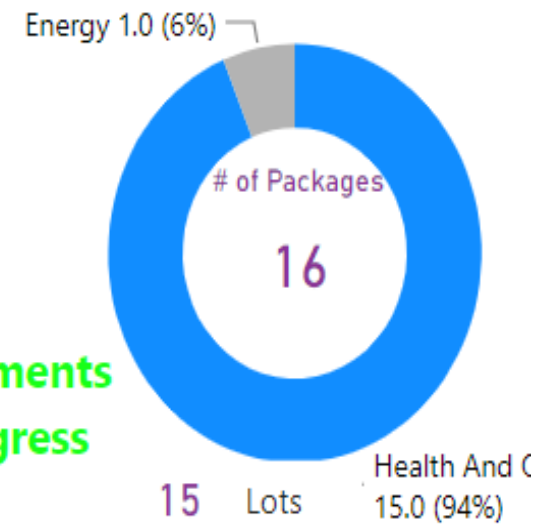


source isdbg

Procurement Opportunities in Pakistan



Procurements in progress



Tender available for Pakistan on IsDB Website

Tenders

GPN - Sindh Integrated Health and Population Program - 4 Components

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