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# Business Opportunity Seminar 2023

## World Bank Project Portfolio in Nepal

### FY 2024/025

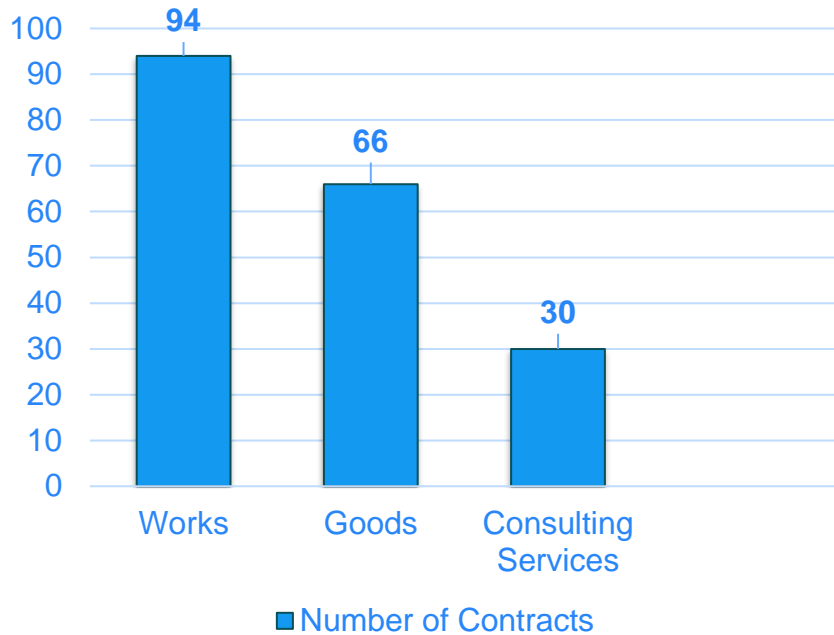
September 24, 2023

# WB PORTFOLIO IN NEPAL



1. Total Commitment of ongoing projects: **US\$1.85 billion**
2. Total Disbursement as of Aug: **US\$0.51 billion**
3. Active Projects : **20** (IPF: 14, DPF: 3, PforR: 3)
4. Pipeline Projects: **12** (IPF:8 + DPF:2 + PforR:2)
  - Amount: **US\$ 1.3 billion**
  - **Upper Arun HEP: US\$ 2.0 b (WB @ 0.5 b)**

## Number of Procurement Activities under – IPF Projects Only



## Total value – IPF Projects Only



	Works	Goods	Consulting Services
Value in US\$ million	555.0	6.5	2.5
Number of Contracts	94	66	30

# Some Major Upcoming Procurement Packages - Works



## 1. Works: 94 pkg/ US\$555 mn

- **SRCTIP (Roads): Bagmati-Pathlaiya Road= \$145mn.**
  - Periodic maintenance= 5pkg= \$10 mn.
  - **ACCESS (Roads): Gorusinghe-Chanauta= \$65 mn.**
- **WASGIP (Water): ICB = \$ 20-25 mn;**
  - NCB = 7 pkg = \$35 mn.
- **Electricity Distribution Line (NEA): 12-16 pkg/ 147 mn.**
- **PLRIP (Rural Roads) @ 13 pkg.**
- **NUGIP (Urban), MRJKIP (Irrigation), etc.**

# Some Major Upcoming Procurement Packages – Consulting Services



## 2. Consulting Services: 30 pkg = US\$ 2.5 mn.

- **MRJKIP (Irrigation) @ 15 pkg;**
- **WASGIP (Water) @ 5 pkg;**
- **PLRIP (Rural Roads) @ 6 pkg; etc.**

# Some Major Upcoming Procurement Packages – Consulting Services



## 3. Goods: 66 pkg = US\$ 6.5 mn.

- SRCTIP (Roads): 15 pkg;
- FANSEP-II (Agriculture): 13 pkg;
- WASGIP (Water), YETI (Youth employment), FFP (Forestry), PLRIP (Rural Roads) = 23 pkg; etc.

# New Strategy & Emerging Focus in Procurement



1. **Use of Rated Criteria (RC) for Works, Goods, Non-Consulting Services under ICB approach.**
  - **Training for project staff & contractors' representatives conducted.**
  - **Used in Urban Project: 2 contracts @ \$7.5mn each – Pokhara & Itahari Palikas.**
  - **Score Weightage: 20:80 (Technical : Financial)**
  - **Tech. Criteria: Constr. Meth-gy; Quality Assurance; Resource/Time Mgmt.; E&S, SEA/SH, GBV**

# New Strategy & Emerging Focus in Procurement



## 2. E&S and SEA/SH Requirement:

- **Evaluation/Qualification Criteria in bidding documents (mainly for Works contracts)**
- **Performance security may be applied**

## 3. Complaint Handling:

- **Procurement Related: By Interested party, within the time frame.**
- **Fraud & Corruption (F&C): By anybody > Investigation by WB INT.**



# OBJECTIVES OF PROCUREMENT IN THE BANK'S LENDING



**Support to Government: In investment projects/  
programs**

**Support to Government: In public procurement  
systems' reforms**

**Support to Government: Procurement Capacity  
Building of Gov. Staff & Pvt Sector Personnel. Training  
by ITC-ILO + NASC.**

# BIDDING OPPORTUNITY LINKS



Bidding information of World Bank funded projects are available at:

1. WB's website:

<https://www.worldbank.org/procurement>

- You can freely access this website and follow the links of your interest.

**2. United Nations Development Business (UNDB):**

<http://www.devbusiness.com>

- You have to subscribe and you will receive an email whenever a procurement notice is published on UNDB Online.

# BIDDING OPPORTUNITY LINKS



Bidding information of World Bank funded projects are available at:

3. World Bank **Finance App** – Helps knowing future opportunities.

4. World Bank **Procurement App** – Helps planning your future bidding.

5. **NEW Procurement Notices Alertes** **subscription service** – You will receive an email whenever a proc. notice is published on WB website.

# WORLD BANK : FINANCE APP



- Identify future projects, procurements and business opportunities;
- Receive tender notice and business opportunities, projects, contracts awarded;
- Pipeline projects and latest approved projects;
- Disbursements data, updated monthly, and the contributions to Trust Funds;
- Data on prior-reviewed contracts in all active projects - including which firms won contracts in Bank projects and how large these contracts were (the data covers the last 5 years);

# WORLD BANK : PROCUREMENT APP



- Analyze **historical procurement data, information** on who is currently winning contracts, where, what for, and for how much?
- Useful to know likely competitiveness, and to consider **possible partners for joint ventures**. business development strategy in relation to Bidding on future Bank financed procurements.
- The App presents information **for all major prior-reviewed contracts awarded** in World Bank investment projects and related trust funds since 2004. The App allows users to search and analyze the data through various visualized queries. All information in the

# WB: PROCUREMENT NOTICES ALERTS SUBSCRIPTION SERVICES



To subscribe, follow the steps below:

1. Go to <https://alerts.worldbank.org/>
2. Register as a “new user” or log in as an “existing user”
3. Select “Procurement Notices”
4. Select countries and products/services of interest
5. Save the alert.

*Once the subscription is completed, users will receive an email notification upon the publication of procurement opportunities and contract awards for the selected products/services in the selected countries.*

# NEPAL : GUIDANCE/INFORMATION TO SUPPLIERS: PROCUREMENT WEBSITES



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## Procurement for Projects and Programs

**CONTACT**

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The World Bank's Procurement Framework maximizes the strategic role of procurement in achieving key development effectiveness goals - emphasizing choice, quality, and value for public spending, while enabling adaptation to country contexts.

A new Procurement Framework was approved by the World Bank Board on July 21, 2015 and its use is mandatory for all lending operations after July 1, 2016. **Please visit the links below to access either the old Policy, Procedures and Guidelines or the current Policy and Regulations.**

[Projects Prior to July 1, 2016](#)
[Projects After July 1, 2016](#)

**INFORMATION**

- [Procurement Policy](#)
- [Procurement Regulations](#)
- [Industry Engagement Program](#)
- [Guidance: How to Use the Project Procurement App to Research and Analyze Data](#)
- News**
- [- Why Modern, Fair and Open Public Procurement Systems Matter for the Private Sector | - India's PowerGrid Endorsed for Alternative Procurement Arrangements](#)

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**RESOURCES FOR SUPPLIERS**

- [Business Opportunities and the New Procurement Framework \(presentation\)](#)
- [Find procurement announcements at \[www.devbusiness.com\]\(http://www.devbusiness.com\)](#)
- [Project Pipeline](#)
- Apps**
- [- Procurement App for Ipad: data on contracts | - Finance App: data on projects, finances, and procurement data](#)
- Guidance**
- [- Finding Business Opportunities and Winning Contracts Financed by the World Bank | - Procurement Related Complaints: How to complain | - How to use our App to research and analyze data | - Understanding how to use the](#)

# NEPAL : UNDB WEBSITE





## Development Business

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**Procurement Notices Search Result**

Sort by: --Select-- Help?

Symbol	Country	Project & Title	Institution	Date Posted	Deadline	DB Reference	Status
Miscellaneous	Burundi	Projet d'Appui à la Réinsertion Socio-Economique des Jeunes et des Femmes (PARSEJF): Assistance technique en art et artisanat pour accompagner les participants à la formation	AfDB	26 Aug 2019	9 Sep 2019	AfDB1169-08/19	Published
Miscellaneous	Burundi	PROJET D'APPUI AU PROCESSUS D'ELABORATION DES STRATEGIES DE DEVELOPPEMENT « PAPERD »: ASSISTANCE TECHNIQUE POUR L'ELABORATION D'UN GUIDE DE SUPERVISION DE L'ELABORATION DES PCDC	AfDB	26 Aug 2019	10 Sep 2019	AfDB1168-08/19	Published
Miscellaneous	Bolivia	ACTUALIZADO - PROGRAMA MEJORAMIENTO DEL ACCESO A SERVICIOS DE SALUD EN EL ALTO: MOBILIARIO GENERAL PARA EL HOSPITAL DE TERCER NIVEL EL ALTO SUR	IDB	08 Aug 2019	2 Sep 2019	IDB982-08/19	Updated
Miscellaneous	Burundi	Projet d'Appui à la Réinsertion Socio-Economique des Jeunes et des Femmes (PARSEJF): Assistance technique en art et artisanat pour accompagner les participants à la formation	AfDB	26 Aug 2019	9 Sep 2019	AfDB1167-08/19	Published
Education / Training	Suriname	ENHANCEMENT OF TECHNICAL AND VOCATIONAL EDUCATION AND TRAINING AT THE LOWER SECONDARY SCHOOL LEVEL (ETVET) PROJECT: CONSULTANCY SERVICES FOR COMPETENCY-BASED CURRICULUM DEVELOPMENT	CDB	26 Aug 2019	30 Sep 2019	CDB47-08/19	Published
Power / Energy	Argentina	Proyecto de Energias Renovables para Mercados Rurales: Especialista Junior en Generacion de Energia Renovable Aislada	WB	26 Aug 2019	9 Sep 2019	WB9041-08/19	Published
		DODOMA CITY OUTER RING ROAD (112.3 KM)					



# GUIDANCE/INFORMATION TO SUPPLIERS: PROCUREMENT WEBSITES



## Projects & Operations

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## Procurement

### REFINE BY:

#### Country

- India (7,994)
- Vietnam (3,193)
- Bangladesh (2,934)
- Africa (2,765)
- Brazil (1,628)
- China (1,526)
- Afghanistan (1,445)
- Mozambique (1,299)
- Pakistan (1,244)
- Kyrgyz

Showing 1 - 20 of 771 procurement notices matching the search criteria -

[Download to Excel](#)

Description	Country	Project Title	Notice Type	Language	Published Date
Livestock Sector Baseline Study	Nepal	Nep Liv Sec Innov Proj - P156797	Request for Expression of Interest	English	August 25, 2019
Construction Of 8 Livestock Service Centre In 8 Project Districts. (8 Slices)	Nepal	Nep Liv Sec Innov Proj - P156797	Invitation for Bids	English	August 25, 2019
Small Contracts Award (dir,cqs,indv,sss)	Nepal	NP: PPCR: Climate Hazards - P127508	Contract Award	English	August 22, 2019
Small Contracts Award (dir,cqs,indv,sss)	Nepal	Food and Nutrition Security Project - P164319	Contract Award	English	August 19, 2019

# GUIDANCE/INFORMATION TO SUPPLIERS: PROCUREMENT WEBSITES



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## Procurement

Enter Keyword Q

**REFINE BY:**

**Country**

Nepal (18)

**Region**

South Asia (18)

**Sector**

Agriculture, Fishing and Forestry (1)

Public Administration (1)

Water, Sanitation and Waste Management (1)

**NOTICES** **CONTRACTS** **PLANS**

Showing 1 - 18 of 18 procurement plans matching the search criteria - **Nepal Livestock Sector Innovation Project** [Download to Excel](#)

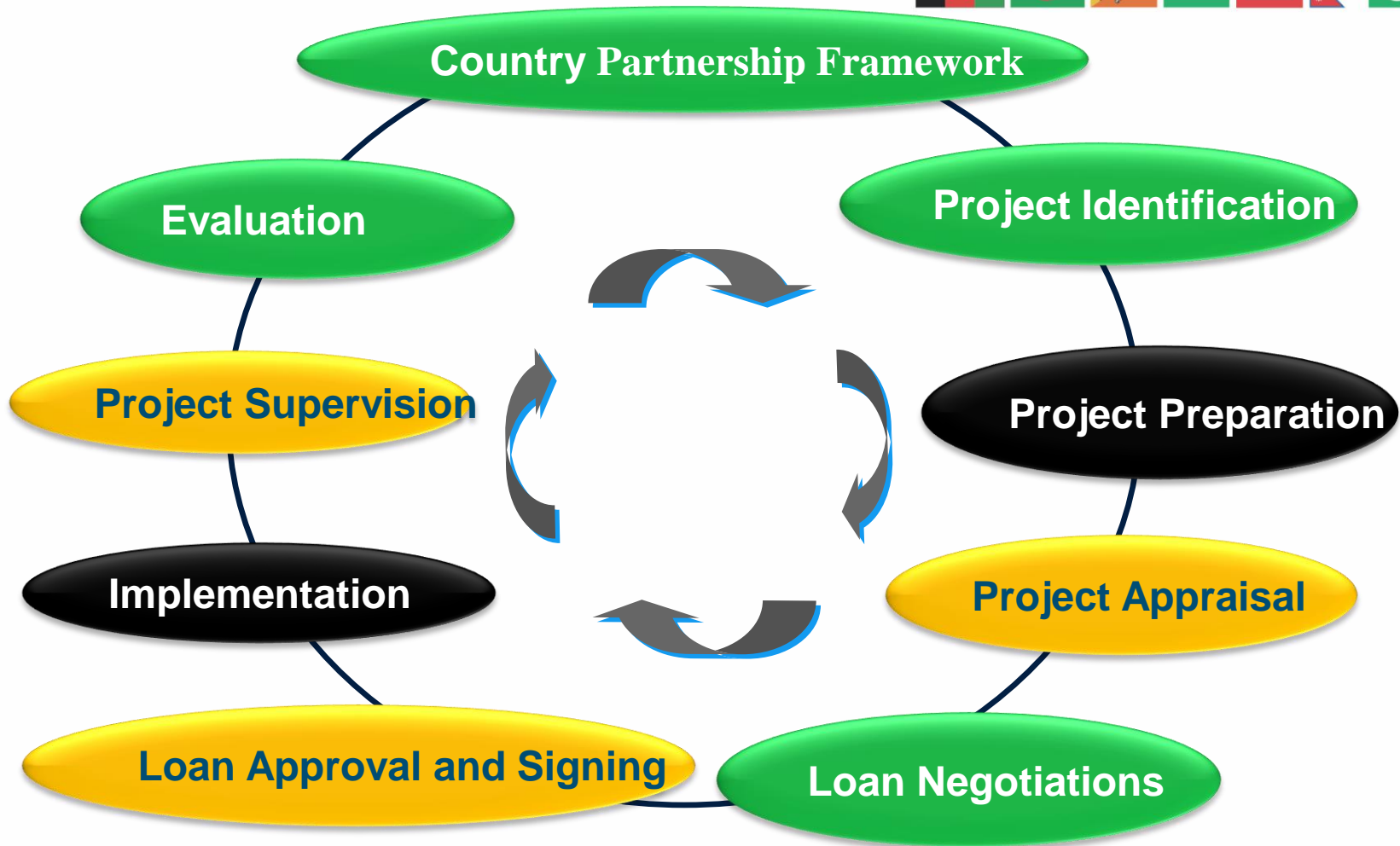
Document Title	Date	Report No.	Project Title	Project ID
Nepal - SOUTH ASIA- P156797- Nepal Livestock Sector Innovation Project - Procurement Plan	August 22, 2019	STEP23674	NP-Nepal Livestock Sector Innovation Project -- P156797	P156797
Nepal - SOUTH ASIA- P156797- Nepal Livestock Sector Innovation Project - Procurement Plan	May 22, 2019	STEP20930	NP-Nepal Livestock Sector Innovation Project -- P156797	P156797
Nepal - SOUTH ASIA- P156797- Nepal Livestock Sector Innovation Project - Procurement Plan	May 20, 2019	STEP20853	NP-Nepal Livestock Sector Innovation Project -- P156797	P156797
Nepal - SOUTH ASIA- P156797- Nepal Livestock Sector Innovation Project - Procurement	May 17, 2019	STEP20791	NP-Nepal Livestock Sector Innovation Project	P156797

# ENHANCED COMPLAINTS HANDLING



- **Bank will be more involved in complaints handling through:**
  - Centrally monitoring procurement related complaints
  - More support to Task Teams on complaints handling
- **Borrowers required to copy all complaints to the Bank and to resolve them appropriately and in a timely manner**
  - Business standards and measures for tracking complaints established – with non-compliance actions available
- **More streamlined complaints submission by bidders/consultants through provision of:**
  - A standstill period to submit their complaint before the borrower proceeds to signing the contract in all cases;
  - A standstill period following the notification of the results of technical evaluation for consultants to complain before opening of the financial proposals
  - Debriefings by borrowers within standstill period

# World Bank Project Cycle



Joint activity

World Bank activity

Borrower activity

# Basic Lending Instruments



## Investment Project Lending (IPF)

- For goods, works, and services
- Pre-defined specific project
- Long-term focus (5 to 10 years)
- Broad range of sectors
- Procurement & implementation schedule defined

## Development Policy Lending (DPL)

- Support countries' policy and institutional reforms in a sector or the economy as a whole
- Short-term focus (1 to 3 years)
- Provide quick-disbursing financing

## Program-for-Results (P4R)

- Facilitates leveraging by financing a small part of a large government program
- Disbursements linked to results or performance indicators
- Use of country institutions to enhance partnerships
- Approved January 24, 2012 (FY12)



# BANK-FINANCED PROCUREMENT

# BANK'S ROLE IN PROCUREMENT



## Bank's Role in Procurement

- Assess Borrower's public procurement system, procurement capacity of project implementing agency, and potential procurement risks
- Assist borrower in procurement planning
- Provide procurement training, knowledge, and best practice sharing
- Monitor compliance with financing agreement and Procurement Plan
- Prior Review, post review, independent reviews
- Investigate allegations of fraud and corruption; apply sanctions if determined as a result of investigations

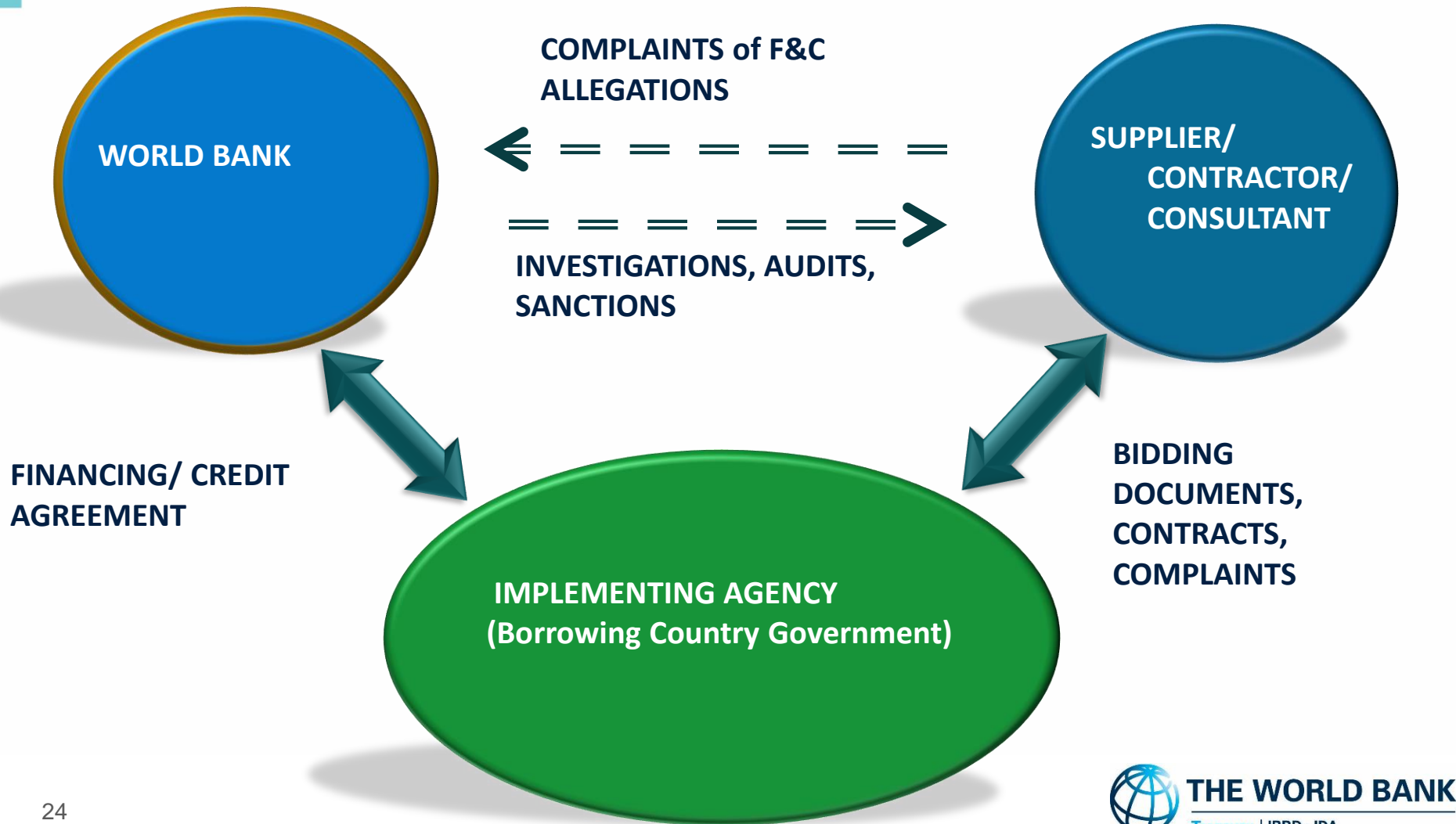
# BORROWER'S ROLE IN PROCUREMENT

## Borrower's Role in Procurement

- Prepare Procurement Plans
- Advertise upcoming bidding opportunities
- Prepare and issue bidding documents
- Receive and evaluate bids/proposals
- Award contracts
- Implement contract; pay supplier/contractors/consultants
- Monitor compliance with Loan/Credit Agreement and Procurement Plan
- Arrange for project/program audit



# Contractual Relationships



# PROCUREMENT FRAMEWORK



## ✓ Vision (Section 1.A)

“Procurement in Investment Project Financing supports clients to achieve value for money with integrity in delivering sustainable development”

# PROCUREMENT FRAMEWORK



## ✓ Core Procurement Principles (Section I.C)

- *Value for Money*
- *Economy*
- *Integrity*
- *Fit-for-Purpose*
- *Efficiency*
- *Transparency*
- *Fairness*

# Thank You

## Q&A



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 WorldBankSasia

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