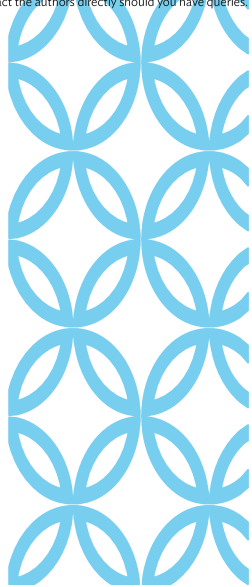


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Guidance on Winning Contracts Financed by the World Bank

November 2024

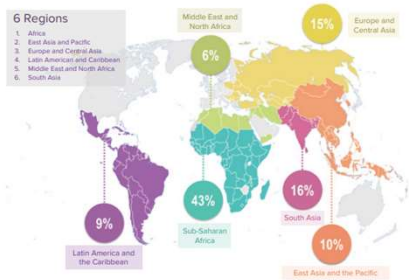
# FINDING BUSINESS OPPORTUNITIES WITH WORLD BANK PROCUREMENT

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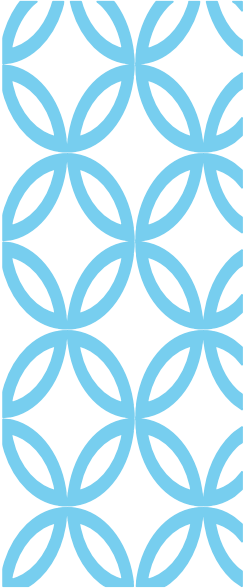
## INTRODUCTION TO BUSINESS OPPORTUNITIES

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.



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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.

## TYPES OF BUSINESS OPPORTUNITIES

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## OVERVIEW OF THE WORLD BANK GROUP

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

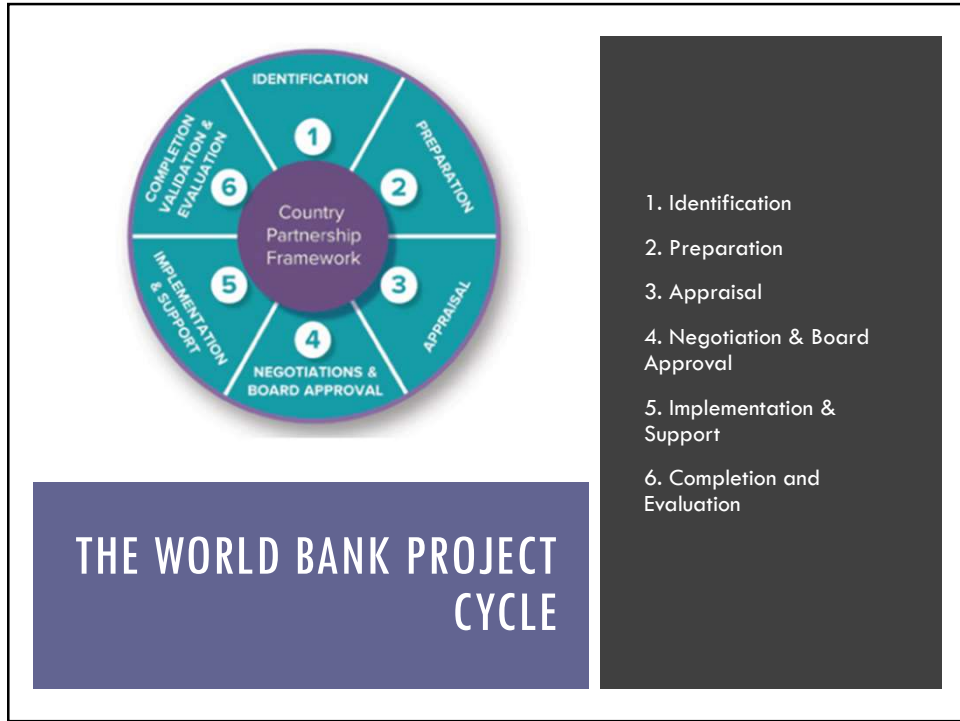
Mission: 'To end extreme poverty and boost shared prosperity on a livable planet.'

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

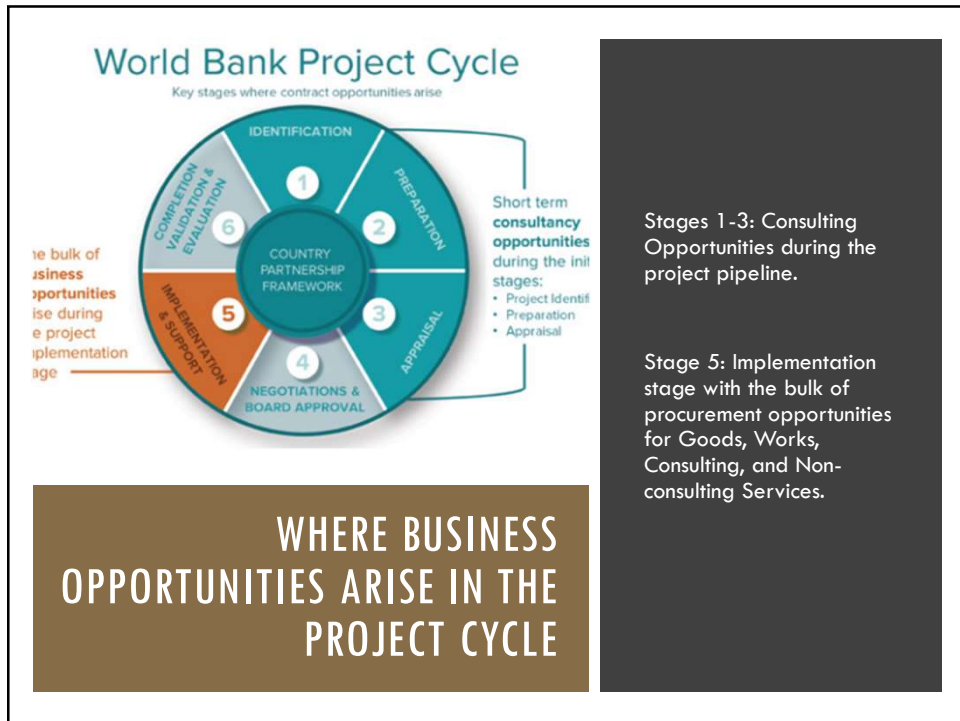
<b>IBRD</b> International Bank for Reconstruction and Development	<b>IDA</b> International Development Association	<b>IFC</b> International Finance Corporation	<b>MIGA</b> Multilateral Investment Guarantee Agency	<b>ICSID</b> International Centre for Settlement of Investment Disputes
Financing for middle-income developing countries	Financing for low-income developing countries	Mobilizes private sector investment	Political risk insurance and credit guarantees	International arbitration to settle investment disputes



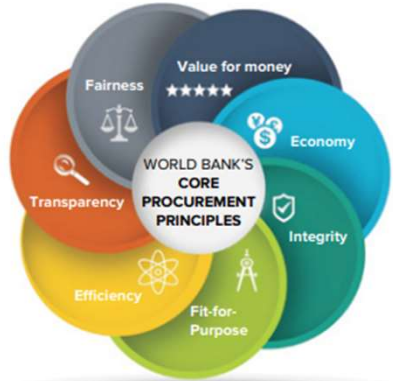
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The diagram features a central white circle with the text "WORLD BANK'S CORE PROCUREMENT PRINCIPLES" and five stars. Surrounding this are six overlapping circles, each with an icon and a principle name: "Value for money" (dollar sign), "Fairness" (scales), "Economy" (gears), "Integrity" (shield), "Fit-for-Purpose" (compass), and "Efficiency" (atom). A magnifying glass icon is also present near the "Transparency" label.

**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.

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## 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.

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## WHY PARTNER WITH THE WORLD BANK?

### Advantages:

- Access to developing markets.
- Lower risk entry points.
- Diverse opportunities (short, medium, and long-term).



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## 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.

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## NAVIGATING PROCUREMENT NOTICES

### Types of Notices:

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

### Main Platforms:

- World Bank's Procurement website,
- UNDB.

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## 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.

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## RESOURCES AND SUPPORT

### Resources:

- World Bank Procurement Regulations
- Environmental and Social Standards

### Support:

- HEIS (Hands-on Expanded Implementation Support) available in some cases.