



## Lao PDR and the World Bank



## WORLD BANK GROUP

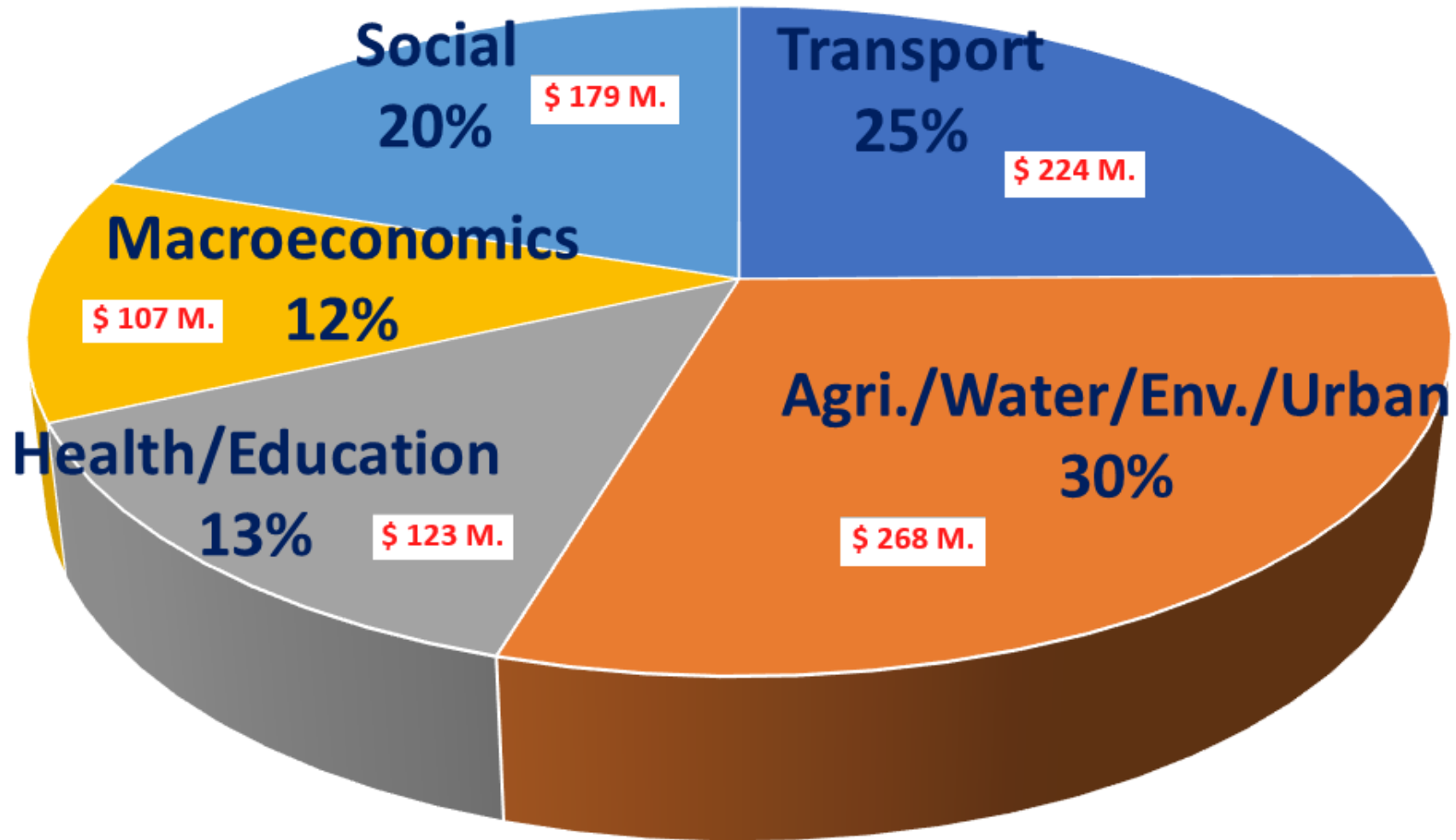
# Portfolio and Procurement Opportunities Overview

# Summary of World Bank Portfolio

Active Projects in  
Portfolio: 24 projects  
(US\$900 million)

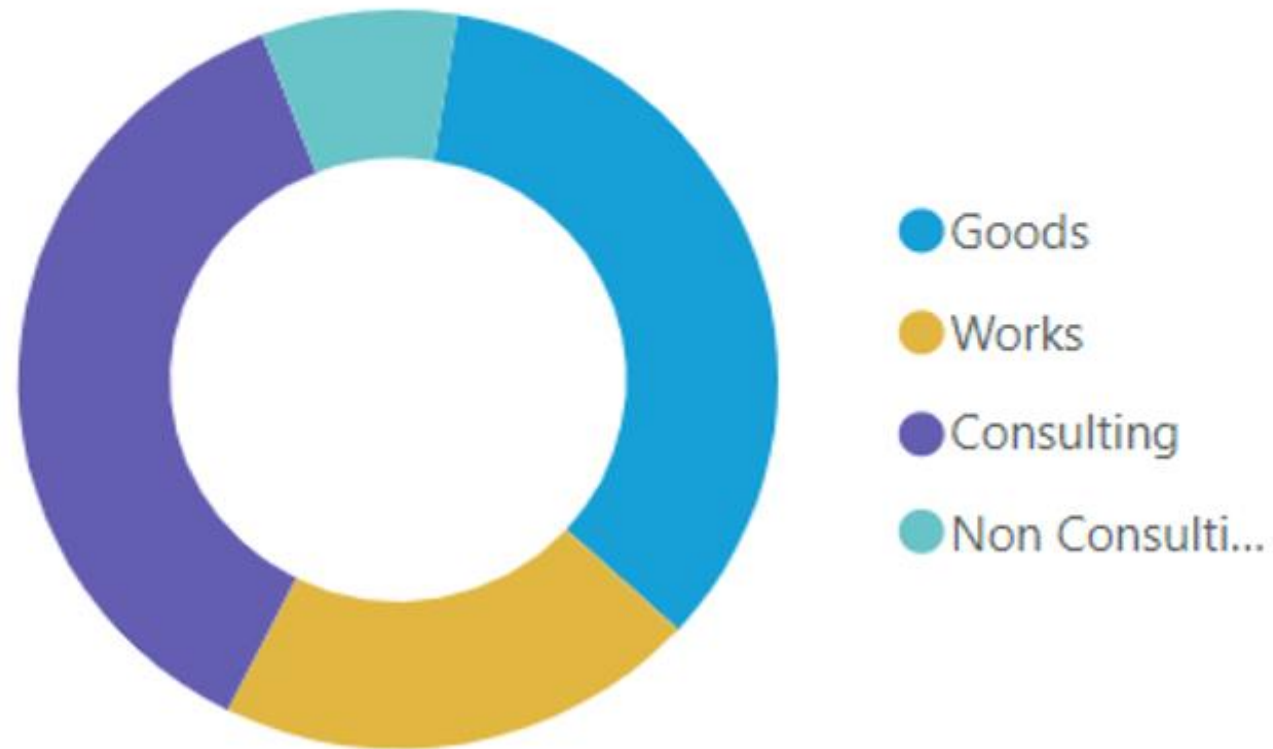
Pipeline Projects: 3  
projects (total estimation:  
(US\$ 192 million)

# World Bank funded Projects in Lao PDR by Sectors



# World Bank funded Projects in Lao PDR by Sectors

Breakdown by Contract Category



# Procurement feature

Overall, about 1,500 procurements are found in the Procurement Plans of Laos portfolio of projects

Above value of \$3 Million per contract, there are 2 contracts signed in the last 12 months totaling \$13.80 million

Above value of \$3 Million per contract, 11 contracts under bidding at present worth \$131 million



# The growing capacities of the Lao private sector in the last 3 years

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- ✓ 108 awarded Works contracts, 103 (95%) were won by firms based in Lao PDR.
- ✓ 311 awarded Goods and Non-Consulting Services contracts, 301 (97%) contracts were won by firms from Lao PDR.



# Thresholds for Procurement Approaches and Methods (US\$ thousands) in Lao PDR

	<b>Works</b>	<b>Goods &amp; Non-Consulting Services</b>	<b>Consulting Services National Shortlist</b>
<b>Request for Bids-Open International</b>	> 5,000	> 1,000	> 300
<b>Request for Bids-Open National</b>	< 5,000	< 1,000	< 300
<b>Request for Quotations</b>	< 200	< 100	NA

# Preparing a proposal

- Attend pre-proposal briefing - if indicated in the bidding documents
- Fully address all the requirements
- Emphasize your methodology for delivery – innovate if you can
- Propose a strong project manager and experienced experts
- Cite relevant technical and regional experience similar to the project – the more significant and similar the better
- Involve in-country partners where possible, consider joint ventures
- Don't deviate from standard bidding document forms and conditions
- Conditions or qualifications can lead to rejection



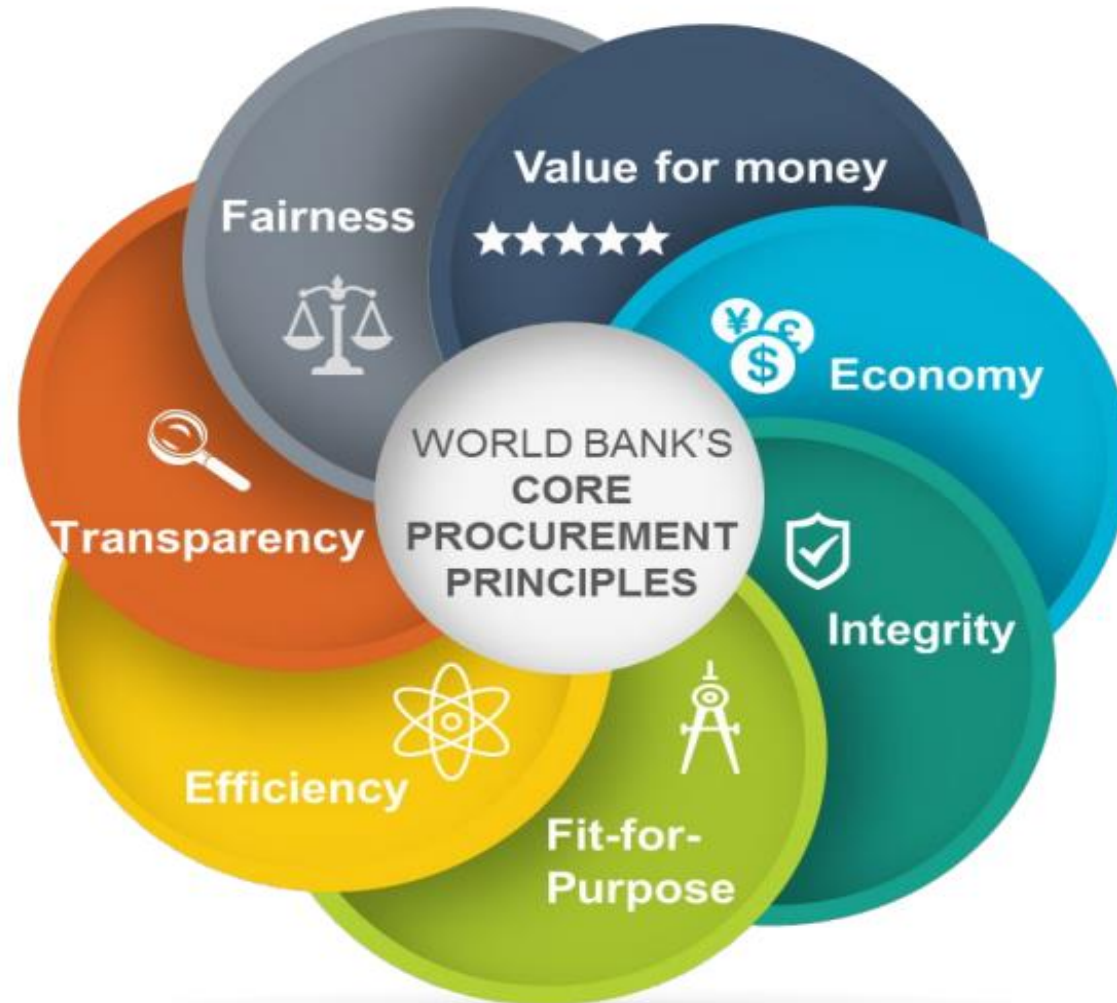
# Preparing a proposal (continued)

- If in doubt, get official clarification - if any provision of the bidding document is unclear seek clarification from the purchasing agency
- Carefully review qualification and evaluation criteria and use these to help writing the content and detail of your bid
- Submit a professional proposal that is:
  - comprehensive (covers all information requested)
  - includes all supporting documents
  - signed by an authorized individual
  - submitted before the deadline

# Procurement Vision & Core Principles

## VISION

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



# Procurement Regulations for Borrowers



## THE WORLD BANK Procurement Regulations for IPF Borrowers

PROCUREMENT IN INVESTMENT PROJECT FINANCING  
Goods, Works, Non-Consulting and  
Consulting Services

November 2020



# Roles in Bank-Funded Projects

## Bank Role

- Identify project/program
- Appraise project/program and assess risk
- Share knowledge and information
- Supervise project/program
- Monitor compliance with Agreements

- Identify project/program
- Design, prepare and plan the project/program
- Apply for the loan/credit
- Implement project/program
- Monitor compliance with Agreements

## Borrower Role

# Bank's Role in Procurement

## Bank's Role in Procurement

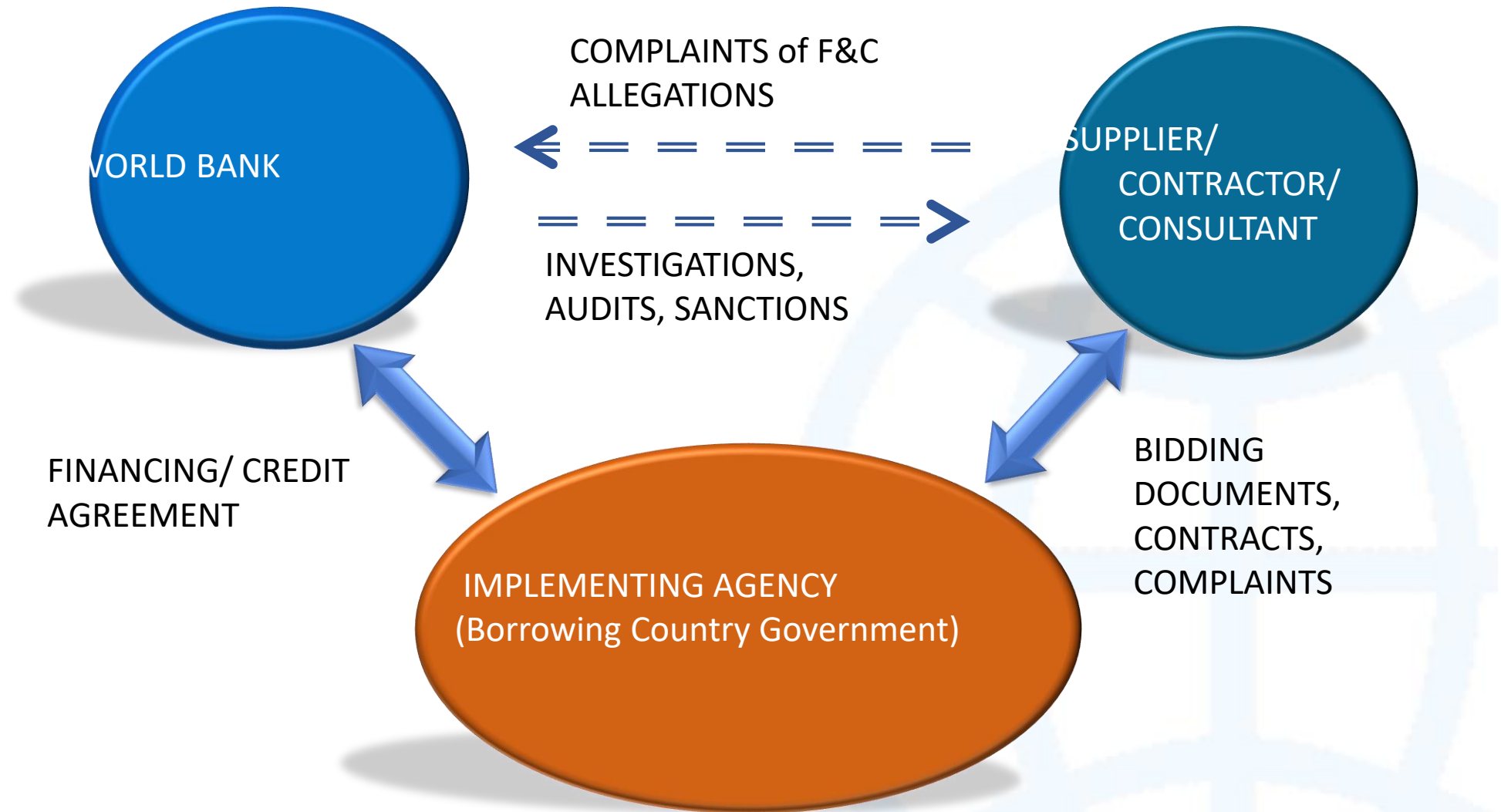
- **Assess Borrower's public procurement system, procurement capacity of project implementing agency, and potential procurement risks**
- **Assist borrower in procurement planning**
- **Provide procurement training, knowledge, and best practice sharing**
- **Monitor compliance with Loan/Credit Agreement 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



# Guidance to Bidders/Consultants on compliants

## Bidder's Role

- **Address all queries or complaints to the client (the Borrower)**
- **Send copies of communications to the Bank or write to the Bank directly when borrowers do not respond promptly, or if the communication is a complaint against the Borrower.**
- **Address to World Bank Task Team Leader, copy to Country Director and Regional Procurement Manager**
- **Bidders may request a debriefing**



# Lao PDR-Active Portfolio-March 2024

No.	Project ID	Project Description	Project Amount (US\$m.)
1	P157963	Poverty Reduction Fund III	52.50
2	P158504	Lao Road Sector Project 2 (LRSP2)	50.00
3	P160930	Lao PDR Southeast Asia Disaster Risk Management Project	55.00
4	P161473	AGRICULTURE COMPETITIVENESS PROJECT	25.00
5	P162565	Reducing Rural Poverty and Malnutrition Project	23.87
6	P163730	Lao National Road 13 Improvement and Maintenance	40.00
7	P164813	Lao PDR Competitiveness and Trade Project	10.00
8	P164901	Scaling-Up Water Supply, Sanitation and Hygiene Project	25.00
9	P165751	FCPF Carbon Fund: Lao PDR Northern Laos Emission Reductions Payments Project	42.00
10	P166165	Health and Nutrition Services Access Project	21.83

# Lao PDR-Active Portfolio-March 2024 (Cont.)

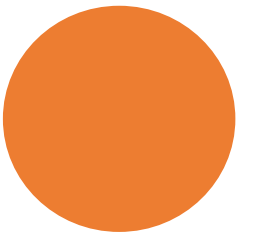
No.	Project ID	Project Description	Project Amount (US\$m.)
11	P167534	Enhancing Public Finance Management through Information and Communication Technology and Skills (E-FITS) Project	20.00
12	P167601	Lao People's Democratic Republic Civil Registration and Vital Statistics Project	25.00
13	P169194	Lao PDR Financial Sector Safety Net Strengthening	35.00
14	P169538	Lao PDR Clean Cook Stove Initiative	1.24
15	P169669	Enhancing Systematic Land Registration Project	25.00
16	P170559	Lao Landscapes and Livelihoods Project	34.00
17	P170640	Public Information and Awareness Services for Vulnerable Communities in Lao PDR	2.51
18	P171406	GEF Landscapes and Livelihoods Project	7.37
19	P172774	Lao PDR Priority Skills for Growth	46.00
20	P173407	Lao PDR Global Partnership for Education III: Learning and Equity Acceleration Project	30.00

# Lao PDR-Active Portfolio-March 2024 (Cont.)

No.	Project ID	Project Description	Project Amount (US\$m.)
21	P174169	Micro, Small, and Medium Enterprise Access to Finance Emergency Support and Recovery Project	40.00
22	P176088	Southeast Asia Regional Economic Corridor and Connectivity Project	131.90
23	P178002	Lao PDR Strengthening the National Statistical System	21.00
24	P178477	Power Distribution Improvement Project	51.00
25	P178545	Community Livelihood Enhancement And Resilience	45.00
26	P178883	Reducing Rural Poverty and Malnutrition Project II (RRPM II)	37.00
27	P179016	Lao PDR Public Financial Management Reform Project	1.80
28	P181359	Lao Airlines Sustainable Development Project	1.75
<b>Lao PDR Grand Total</b>			<b>900.76</b>

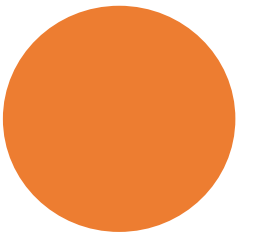
# Lao PDR-Pipeline Projects-March 2024

No.	Project ID	Project Description	Project Amount (US\$m.)
1	P180627	Lao PDR Enhancing Access to Benefits while Lowering Carbon Emissions	3.00
2	P501983	Improving Frontline Worker Performance in Education and Health	35.00
3	P178957	Health and Nutrition Services Access Project II	39.00
4	P179284	Lao PDR Climate Resilient Road Connectivity Improvement Project	34.00
5	P179146	Smallholder Green Agriculture Competitiveness Project	40.00
6	P175996	Lao PDR Pollution and Waste Management Project	41.43
<b>Total</b>			<b>192.43</b>



# Where to find Information on Procurement Opportunities

- World Bank External Website
- World Bank Country Office
- Specific tender notices in Newspapers and websites
- MOF's website: <http://ppmd.mof.gov.la/>
- Project's website: <https://www.prflaos.org/>;



# How to Explore business opportunities in the WB external website

External Bank external website for public access

<http://www.worldbank.org/>

Under **Projects & Operations**, you select **Procurement** and then **Browse by Procurement Plans** to have access to all Procurement Plans published.

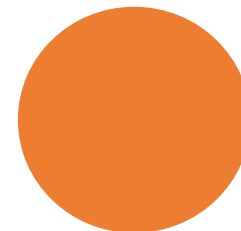
<http://www.worldbank.org/projects/procurement/procurementsearch?lang=en&qterm=&showrecent=true&srce=plans>

The screenshot shows the World Bank website's navigation and content. At the top, the World Bank logo and tagline "Working for a World Free of Poverty" are visible, along with language options: English, Español, Français, and عربي. The main navigation menu includes Home, About, Data, Research, Learning, News, **Projects & Operations** (circled in red), Publications, and Cour. Below the navigation, a red banner reads "Projects & Operations".

On the left side, there is a sidebar menu with categories: Home, Country Strategies, Products and Services, Country Lending Summaries, Project Maps, Results, Simultaneous Disclosure, Contacts (with Headquarters address: 1818 H Street, NW, Washington, DC 20433, USA (202) 473-1000, and a "View All Contacts" link), and Site Tools (with an RSS link).

The main content area features a language selector "This page in:" with options: English, Español, Français, Português, Русский, عربي, and 中文. Below this is a featured image of a city at night. To the right of the image is a "FEATURED BLOG" section with the title "Have Count" and the text "March 7, why deve spending fiscal poli".

At the bottom of the page, there is a navigation bar with tabs for "PROJECTS" and "PROCUREMENT" (circled in red). Below the tabs is a search bar with the placeholder text "Enter Keyword" and a search icon. To the right of the search bar is a "RECENTLY" section with a list of items, including "Supply Ar Equipmer" and "Afghanist".



# How to Explore business opportunities on the MOF website

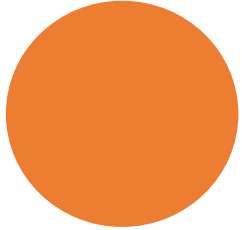
ppmd\_samd@mof.gov.la 021 263-252 ເຂົ້າສູ່ລະບົບ

ໜ້າຫຼັກ ກ່ຽວກັບພວກເຮົາ ແຜນການຈັດຊື້-ຈັດຈ້າງປະຈຳປີ ການຈັດຊື້-ຈັດຈ້າງ ຜູ້ສະໜອງ ກົນໄກການຄ້ອງທຸກ ຂ່າວສານ ເອກະສານສຳຄັນ ນິຕິກຳ ກະຊວງ/ອົງການຕ່າງໆ

## ແຜນການຈັດຊື້-ຈັດຈ້າງປະຈຳປີ

ປະຈຳປີ: 2024 ກະຊວງ/ອົງການ: ---- ກະຊວງ/ອົງກອນ ---- ຄົ້ນຫາ

#	ກະຊວງ/ອົງການ	ປະຈຳປີ	ດາວໂຫຼດ
1	ກະຊວງ ການເງິນ	2025	ດາວໂຫຼດ
2	message.ກະຊວງການເງິນ Lao PDR: Enhancing Public Finance Management through Information Communication Technology (ICT) and Skills (E-FITS) Project	2024	ດາວໂຫຼດ
3	ກະຊວງ ການເງິນ	2024	ດາວໂຫຼດ
4	ກະຊວງ ການເງິນ	2024	ດາວໂຫຼດ
5	message.ກະຊວງ ສາທາລະນະສຸກ Health and Nutrition Service Access Project Phase2	2024	ດາວໂຫຼດ
6	message.ກະຊວງ ກະສິກຳ ແລະ ປ່າໄມ້ Projects name: Lao Landscapes and live hoods project	2024	ດາວໂຫຼດ
7	ກະຊວງ ກະສິກຳ ແລະ ປ່າໄມ້	2024	ດາວໂຫຼດ
8	ກະຊວງ ໂຍທາທິການ ແລະ ຂົນສົ່ງ	2024	ດາວໂຫຼດ
9	ກະຊວງ ພະລັງງານ ແລະ ບໍ່ແຮ່	2024	ດາວໂຫຼດ
10	message.ກະຊວງ ກະສິກຳ ແລະ ປ່າໄມ້, Project Name: Poverty Reduction Fund Project III - Additional Financing	2024	ດາວໂຫຼດ



# Questions & Answers



# Thank you!

