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# WORLD BANK OPERATIONS PROCUREMENT

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1. Overview of the World Bank Group
2. World Bank Procurement & Key Advancements
3. Rated Criteria & Sustainability
4. Recent Changes



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# WORLD BANK GROUP OPERATING MODEL

OVERVIEW

The World Bank Group comprises five institutions

**IBRD**

Provides financing for **middle-income** developing countries  
*International Bank for Reconstruction and Development*

**IDA**

Provides financing for **low-income** developing countries  
*International Development Association*

**IFC**

Mobilizes **private sector** investment  
*International Finance Corporation*

**MIGA**

Provides **political risk insurance and credit guarantees**  
*Multilateral Investment Guarantee Agency*

**ICSID**

Conducts **international arbitration** to settle investment disputes  
*International Centre for Settlement of Investment Disputes*

### IPF - Investment Project Financing

- Provides IBRD loans, IDA credits and grants and guarantee financing to governments.
- Funds activities that create the physical & social infrastructure necessary to reduce poverty and create sustainable development

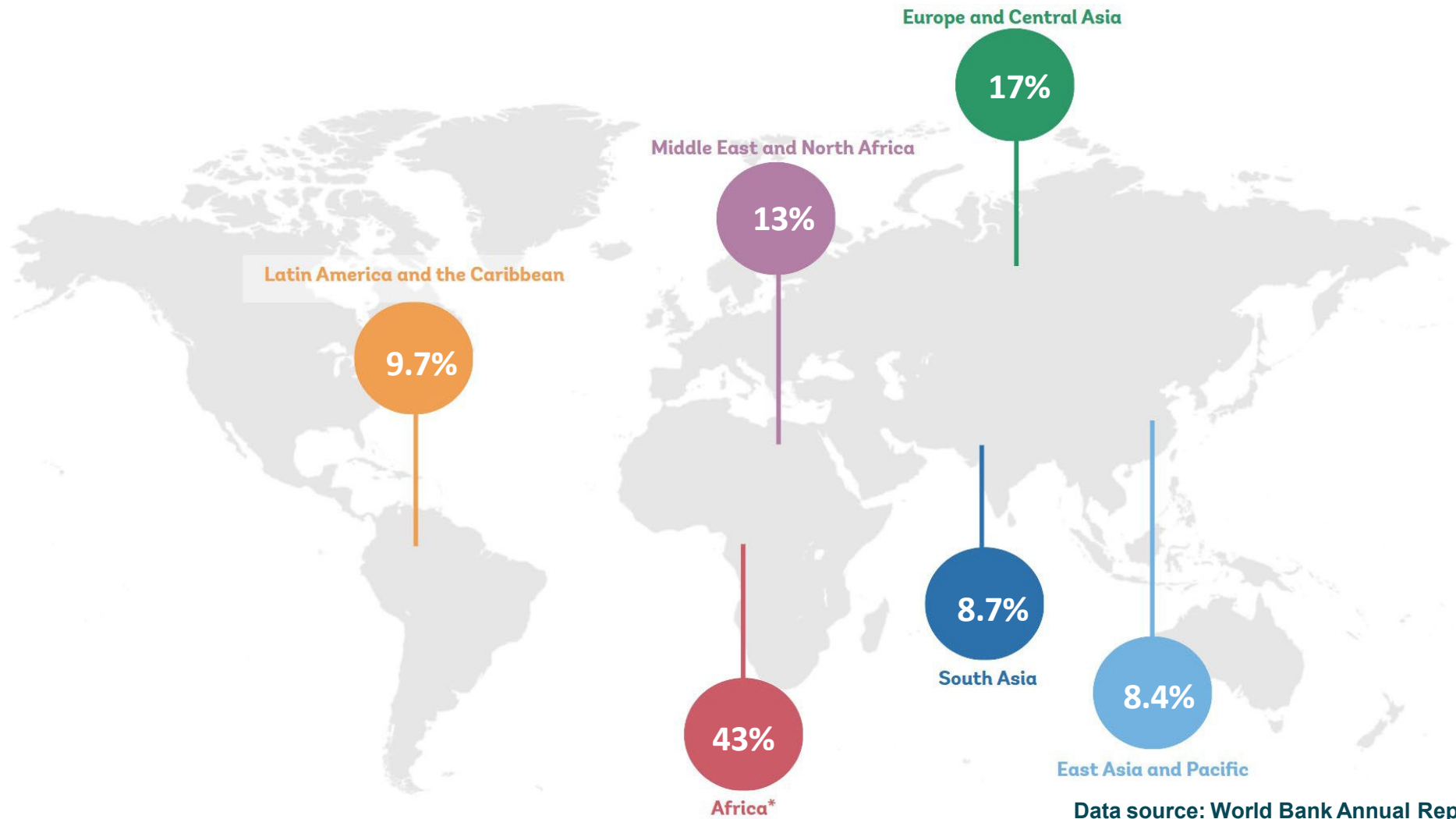
**\$250 billion**

value of active total net commitment IPF projects



# IBRD/IDA GLOBAL COMMITMENTS BY REGION

OVERVIEW

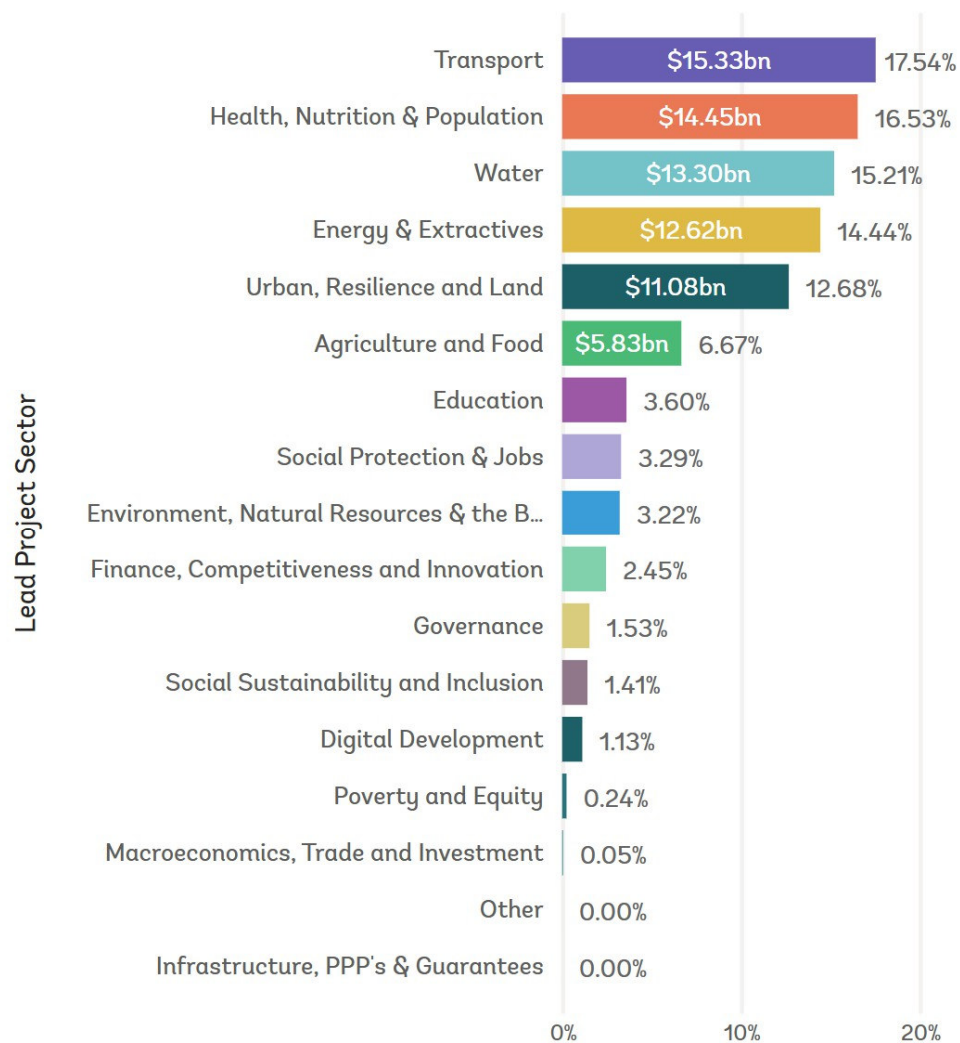


Data source: World Bank Annual Report FY 2024

# CONTRACT AWARDS BY PROJECT SECTOR

FY20-24

OVERVIEW



From FY2020 to FY2024,  
**Transport, Energy and Water**  
were almost half of the contracts  
awarded in IPF projects.

DATA SOURCE: Procurement IPF Dashboard as of 22 April 2025

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### Role of the Bank



Ensure funds are used only for the purpose for which they were granted



Provide oversight with prior and post procurement reviews



Provide Borrowers implementation support



### Role of the Borrower



Prepare Procurement Strategy



Plan procurement



Seek offers from market



Evaluate offers and determine the Most Advantageous Bid / Proposal



Award, sign, and manage contracts

## WHY BID FOR WORLD BANK PROCUREMENTS?

### PROCUREMENT



World Bank-funded contracts are a **good, low-risk means to do business in emerging and developing economies**, especially if you are new to working in these markets.

The types of business opportunities vary in scope, value and complexity and are suitable for delivery by a range of suppliers **from SMEs through to large multi-national companies**. Contracts can be short, medium or long term. Operations are delivered across the globe and provide opportunities for both domestic and international suppliers.

# BENEFITS FOR SUPPLIERS

## PROCUREMENT



- Billions of dollars worth of business



- Opportunities to work globally
- Opportunities to enter developing markets



- Equal opportunity & fair treatment
- Certainty of process & high standards of integrity
- High certainty of payment



- Variety of contract sizes
- Opportunities suitable for SMEs to large multinationals



- Wide variety of sectors
- Demand for variety specialization

# KEY ADVANCEMENTS OVER TIME

## PROCUREMENT

### *Driving Change in Operations Procurement*



**Early engagements** with the market



Promoting **value for money** with rated criteria



Greater **Bank involvement and support** via Bank-Facilitated Procurement (BFP) and Hands-on Expanded Implementation Support (HEIS)



**Standardized** and consistent procurement documents based on industry standards



Promoting **sustainable procurement** with the Environment and Social Framework

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4. How to Compete



### What are Rated Criteria?

Rated criteria are evaluation criteria used to assess non-price attributes of bids or proposals. They are designed to ensure that the evaluation is comprehensive, transparent, and aligned with the objectives of the procurement. Since 2016, the Bank's Procurement Framework has permitted the use of Rated Criteria to evaluate Bids and Proposals.

### Since 2023

International procurements using Bank Standard Procurement Documents must use rated criteria in their evaluations.\*

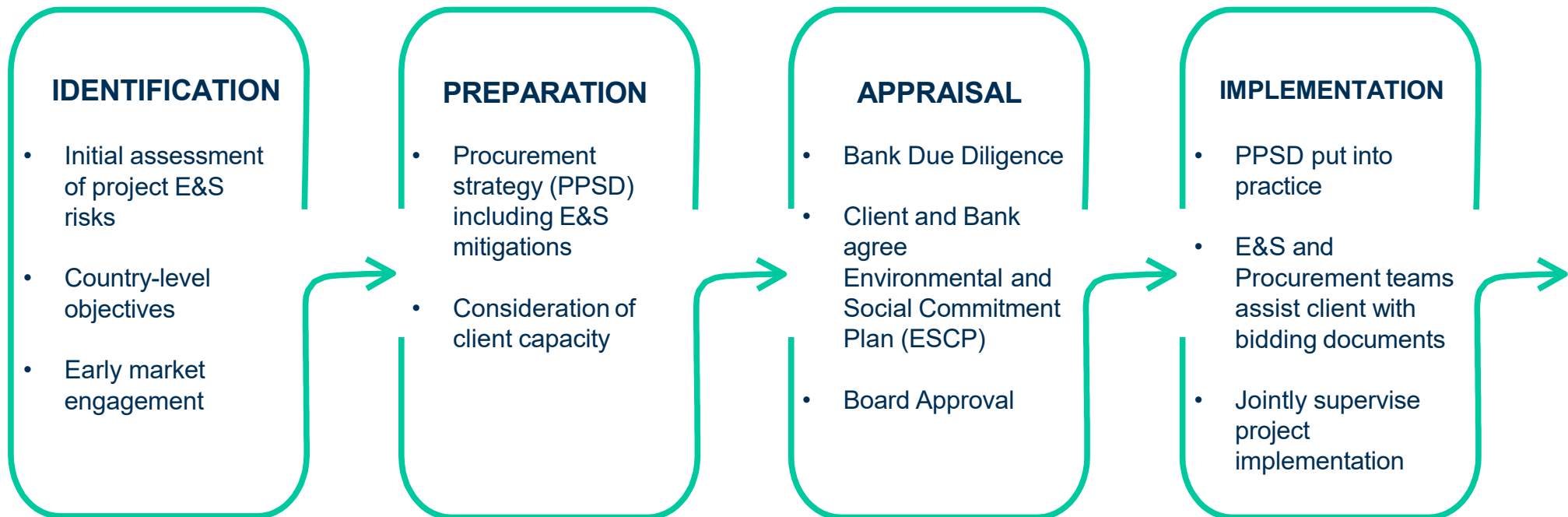
### As of March 2025

International procurements must use specific minimum quality weightings based on their value and risk, meaning most international procurements will require a **minimum 50% weighting for quality**.



# E&S and Procurement across the Project Cycle

## PROCUREMENT



Effective collaboration between procurement and E&S teams by both the Bank and the Borrower is crucial for the successful execution of projects.



Achieving success requires mitigating E&S risks and delivering additional policy benefits to the country and community.

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To address feedback from the business community and the IEG Assessment on the Procurement Framework, the Bank is now:

- Mandating **minimum quality weightings** in Rated Criteria for international procurements.
- Requiring **early market engagement** for large contracts to optimize procurement strategies and approaches to delivery
- Collaborating with Borrowers to **aggregate smaller contracts** into larger packages
- Offering **direct payment** for large international procurements
- Improving the **procurement complaint handling** system
- Building **client capacity** by expanding HEIS and BFP in select states
- Mandating minimum 30% of labor costs to be allocated to **employment of local workers**.

## Core Principles:

Fairness & Transparency

Best Value

Risk Management

Sustainability

Inclusive Sourcing

## Overview:

- Internal procurement function supporting 130+ global offices
- Scale: \$2B+ spend | 25,000+ vendors | 130+ offices
- Key hubs: Washington DC, Chennai, Sofia
- Categories: Goods, Works, Consulting, IT, Facilities, Travel

## Process Stages:

PLAN: Register & identify

COMPETE: Prepare & submit

WIN: Evaluate & contract

DELIVER: Execute & review

## Key Steps:

- Register via WBGeProcure
- Monitor opportunities & attend vendor forums
- Submit compliant and strong proposals
- Focus on inclusive sourcing (Women's Business Enterprise target 12% by 2030)

Thank You

