



# BUSINESS OPPORTUNITIES WITH THE WORLD BANK - BANGLADESH

**Dhaka, 10 June 2026**

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# Agenda

**1. OVERVIEW OF WB PORTFOLIO**

**2. BENEFITS FOR SUPPLIERS & SUPPLIERS**

**3. KEY INNOVATIONS**

**4. FINDING BUSINESS OPPORTUNITIES**

**(a) How to Search for Business Opportunities,**

**(b) Key Aspects of Preparation of Bids/Proposals,**

**5. UPCOMING OPPORTUNITIES IN BD**

# 1. OVERVIEW OF WB PORTFOLIO

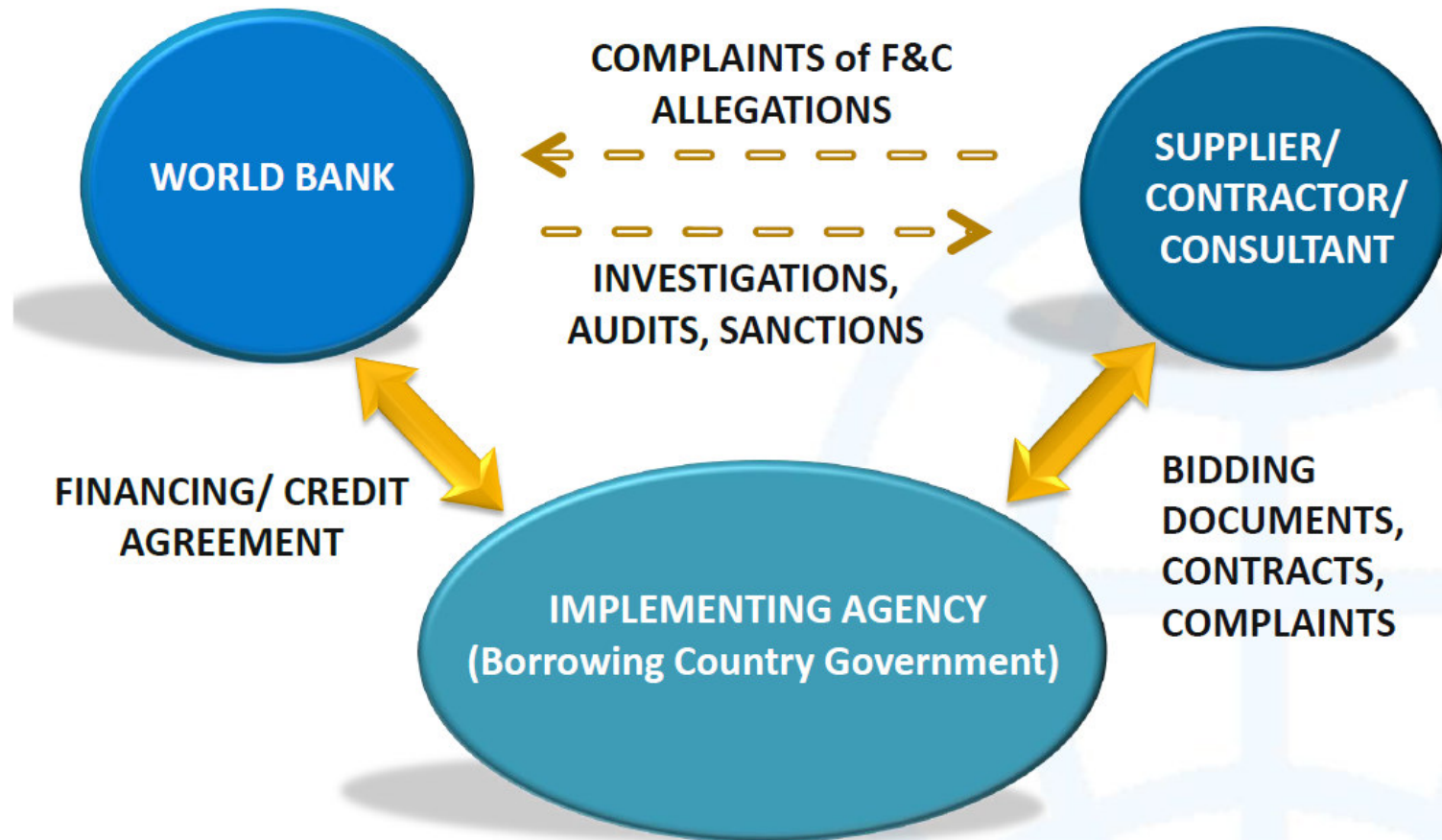
## WORLD BANK GROUP MISSION

### Overview

**“Our mission is to end extreme poverty and boost shared prosperity on a livable planet.”**



# 1. OVERVIEW OF WB PORTFOLIO



## 2. BENEFITS FOR SUPPLIERS / CONTRACTORS

### BENEFITS FOR SUPPLIERS



✓ Huge Portfolio  
✓ Proc Framework  
✓ Business Model

## 2. BENEFITS FOR SUPPLIERS / CONTRACTORS



### Profitability

Access to billions of dollars' worth of business in a variety of contract sizes. These contracts offer a lower-risk way to enter a developing market.



### Opportunity

Suppliers can expand their business, build international experience, and contribute to global development goals.



### Certainty

The World Bank's Procurement Framework provides a clear and predictable process, ensuring fairness and transparency throughout the contracting process. The World Bank's oversight ensures adherence to the framework.



### Variety

Projects cover a wide array of sectors, ensuring opportunities for businesses of all sizes and specializations.

# 2. BENEFITS FOR SUPPLIERS / CONTRACTORS

## Bangladesh (BD)

Data as of 03-Jun-2026 at 04:17 AM (EST)

Execution Time: 14.18 sec

### Lending

FY26 - Lending Program (All Ratings)

**5**

Projects

**\$1.57bn**

Commitments

Actual Commitments



**\$0.87bn**

55.41 %

Actual Projects



**3**

60.00 %

**5**

Projects with Outliers

[View More >](#)

### Portfolio

Active Portfolio

**39**

Projects

**\$11.45bn**

Commitments

% Disbursed



**\$3.05bn**

26.39 %

IPF Disbursement Ratio (Ytd)



**24**

Projects with Outliers

[View More >](#)

### ASA

Total Active ASA

**11**

Activities

**\$0.00bn**

Cumulative Expenses

Activities Planned in FY26

**6**

Activities

Completed in FY26



**4**

66.67 %

**2**

Activities with Outliers

[Vi](#)

## 3. KEY INNOVATIONS

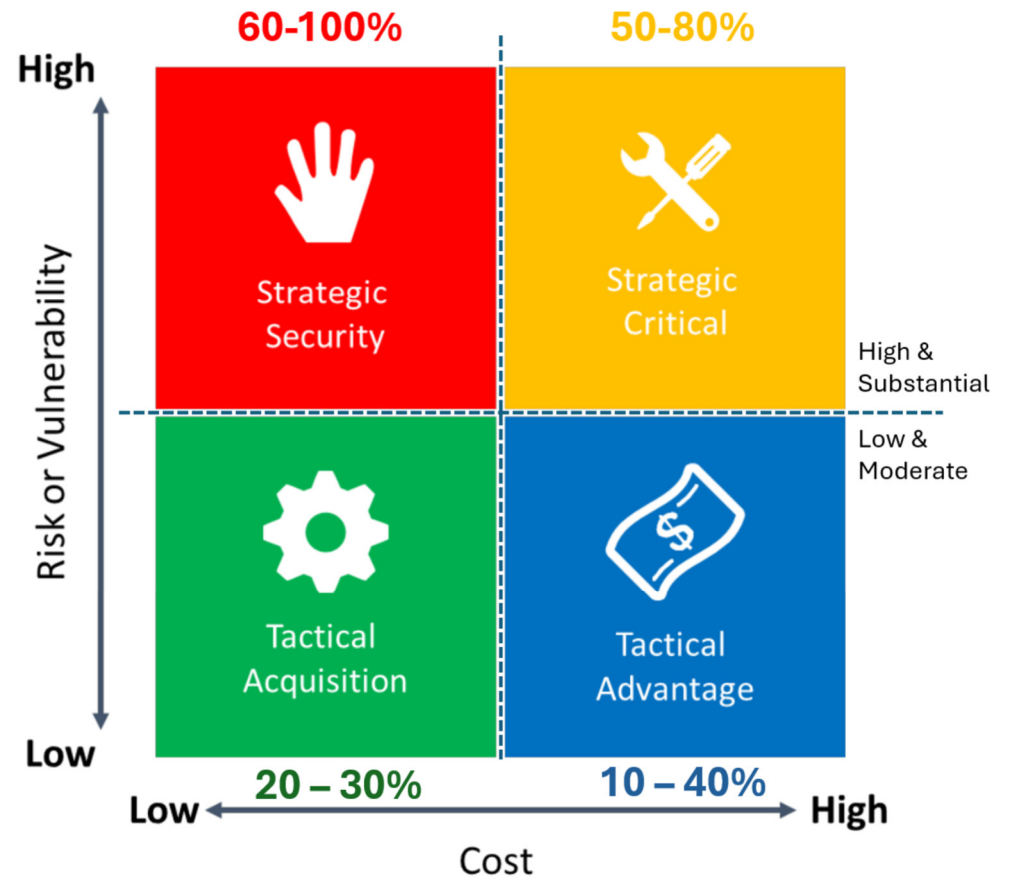
### New, Modern and Business Friendly Procurement Framework

- **Rated Criteria** (minimum quality weightings).
- Requiring 2 phase **early market engagement** to optimize procurement strategies (**PPSD**).
- Collaborating with Borrowers to **aggregate smaller contracts** into larger packages.

### 3. KEY INNOVATIONS

## New, Modern and Business Friendly Procurement Framework

- Rated Criteria



## 3. KEY INNOVATIONS

### New, Modern and Business Friendly Procurement Framework

- **Direct payment** for large international procurements.
- Improved **procurement complaint handling** system
- Building **client capacity** (HEIS)
- Mandatory min. **30%** employment of local workers.

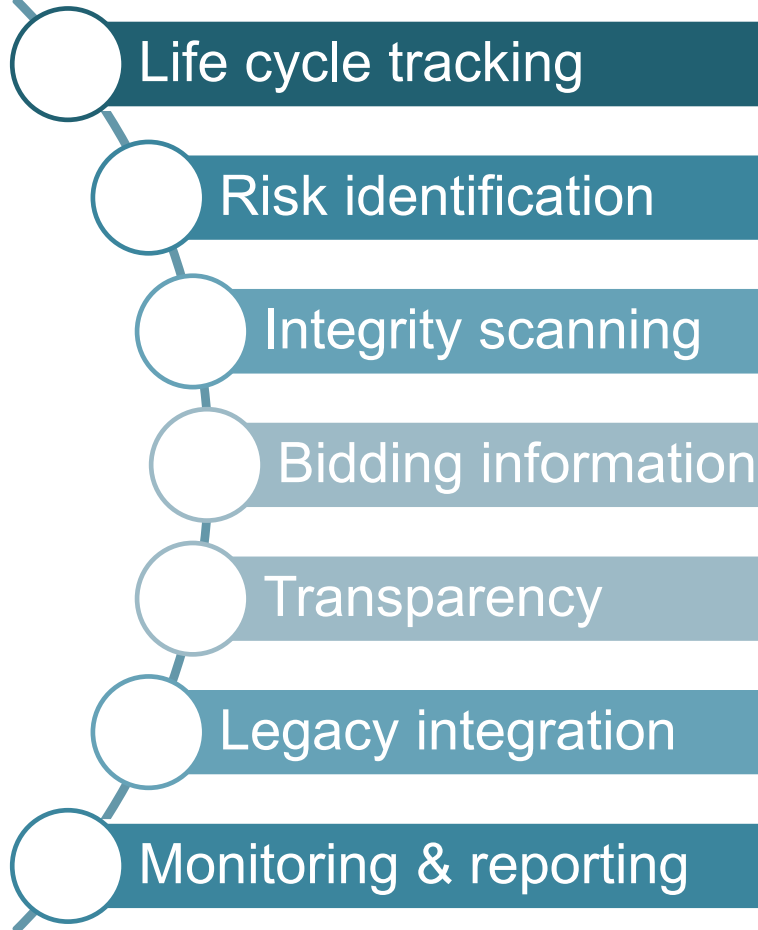
## 3. KEY INNOVATIONS

### Business Model

- 250 procurement staff in 72 countries support projects;
- Enhances Bank's support to borrowers (including HEIS);
- Promotes strategic engagement with industries;
- Increases transparency and promotes governance

### 3. KEY INNOVATIONS

#### STEP Added Value to Procurement



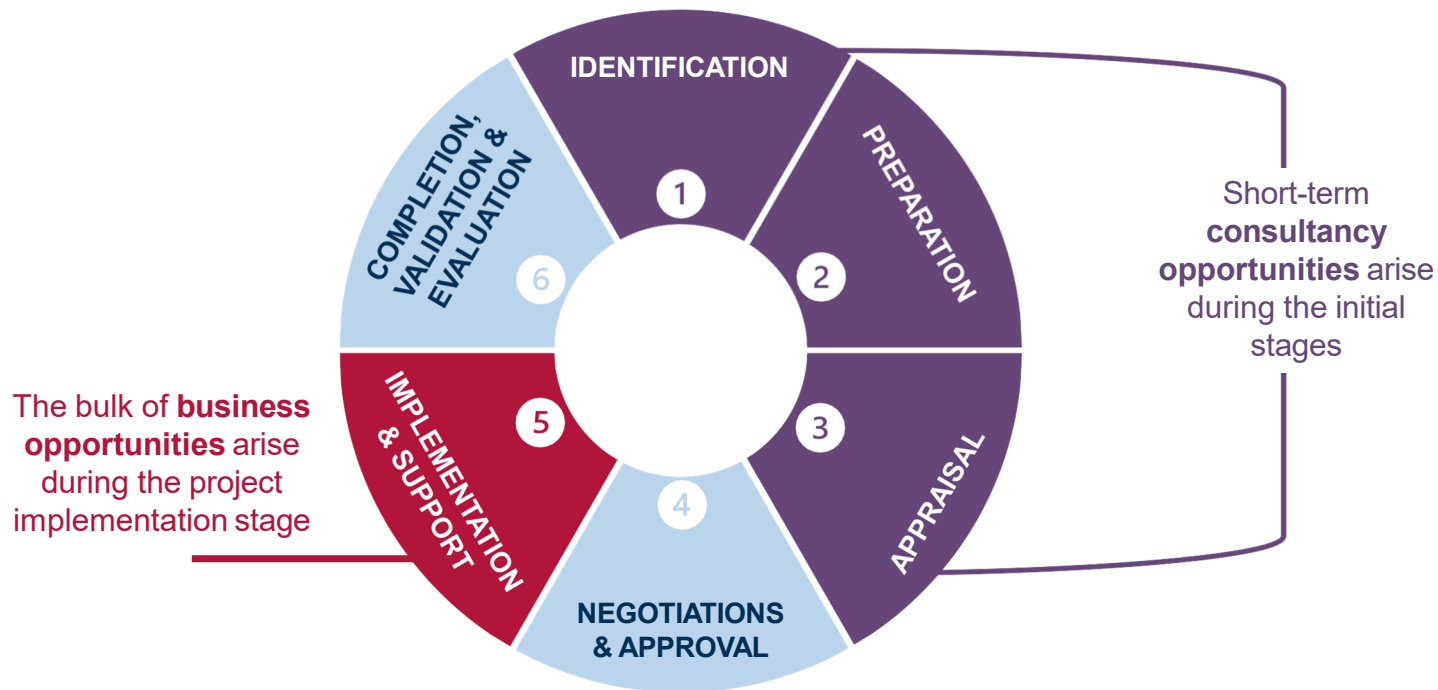
- ✓ Records all contracts
- ✓ Tracks performance
  
- ✓ Flags activity-level risks
- ✓ Informs risk assessment
  
- ✓ Verifies supplier eligibility
- ✓ Prevents ineligible payments
  
- ✓ Captures competition data
- ✓ Enables market analysis
  
- ✓ Automates data publication
- ✓ Enables open contracting
  
- ✓ Migrates existing data
- ✓ Stages client-system data
  
- ✓ Simplifies data access
- ✓ Enhances analytics

# 4. FINDING BUSINESS OPPORTUNITIES

FINDING OPPORTUNITIES

HOW TO COMPETE

## WORLD BANK PROJECT CYCLE



## 4. FINDING BUSINESS OPPORTUNITIES

### (a) How to Search for Business Opportunities

- World Bank's website- [www.worldbank.org](http://www.worldbank.org)  
World Bank Procurement Plan  
World Bank Procurement Notices
- World Bank Procurement App
- Monthly Operational Summary
- Daily newspapers
- For national tenders: Website of the BPPA & e-GP- [www.cptu.gov.bd](http://www.cptu.gov.bd) & [www.eprocure.gov.bd](http://www.eprocure.gov.bd)

# 4. FINDING BUSINESS OPPORTUNITIES

## (a) How to Search for Business Opportunities

World Bank's website- [www.worldbank.org](http://www.worldbank.org)

- Projects & Operations → Procurement For Projects and Programs → Project Procurement → View All Opportunities or “Learn More” → .....
- SPDs, Current Opportunities, Upcoming Opportunities, Potential Opportunities can be searched, filtering by Country.
- DEMO

## 4. FINDING BUSINESS OPPORTUNITIES

### (a) How to Search for Business Opportunities

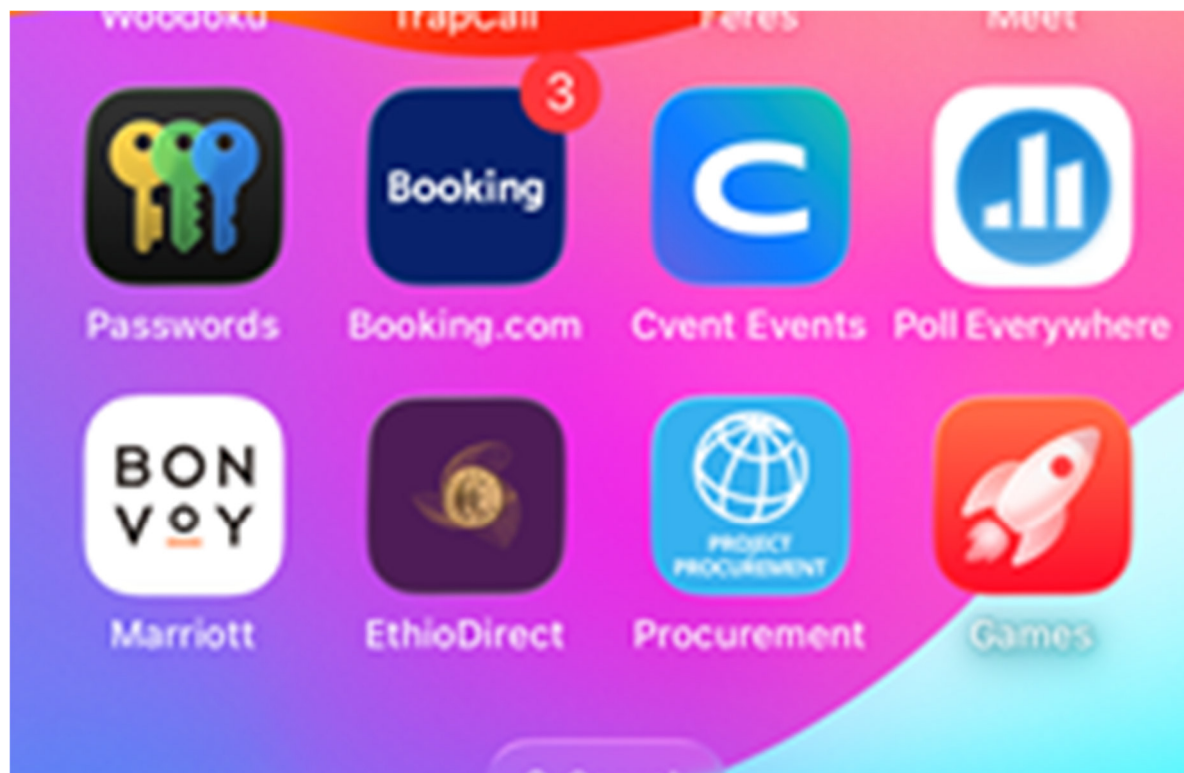
#### World Bank Procurement App

- Procurement data on major contract awards
- The App enables the public to look at, Ratios, Trends, Supplier Rankings
- Easy to mix and match at many levels of aggregation
- Enables the public to easily explore large amounts of data
- Includes an email feature that imports charts, figures, and tables into email messages
- Free for iPad and is being developed for iPhone/Android

## 4. FINDING BUSINESS OPPORTUNITIES

(a) How to Search for Business Opportunities

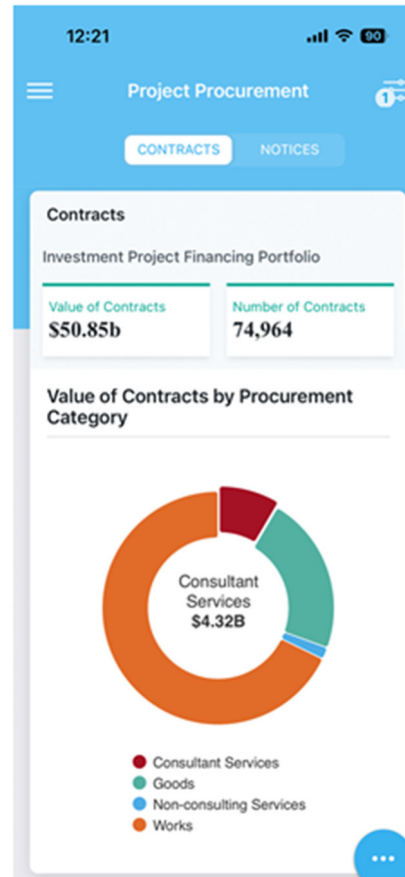
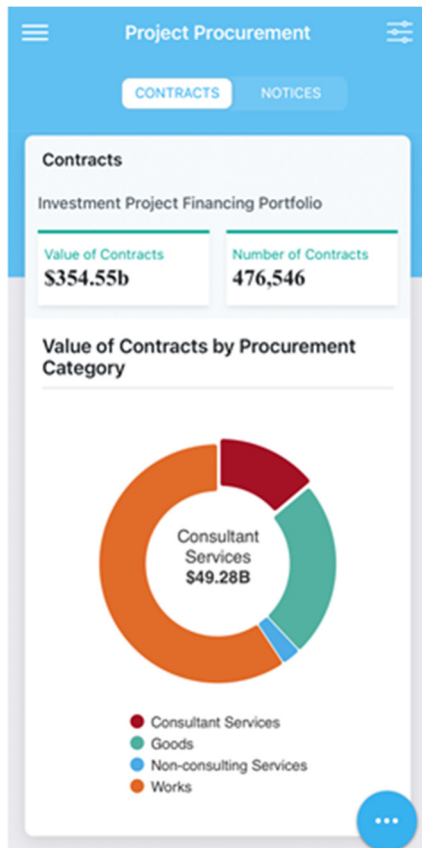
### World Bank Procurement App



- ✓ By Procurement **Category**
- ✓ By **Sector**
- ✓ By Suppliers' **Country**
- ✓ By Suppliers' **Company Name**

# 4. FINDING BUSINESS OPPORTUNITIES

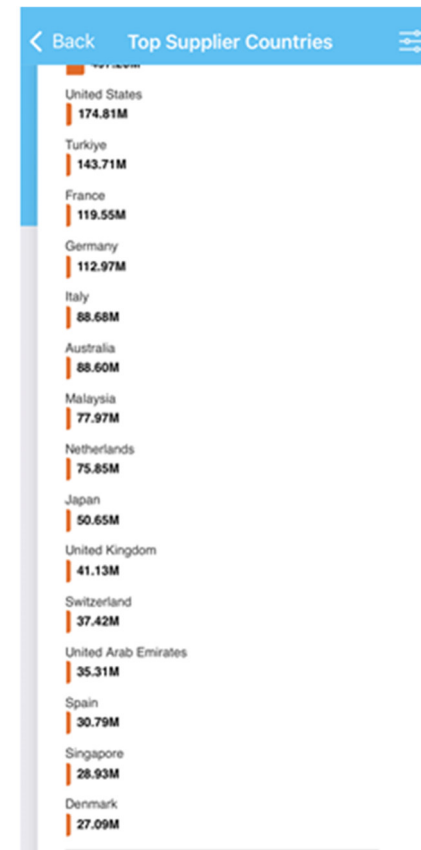
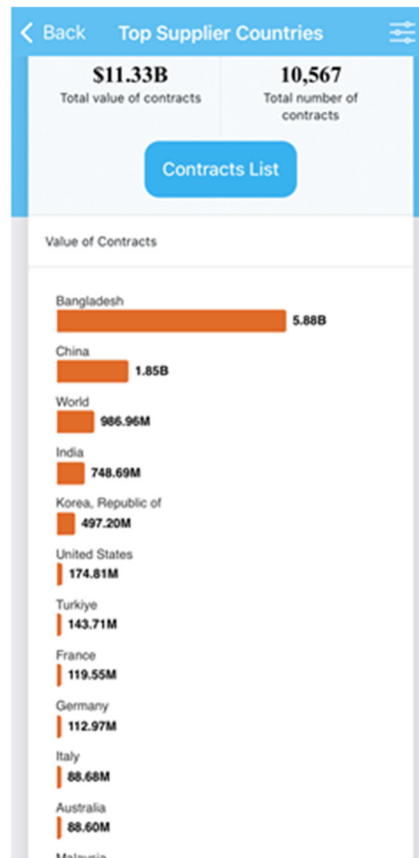
## (a) How to Search for Business Opportunities ✓ By Procurement Category



# 4. FINDING BUSINESS OPPORTUNITIES

## (a) How to Search for Business Opportunities

✓ By Suppliers' Country



## 4. Finding Business Opportunities

### (b) Key Aspects of Preparation of Bids/Proposals



#### Tips for preparing bids and proposals

- ❑ Get involved with early-market engagement (**EME**) and **pre-proposal briefing**
- ❑ Fully address **all** requirements
- ❑ Emphasize your **methodology** for delivery – **innovate** if you can
- ❑ Propose a strong project manager and **experienced experts**
- ❑ Cite relevant **technical and regional experience** relevant to the project – the more significant and similar the better
- ❑ Identify and involve in-country “**local partners**” where possible, consider **JV**

# 4. Finding Business Opportunities

## (b) Key Aspects of Preparation of Bids/Proposals

### Common problems with bids/proposals:

- ❖ No Bid Security
- ❖ Insufficient amount of Bid Security
- ❖ Lack of supporting documents
- ❖ Incomplete proposals
- ❖ Incomplete bills of quantities
- ❖ Proposals not signed
- ❖ JV partner as proposer in another proposal
- ❖ Conflict of interest



## 5. UPCOMING OPPORTUNITIES IN BD

1. Upcoming Procurements							
Project Id	Project Legal Name	ACTV_REF_NBR	EST_BUDGET_AMT	ACTV_DESC	Lead GP/Global Theme	Team Lead Name	Expected IFB Advert
1	P154511	Bangladesh Regional Water BRWTP-G7B	\$ 8,542,736	Procurement of goods	Transport and Logistics	Cheick Diallo	FY-27
2	P154511	Bangladesh Regional Water BRWTP-W3-LOT-0	\$ 7,053,760	Development of a pass	Transport and Logistics	Cheick Diallo	FY-27
3	P161534	Climate-Smart Agriculture a CSAWM-WDB-SW.	\$ 7,348,214	Protective Work Right b	Farming and Agribusin	Samina Yasmin	FY-27
4	P168961	Higher Education Accelerati HEAT/S-23	\$ 5,890,909	Selection of Consultant	Education	T. Asaduzzaman	FY-27
5	P170688	Bangladesh Private Investm WD-25-NSEZ-BEZ.	\$ 16,393,443	Site development works	Finance, Competitiven	Hosna Sumi	FY-27
6	P171144	Urban Health, Nutrition and BD-LGD-GD-04-G	\$ 9,313,500	GD-04: Supply and inst	Health	Iffat Mahmud	FY-27
7	P171144	Urban Health, Nutrition and BD-LGD-WD-07-C	\$ 5,122,500	WD-07: Park, Walkway, Health	Health	Iffat Mahmud	FY-27
8	P172499	Jamuna River Sustainable M G 2	\$ 12,156,386	Supply, installation and	Water	Yukio Tanaka	FY-27
9	P172499	Jamuna River Sustainable M G 4	\$ 8,814,781	Procurement of 1 no pri	Water	Yukio Tanaka	FY-27
10	P172499	Jamuna River Sustainable M G 3	\$ 7,758,551	Procurement of 2 nos. f	Water	Yukio Tanaka	FY-27
11	P172499	Jamuna River Sustainable M W 1	\$ 6,516,476	Construction of a new t	Water	Yukio Tanaka	FY-27
12	P172499	Jamuna River Sustainable M G 1	\$ 5,976,852	Supply, installation and	Water	Yukio Tanaka	FY-27
13	P172817	Bangladesh Environmental DOE W-8	\$ 10,350,000	Training Center and Mu	Environment	Bushra Nishat	FY-27
14	P172817	Bangladesh Environmental DOE W-3	\$ 6,100,000	Construction of 7 Distri	Environment	Bushra Nishat	FY-27
15	P173019	Bangladesh Road Safety Prc GP(BP)-01	\$ 9,515,752	Crash data system harc	Transport and Logistics	Cheick Diallo	FY-27
16	P173019	Bangladesh Road Safety Prc WP(BP)-01	\$ 5,659,378	Highway Police training	Transport and Logistics	Cheick Diallo	FY-27
17	P176429	Chattogram Water Supply In CWSIP/G3	\$ 30,824,000	Supply, Installation, Te	Water	Arif Ahamed	FY-27
18	P176549	Accelerating Transport and BLPA-W5	\$ 32,203,389	Expansion of Bhomra L	Transport and Logistics	Nusrat Babi	FY-27
19	P176549	Accelerating Transport and BLPA-G3	\$ 23,065,254	Supply, Installation, Te	Transport and Logistics	Nusrat Babi	FY-27
20	P176549	Accelerating Transport and BLPA-G1	\$ 8,101,694	Supply, Installation, Te	Transport and Logistics	Nusrat Babi	FY-27
21	P176549	Accelerating Transport and BLPA-G4	\$ 7,397,457	Supply, Installation, Te	Transport and Logistics	Nusrat Babi	FY-27
22	P176549	Accelerating Transport and BLPA-G2	\$ 6,802,542	Supply, Installation, Co	Transport and Logistics	Nusrat Babi	FY-27
23	P179009	GAS SECTOR EFFICIENCY IMF BD-PGCL-SCADA-	\$ 12,110,000	Supply, Installation & C	Energy	M Towhid Mowla	FY-27
24	P501274	Host and Rohingya Enhance HELP-NOA/LS-1	\$ 6,773,333	Construction of 2 nos U	Urban, Subnational Fin	Swarna Kazi	FY-27
25	P506691	Strengthening Institutions fc SDRM/ G-2	\$ 6,900,000	Procurement of necess	Macroeconomics, Trad	Souleymane Coulibaly	FY-27
26	P506691	Strengthening Institutions fc SDRM/ IT/G-11	\$ 5,200,000	Procurement of Hardw	Macroeconomics, Trad	Souleymane Coulibaly	FY-27
27	P176812	BAY Terminal Project xxxxxx	\$ 654,000,000	Breakwater Structure	Transport and Logistics	Aparna Gangavati Rao	FY-27
28	P176812	BAY Terminal Project xxxxxx	\$ 173,000,000	Dredging	Transport and Logistics	Aparna Gangavati Rao	FY-27
		<b>SUM</b>	<b>\$ 1,098,890,908</b>				

## IMPORTANT LINKS

1. To report allegations of fraud and corruption in Bank-financed projects, please contact the Integrity Vice Presidency, Link: [Integrity Vice Presidency](#).
2. World Bank's website- [www.worldbank.org](http://www.worldbank.org)
3. For national tenders: Website of the BPPA & e-GP- [www.cptu.gov.bd](http://www.cptu.gov.bd) & [www.eprocure.gov.bd](http://www.eprocure.gov.bd)



**Thank You !!!!!!!**

**Any Question?**

