

WORKING WITH THE WORLD BANK

Business Opportunities Seminar(BOS)
November 17, 2025



- 1. Overview of the World Bank Group**
2. World Bank Projects in Pakistan
3. World Bank Procurement & Key Advancements
4. Finding Opportunities



WHO WE ARE

81 Years of Change: 1944 to 2025



The World Bank Group is one of the world's largest sources of funding and knowledge for developing countries.

Our vision is to create a world free of poverty on a livable planet.

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

We are building a better Bank to drive impactful development that is:

- **Inclusive** of everyone, including women and young people.
- **Resilient** to shocks, including against climate and biodiversity crises, pandemics and fragility.
- **Sustainable**, through growth and job creation, human development, fiscal and debt management, food security and access to clean air, water, and affordable energy.



JULY 1944

BRETTON WOODS CONFERENCE



1946 - 1967

THE WORLD BANK AS BUILDER AND ENGINEER



1968 - 1981

THE WORLD BANK CONFRONTS POVERTY



1982 - 1994

ECONOMIES IN TRANSITION AND STRUCTURAL ADJUSTMENT



1995 - NOW

SUSTAINABLE DEVELOPMENT AND GLOBAL PARTNERSHIPS

The WBG is a unique global partnership comprising five institutions.



- Knowledge/Technical Assistance Services
 - ❖ Advisory Services and Analytics(ASA)
 - ❖ Reimbursable Services and Analytics(RSA)
- Finance-(Loans, Credits, Grants and Guarantees)
 - ❖ Development Policy Financing (DPF)
 - ❖ Program for Results (PforR)
 - ❖ Investment Project Financing (IPF)

- Development Policy Financing(DPF)
 - ❖ Disbursed upon fulfilment of policy actions. Use Government procurement procedures and SBDs.
- Program for Results(PforR)
 - ❖ Disbursed for results. Use Government procurement procedures and SBDs with enhancements through DLIs, PAP, POM and FA.
- Investment Project Financing(IPF)
 - ❖ Disbursed for eligible expenditures. Use WB procurement procedures and SPDs except as specifically permitted for use of national procurement procedures.
 - ❖ National procedures may be used fulfilling certain conditions provided in the Guidelines/Regulations

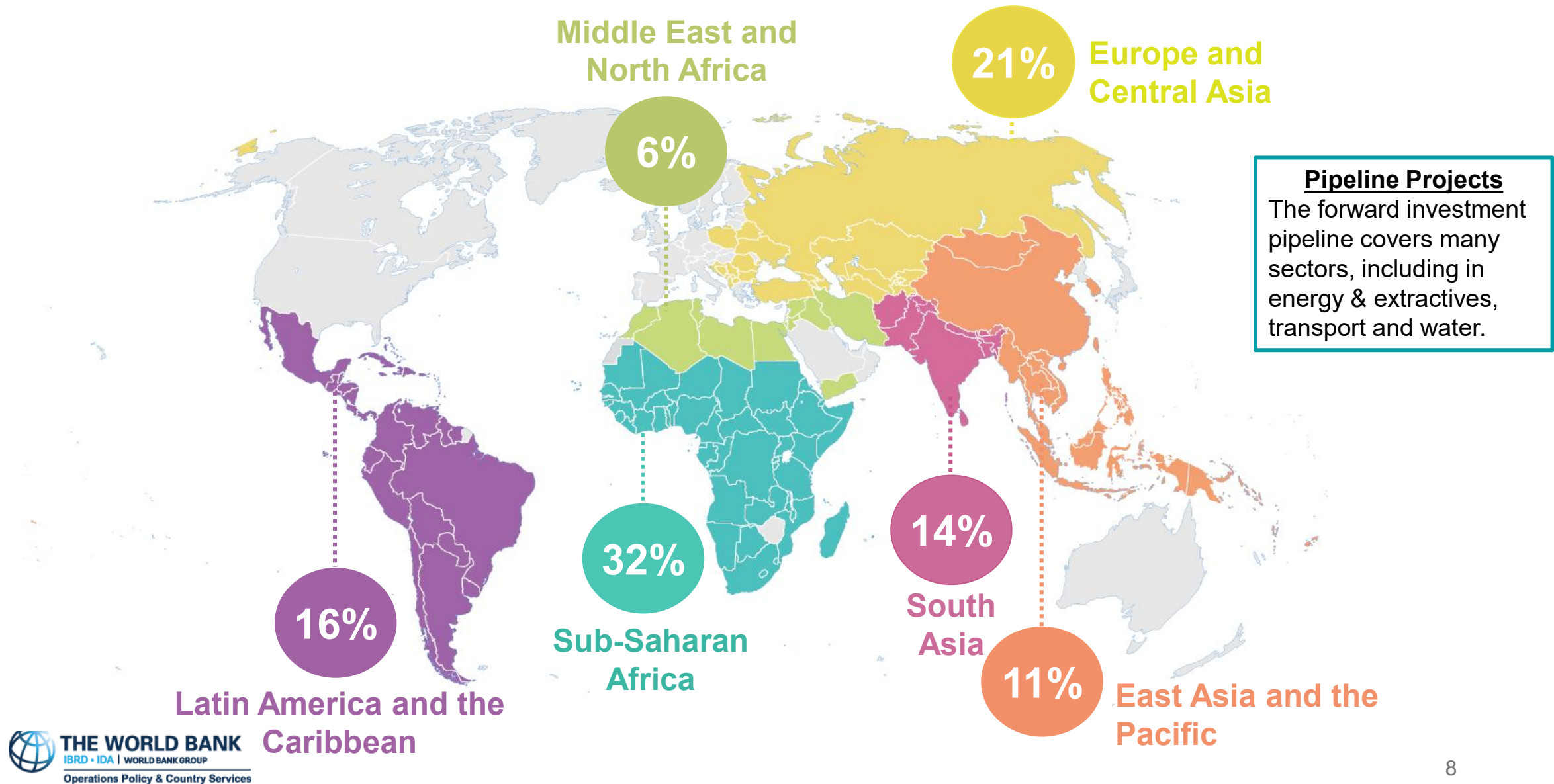
IPF - Investment Project Financing

- 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

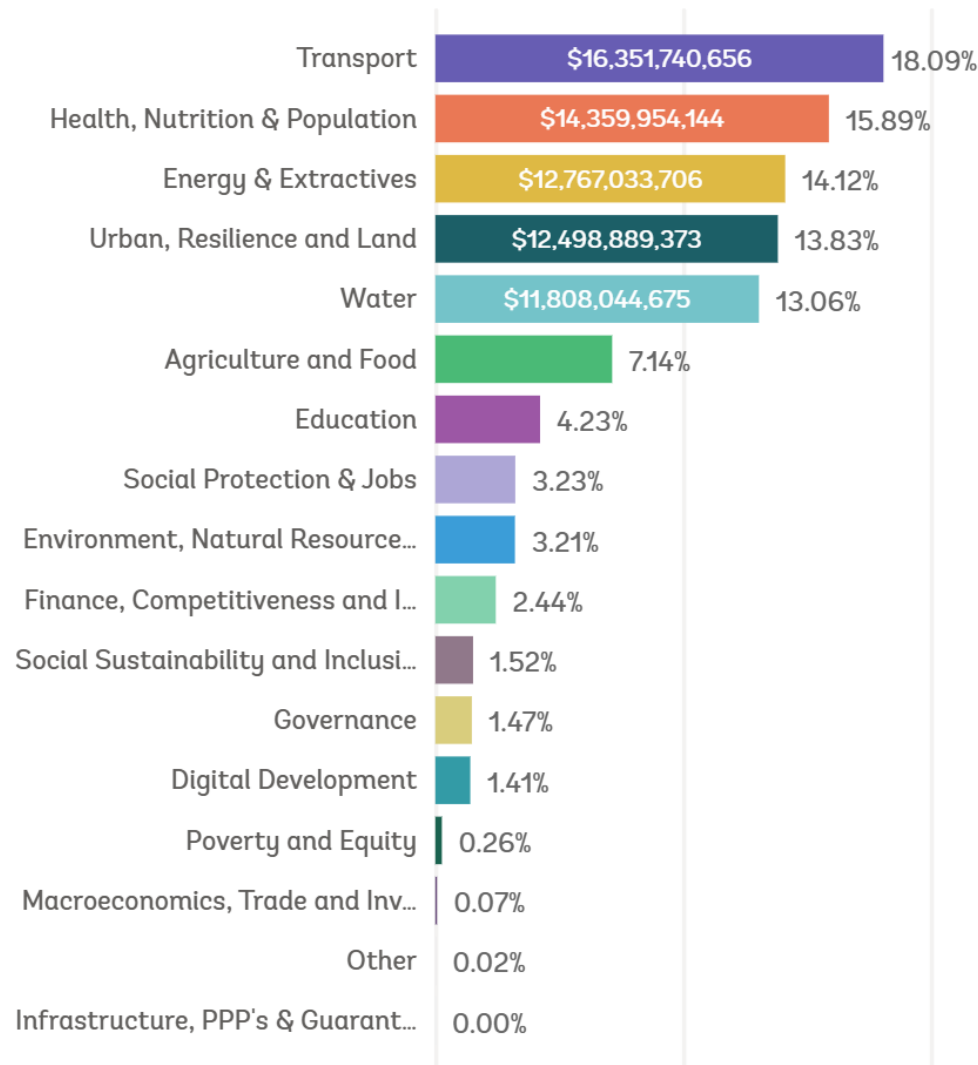
value of active total net commitment IPF projects





CONTRACT AWARDS BY PROJECT SECTOR FY21-25

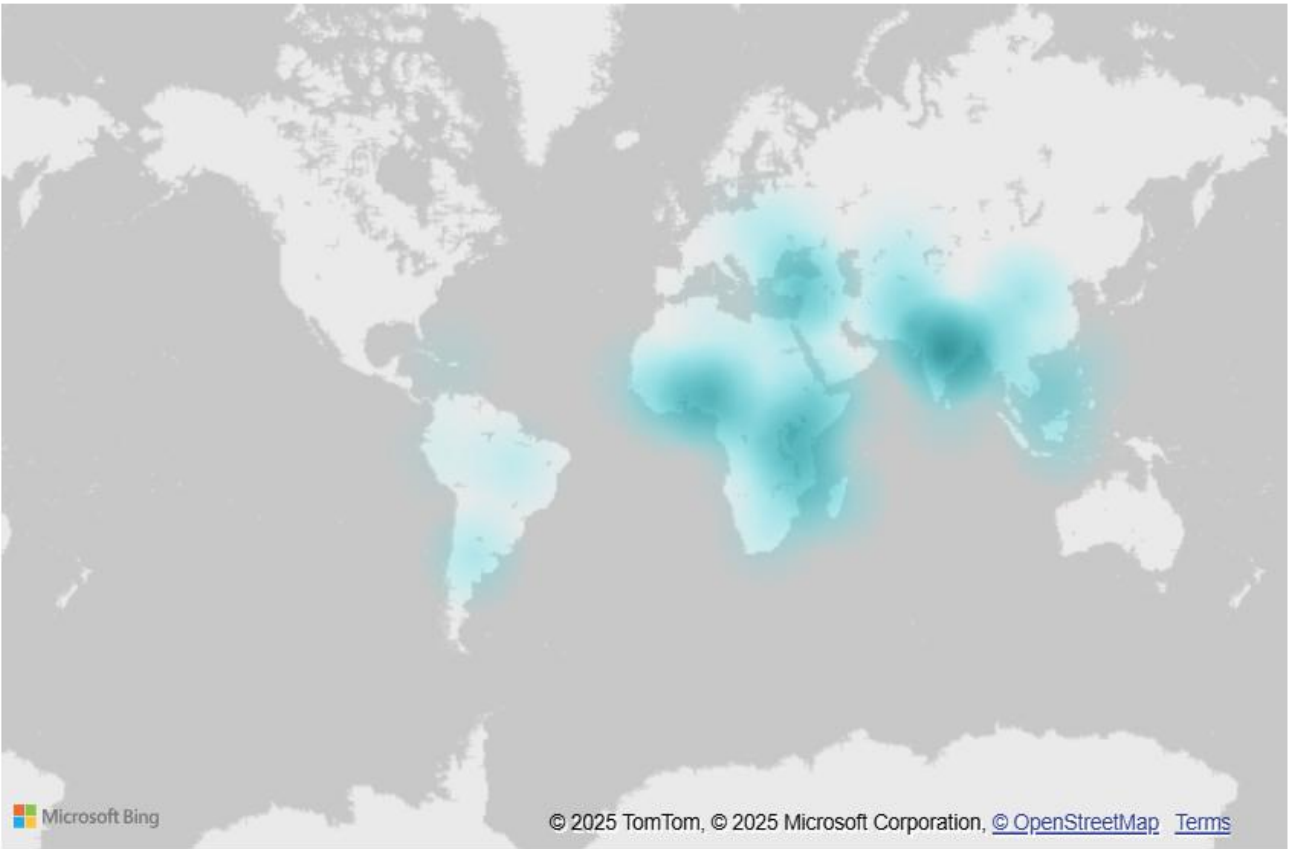
OVERVIEW



From FY2021 to FY2025,
Transport, Health and Energy
were almost half of the contracts
awarded in IPF projects.

\$106.72bn

Contract Awards (USD)



The heat map displays the top 50 borrower countries.

Top 10 Borrower Countries by Contract Awards (USD)



IPF CONTRACT AWARDS FROM FY21-FY25

OVERVIEW

\$106.72bn

Contract Awards (USD)



The Map displays the top 50 supplier countries.

Top 10 Supplier Countries by Contract Awards (USD)



LARGE PROJECTS IN THE PIPELINE

PIPELINE ENERGY PROJECTS



Includes:

- Hydropower,
- Transmission
- Distribution,
- Energy transition,
- And more.

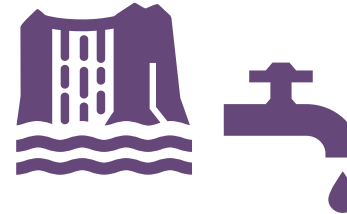
PIPELINE TRANSPORT PROJECTS



Includes:

- Railway,
- Road & highway,
- Urban mobility & connectivity,
- And more!

PIPELINE WATER PROJECTS



Includes:

- Irrigation,
- Supply,
- Sanitation projects,
- And more!

PIPELINE FCI PROJECTS



Includes:

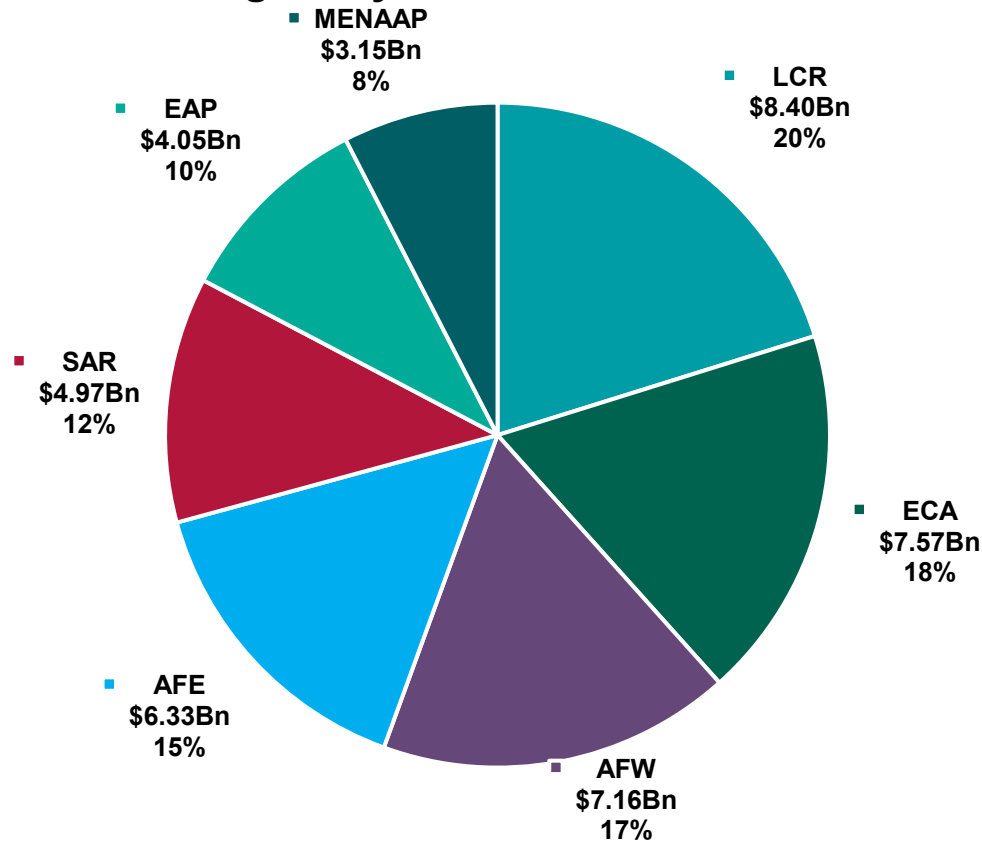
- Trade,
- Investment,
- Financial systems,
- And more!

PROJECTS IN THE PIPELINE

PAKISTAN

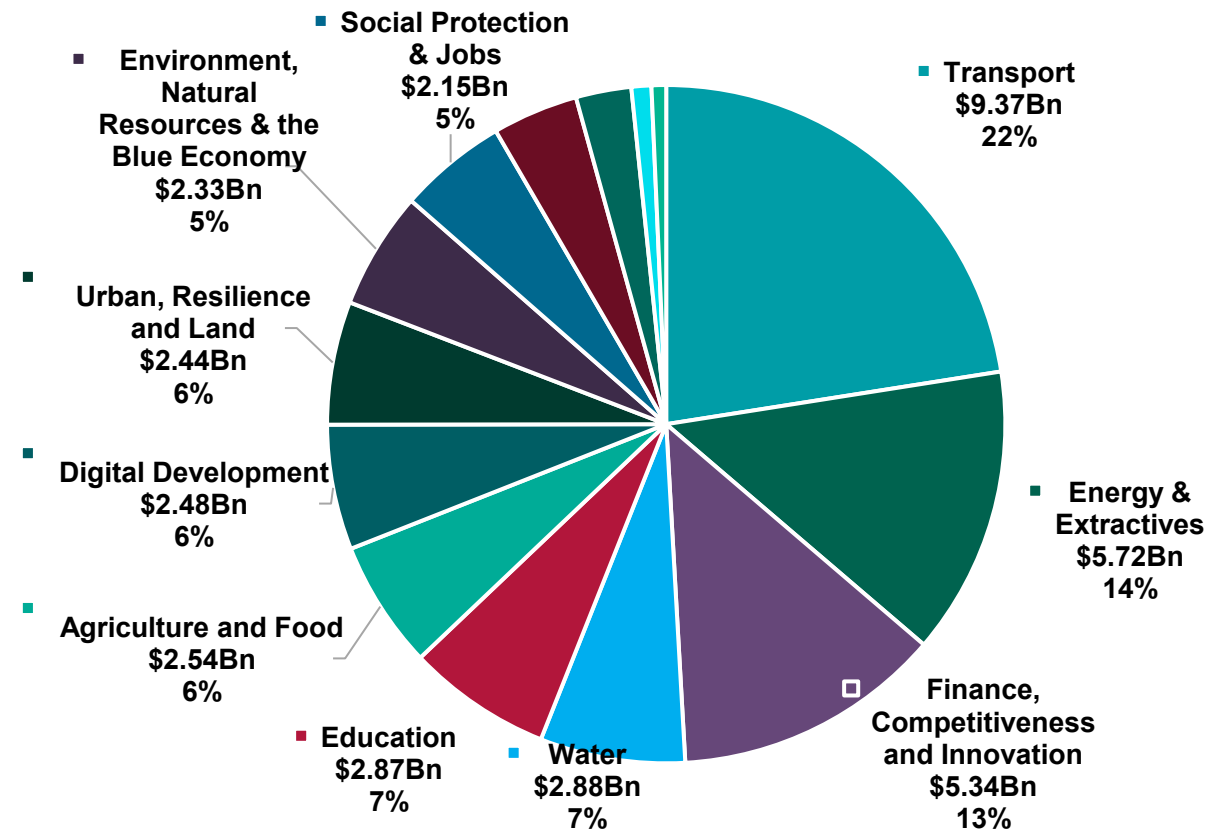
When looking at Projects that have not yet reached Bank Approval stage (Pipeline projects), we find **+200 projects** with a total proposed commitment amount **over \$40Bn**.

Region by Commitment Amount



Latin America & Caribbean, Europe & Central Asia, and West Africa are the top 3 regions (represent over half by value)

Global Practice by Commitment Amount



Transport, Energy, Finance, and Water are the top sectors for Pipeline projects (represent over half by value).

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World Bank Projects in Pakistan

PAKISTAN



52

Active Projects

\$15.9_{bn}

Net Commitments

Projects by Financing Types

(including all active/closed co-financings)

Financing Types	No. of Projects	Net Commt. (\$m)	Total Disbs. (\$m)	Total Undisb Bal. (\$m)	% Disbursed
IDA	38	9,441	4,995	4,287	54%
IBRD	7	1,703	839	864	49%
Blend	5	4,515	1,771	2,616	40%
Trust Funds	2	56	-	56	0%
Co-financing		198	128	69	65%
Total	52	15,914	7,734	7,893	49%

Portfolio by Financiers

(excluding co-financings)

Financiers	No. of Cr/Ln/TF	Net Commt. (\$m)	Total Disbs. (\$m)	Total Undisb Bal. (\$m)	% Disbursed
IDA	63	11,672	5,828	5,556	51%
IBRD	14	3,988	1,777	2,211	45%
Trust Funds	2	56	0	56	0%
Total		15,716	7,605	7,768	49%

Portfolio by Regions

(excluding co-financings)

Region	No. of Projects	Net Commt. (\$m)	Total Disbs. (\$m)	Total Undisb Bal. (\$m)	% Disbursed
Regional	1	185	155	16	90%
National	15	7,190	3,592	3378	52%
Sindh	13	3,810	1,906	1962	49%
Punjab	11	2,276	1,056	1171	47%
Khyber Pakhtunkhwa	8	2,017	868	1082	45%
Balochistan	4	238	28	214	12%
Total	52	15,716	7,605	7,824	

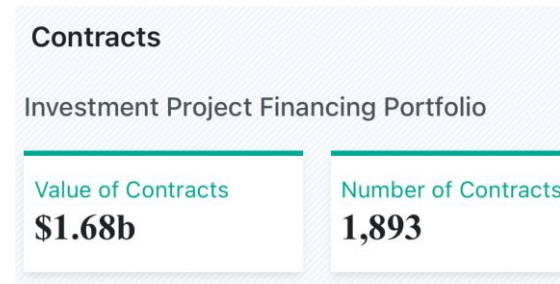


Value of Contracts by Procurement Category

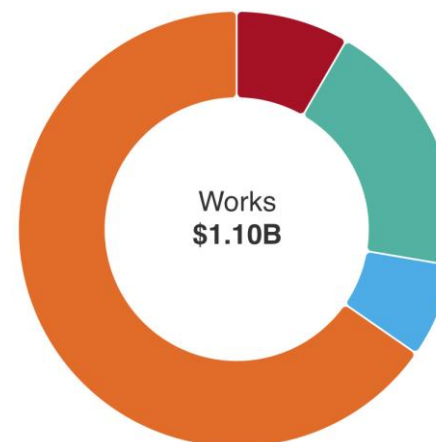


- Consultant Services
- Goods
- Non-consulting Services
- Works

From FY2015 to FY2025, **Pakistan's procurement portfolio reached to \$8.38b**, of the contracts awarded in IPF projects



Value of Contracts by Procurement Category



- Consultant Services
- Goods
- Non-consulting Services
- Works

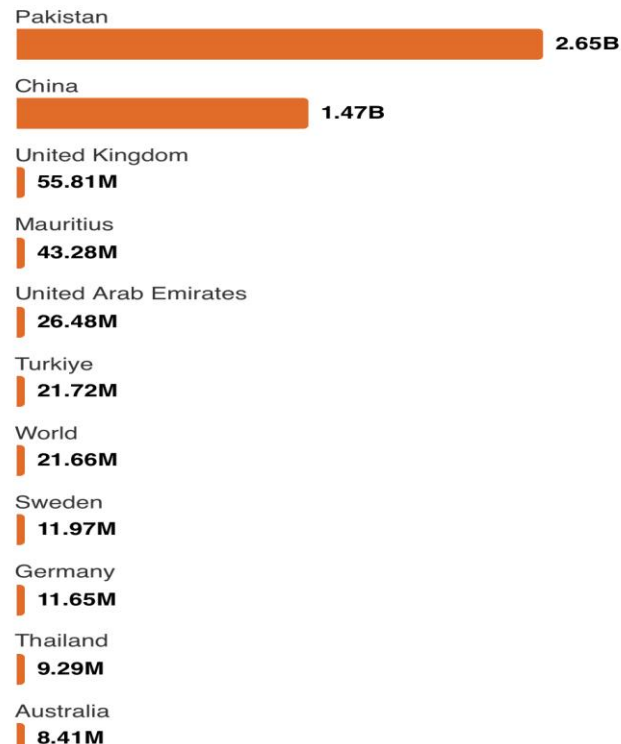
FY 24-25, the value of **awarded contracts was \$1.6b.**

TOP 10 SUPPLIERS COUNTRIES AND SUPPLIERS/ FIRMS TO PAKISTAN FROM FY21-FY25

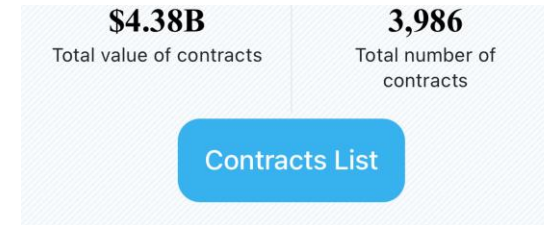
PAKISTAN



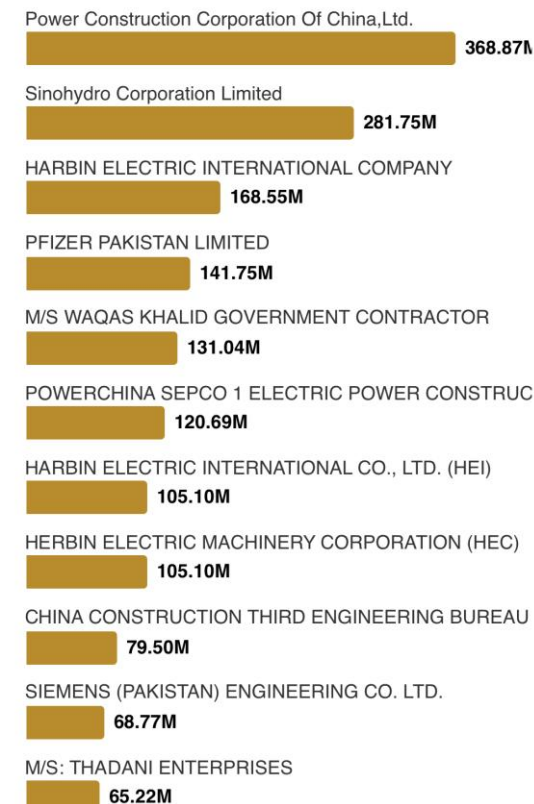
Value of Contracts



Pakistan won largest value of contracts of \$ **2.72**, followed by **China** with **1.47b** FY21 to FY25.



Value of Contracts

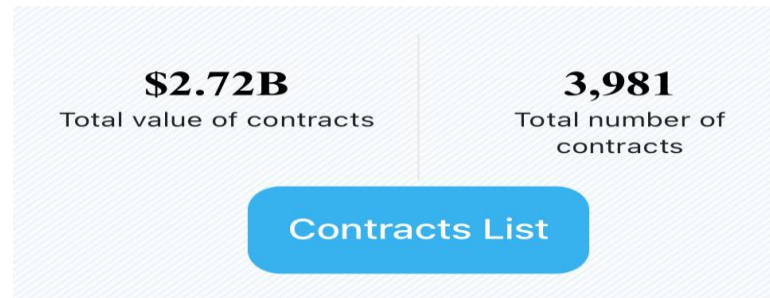


Power Construction Corporation of China Limited remained the top supplier to **Pakistan**, won largest value of contracts of \$ **368.8M**, followed by **Sinohydro Corporation Ltd.** with **281.7M** from FY21 to FY25.

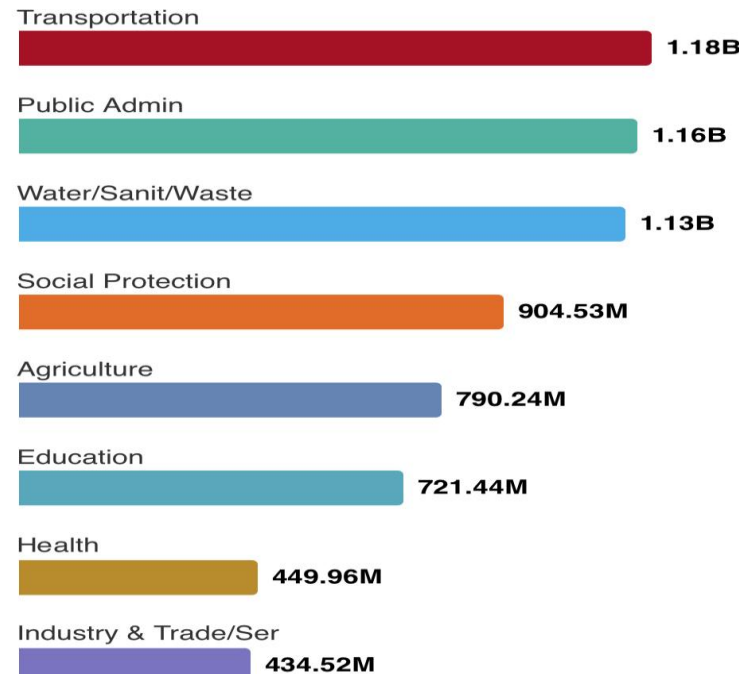
CONTRACTS AWARDED TO PAKISTAN SUPPLIERS BY PROJECT SECTOR

FROM FY21-FY25

PAKISTAN



Value of Contracts



Out of total contracts awarded **\$4.38b** from **FY 21-FY25** by World Bank financed projects in Pakistan- Suppliers/firms from Pakistan awarded contracts valued **approx. \$2.72b**, where **Transportation** is on the top by value- followed by Public Admin and Water / Sanitation.

Pakistan's Pipeline Projects					Milestones
Project ID	Project Name	Len Inst.	Comm. Amt. (\$)	FY	Bank Approval
P513980	Tarbela Fourth Extension Hydropower Project	IPF	\$ 175.00	2026	28-Apr-2026
P513786	Connected Punjab	IPF	\$ 122.31	2026	27-Mar-2026
P512715	Khyber Pakhtunkhwa Flood Resilience Project	IPF	\$ 250.00	2026	30-Mar-2026
P512367	Karachi Mobility Project	IPF	\$ 96.70	2026	09-Dec-2025
P511459	Pakistan Public Resources for Inclusive Development Multiphase Programmatic Approach: Phase 1-Sindh	P4R	\$ 100.00	2026	19-Dec-2025
P510667	Pakistan Finance for Lowering Emissions in the Water and Waste Sectors	IPF	\$ 40.00	2026	17-Mar-2026
P509827	Pakistan Public Resources for Inclusive Development Multiphase Programmatic Approach: Federal	P4R	\$ 600.00	2026	19-Dec-2025
P508094	Punjab Inclusive Cities Program	P4R	\$ 400.00	2026	11-Dec-2025
P508070	Punjab Agri-Food Modernization and Competitiveness Program	P4R	\$ 300.00	2026	31-Mar-2026
P508034	Sindh Transformational Accelerated Rural Water Supply, Sanitation and Hygiene Services Project	IPF	\$ 300.00	2026	28-May-2026
P504536	BEST-PAK MPA Program Phase 1: Grid Stability Enhancement Project	IPF	\$ 217.00	2026	09-Feb-2026

There are **11** operations in **pipeline** with the approval date in **FY 26** with the commitment amount of **\$2.68 B**

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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, post and independent procurement reviews



Provide Borrowers with implementation support



Role of World Bank Client Countries



Prepare Procurement Strategy



Plan procurement



Seek offers from market



Evaluate offers and determine the Most Advantageous Bid / Proposal



Award, sign, and manage contracts



Role of Suppliers



Provide feedback in Early Market Engagement



Research project and country context



Identify and respond to opportunities



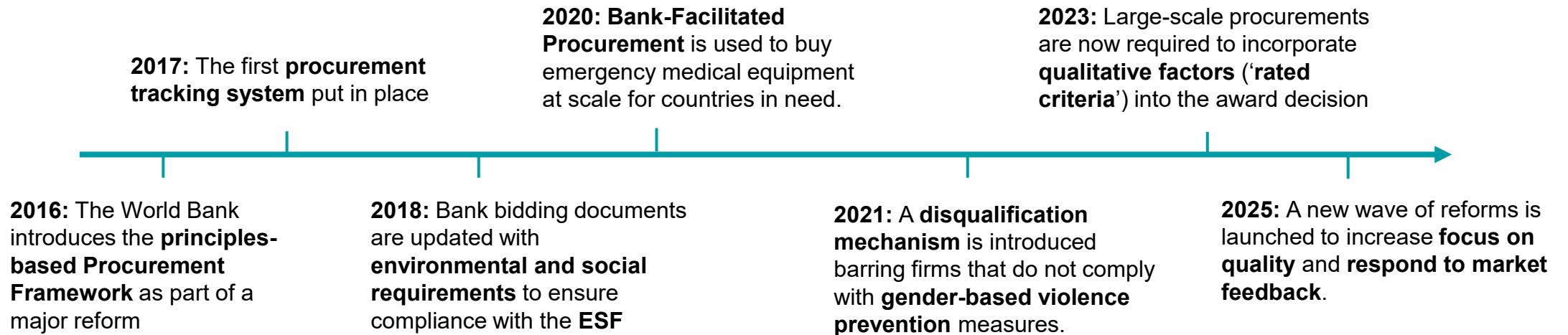
Read and complete bids; and execute and deliver contracts



Provide feedback on your experience

The World Bank's Procurement Framework, which is applied to Bank-financed investment projects, promotes tailored procurement approaches that emphasize **quality**, and **value** for public spending, while enabling adaptation to country contexts.

- *Prior to 2016, the World Bank procurement guidelines were more prescriptive, with a primary focus on price, compliance and fighting corruption.*
- *Since 2016, the more flexible Procurement Framework continues to evolve to respond to development needs and market feedback.*



To address feedback from the business community and improve project outcomes, 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**.



Since 2016,
The Bank's Procurement Framework has permitted the use of Rated Criteria to evaluate Bids and Proposals.

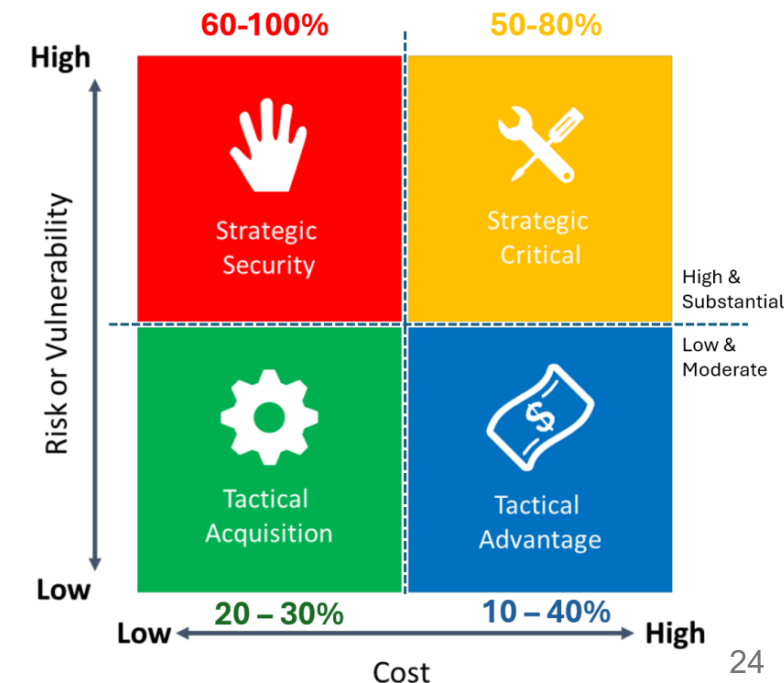
What are Rated Criteria?

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 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**.



What is Early Market Engagement?

Structured interactions between buyers and suppliers before the formal procurement process begins.

May include:

- Supplier Briefings/Webinars
- 1:1 Meetings
- Supplier/Industry Workshops
- Requests for Information (RFIs)



What is Required?

Early Market Engagement is mandatory for all international procurements over \$10M under Bank-funded projects

How can Suppliers get involved?

Early Market Engagement Events are advertised on our [procurement website for suppliers](#).



[Consult our Fact Sheet](#)

Local Labor Content Requirement

- At least **30% of labor costs in Bidder's total workforce cost** to be allocated to employment of the **Borrower's local workers**
- For **new international works procurements** advertised **on/after September 1, 2025**
- Transitional arrangements for ongoing projects
- Bidders to state proposals to develop skills of low and/ or semi-skilled workers, which will be evaluated and scored
- **Review** after 1 year of implementation



IMPACT

- ✓ Create local jobs.
- ✓ Increase skills development.
- ✓ Provide opportunities for local workers.
- ✓ Boost national economy.

Who Qualifies as Local Labor and who does not

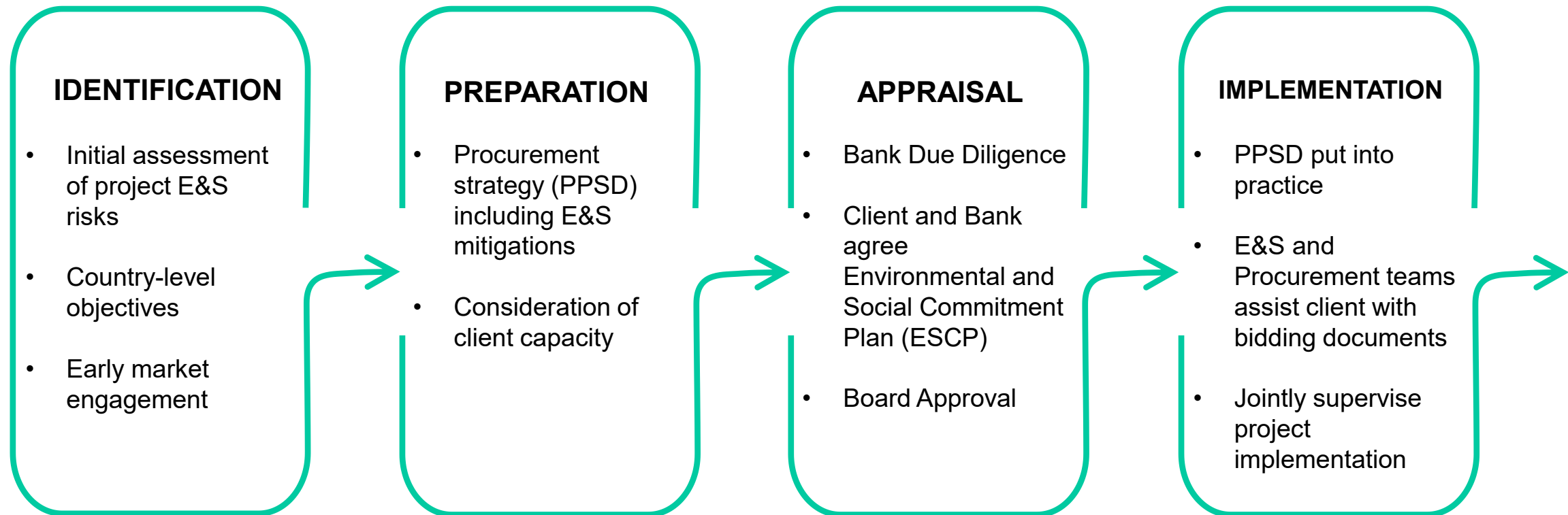
Foreign Personnel under FIDIC

Under the FIDIC (International Federation of Consulting Engineers) standard form of contract (utilized by the World Bank for the works procurements it finances), provisions are included for Contractor's "foreign personnel". Under the FIDIC contract, "foreign personnel" refers to personnel employed by the contractor who are not nationals of the country where the project is located [i.e., the Borrower]

Non-Local Labor

Local labor excludes Contractor's foreigner personnel including those who are already working in the Borrower's country on another project/contract.





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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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

OPPORTUNITIES



- 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

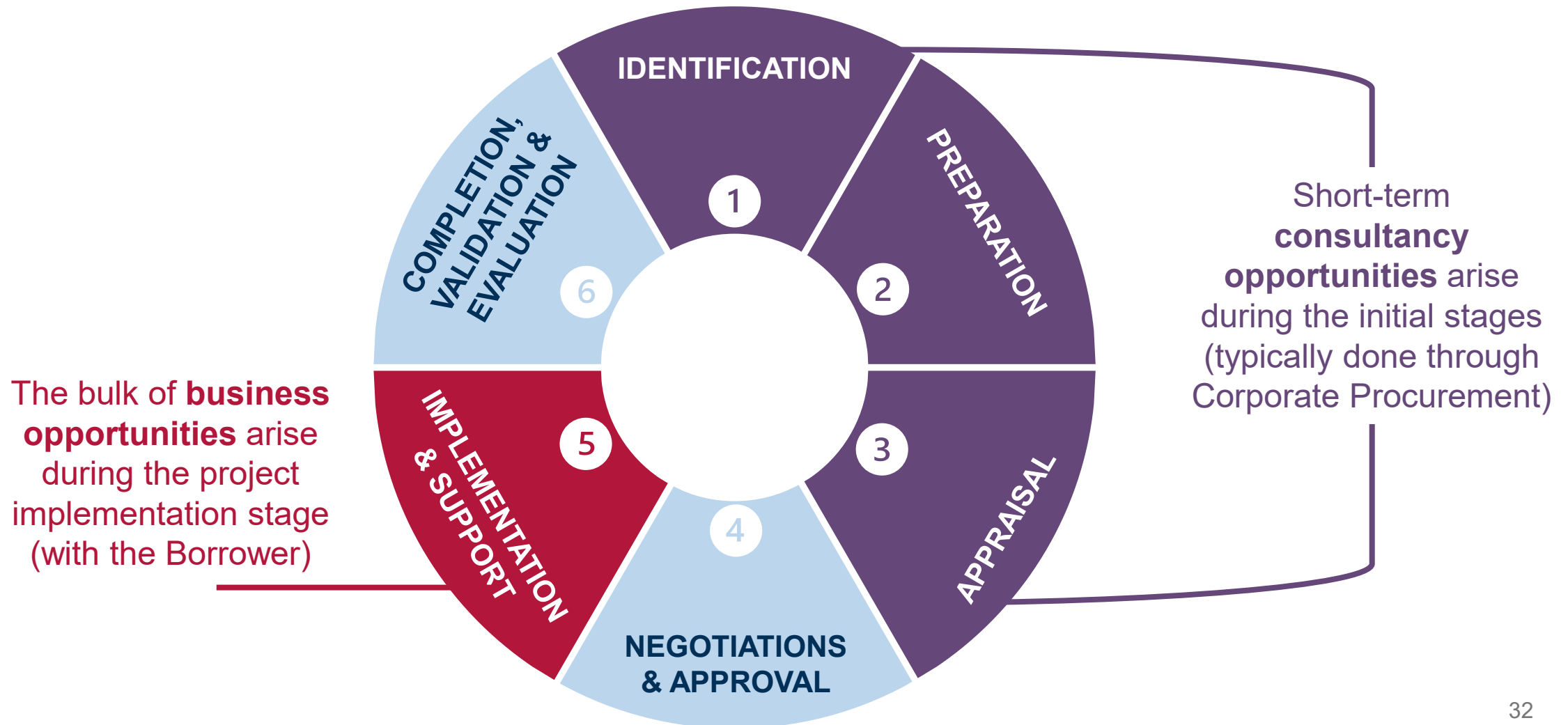


- Variety of contract sizes
- Opportunities suitable for SMEs to large multinationals



- Wide variety of sectors
- Demand for variety specialization

WORLD BANK PROJECT CYCLE



3 Search by World Bank Operations

SEARCH FUNCTION
Country Engagement Bank webpage: Country Engagement
SEARCH by Country Partnership Framework: use the tab ' <i>Country Partnership Framework</i> '
SEARCH by Systematic Country Diagnostic: use the tab ' <i>Systematic Country Diagnostic</i> '

b. Projects and Operations

This search engine provides detailed information on individual projects and operations.

SEARCH FUNCTION
Projects & Operations Bank search engine: Projects & Operations
OPEN SEARCH function: type search criteria in the Search function – note: select 'Search Procurement only' to focus the search
BROWSE by Country: use the tab ' <i>By Country</i> ,' and select from listing
BROWSE by Sector: use the tab ' <i>By Sector</i> ' and select from listing
BROWSE by Theme: use the tab ' <i>By Theme</i> ' and select from listing

4 Search by World Bank Apps

1. Project Procurement App
2. WBG FinancesOne
3. Project Procurement Pipeline (formerly Monthly Operational Summary (MOS))

1. Project Procurement App

SEARCH FUNCTION
Project Procurement App downloadable App Android App iPhone App

2. FinancesOne

SEARCH FUNCTION
FinancesOne WBG search engine: FinancesOne Website User support information: User Guidance

3. Project Procurement Pipeline

SEARCH FUNCTION
Project Procurement Pipeline Search engine: Projects & Operations User support information: User guidance

5 Search by Procurement Notices

Examples of procurement notices include:

■ GPN	■ ITB	■ RFB	■ invitation to Pre-qualify
■ SPN	■ IFB	■ RFP	■ Initial selection
■ REoI	■ RFQ		■ Contract Award

There are several places where procurement notices for World Bank-financed projects are published.
For procurements subject to open international competition, the invitation is published on:

1. World Bank's external website,
2. a local newspaper of wide circulation and/or a free access website.

SEARCH FUNCTION
World Bank Procurement Notices Search engine: <u>WB Procurement Notices</u>

<https://projects.worldbank.org/en/projects-operations/procurement?srce=both>

Determine areas of focus based on **country**, **region** and/or **sectors** of interest.

World Bank's “Where we work” website

Allows you to search by country, region, or country group.

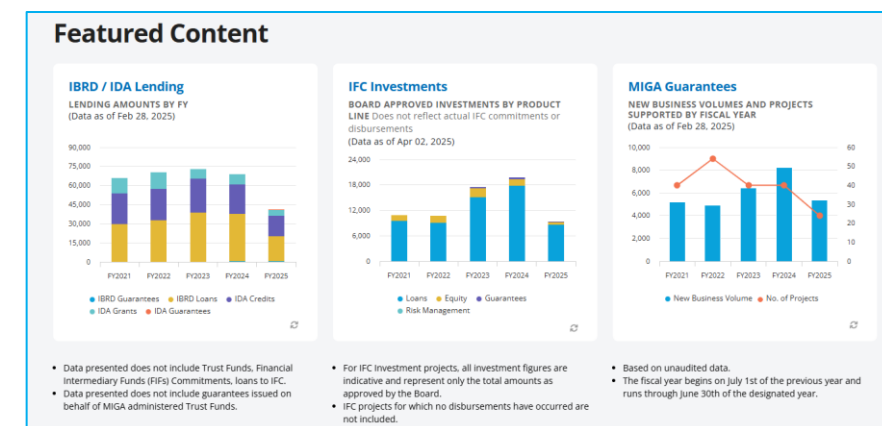
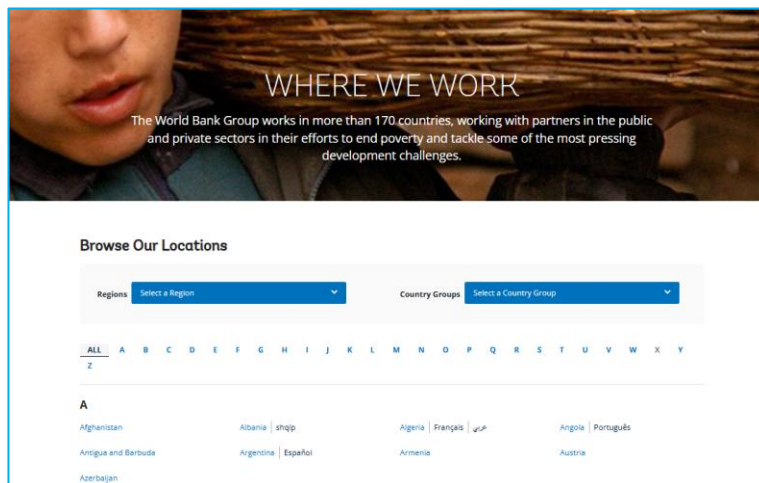
World Bank Procurement App

The World Bank Procurement App provides access to real time procurement data. [Download the app today:](#)



WBG FinanceOne

Finance information of the World Bank Group. [Consult our guidance.](#)



Be informed about what is in the **project procurement pipeline**.

Country Partnership Framework

Can review country-driven development strategies and identify current and planned projects.

What We Do / Projects & Operations

Country Engagement

FEATURED

SITE TOOLS
[For Client Governments](#)
[Contact Us](#)



Consultations on the WBG's New Country Engagement Approach
 To inform the proposed country engagement approach, we will hold formal consultations with external stakeholders. Online consultations opened on January 16, 2025, and consultation meetings will be held in seven operational regions of the WBG starting February. Consultations will close on March 17. [Read More »](#)

COUNTRY PARTNERSHIP FRAMEWORK

The World Bank Group's Country Partnership Framework (CPF) frames our engagement in line with the Bank's mission to end extreme poverty and boost shared prosperity on a livable planet. The model seeks to maximize the impact of WBG's support to these goals, by contributing over time to high-level outcomes (HLOs) consistent with a country's development goals. HLOs are typically achieved over a time horizon that extends beyond a

RELATED LINKS
[Directive on Country Engagement \(Country Partnership Framework - CPF\)](#)
[Guidance on: Country Engagement | SCDs | Information Sharing Between IMF and World Bank Staff](#)
[Previous Consultations on Country Engagement: World Bank's SCD process | Feedback on the CPF](#)

World Bank's Projects & Operations website

Can search active and pipeline projects by region, country, or sector.

Projects & Operations

Search...

☒ Search Procurement only [Advanced Search](#)

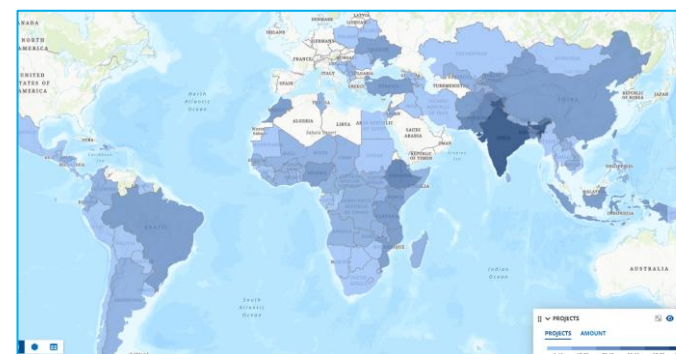
[Browse Projects](#) : [By Country](#) | [By Sector](#) | [By Theme](#)

Our Projects [PROJECT LIST >](#)

The World Bank provides low-interest loans, zero to low-interest credits, and grants to developing countries. These support a wide array of investments in such areas as education, health, public administration, infrastructure, financial and private sector development, agriculture, and environmental and natural resource management. Some of our projects are cofinanced with governments, other multilateral institutions, commercial banks, export credit agencies, and private sector investors.

Resources
[\(NEW\) Suppliers' Hub](#)
[Simultaneous Disclosure](#)
[Use Our Data](#)
[Email Alerts](#)
[Trust Funds and Programs](#)

[Project Maps](#)
[Results](#)
[Country Engagement](#)
[Products and Services](#)
[Procurement for Projects and Programs](#)



VISIT THE SUPPLIERS' HUB ON THE WORLD BANK'S PROJECT PROCUREMENT WEBSITE



- Explore a full list of current and upcoming **business opportunities**
- Consult procurement **guidelines and policies**
- Stay informed about upcoming and past procurement **events, webinars, and information sessions**
- **Sign up for email alerts** from the World Bank to stay informed about updates to projects, including new procurement notices, based on your indicated interests

VISIT THE SUPPLIERS' HUB



VISIT HERE

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Business Opportunities

Obtain information on current opportunities to supply goods, civil works, consulting, or non-consulting services in projects financed by the World Bank:

- [Current, upcoming and potential opportunities](#)
- [Procurement Notices](#) - including both current and archived
- [Subscribe to the Bank's free Email Alerts](#)

Resources to Get Started

- [Where we work](#): Explore the regions and countries where the World Bank operates. This site provides detailed information about each country and relevant contact information.
- **World Bank Procurement Application**: Available on both [Android](#) and [iOS](#) platforms, this application shares real time procurement data, contract awards and procurement notices.
- **Project Pipeline**: Use the [Project List website](#) or the [Project Maps website](#) to search for World Bank Projects by their status (Active / Pipeline).
- [Country Partnership Framework](#): Review country-driven development strategies and identify current and planned projects through this website.

OPPORTUNITIES

VISIT HERE

- Projects

Search..

SUMMARY

PROJECT LIST

DOCUMENT LIST

ARCHIVAL RECORDS

FILTER

Go

Timeframe

Specific Date Range

Financing Type

Status

Country

Region

Sector

Theme Level1

Theme Level2

Theme Level3

Consultant Services Required

Environmental and Social Risk Category

Refine your search

Click the Excel icon to download all project data. Or you can download filtered data in groups of 500. Select from filters along the left side of this site, click Go, then click the Excel icon.

Showing 1 - 20 of 27,402 projects matching the search criteria -

Download:

View projects

Project Title	Country	Project ID	Commitment Amount	Status	Approval Date	Last updated Date	Last Stage Reached
Sri Lanka's Maternal and Early Childhood Nutrition Services	Sri Lanka	P180886	3000000.00	Pipeline	October 30, 2026	January 31, 2024	CONCEPT REVIEW
ID: Jambi Emission Reductions Results Project	Indonesia	P175144	70000000.00	Pipeline	June 18, 2026	October 1, 2023	BEGIN APPRAISAL
Madagascar Aviation Sector Sustainability Program	Madagascar	P505557	80000000.00	Pipeline	April 30, 2026	May 7, 2025	CONCEPT REVIEW
STRENGTHENING AGRICULTURE AND FOOD SYSTEMS BY PROMOTING ACCESS TO FINANCE PROJECT	Mexico	P175940	269000000.00	Pipeline	April 29, 2026	June 15, 2023	BEGIN APPRAISAL
Bangladesh: Digital Service Transformation for Access and Resilience	Bangladesh	P504604	399249984.00	Dropped	March 26, 2026	May 11, 2025	CONCEPT REVIEW
Cambodia Regional Connectivity Improvement	Cambodia	P510547	150000000.00	Pipeline	March 25, 2026	April 22, 2025	CONCEPT REVIEW
RETRADE-EAPP MPA Phase 2: Ethiopia-Somalia Interconnector Project	Eastern and Southern Africa	P179036	230000000.00	Dropped	March 20, 2026	June 23, 2023	CONCEPT REVIEW

CONSULT THE PROJECT LIST



VISIT HERE

- Explore a full list of current and upcoming **business opportunities**
- Consult procurement **guidelines and policies**
- Stay informed about upcoming and past procurement **events, webinars, and information sessions**
- **Sign up for email alerts** from the World Bank to stay informed about updates to projects, including new procurement notices, based on your indicated interests

Ukraine Agriculture Recovery Inclusive Support Emergency (ARISE) Project

[View all project documents](#)

SUMMARY	PROCUREMENT	DOCUMENTS	NEWS AND MEDIA	PHOTO GALLERY
ABSTRACT	KEY DETAILS	FINANCES	RATINGS	RESULTS

Abstract*

The proposed Project will maintain inclusive agricultural production in Ukraine, which is being significantly affected by Russia's invasion, to provide benefits for local and global food security and nutrition. The proposed Project will achieve its PDO by improving access to finance to farmers and agribusinesses, using the following mechanisms: (i) interest rate compensation for agricultural production loans issued by participating financial institutions... [Show More +](#)

Development Objective

The Project Development Objective is to maintain inclusive agricultural production and provide immediate and effective response to an eligible crisis or emergency.

Key Details

Project Details			
Project ID P180732	Status Active	Team Leader Irina Schuman , Johanna Jaeger	Borrower ² Ukraine
Country Ukraine	Disclosure Date July 29, 2023	Approval Date (as of board presentation) October 30, 2023	Effective Date December 18, 2023
Total Project Cost ¹ US\$ 500.00 million	Implementing Agency Ministry of Agrarian Policy and Food,Business Development Fund	Region Europe and Central Asia	Fiscal Year ³ 2024
Commitment Amount US\$ 595.00 million	Environmental Category N/A	Environmental and Social Risk Substantial	Closing Date September 30, 2025
Consultant Services required Yes	Last Stage Reached BANK APPROVED	Last Update Date January 25, 2024	
Notes ▾			

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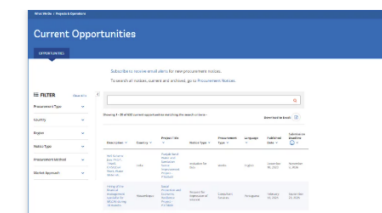
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Procurement Type ▾

Country ▾

Region ▾

Notice Type ▾

Procurement Method ▾

Market Approach ▾

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Showing 1 - 20 of 667 current opportunities matching the search criteria - Download to Excel:

Description ▾	Country ▾	Project Title ▾	Notice Type ▾	Procurement Type ▾	Language ▾	Published Date ▾	Submission Deadline
W/S Scheme Jian, PKG-1, T/Well, OHSR, Civil Work, Water Meter etc.	India	Punjab Rural Water and Sanitation Sector Improvement Project - P150520	Invitation for Bids	Works	English	December 10, 2020	November 9, 2026
Hiring of the financial management specialist for MGCAS during 18 months	Mozambique	Social Protection and Economic Resilience Project - P173640	Request for Expression of Interest	Consultant Services	Portuguese	February 13, 2025	September 23, 2025
Provision of Consulting Services in Legal Issues through Consulting Centers (Growth Hubs)	Georgia	Georgia Relief and Recovery for Micro, Small, and Medium Enterprises - P173975	Request for Expression of Interest	Consultant Services	English	February 20, 2025	July 31, 2025
Provision of Consulting Services in Digitalization through Consulting Centers (Growth Hubs)	Georgia	Georgia Relief and Recovery for Micro, Small, and Medium Enterprises - P173975	Request for Expression of Interest	Consultant Services	English	February 20, 2025	July 31, 2025

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Summary

Contact information

Details

Details on
procurement notice

SUMMARY			
Overview			
NOTICE AT-A-GLANCE			
Project ID P150520	Project Title Punjab Rural Water and Sanitation Sector Improvement Project	Country India	Notice No OP00108477
Notice Type Invitation for Bids	Notice Status Published	Borrower Bid Reference DWSS-W-DIV17-4469-1	Procurement Method Request for Bids
Language of Notice English	Submission Deadline Date/Time Nov 09, 2026 03:00	Published Date Dec 10, 2020	
CONTACT INFORMATION			
Organization/Department DWSS hoshiarpur	Name Executive Engineer	Address hoshiarpur near roshan ground	City
Province/State India	Postal Code	Country India	Phone 01882-252973
Email eeewss.div2hoshiarpurpb@yahoo.com	Website		

GOVERNMENT OF PUNJAB

PUNJAB RURAL & SANITATION SECTOR IMPROVEMENT PROJECT

Notice Re-Inviting E –Tender

Chairman GPWSC's re-invites bids through electronic tendering system for the construction of Works detailed in the table below. The bid document is available online and bids are to be online through the e-procurement portal etender.punjabgovt.gov.in only. Bids submitted manually will not be accepted. Tender processing fees as mentioned in column 2 point iii will only be deposited online through 1) Credit card ii) Direct debit iii) Net Banking only to I.T.I. Ltd New delhi. Bid security should also be paid online through e-payment in A/c of E.E. W/S & Sanitation Division No. 2 Hoshiarpur. A/C No.909010034477264 (Axis Bank Hoshiarpur) payment of processing fees/ bid security through other means

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PROJECT PROCUREMENT

[HOME](#)[OVERVIEW](#)[FRAMEWORK](#)[FOR BORROWERS](#)[FOR SUPPLIERS](#)[LEARNING](#)

Procurement Framework

The World Bank's Procurement Framework, launched in July 2016, governs projects financed by Investment Project Financing (IPF). It aims to help Borrowers achieve value-for-money with integrity in delivering sustainable development. The Framework promotes flexibility in tailoring procurement approaches that reflect choice, quality, and value for money in public spending.

The Framework includes mandatory requirements set out in the Regulations, Policy, Directive, and Procedure, governing the procurement of Goods, Works, Non-Consulting Services, and Consulting Services for IPF operations. These documents provide rules and flexibility for Borrowers to design the right market approach, considering specific risks and opportunities.

Supporting the Framework are Standard Procurement Documents (SPDs), Procurement Guidance, tools, and templates. Various translations are provided, with the English version prevailing in case of discrepancies.

[Procurement Framework](#)[Bank Guidance and Templates](#)[Standard Procurement Documents \(SPD\)](#)[UN Agencies - Standard Form Agreements](#)

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Procurement documents

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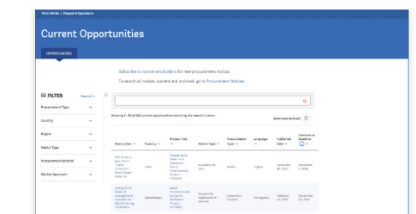
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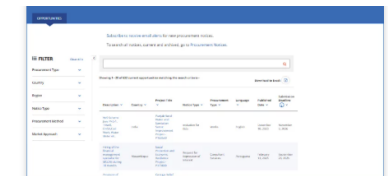
Please visit the [Learning](#) page for a detailed list of relevant e-learning options and other resources.

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- [Current, upcoming and potential opportunities](#)
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Resources to Get Started



Business Opportunities

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Procurement for Borrowers

<https://www.worldbank.org/ext/en/what-we-do/project-procurement/for-borrowers>

Procurement Resources

<https://www.worldbank.org/ext/en/what-we-do/project-procurement/resources>

World Bank's Business Opportunities

<https://projects.worldbank.org/en/projects-operations/opportunities>

Guidance on finding business opportunities

<file:///C:/Users/wb548090/OneDrive%20-%20WBG/Presentations%20Materials/BOS/2025/Nov%202025/Bank%20Guidance-%20Finding%20Business%20Opportunities.pdf>

Joint Ventures benefit businesses by providing access to new markets and resources, sharing the costs and risks of large projects, and allowing partners to combine complementary expertise and technology to achieve a greater competitive advantage

For example, multiple civil works contractors form a joint venture to build a major infrastructure project, such as a power station or new airport, sharing the significant costs and technical expertise required

The World Bank permits a Bid or Proposal from a Joint Venture

- Joint Venture agreement or letter of intent to form a joint venture must be attached to the Bid or Proposal (Bank's SPDs set out details)
- If applying directly or as part of a Joint Venture isn't possible, suppliers can also seek opportunities to participate through WB financed projects as part of the wider supply chain

[List of contract awards](#)



Tips for preparing bids and proposals



- ❑ Get involved with early-market engagement 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 joint ventures
- ❑ Demonstrate understanding of project Environmental & Social risks and how they could be mitigated
- ❑ Offer suggestions for reducing GHG emissions
- ❑ Don’t deviate from standard bidding document forms and conditions
- ❑ Carefully review qualification and evaluation criteria and use these to help write the content and detail of your proposal
- ❑ Failure to meet pre-qualification conditions leads to rejection

Tips for preparing bids and proposals

- ❑ Check your understanding - if in doubt about anything contained in the bidding documents seek clarification from the Borrower's implementing agency undertaking the procurement
- ❑ Use trade missions and Executive Director's team for other concerns and questions
- ❑ Understand local laws and taxes – be aware of local customs
- ❑ Don't change Key Personnel without consent
- ❑ Submit a professional proposal that is:
 - ❑ Comprehensive (covers all information requested)
 - ❑ Includes all supporting documents
 - ❑ Signed by an authorized individual
 - ❑ Submitted before the deadline
 - ❑ If joint venture, ensure all JV provisions are met
 - ❑ Properly mark all envelopes enclosing the proposals
- ❑ Be fully prepared before going into negotiation
 - ❑ Cover all bases (e.g. operational, legal, financial, project-specific risks & opportunities)



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
- ❖ Bid security not being in the name of the JV or names of all JV partners
- ❖ Not responding to new changes-eg Rated criteria requirements-

Business As Usual Approach.



QUESTIONS?

Q&A



Thank you for your attention!

Q&A



Thank you!

