

Presentation to Consulting Engineers South Africa (CESA)

Southern Sun, OR Tambo Conference venue, Ekurhuleni, RSA, March 5, 2018

World Bank Group's Infrastructure investment in Africa and Procurement Strategies



WORLD BANK GROUP

Governance

Solutions and Innovations in Procurement

The Vision: "Procurement in Investment Project Financing supports clients to achieve value for money with integrity in delivering sustainable development"

World Bank – Facts and Figures

- Bank funds over 1,800 investment projects in 132 countries
- Active project portfolio worth about US\$80 Billion in total
- Annual Investment Project Financing (IPF) procurements circa \$14 to \$20 Billion
- IPF portfolio finances government-led procurement in a variety of industries and sectors

What does the Bank Funded Projects Procure?

➤ Goods

- From commodities and raw materials to machinery, equipment and vehicles

➤ Works

- Construction, repair, maintenance and rehabilitation of civil works structures

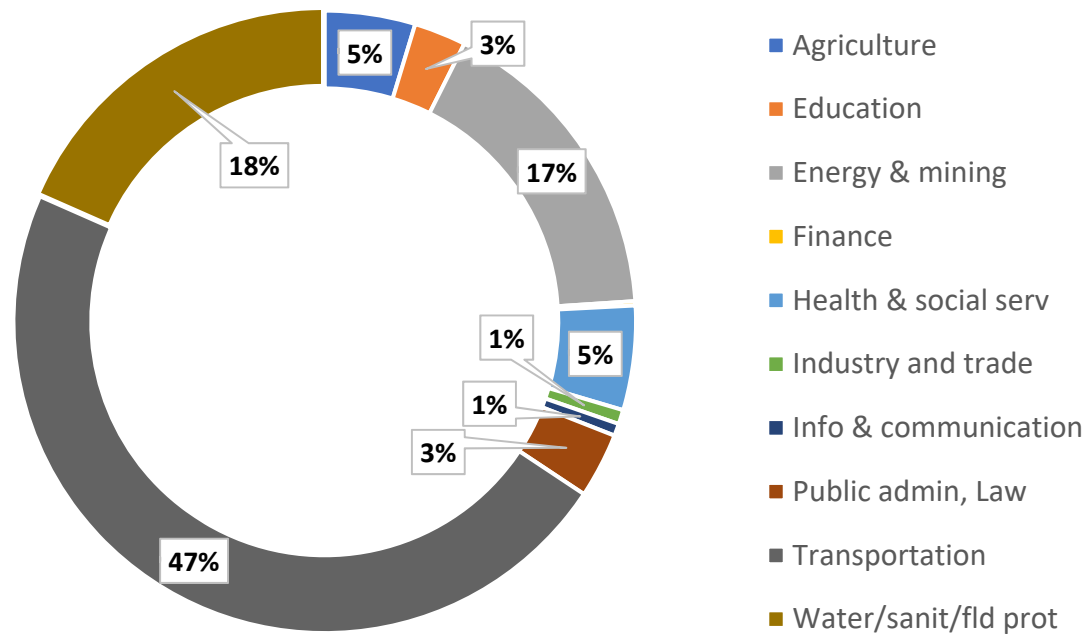
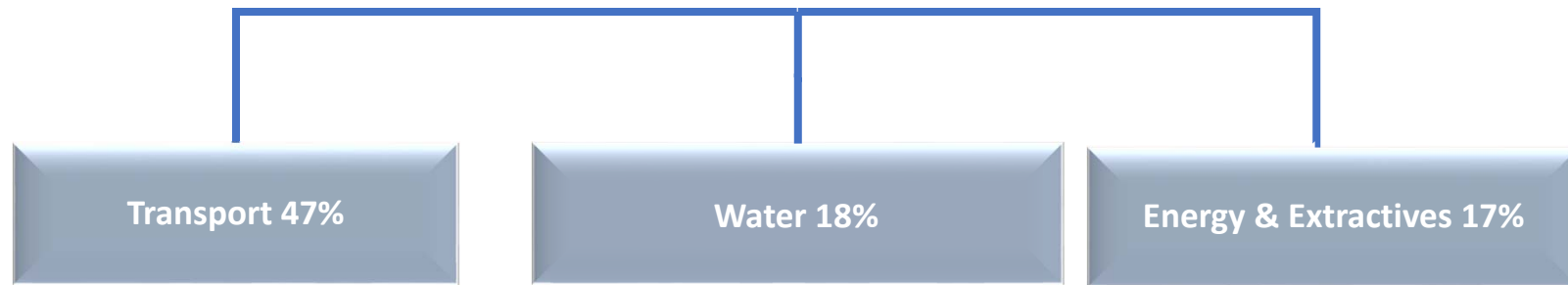
➤ Consulting Services

- Services of advisory and professional nature provided by Consultants

➤ Non-Consulting Services

- Examples include: drilling, aerial photography, mapping, and similar operations

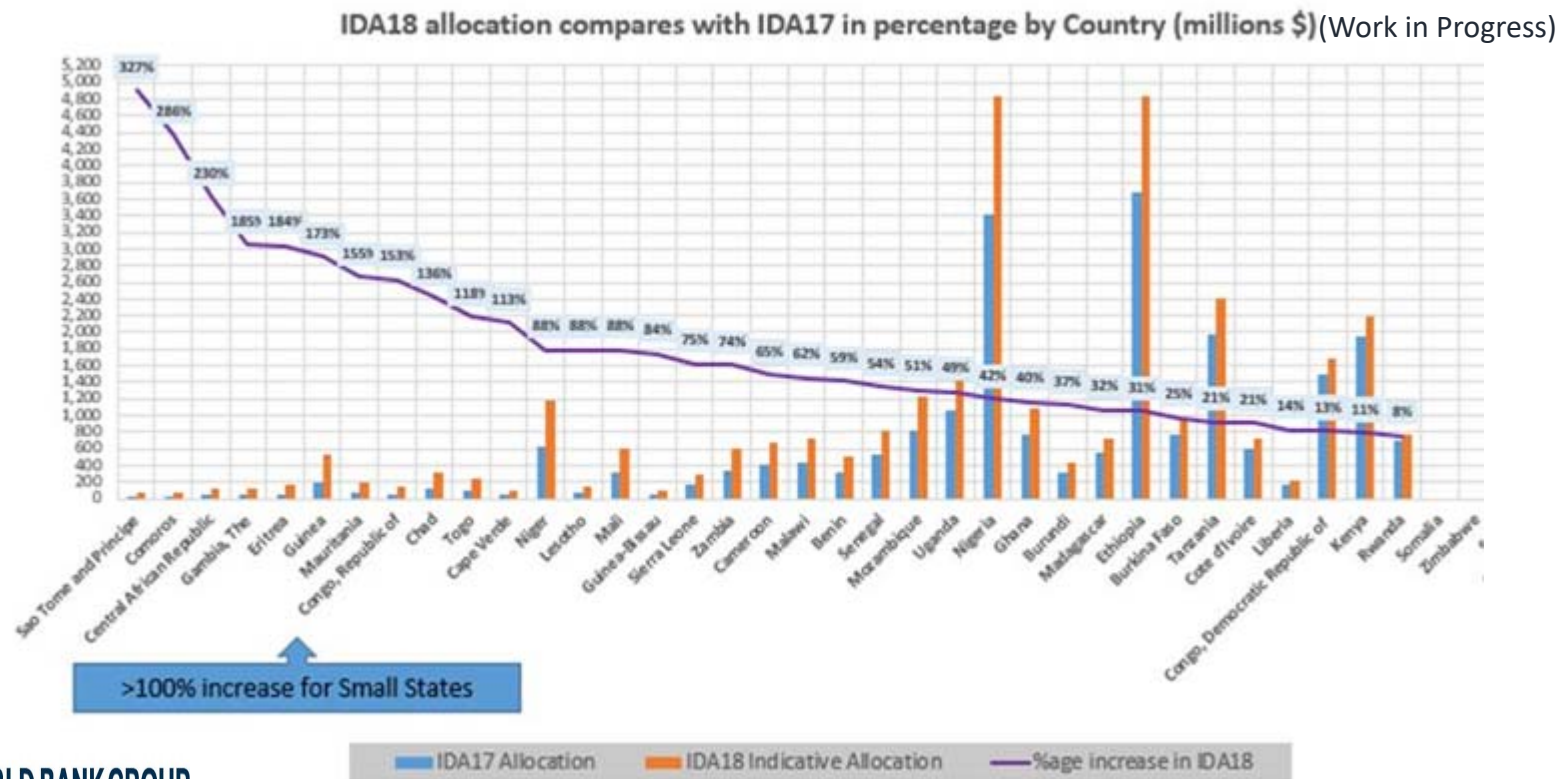
Top areas of spend in FY16



IDA 18 for the Next Three Years

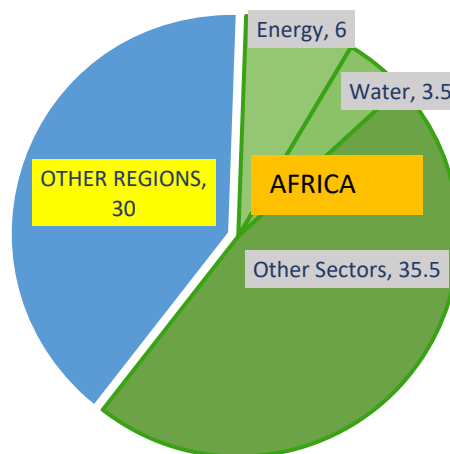
The Eighteenth Replenishment of IDA (IDA 18) is the largest replenishment (USD 75b) in IDA's 56-year history and presents a significant step change in its policy and financing framework.

The implementation tools will primarily be IPF or PforR

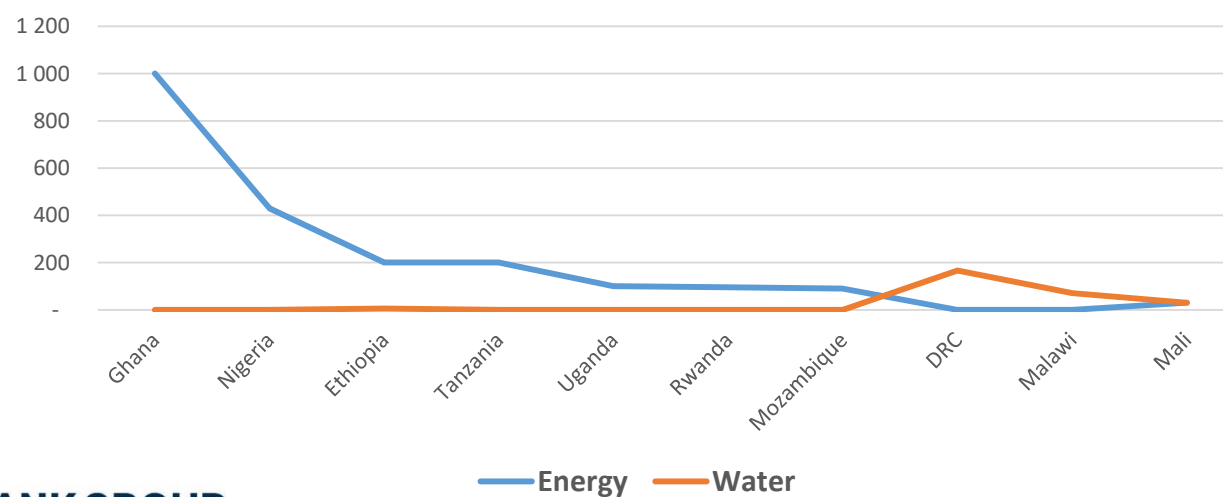


Lending / Pipeline in Africa

IDA18 Allocation(US\$ billion)



Lending for the Next 1 Year (US\$ m)



Operating Model

- Country Partnership Framework
- Project preparation including feasibility studies, PPSD etc.
- Finalize project program
- Allocate a Task Leader
- Procurement planning
- Procurements led by the Borrower, using World Bank procurement framework, processes and support
- International procurements advertised on WBG external site and UNDB, national procurements advertised in country.

Project Procurement Strategy for Development

- Project Procurement Strategy for Development (PPSD) is a critical planning tool that informs the procurement approach & selection methods needed to achieve VfM with integrity in delivering sustainable development
- Captures key market analysis findings and explains how they:
 - impact on the Borrower's approach to market, and
 - determine the best fit-for-purpose procurement approach

Through PPSP analysis determine:



Market Approach Options

- **Direct** - Approach and negotiate with only one firm.
- **Open Competition** - Opportunity is openly advertised. All eligible firms have equal opportunity to participate. This is the Bank's preferred option
- **Limited Competition** - Competition limited to those firms that are invited to participate. No open advertisement.
- **International Competition** Appropriate when participation of foreign firms will increase competition and deliver best VfM and fit-for-purpose results. (>thresholds)
- **National Competition** Appropriate when the procurement is unlikely to attract foreign competition due to size, market conditions and value and; services locally available at reasonable cost



Publication of International Opportunities

- For International Procurements – A General Procurement Notice for the project is published in local media, UNDB Online and on the WBG's external website. A GPN includes:
 - The name and contact point of the Borrower
 - The purpose and amount of financing
 - The scope of procurement, reflecting the Procurement Plan
 - If known, and indication of the schedule for publication of specific procurement opportunities
- Specific Procurement Notice (SPN) for particular procurements is also published in local media, UNDB Online and the WBG's website

Posted on: 23 August 2017

DB Reference N°: WB4949-08/17

Country: Botswana

Institution: World Bank

Sector: Water Supply and Sanitation/Consulting Services

Deadline: Not Specified

Status: Published

Loan N°/Financing:

Project: Emergency Water Security and Efficiency Project

Title: General Procurement Notice (GPN)

Project ID: P16091

Borrower Bakumbudzi Othutse has published a Procurement Notice for Botswana - P160911 - Emergency Water Security and Efficiency Project

Country: Botswana

Project Id: P160911

Project Name: Emergency Water Security and Efficiency Project

Loan/Credit/TF Info.: IBRD-87190

Notice Version No.: 1

General Information

Notice Type	General Procurement Notice
Borrower Bid Reference	
Bid Description	
Language of Notice	English
Deadline for Application Submission Date	
Local Time	
Selected category codes for product to be procured	

Contact Information on Advertisement

Organization/Department	Water Utilities Corporation
Name	Keneilwe Chengeta
Title	Senior Procurement Officer
Address	Gaborone
City	
Province/State	
Postal Code	
Country	Botswana
Phone	26773037271
Fax	
Email	kcchengeta@wuc.bw
Website	

Detailed Information for Advertisement

GENERAL PROCUREMENT NOTICE

REPUBLIC OF BOTSWANA

BOTSWANA EMERGENCY WATER SECURITY AND EFFICIENCY PROJECT

Project ID No.: P160911

Sector: Water

The Government of Botswana has received a loan from the International Bank for Reconstruction and Development (IBRD) to finance the Botswana Emergency Water Security and Efficiency Project (P160911) and intends to apply part of the proceeds to eligible payments for goods, works, related services and consulting services to be procured under this project. The overall development objective of the Project is to improve availability of water supply in drought vulnerable areas, increase the efficiency of Water Utilities Corporation (WUC), and strengthen wastewater management in selected systems. The project will involve the procurement of the following categories of items under the open international approach to market:

Goods that will use open international approach to market include Water quality monitoring equipment; Ground water monitoring equipment; IWRM Equipment for surface and groundwater monitoring; Equipment for Operational Forecasting and Early Warning.

Works that will use open international approach to market include Sowa Water Supply Master Plan (connection to Nata Cluster); Mmathe Water Supply Scheme; Selibe Phikwe - Serule Water Transfer Scheme; North East/Tutume Water Transfer Scheme; Boteti Southern and Central Cluster Villages Water Supply Scheme; Connection of Malwelwe Boreholes to Molepolole/Thamaga Thebechatswa (Phase 2); Mambo Waste Water Treatment Plant Rehabilitation.

Non- Consulting Services that will use open international approach to market include the Loss reduction support program.

Consulting Services that will use open international approach to market include Review and Roll out of Non-Revenue Water Strategy; Engineering Services for Sowa Water Supply Master Plan (connection to Nata Cluster); Engineering Services for Mmathe Water Supply; Engineering Services for Ghanzi MC - Ghanzi Township Water Supply Expansion; Engineering Services for Connection of Malwelwe boreholes to Molepolole/Thamaga Thebechatswa Water Supply (Phase 2); Engineering Services for Mambo Waste Water Treatment Plant Rehabilitation; Optimization of WSS treatment processes; Western Region Master Plans - Tsaabong, Ghanzi and Maun; PPP technical implementation support and transaction advice.

The project has three components: (i) **Component 1:** Improve Availability of Water Supply and Efficiency of Services (US\$ 114.05 million) (ii) **Component 2:** Improve Wastewater and Sludge Management (US\$21.65 million) (iii) **Component 3:** Sector Reform and Institutional Strengthening (US\$20.75 million).

2. Procurement of contracts financed by the World Bank will be conducted through the procedures as specified in the World Bank's new Procurement Framework (NPF) that became effective on 1 July 1, 2016 (in particular the Procurement Regulations for investment project financing (IPF) Borrowers, July 2016) and the provisions stipulated in the Legal Agreement.

Specific procurement / selection notices for contracts to be bid under the World Bank's open international approach to market procedures will be published as they become available on the World Bank's external website, in the *UN Development Business*, *dgMarket* and in local newspapers. Various other packages for goods, works, non-consulting services and consultants services will be procured under the World Bank's open national approach to market and their specific procurement / selection notices will be published as they become available in local newspapers. Interested parties who wish to receive a copy of advertisement, or those requiring further information should contact:

The Corporation Secretary

Room 208/02

Water Utilities Corporation

Sedibeng House

Plot 17530

Luthuli Road

Old Industrial Site

Private Bag 00276

Gaborone, Botswana

Posted on: 20 February 2018

DB Reference N°: WB1675-02/18

Country: Botswana

Institution: World Bank

Sector: Water Supply and Sanitation/Consulting Services

Deadline: 15 March 2018

Status: Published

Loan N°/Financing: IBRD-87190

Project: Emergency Water Security and Efficiency Project

Title: Engineering Services for Letlhakane Waste Water Treatment Ponds Expansion

Project ID: P160911

Borrower/Bid No: WUC 041 2017

P160911 - Emergency Water Security and Efficiency Project - WUC 041 2017

Country: Botswana

Project Id: P160911

Project Name: Emergency Water Security and Efficiency Project

Loan/Credit/TF Info.: IBRD-87190

Notice Version No.: 1

General Information

Notice Type	Request for Expression of Interest
Borrower Bid Reference	WUC 041 2017
Bid Description	Engineering Services for Letlhakane Waste Water Treatment Ponds Expansion
Language of Notice	English
Deadline for Application Submission Date	2018/03/15
Local Time	14:00
Selected category codes for product to be procured	72121505 - Waste water and sewage treatment plant construction service 81101527 - Wastewater engineering

Contact Information on Advertisement

Organization/Department: Water Utilities Corporation

REQUEST FOR EXPRESSION OF INTEREST (EOI):

REPUBLIC OF BOTSWANA

CONSULTANCY SERVICES FOR THE DESIGN REVIEW AND BIDDING DOCUMENTATION OF THE EXISTING LETLHAKANE CENTRAL SEWAGE SCHEME, AS WELL AS, RE-DESIGN, BIDDING DOCUMENTATION, PROJECT SUPERVISION AND PROJECT MANAGEMENT SERVICES OF MAINTENANCE AND REHABILITATION WORKS FOR LETLHAKANE WASTEWATER TREATMENT PONDS EXPANSION

TENDER NO. WUC 041 (2017)

The Government of Botswana has received a loan from the World Bank towards the implementation of the Botswana Water Security and Efficiency project and intends to use part of the funding to finance consultancy for the design review and bidding documentation of the existing Letlhakane Central Sewage Scheme, as well as, re-design, bidding documentation, project supervision and project management services of maintenance and rehabilitation works of the existing wastewater treatment ponds.

Background

The Water Utilities Corporation (WUC) under the Ministry of Land Management, Water and Sanitation Services in the Republic of Botswana intends to engage an experienced Consultant to carry out the Consultancy Services for Design Review and Bidding Documentation of the Existing Letlhakane Central Sewage Scheme, as well as, Re-Design, Bidding Documentation, Project Supervision and Project Management Services of Maintenance and Rehabilitation Works of the existing Wastewater Treatment ponds (WWTP).

Shortlisting Criteria:

Eligibility: The Consultant must submit copies of certificate of incorporation or Registration of the consulting firm, Company ownership (Directors and shareholders) of the company.

The Consultant must have completed in the past ten (10) years before bid submission at least two (2) site supervision contracts of rehabilitation / expansion of an existing WWTP, with a cost of supervised works of at least USD 2 million, as well as design of Wastewater Treatment Plants that include series of wastewater stabilization ponds, with works' values of approximately US\$ 2 million and above. Bidders who cannot present the requested minimum references shall be excluded from bidding. The Consultant must have extensive proven experience of similar works with proven record of scope, complexity and value. Previous or current assignments on projects of similar background in Botswana and/or other countries with similar characteristics for the past 10 years as Lead Consultant should be documented. Consultants may associate with other firms in the form of a joint venture or a sub-consultancy to enhance their qualifications and certified copies of references must be attached. Consulting firms are encouraged to associate with citizen owned consulting firms. Associations may take the form of either joint venture (whereby firms will be severally and jointly liable for the assignment and in which case all joint venture partners are required to demonstrate competence in the core areas of the assignment) or sub consultancy (where a firm possess competence in core areas of the assignment and sub contracts part(s) of the assignment to another firm(s)).

Availability of appropriate skills among staff related to the assignment: Evidence of appropriate skills including Project Team Leader (Wastewater/Process Engineer), Electro Mechanical Engineer, Wastewater Specialist

Scope of Services:

The Consultant will carry out the Consultancy Services for Design Review and Bidding Documentation of the existing Letlhakane Central Sewage Scheme, as well as, Re-Design, Bidding Documentation, Project Supervision and Project Management Services of Maintenance and Rehabilitation Works of the existing wastewater treatment ponds. The Consultancy Services will be for a continuous period of two (2) years.

A complete version of the Terms of Reference (ToR) is available at www.wuc.bw

Submission of EOI

Interested parties are required to submit **one (1) original and four (4) copies and 1 CD of the Expression of Interest document** in sealed envelopes marked **"Expression of Interest for Consultancy Services for Letlhakane Wastewater Treatment Ponds Expansion."** to:

The Corporation Secretary
Room 208/02
Water Utilities Corporation
Sedibeng House
Plot 17530
Luthuli Road
Old Industrial Site
Private Bag 00276
Gaborone, Botswana

Expression of interest documents are to be hand delivered to the above address by 1400hrs Botswana local time on the **15 March 2018. LATE SUBMISSIONS WILL NOT BE ACCEPTED**

Selection Criteria

Shortlisting of the Consulting firms will be carried out according to the World Bank Procurement Regulations for IPF Borrowers (Regulations), revised July 2016.

The attention of interested Consultants is drawn to paragraph 3.14 of the Procurement Regulations. A consultancy firm will be selected in accordance with the Quality and Cost Based Selection (QCBS) method.

Interested Consulting firms may obtain further information at the address below during working hours (i.e. 0800hrs to 1230hrs and 1400hrs to 1600hrs) Botswana local time, Mondays to Fridays inclusive, except on Public Holidays

Water Utilities Corporation reserves the right to accept or reject any or all applications, or to cancel the entire proceedings without giving any reasons whatsoever.

Enquiries regarding the tender should be addressed to: procurement@wuc.bw

Telephone enquiries: Logistics and Materials Manager 3619271 or 3902629
Senior Logistics Procurement Officer 3619298

Selection Methods

- **RFP** - Competitive method used when Borrower specifies functional/performance needs, the market proposes solutions and rated criteria are used to evaluate offers.
- **RFB** - Competitive method used when Borrower clearly specifies requirements and wishes to maintain a higher degree of control in delivery.
- **RFQ** - Seek quotations for readily available, off-the-shelf Good, Works, Non-consultant Services.
- **Direct Selection** - Approach and negotiate with only one firm.

Summary

- PPSD sets the procurement strategy
 - Various Market approach options are considered
 - International opportunities published on WBG external site and UNDB
 - Selection methods vary, depending on risk/value
 - Key procurement provisions, supported by Guidance e.g VfM, SP, ALB, etc.
-
- For more detail, please see the Procurement Regulations and supporting documents www.worldbank.org/procurement

How to Compete Effectively

- Determine where and what to focus on (what country?, what are their priorities?, etc.)
- Examine the country and project pipeline (National Development Plans/Budgets/Sector strategies/Development partner country information etc)
- Consider how you will respond to project needs
 - Previous technical and country experience is usually critical
 - Understand local customs, laws, markets
 - Strong Project Manager/experts
- Identify local partners and others for any joint ventures
- Contact the Implementing Agency for information
- Use your country's trade missions/Embassies for assistance if needed

How to Find Information

- Processes, documents and guidance www.worldbank.org/procurement
- UNDB Online – Procurement Opportunities
- World Bank Project Procurement App
- World Bank Finances App





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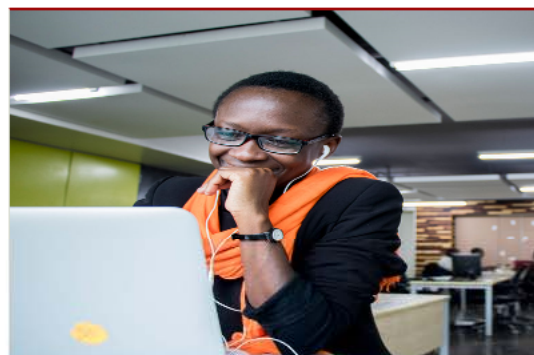
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January 23, 2018 - What skills do incubators, accelerators and technological hubs need to support early-stage African entrepreneurs? [Read More»](#)

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- Mali Livestock Sector Development Support Project (PADEL-M),
Mali - February 28, 2018
- Rwanda Stunting Prevention and Reduction Project,
Rwanda - February 28, 2018
- Madagascar Financial Inclusion Project,
Madagascar - February 28, 2018
- Maharashtra Project on Climate Resilient Agriculture,
India - February 27, 2018
- Togo Extractive Industries Transparency Initiative Implementation
Support Project,
Togo - February 27, 2018
- Solomon Islands Mining Governance,
Solomon Islands - February 27, 2018

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India Jumps Doing Business Rankings with Sustained Reform Focus

November 1, 2017 - India for the first time moved into the top 100 in the World Bank's Ease of Doing Business global rankings on the back of sustained business reforms over the past several years. [Read More»](#)

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- Design, supply, installation, integration, testing, commissioning And Maintenance Of Intelligent Transport System For Chandigarh Transport Undertaking(ctu), chandigarh, india Through E-procurement System
India - March 1, 2018

- Small Contracts Award (dir, cqs, indv, sss)
Jamaica - March 1, 2018

- Tender Agent For Procurement Of Construction Contractors For The Interconnector
Africa - March 1, 2018

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RECENTLY PUBLISHED PROCUREMENT PLANS

- Tanzania/AFRICA- P126875- Energy Sector Capacity Building Project (ESCBP) - Procurement Plan
Tanzania - March 2, 2018

- China/EAST ASIA AND PACIFIC- P133017- Guilin Integrated Environment Management - Procurement Plan
China - March 2, 2018

[Cambodia/EAST ASIA AND PACIFIC- P1450631- K11 Land](#)

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By Country / Area

Africa

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Central Africa	Central African Republic	Chad	Comoros
Congo, Democratic Republic of	Congo, Republic of	Cote d'Ivoire	Eastern Africa
Equatorial Guinea	Eritrea	Ethiopia	Gabon
Gambia, The	Ghana	Guinea	Guinea-Bissau
Kenya	Lesotho	Liberia	Madagascar
Malawi	Mali	Mauritania	Mauritius
Mozambique	Namibia	Niger	Nigeria
Rwanda	Sao Tome and Principe	Senegal	Seychelles
Sierra Leone	Somalia	South Africa	South Sudan
Southern Africa	Sudan	Swaziland	Tanzania
Togo	Uganda	Western Africa	Zambia
Zimbabwe			

East Asia and Pacific

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REFINE BY:

Region

☐ Africa (697)

Sector

☐ Other Water Supply, Sanitation and Waste Management (186)

☐ Other Transportation (160)

☐ Central Government (Central Agencies) (140)

☐ Energy Transmission and Distribution (136)

☐ Sub-National Government (133)

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Notice Type

☐ Request for Expression of Interest (280)

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Description	Country	Project Title	Notice Type	Language	Published Date
Contract:kp1/6e.2/pt/4/16/a50. Procurement Of Distribution Transformers For 50kva	Kenya	KE Electricity Modernization Project - P120014	Contract Award	English	February 22, 2018
Consultancy To Design And Support Implementation Of A Scholarship, Mentorship,gender Sensitisation And Social Support Programme For Secondary School Students Under The Secondary Education Quality Improvement Project	Kenya	SEQIP - P160083	Request for Expression of Interest	English	February 21, 2018
Provision Of Core Business Skills Training Under The Kyeop	Kenya	Kenya Youth Employment and Opportunities - P151831	Contract Award	English	February 13, 2018
Procurement Of Tools And Accessories For Live Line Maintenance-contract: Kp1/6a.1/pt/14/16/a59	Kenya	KE Electricity Modernization Project - P120014	Contract Award	English	February 12, 2018
General Procurement Notice	Kenya	E-National Ag. and Rural Inclusive Grow - P153349	General Procurement Notice	English	February 9, 2018
General Procurement Notice	Kenya	KE-Climate Smart Agriculture Project -	General Procurement	English	February 8, 2018

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NOTICE

Consultancy To Design And Support Implementation Of A Scholarship, Mentorship,gender Sensitisation And Social Support Programme For Secondary School Students Under The Secondary Education Quality Improvement Project

OVERVIEW DETAILS

NOTICE AT-A-GLANCE

Project ID	P160083
Project Title	SEQIP
Country	Kenya
Notice No	OP00049748
Notice Type	Request for Expression of Interest
Notice Status	Published
Borrower Bid Reference	KE-MOE-48916-CS-QCBS
Procurement Method	Quality And Cost-Based Selection
Language of Notice	English
Submission Deadline Date/Time	April 3, 2018 10:00
Published Date	February 21, 2018

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CONTACT INFORMATION

Organization/Department	Ministry of Education
Name	JaneWandahi Mbugua
Address	P.O. Box 30040-00100, Nairobi
City	N/A
Province/State	Kenya
Postal Code	N/A
Country	Kenya
Phone	0723925251
Email	janmbug@gmail.com
Website	N/A

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Consultancy To Design And Support Implementation Of A Scholarship, Mentorship,gender Sensitisation And Social Support Programme For Secondary School Students Under The Secondary Education Quality Improvement Project

OVERVIEW DETAILS

Republic of Kenya
Secondary Education Quality Improvement Project (SEQUI)
Credit No. 8138-KE

Assignment title: CONSULANCY TO DESIGN AND SUPPORT IMPLEMENTATION OF A SCHOLARSHIP, MENTORSHIP, GENDER SENSITISATION AND SOCIAL SUPPORT PROGRAMME FOR SECONDARY SCHOOL STUDENTS UNDER THE SECONDARY EDUCATION QUALITY IMPROVEMENT PROJECT (SEQIP).

Reference No.: M0E/SE-QIP/NCB/ 07/2017-18

The consulting services ("the Services") include designing and support implementation of a scholarship in secondary level in the project target countries. Some of the key activities in the process will include: (i) identification of scholarship beneficiaries using the stipulated guidelines in the Project Appraisal Document (PAD), (ii) designing and implementing a mentorship programme including monitoring and reporting of progress of the learners.

The number of programme beneficiaries (i.e. students receiving scholarships) and social support will be subjected to an Independent Third Party Verification Agency (ITPVA) as per the Disbursement Linked Indicators referenced in the Terms of Reference (TOR). The ITPVA will visit schools on a random sampling basis to ascertain whether the Linked Indicators are being carried out in accordance with the Project Implementation Manual, and if progress reporting reflects on the ground. The assignment will commence immediately after signing of the contract and per the inplementation schedule indicated in the Terms of Reference (Pg.6).

The detailed Terms of Reference (TOR) for the assignment can be found at the following website: www.education.go.ke. The Ministry of Education, State Department of Basic Education now invites eligible consulting firms ("Consultants") to indicate their interest providing the Services. Interested Consultants should provide information demonstrating that they have the required qualifications and relevant experience to perform the Services. **Key Exports will not be evaluated at the shortlisting stage.**

The minimum mandatory criteria for short listing the firm is:
Registration.

Provide and managed scholarships and mentorship for the last five(5) years (provide evidence). NB: firms that have handled scholarship and mentorship of less than USD **0.5 Million** for the last five (5) years need not apply.

Number of similar assignments undertaken

The lead consultant should have a minimum of five years' experience.

The attention of Interested Consultants is drawn to Section III, paragraphs 3.14, 3.16, and 3.17 of the World Bank's "Procurement Regulations for IPF Borrowers" July 2016 Procurement Regulations, setting forth the World Bank's policy on conflict of interest.

Consultants may associate with other firms to enhance their qualifications, but should indicate clearly whether the association is in the form of a joint venture and/or a sub-consulancy. In the case of a joint venture, all the partners in the joint venture shall be jointly and severally liable for the entire contract, if selected.

A Consultant will be selected in accordance with the Quality and Cost Based Selection method set out in the Procurement Regulations.

Further information can be obtained at the address below during office hours (i.e. 0800 to 1700 hours).

Exposures of interest must be delivered in a written form to the address below (in person, or by mail, or *bye-mail*) by **3rd April, 2018**.

The Principal Secretary,
Ministry of Education
State Department of Basic Education,
Attn: Head of Supply Chain Management
Postal Address: P.O. Box 30040, Nairobi, Kenya
Code: 001 00
City: Nairobi
Zip code: *254
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Congo, Republic of	Cote d'Ivoire	Eastern Africa	Equatorial Guinea
Eritrea	Ethiopia	Gabon	Gambia, The
Ghana	Guinea	Guinea-Bissau	Kenya
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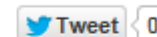
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Project ID	P148850
Country	Ethiopia
Region	Africa
Status	Active
Approval Date (as of board presentation)	May 19, 2015
Closing Date	December 31, 2021
Total Project Cost**	US\$ 370.00 million
Commitment Amount	US\$ 370.00 million
Team Leader	Tesfamichael Nahusenay Mitiku

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4	Ethiopia - Expressway Development Support Project : resettlement plan (Vol. 2) : Environmental and social impact assessment for Modjo - Meki (English)	March 11, 2015	RP1734	Resettlement Plan
5	Ethiopia - Expressway Development Support Project : resettlement plan (Vol. 3) : Environmental and social impact assessment for Meki - Zeway (English)	March 11, 2015	RP1734	Resettlement Plan
6	Project Information Document (Appraisal Stage) - Ethiopia	January 1, 2015	PID145000	Project Information

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Document Date	1997/12/18
Document Type	Project Appraisal Document
Report Number	17225
Volume No	1
Total Volume(s)	1
Country	Ethiopia ;
Region	Africa ;
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World Bank. 1997. *Ethiopia - Road Sector Development Program Support Project*. World Development Sources, WDS 1998-1. Washington, DC: World Bank.
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Report No: PAD1135

INTERNATIONAL DEVELOPMENT ASSOCIATION

PROJECT APPRAISAL DOCUMENT

ON A

PROPOSED CREDIT

IN THE AMOUNT OF SDR 262.9 MILLION
(US\$370 MILLION EQUIVALENT)

TO THE

FEDERAL DEMOCRATIC REPUBLIC OF ETHIOPIA

FOR A

EXPRESSWAY DEVELOPMENT SUPPORT PROJECT

April 27, 2015

Global Practices: Transport and ICT (GTIDR)
AFRICA Region

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PART VI> SECTION D: PROCUREMENT > PROCUREMENT PLAN

Table 3.5: List of Large Contract Packages following ICB/Direct Contracting and Other Methods

1	2	3	4	5	6	7	8	9
Ref. No.	Contract (Description)	Estimated Cost (US\$ million)	Procurement Method	Prequalification (yes/no)	Domestic Preference (yes/no)	Review by Bank (Prior / Post)	Expected Bid-Opening Date	Comments
1.1	Civil works contract for construction of Batu (Zeway)-Arsi Negele section under Design & Build contract. 1(a).	290.0	ICB, Design and Build.	Post, Two envelope system.	No	Prior	Sept 2015	Activity 1.1 – consultants to be available.
1.2	Deployment of ITS on Modjo-Hawassa and Enhancement of ITS on expressway network.	19.0	ICB, Supply and Install.	Post, single envelope system.	No	Prior	June 2017	System to be designed as part of Project.
	Total Civil works	309.0						

Table 3.6: List of Consulting Assignments with short-list of international firms and other selection methods

1	2	3	4	5	6	7
Ref. No.	Description of Assignment	Estimated Cost (US\$ million)	Selection Method	Review by Bank (Prior / Post)	Expected Proposals Submission Date	Comments
2.1	Monitoring and supervision services for Batu (Zeway)-Arsi Negele section. 1(b).	17.0	QCBS	Prior	May 2015	
2.2	Strategic master plan for expressway and high capacity highway development & management. 2 (a).	2.0	QCBS	Post	June 2015	
2.3	Legal and regulatory framework preparation for expressway management. 2 (a).	0.5	QCBS	Post	June 2015	
2.4	ICT/ITS Development facilitation Specialist for Bid document preparation for Fiber Optic Cable infrastructure.	0.2	IC	Post	Sept 2015	
2.4	Developing National and sub-national ITS Architecture, including ITS strategic plan and systems engineering design. 2 (a) ii.	4.8	QCBS	Prior	July 2015	
2.5	Advisory services for establishing the functional units and central ITS for expressway and high capacity highways management (TA). 2 (b).	4.0	QBS	Prior	Sept 2016	This engagement covers sub-components 2 (b) i and 2 (b) ii AND via 1 (d) will include Project Management Consulting (PMC) for ITS.
2.6	Study to monitor & strengthen governance &	1.0	QCBS	Prior	July 2016	

PROCUREMENT PLAN CONTINUED..

Goods, Works and Non Consulting Services.

Table 3.7: List of Goods and Other Services

1	2	3	4	5	6	7
Ref. No.	Description of Assignment	Estimated Cost (US\$ million)	Procurement Method	Review by Bank (Prior / Post)	Expected Proposals Submission Date	Comments
3.1	Equipment for expressway management unit: IT hardware & software, equipment for law enforcement and monitoring. 2 (b).	2.0	ICB	Post	Sept 2016	Prior activity 2.5.
3.2	Equipment for road safety improvement, capacity building, and enforcement. 3 (a).	2.0	ICB	Prior	Dec 2016	Prior activities 3 (a) i + 3 (a) ii.
Total		4.0				

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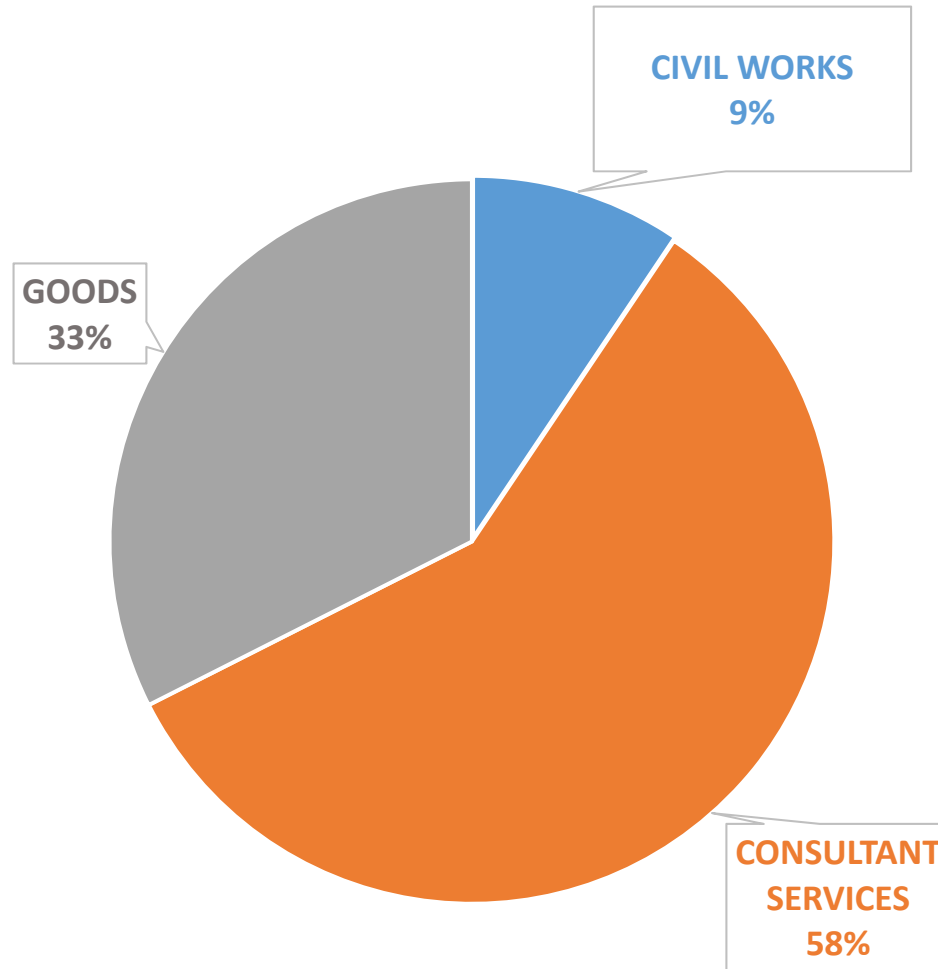
FY16 Top Ten Borrowers

RANK	COUNTRY	AMOUNT (USD)	% OF TOTAL
1	India	2,048,801,594	15.0%
2	Ecuador	1,731,696,519	12.7%
3	China	1,241,911,943	9.1%
4	Serbia	668,914,132	4.9%
5	Africa	557,360,650	4.1%
6	Ethiopia	507,000,112	3.7%
7	Colombia	463,437,092	3.4%
8	Indonesia	456,362,012	3.4%
9	Bangladesh	410,031,102	3.0%
10	Argentina	406,321,682	3.0%

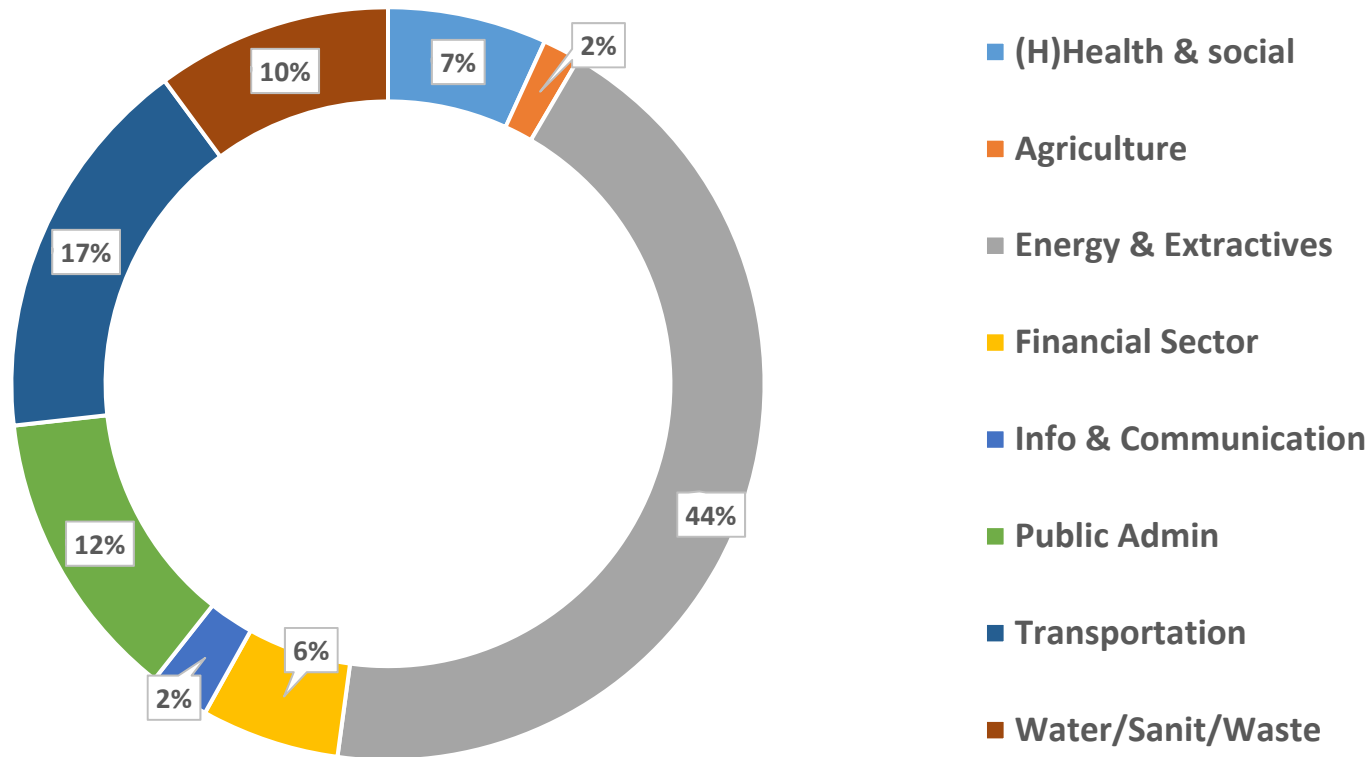
FY12-16 Top Ten Supplier Countries

RANK	SUPP CTRY	AMOUNT (USD)	% OF TOTAL
1	China	11,392,545,645	15.5%
2	India	10,173,511,934	13.8%
3	Spain	3,940,651,875	5.4%
4	Italy	3,911,365,654	5.3%
5	Brazil	2,756,749,603	3.7%
6	Vietnam	2,505,076,275	3.4%
7	Argentina	1,978,228,294	2.7%
8	Germany	1,873,003,254	2.5%
9	France	1,744,632,472	2.4%
10	Turkey	1,707,674,783	2.3%
21	South Africa	694,346,401	0.9%

South African Suppliers, by Category, FY16



South African Suppliers, by Major Sector, FY16



Conclusion

- **Complex organization, operating in different environments**
- **Focus on Value for Money procurements**
- **Choice and flexibility to deliver the desired outcome**
- **Access to information and transparency a key principle**

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