CESA Infrastructure Indaba, 19-20 March 2023, CTICC My areas of Talking, as guided by the organizers:

- 1. World Bank's Works/Mission in Developing countries
- 2. Public Procurement Trends/Evolutions & Good practices
- 3. Expectations from Engineering Consultants & Engineering the future (Affordable & Quality Public Infrastructure- engineering Net-Zero)
- 4. Some useful links for WB's financed business opportunities

1. Who is the World Bank Group & What it does?

With 189 member countries, staff from more than 170 countries, and offices in over 130 locations, the World Bank Group is a unique global partnership: five institutions working for sustainable solutions that reduce poverty and build shared prosperity in developing countries/livable planet.

# Which are the 5 institutions?

# The World Bank Group operating model



Together **IBRD** and **IDA** are known as the "*World Bank*"



# World Bank scope and reach

### **World Bank Goals**

End extreme poverty
 Promote shared prosperity

### **IPF** WHAT DOES IT DO?

Provides IBRD loans, IDA credits and grants and guarantee financing to governments

### **IPF** WHAT DOES IT FUND?

Activities that create the physical & social infrastructure necessary to reduce poverty and create sustainable development

### \$239 billion

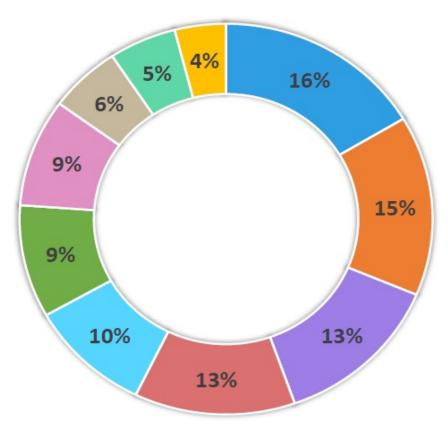
total World Bank commitments FY22

1,793 projects worldwide

> 146 countries

#### Revised vision: Our vision is a world free of poverty on a livable planet!

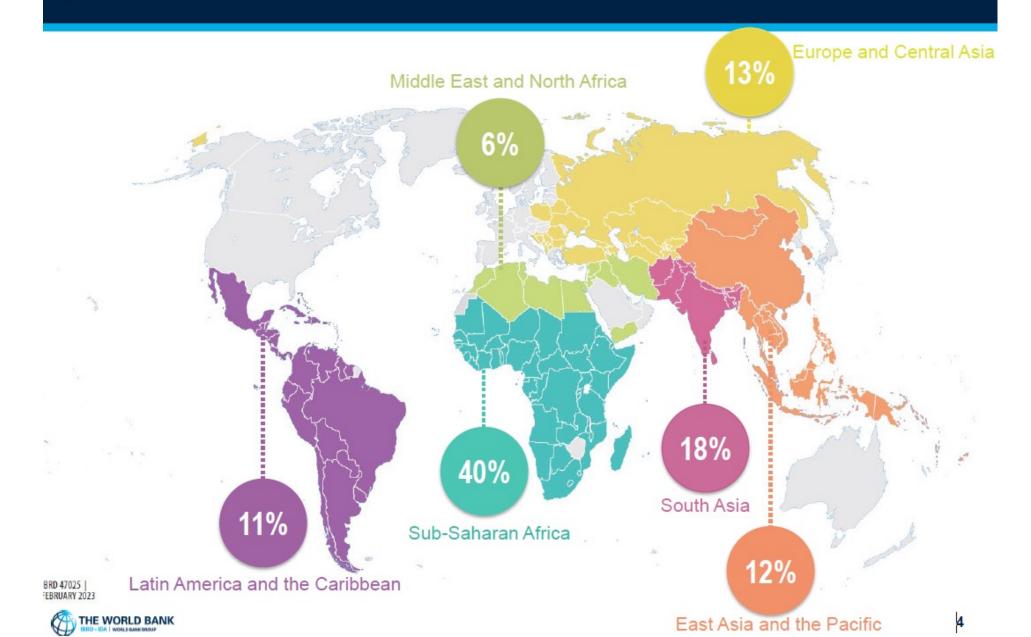
## **Portfolio** Areas of spend worldwide FY22



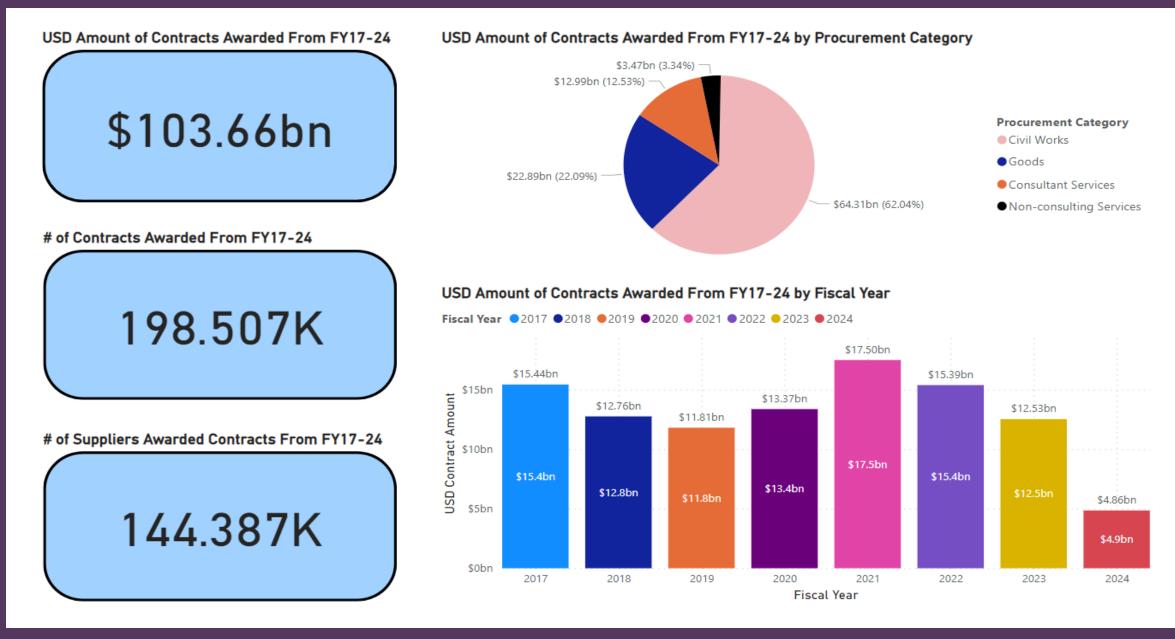
### TOTAL SPEND = US\$ 18 Bn

- Transportation
- Water, Sanitation & Waste Management
- Health
- Public Administration
- Energy & Extractices
- Agriculture, Fishing & Forestry
- Social Protection
- Industry, Trade & Services
- Information & Communitions Technologies
- Others

# 2022 Global commitments by region

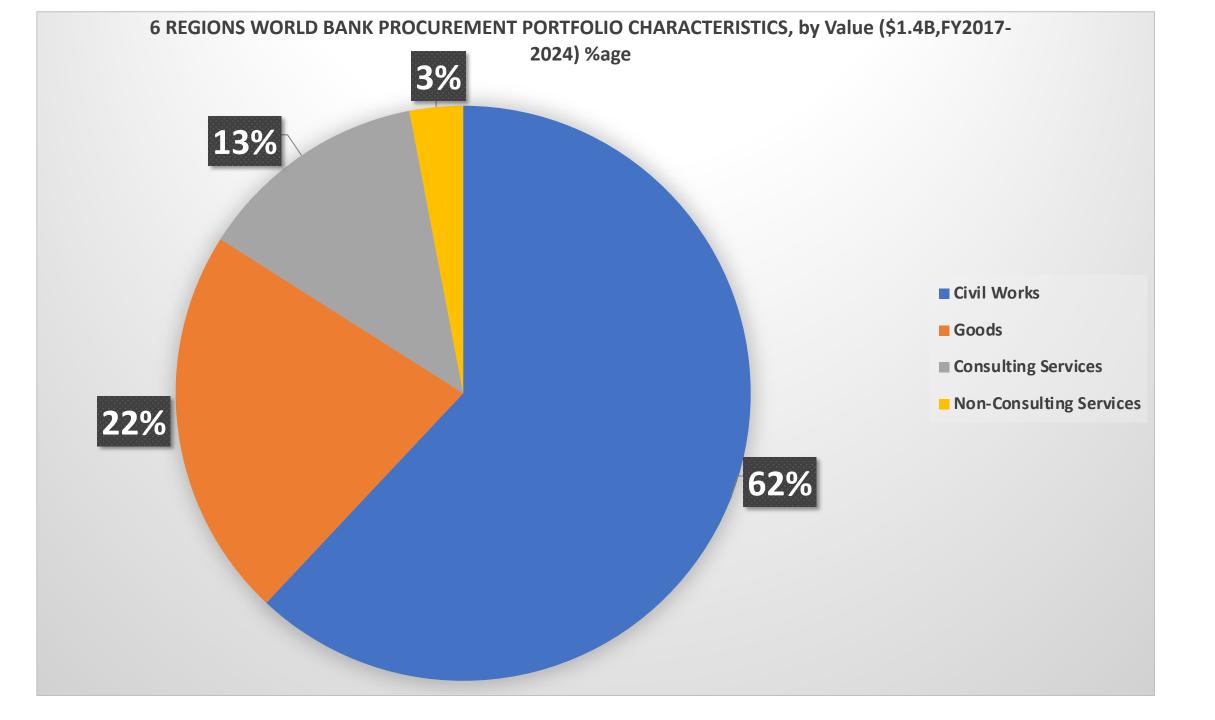


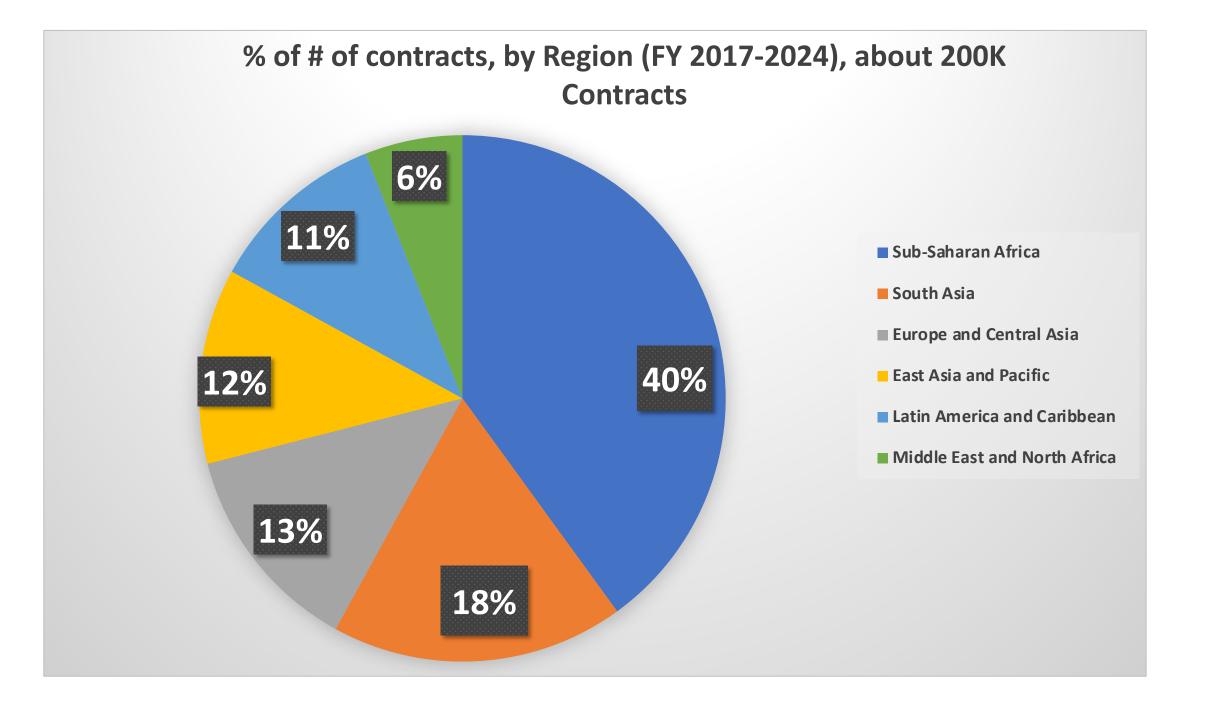
#### Some Statistics on World Bank Financed Projects Contracts Award (FY17-24) - WB Works....



| Supplier Country | Ranking | USD Amount of Awarded Contracts<br>▼ | Percentage |
|------------------|---------|--------------------------------------|------------|
| China            | 1       | 22,124,006,821.20                    | 21.34%     |
| India            | 2       | 14,216,998,977.31                    | 13.72%     |
| Turkiye          | 3       | 3,898,449,508.37                     | 3.76%      |
| Viet Nam         | 4       | 2,820,825,849.90                     | 2.72%      |
| Bangladesh       | 5       | 2,664,162,124.75                     | 2.57%      |
| Nigeria          | 6       | 1,970,750,509.69                     | 1.90%      |
| Spain            | 7       | 1,850,517,782.31                     | 1.79%      |
| Indonesia        | 8       | 1,763,056,040.61                     | 1.70%      |
| France           | 9       | 1,761,499,196.82                     | 1.70%      |
| Brazil           | 10      | 1,722,639,001.15                     | 1.66%      |
| Pakistan         | 11      | 1,701,603,484.70                     | 1.64%      |
| Germany          | 12      | 1,625,410,319.10                     | 1.57%      |
| Argentina        | 13      | 1,576,507,506.50                     | 1.52%      |
| United States    | 14      | 1,407,778,737.71                     | 1.36%      |
| Switzerland      | 15      | 1,380,241,400.13                     | 1.33%      |
| Poland           | 16      | 1,202,667,977.16                     | 1.16%      |
| Kenya            | 17      | 1,188,477,522.47                     | 1.15%      |
| Afghanistan      | 18      | 1,139,731,539.70                     | 1.10%      |
| South Africa     | 19      | 1,112,423,209.76                     | 1.07%      |
| Senegal          | 20      | 1,046,893,910.73                     | 1.01%      |
| Ethiopia         | 21      | 1,029,486,910.95                     | 0.99%      |
| Italy            | 22      | 1,006,651,157.60                     | 0.97%      |
| Ghana            | 23      | 920,882,989.23                       | 0.89%      |
| Tunisia          | 24      | 835,887,984.20                       | 0.81%      |
| Burkina Faso     | 25      | 805,617,022.74                       | 0.78%      |
| Total            | 1       | 103,656,895,283.76                   | 100.00%    |

| Supplier Country              | Ranking | USD Amount of Awarded Contracts | Percentage |
|-------------------------------|---------|---------------------------------|------------|
| Congo, Democratic Republic of | 26      | 790,733,950.94                  | 0.76%      |
| Mozambique                    | 27      | 752,423,473.97                  | 0.73%      |
| Netherlands                   | 28      | 744,971,933.61                  | 0.72%      |
| United Arab Emirates          | 29      | 730,022,383.05                  | 0.70%      |
| Korea, Republic of            | 30      | 686,144,675.58                  | 0.66%      |
| Tanzania                      | 31      | 670,264,392.38                  | 0.65%      |
| Sri Lanka                     | 32      | 664,850,758.57                  | 0.64%      |
| Cote d'Ivoire                 | 33      | 662,642,391.27                  | 0.64%      |
| Portugal                      | 34      | 652,067,269.73                  | 0.63%      |
| Cameroon                      | 35      | 648,509,167.33                  | 0.63%      |
| Kazakhstan                    | 36      | 624,216,091.19                  | 0.60%      |
| Madagascar                    | 37      | 611,092,453.09                  | 0.59%      |
| Ukraine                       | 38      | 603,399,451.94                  | 0.58%      |
| Azerbaijan                    | 39      | 598,631,006.96                  | 0.58%      |
| Belarus                       | 40      | 597,638,374.40                  | 0.58%      |
| Morocco                       | 41      | 593,135,154.72                  | 0.57%      |
| Uzbekistan                    | 42      | 575,207,117.68                  | 0.55%      |
| Philippines                   | 43      | 550,747,638.43                  | 0.53%      |
| Russian Federation            | 44      | 542,021,218.51                  | 0.52%      |
| Egypt, Arab Republic of       | 45      | 541,269,351.49                  | 0.52%      |
| Romania                       | 46      | 512,987,089.63                  | 0.49%      |
| Niger                         | 47      | 510,589,230.88                  | 0.49%      |
| United Kingdom                | 48      | 503,261,047.08                  | 0.49%      |
| Bolivia                       | 49      | 485,970,076.44                  | 0.47%      |
| Uganda                        | 50      | 466,641,288.02                  | 0.45%      |
| Total                         | 1       | 103,656,895,283.76              | 100.00%    |





### **FY22 Top 10 Procuring Borrowers**

| RANK | COUNTRY             | CONTRACT VALUE<br>(USD) | % OF TOTAL<br>VALUE |
|------|---------------------|-------------------------|---------------------|
| 1    | Argentina           | 1,877,531,788           | 10.59%              |
| 2    | India               | 1,220,043,211           | 6.88%               |
| 3    | Bangladesh          | 1,177,663,276           | 6.64%               |
| 4    | Vietnam             | 734,757,575             | 4.14%               |
| 5    | China               | 609,221,528             | 3.44%               |
| 6    | Mozambique          | 519,565,823             | 2.93%               |
| 7    | Ethiopia            | 484,593,100             | 2.73%               |
| 8    | Pakistan            | 393,745,992             | 2.22%               |
| 9    | Democratic Republic | 368,146,243             | 2.08%               |
|      | of Congo            |                         |                     |
| 10   | Indonesia           | 345,196,472             | 1.95%               |

# **FY22** Top 10 Supplier Countries

| RANK | COUNTRY       | CONTRACT VALUE (USD) | % OF TOTAL<br>VALUE |
|------|---------------|----------------------|---------------------|
| 1    | China         | 2,824,863,222        | 15.93%              |
| 2    | India         | 1,810,049,629        | 10.21%              |
| 3    | Argentina     | 976,139,430          | 5.51%               |
| 4    | Vietnam       | 739,020,985          | 4.17%               |
| 5    | United States | 648,521,290          | 3.66%               |
| 6    | Türkiye       | 513,720,361          | 2.90%               |
| 7    | Switzerland   | 511,424,360          | 2.88%               |
| 8    | Bangladesh    | 450,605,921          | 2.54%               |
| 9    | Indonesia     | 352,382,877          | 1.99%               |
| 10   | Ethiopia      | 319,400,936          | 1.80%               |

### FY22 Top 10 Consulting Services Supplier Countries

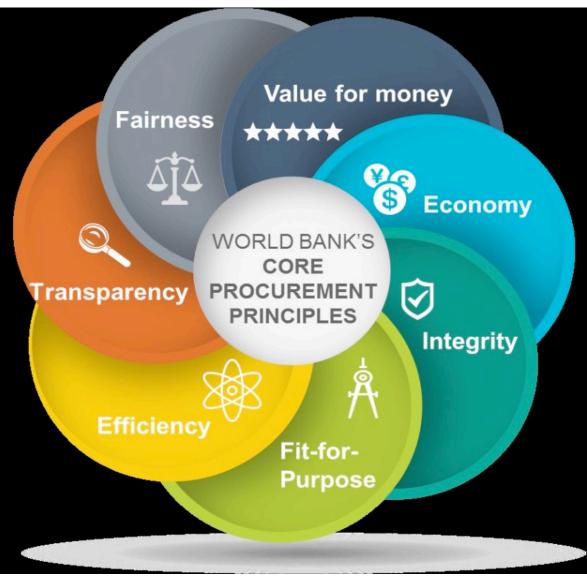
| RANK | COUNTRY              | CONTRACT<br>VALUE (USD) | % OF TOTAL<br>VALUE |
|------|----------------------|-------------------------|---------------------|
| 1    | India                | 132,118,114             | 5.94%               |
| 2    | Mongolia             | 114,248,352             | 5.14%               |
| 3    | China                | 62,364,949              | 2.81%               |
| 4    | Indonesia            | 60,562,548              | 2.72%               |
| 5    | France               | 59,571,682              | 2.68%               |
| 6    | United Kingdom       | 58,610,044              | 2.64%               |
| 7    | Bangladesh           | 50,111,280              | 2.25%               |
| 8    | Mozambique           | 46,326,119              | 2.08%               |
| 9    | <b>United States</b> | 42,658,193              | 1.92%               |
| 10   | Burkina Faso         | 41,129,330              | 1.85%               |

### 2. Public Procurement outlooks

Procurement Vision & Core Principles, as one of Good Practices

#### VISION

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



# Is there something like GAPPP PP Principles ?

(GAPPP = Generally Accepted Public Procurement Principles, like in any field of practice?)....YES, but flexible to fit to contexts/countries!



| UNCITRAL |  |
|----------|--|

#### > Transparency

- Economy & Efficiency
- Participation & Competition
- Competition
- Fair, Equal and Equitable
  Treatment
- Integrity & Fairness



#### Reference to Constitution in Draft Procurement Bill:

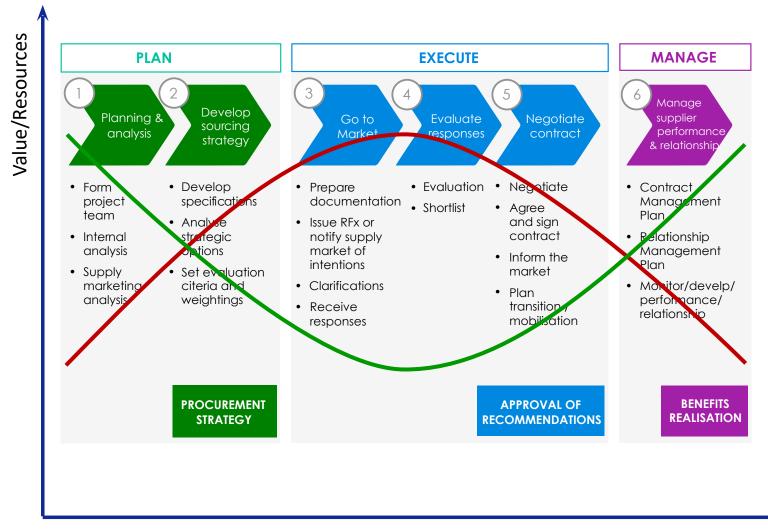
- Public administration with (i) high standard of professional ethics; (ii) efficient, economic and effective use of resources; and (iii) development-oriented, accountability and transparency
- procurement system which is fair, equitable, transparent, competitive and cost-effective

# **Public Procurement Trends/Evolution & Good Practice**

- The three evolutions/reforms that PP has gone through
  - 1<sup>st</sup> generation reform (Decentralization and professionalization: Countries to have PP Legal, Regulatory & Policy Framework)
  - 2<sup>nd</sup> generation reform (Increasing independence, data collection and participation)
  - 3<sup>rd</sup> generation reform (focus on outcomes, inclusion and full Digitization & Performance)
- The 4 Pillars of any Public Procurement system- According to MAPS tool
  - > Legal, Regulatory & Policy Framework (3 indicators with 18 sub-indicators)
  - Institutional Framework & Management Capacity (5/14)
  - Procurement Operations & Market Practices (2/6)
  - > Accountability, Integrity & Transparency (4/17)
- Digitalization, Data analytics & outcomes (3<sup>rd</sup> generation of Procurement Reform for enhanced performance) where we are heading at?

>Open contracting, GPP, Performance, LCC, application of more technologies....Results!!

# Evolution) Design >> Demonstrate >> Deliver (3D)



**Procurement Cycle** 

# Procurement process digitization agenda PP Technology & Data



- ✓ Transparency & efficiency
- ✓ Increased competition
- ✓ Reduced opportunity of fraud and corruption
- ✓ Open contracting
- ✓ Improved contract management
- ✓ Collection of procurement data
- $\checkmark\,$  Analysis of markets and public spend
- ✓ Identification of bottlenecks and irregularities in use of public funds including red flags
- Monitoring of public procurement performance and outcomes
- ✓ Strategic planning and informed decisionmaking



# Steps towards PP Professionalization?

- Develop procurement professionalization strategy
- > Include public procurement in registry of public service professions
- Strengthen institutional framework for public procurement professionalization including training providers and tools for all stakeholders
- Create a professional body for procurement officers (Professional rights protections, CoC, accreditations/licensing, professional development...)
- Develop accreditation and certification schemes, eg. CIPS
- > Enhance public procurement job descriptions and relevant curricula
- Manage the change from compliance-based to performance/outcome-based procurement
- > Encourage professional and objective judgment based on value for money and integrity
- Promote sustainable procurement based on clear and transparent award criteria to achieve environmental/climate and socio-economic objectives
- Distinguish responsibilities/accountabilities of procurement officers from those of accounting officers

### Some New Features of the World Bank's Procurement Framework (as Good Practice)

- PPSD
- APA
- ALB
- HIES
- Many Choices of market approaches & Selection methods (including CD & PPP)
- Use of Rated Criteria in W/G/NCS
- Introduction of "standstill period" & Intention to award
- Direct Payment by the Bank to contractors/suppliers
- Global business outreach programs
- More strengthened & streamlined Complaints handling Mechanisms
- Disqualification of firms for SEA/SH Contractual non-compliance
- Sustainable Procurement
- Use of online procurement planning and tracking tools (STEP)
- Seriously Unbalanced or Front-loaded Bids/Proposals
- ...more

#### 3. Clients Expectations from Engineering Consultants & Engineering the future -Our Relevance

- SDGs Vs Business as usual
- The Magic Square (Sustainability, Technology, VfM & Performance)
- > Are we (CEs) adding Value to our Client's Development aspirations?
- > Is High degree of integrity and professional standards declining (hostaging projects Time-based)?
- > Are we catching up with Technology & Data analytics in our professions
- R&D for innovations/transformational
- > What do we see on the ground, some works of professional consultants with our Borrowers?
- > Lesson Learnt & Engineering the future infrastructure (building livable planet! How?)
  - Circular Engineering: Optimization of the entire lifecycle of products, processes and services. Application of concepts of (5Rs): Reduce, Reuse, Remake, Repair and Recycle to generate technical solutions that reduce or eliminate the ecological footprint for affordable & Quality Public Infrastructure, on a livable planet
  - Future planners & staying ahead of the curve (engineering Net-Zero)
  - Open contracting, GPP, Performance, LCC, application of more technologies, Net Zero....Agility & Results!!

# **Clients Expectations....**

### • Engineering Inclusive Green Growth

Do researches and apply green technologies and lower service costs than incumbent technologies across emerging markets, creating current investment opportunities and pathways for green development that is cheaper than traditional carbon-intensive alternatives.

- New green investments could potentially reach \$330b per year over the next decade. What can the built environment sector tap/contribute?
- Scaling up investment in green technologies will be crucial to delivering a just green transition that improves incomes, health, and food security (among other development outcomes).
- Therefore, our clients expect from us to be architects who are helping to shape the built environment fit in the changing world!!

# 4. Where to find Business opportunities with WB

https://devbusiness.un.org/

#### Links to useful information

#### World Bank's Procurement Regulations for IPF Borrowers

https://policies.worldbank.org/sites/ppf3/PPFDocuments/Forms/DispPage.aspx?docid=4005

#### **Standard Procurement Documents (SPD) templates**

http://www.worldbank.org/en/projects-operations/products-and-services/brief/procurement-new-framework#SPD

#### Guidance on SPDs http://www.worldbank.org/en/projects-operations/products-and-services/brief/procurement-new-framework

#### Guidance on finding business opportunities

http://pubdocs.worldbank.org/en/767421522948635843/Procurement-Guidelines-finding-opportunities-2018.pdf

#### Guidance on how to complain

http://www.worldbank.org/en/projects-operations/products-and-services/brief/procurement-new-framework

#### Video: World Bank Procurement – how to bid

http://www.worldbank.org/en/news/video/2016/03/30/world-bank-procurement-video



### Where to find Business opportunities

### Identifying opportunities - links

World Bank website https://www.worldbank.org/

International development procurement notices (UNDB) https://devbusiness.un.org/

FinancesOne https://financesapp.worldbank.org/

Procurement App https://itunes.apple.com/us/app/world-bank-project-procurement/id911312962?mt=8

Country Partnership Frameworks https://www.worldbank.org/en/projects-operations/country-strategies

#### **Monthly Operational Summary**

https://www.worldbank.org/en/projects-operations/products-and-services/brief/monthly-operational-summary

Project Documents https://projects.worldbank.org/en/projects-operations/projects-home

#### **Procurement plans**

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



THANK YOU and ANY Question.....