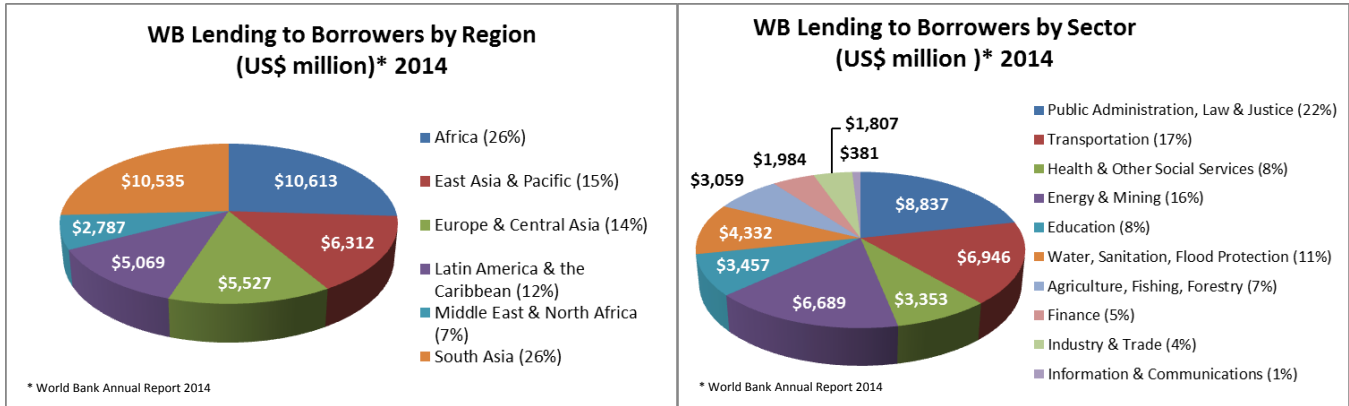


The World Bank
Washington, DC

The [World Bank](#) (WB) is the largest multilateral development bank with 188 member countries. The WB consists of the International Bank for Reconstruction and Development (IBRD) which lends to governments of middle and low-income countries, and the International Development Association (IDA) which provides interest-free loans and grants to governments of credit-worthy poor countries. In FY2014¹, the WB committed US\$40.8 billion to development projects and programs that support the institution's goals of eradicating extreme poverty by 2030 and boosting shared prosperity. WB activities are defined by client country demand, and procurement opportunities arise in many sectors.



THE PROCUREMENT PROCESS: Borrowing countries must follow the WB's policies and [procedures for procurement](#) of goods, works and the use of consultants for WB-financed projects. Larger contracts are usually subject to International Competitive Bidding (ICB) and advertised on the [WB's website](#) and [UN Development Business](#). Canadian firms are also eligible for National Competitive Bidding (NCB) advertised in domestic markets. Prequalification is generally necessary for large/complex works, or where the high cost of preparing bids would discourage competition. For project-related procurement, the developing country's Implementing/Executing Agency (EA) is responsible for most aspects of the procurement process, including contract award. EAs publicly post General Procurement Notices (GPNs), Specific Procurement Notices (SPNs) and Requests for Expressions of Interest (REOIs). Identification of the EAs is included in the Project Information Document (PID) and Project Appraisal Document (PAD), accessible via the [WB's project database](#).

PROCUREMENT BY BORROWERS

Procurement of Goods, Works, and Non-Consulting Services: The Borrower first publishes a GPN on the WB and UN Development Business websites. Invitations to prequalify or to bid are advertised as SPNs. The Borrower's EA evaluates bids, awards the final contract, and proceeds with implementation of the WB-financed project.

Procurement of Consulting Services: The selection process is most often based on Quality and Cost-based Selection. The process is similar to that described above, but the GPN is accompanied by a Terms of Reference and cost estimate. The Borrower includes a list of expected consulting assignments in the procurement notices and advertises an REOI.

CANADIAN COMMERCIAL ENGAGEMENT AT THE BANK

In FY2014, Canadian firms were awarded contracts for a total of US\$89M in World Bank procurement, with Canada ranking 4th overall in consulting services.

PROCUREMENT BY THE BANK

Corporate Procurement: The World Bank's Corporate Procurement team is responsible for managing direct procurement of goods and consulting services for Headquarters and over 130 Bank offices worldwide. A significant number of consulting opportunities for firms and individuals are listed on the portal called [eConsultant2](#). Vendors must complete a Vendor Registration form to be eligible for contract award.

ADDITIONAL INFO ON ACTIVE AND PIPELINE PROJECTS

WB Projects Portal:
<http://www.worldbank.org/projects/sector?lang=>

Country Partnership Frameworks:
<http://www.worldbank.org/en/country>

Monthly Operational Summaries:
<http://go.worldbank.org/OG8CL2BD20>

Contract Award Information:
<https://finances.worldbank.org/Procurement/Major-Contract-Awards/kdui-wcs3>