



The World Bank
**Procurement Policy Review
 Feedback Summary**

Date: December 17, 2014

Location (City, Country): Bamako, Mali

Total Number of Participants: 33

Specific Feedback from Stakeholders
1. How should the Bank implement support to borrower procurement capacity building and institutional strengthening?
<ul style="list-style-type: none"> • The Bank should set up a unit that is especially dedicated to training and collaboration (with authorities), in particular training for capacity building that can help government reduce the delays in projects (from 60 to 40 days). • Trainers specializing in the new procurement guidelines (in particular APA) should be available in country and then identify in which projects they are able to be integrated into.
2. How should the Bank operationalize the potential broader use of value-for-money criteria in borrower contract award decisions?
<ul style="list-style-type: none"> • On the selection of low bidders is based on VfM, stakeholders were not certain if this concept was a good innovation, because the basis for selection of a low bid is quality. • Consultants expressed concerns that the application of VfM would penalize them. • Participants raised the question over the adequate translation of VfM in French. • Will VfM be “tailored” and if so, how will the concept be taken into account and assessed? • Participants wanted an outline of the criteria for the lowest bidder.
3. How should the World Bank target its procurement staff resources to get the best results?

4. How and when should alternative procurement arrangements be used for procurement in Bank projects and how should they be assessed?
<ul style="list-style-type: none"> • Services and supplies should have a threshold for when to apply the APA (works beyond 5m. Euro should be managed by the Bank). • There will be a trend to select the APA methods; henceforth the borrower should opt for adaptation on a case-by-case basis.
5. How should sustainable procurement matters be addressed in Bank-financed contracts?
6. How should the World Bank manage fraud and corruption issues in the procurements it finances?
7. What would be suitable procurement metrics that the Bank should use to improve performance?
8. What role should the Bank have with regard to complaints monitoring?
<ul style="list-style-type: none"> • Borrower has facilities in place that can responsibly handle complaints.
9. What should be the Bank's role in contract management, and with regard to improving performance of suppliers?
<ul style="list-style-type: none"> • At which stage will main suppliers be targeted for small procurements? • Assessment of suppliers must be transparent; as the findings will have an impact on their selection for other projects. • Stakeholders proposed suppliers should be managed by the customer. Evaluations by the client should be accessible to suppliers as well, for them to add their feedback as well.
10. General comments on other issues emanating from the Bank's proposals?
<ul style="list-style-type: none"> • Regarding the management of loans, borrowing countries' agencies should have the responsibility and management of the funding. • Referring to the "tailored" aspect of the proposed reform, participants wish to know more clearly how the Bank will help customize their procedures, i.e. will there be customized forms? • Stakeholders emphasize the need for experts with knowledge on energy and climate change issues as well.