



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

Date: Oct 24, 2014

Location (City, Country): Castries, St. Lucia (incl. Grenada, Dominica)

Total Number of Participants: 10 (private sector)

Overview and General Reactions:

There was great appreciation for the proposed policy that, amongst other, gives consideration to small economies and recognizes sole traders to operate as companies (that otherwise would limit competition and unnecessarily call for ICB). Participants welcomed the WB's initiative for reform and expressed their anticipation of receiving the full framework proposal.

Specific Feedback from Stakeholders
<p>1. How should the Bank implement support to borrower procurement capacity building and institutional strengthening?</p> <ul style="list-style-type: none"> Private sector representatives expressed their support for capacity building of small companies so that local providers would increase chances of selection for subcontracts and further underlined the need to ensure requirements in biddings are not designed in a manner that limits local participation.
<p>2. How should the Bank operationalize the potential broader use of value-for-money criteria in borrower contract award decisions?</p> <ul style="list-style-type: none"> Private sector appreciates the degree of flexibility (where appropriate)permitted under the policy, e.g. to negotiate over cost of consultancies, particularly to incorporate VfM.

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?
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?
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"> • Suppliers' right to be debriefed (after not being short listed) is one method by which they may come to identify and consider their areas for improvement. • All the while, both clients and suppliers are strongly encouraged to document steps throughout the procurement phases, so that in the case of a complaint, the Bank has evidence to go by and make adequate recommendations. • Participants agreed with the Bank's proposition to focus on health and safety as a criterion of evaluation in order to improve suppliers' performance.
10. General comments on other issues emanating from the Bank's proposals?
<ul style="list-style-type: none"> • As regards technical specifications, Private sector expressed its concern over the level of specifications that essentially limit local brands from participating – which can be avoided by setting technical requirements that at least meet minimum standards.