



The World Bank

Procurement Policy Review Feedback Summary

Date: September 29, 2014

Location (City, Country): Cairo, Egypt

Total Number of Participants: 6

Overview and General Reactions: A consultation session with multiple stakeholders took place on September 29, 2014 in Cairo Egypt. The general response to the reform was positive, with most concerns being covered. Value for Money (VfM) and risk/complaints monitoring were some of the main topics of the discussion. Some of the main concerns included worry about defining acceptable procurement standards, especially when considering the need to ensure quality and integrity, with a high importance placed on sustainable criteria, or the quality of life cycle evaluation. Overall, the consultations were successful for the parties involved, though it was expressed that stakeholders would like to see more on the regulations and details surrounding the concept of VfM.

Specific Feedback from Stakeholders

1. How should the Bank implement support to borrower procurement capacity building and institutional strengthening?

- Some representatives noted that it will be easier and more successful to build capacity when you have people who speak the local language, this will help on several fronts, one being in low capacity countries where countries cannot always accommodate these current procurement guidelines.
- Participants suggested establishing a local procurement information center that allows for the discussion of contract or procurement-related issues, noting that questions related to this subject matter can often be answered quickly and easily if there is one point of contact, ultimately allowing for to be better managed and the contract better completed.

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"> • Participants noted that in order for VfM to succeed the Bank will need to be careful, precise, and not subjective; these need to be based on measures, with a noted track record with both the borrower as well as the Bank. • Representatives noted that VfM will require incentives to be in place for contractors; incentives for VfM in the bidding documents. • Participants applauded the Bank’s implementation of VfM and further noted their interest is placing value over quality rather than lowest cost; this approach will help ensure the success of a project.
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?
<ul style="list-style-type: none"> • Participants suggested implementing a unified system in terms of prices and maintenance, a system that is an extension of the contract subject to unanimous approval of the contractor.
8. What role should the Bank have with regard to complaints monitoring?
<ul style="list-style-type: none"> • Representatives noted that currently a consultant does not have the right to go directly to the Bank during the evaluation of the bids process, noting that a consultant should have this right, and that the Bank should play a more active role during the pre-contact stage. • Some participants suggested that if the Bank is to play a more active role in monitoring the projects during post-contracts, it must begin by being named as party or advisor to the contract.
9. What should be the Bank’s role in contract management, and with regard to improving performance of suppliers?
10. General comments on other issues emanating from the Bank’s proposals?

- Representatives noted that the distribution should be more closely regulated between projects in specific fields to create a more even price-distribution platform across fields.
- Representatives discussed methods of determining level of risk, and suggested more clearly outlining how the Bank will define high risk and low risk.
- Participants noted that the Procurement Committee could benefit from having technical members to help make more informed decisions while also helping to speed up the process and length of time between tender and award.