



The World Bank
Procurement Policy Review
Feedback Summary

Date: August 15, 2014

Location (City, Country): Dublin, Ireland

Total Number of Participants: 4

Overview and General Reactions: A consultation session with Enterprise Ireland took place on August 15, 2014 in Dublin, Ireland. The general response to the reform was positive, with many of the participants concerns being covered. Value for Money (VfM) and institution strengthening were topics of particular interest, with participants detailing many ways value-for-money will benefit the system in the world of modern procurement. Overall, the consultations were successful for the parties involved, with participants applauding the Banks decision to reevaluate and modernise its procurement policy.

Specific Feedback from Stakeholders

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

- Participants noted that by providing hands-on support the Bank is able to build business confidence to participate in high-risk environments such as countries with high corruption or FCS situations.
- In high-risk situations participants expressed that having the Bank's support would help further strengthen the operations of the project.

2. How should the Bank operationalize the potential broader use of value-for-money criteria in borrower contract award decisions?

- Participants agreed that the value-for-money (VfM) system is an essential aspect of modern procurement, and noted that the system can be further modernized by tailoring needs specific to individual projects.

- By adopting the VfM method, participants suggested that explaining the certain parameters of a project be up front in the tender document.
- Regarding the subject of abnormally low tenders, participants voiced the issue of companies offering low numbers on contracts that they are unable to actually keep; by monitoring these offers more closely, and by taking median bids into consideration, companies seeking to raise bids through creeping costs can be avoided.

3. How should the World Bank target its procurement staff resources to get the best results?

- One area participants suggested was maintaining strict eligibility rules under this new Framework, by targeting eligibility, the Bank will help further ensure best matches for tenders.

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?

- Participants suggested allowing for negotiation under the new Framework.
- By further providing hands-on support, participants noted that the timeliness of objections could be improved

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?

10. General comments on other issues emanating from the Bank's proposals?

- Participants overall applauded the Bank's reevaluation of its procurement policy, noting that it is both more open as well as more transparent.
- Some suggested decentralizing the decision making process, noting that focus at the country level (i.e. developing local contacts) can make the cost of bidding high.

- Participants expressed an invested interest in having the data made available on “who is winning what” noting several potential options, one of which was an iPad app.