



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

Date: December 4, 2014

Location (City, Country): Washington DC, United States

Total Number of Participants: 9

Overview and General Reactions: A consultation session with stakeholders from the US Government took place on December 4, 2014 at the World Bank (IBRD) headquarters in Washington, DC, United States. The general response to the reform was positive, with stakeholders expressing support and interest in the new direction the Bank is proposing. The key elements of the policy's procedures and framework that sparked interested related mainly to VfM, with added emphasis on understanding the terminology proposed in the draft policy. Overall the consultation was successful, with the stakeholders applauding the positive direction the Bank is moving.

Specific Feedback from Stakeholders	
1. How should the Bank implement support to borrower procurement capacity building and institutional strengthening?	
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 suggested that more information should be included relating to life cycle costing, noting that it should be mentioned before the evaluation stage. • Participants were interested in learning more about price attributes, suggesting there be a standard list of non-price attributes. • Participants expressed an interest in whether the Bank will reevaluate its assessment methodology, allowing for GPA agencies and MDBs to be assessed within the first two years.

<ul style="list-style-type: none"> Participants were interested in understanding the Bank's requirements on local content capacity building, and how the Bank plans to deal with countries with LCRs.
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"> Participants were interested in whether the Bank is going to look exclusively at past performance on Bank-specific projects, or whether the Bank will expand its breadth to encompass other development organizations such as USAID.
5. How should the World Bank manage fraud and corruption issues in the procurements it finances?
6. What role should the Bank have with regard to complaints monitoring?
7. What should be the Bank's role in contract management, and with regard to improving performance of suppliers?
<ul style="list-style-type: none"> Participants suggested clarifying whether the Bank will support building the capacity of a GPA country, even if the country is a GPA country and is not performing.
8. General comments on other issues emanating from the Bank's proposals?
<ul style="list-style-type: none"> Participants expressed concerns relating to references to competitive dialogue between industries, noting that US industry say there could be more opportunities (in fields such as IT) to find innovative solutions to competition. Participants were interested in whether the Bank would be working to improve speeds of procurement appeals processes.