



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

Date: September 18, 2014

Location (City, Country): Brussels, Belgium

Total Number of Participants: 14

Overview and General Reactions: A consultation session with multiple stakeholders from international organizations and government took place on September 18, 2014 in Brussels, Belgium. Capacity building was among the central areas of interest, and participants emphasized the importance of communication and collaboration between international organizations relating to a number of issues. Overall, participants supported the Bank’s policy review and applauded the direction in which it is moving.

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"> • By coordinating with other international institutions, strategies can be developed to further institutional strengthening and capacity building in borrowing countries. • It is important to establish competitive dialogue as a procurement method in client countries, and in order to do so (especially in light of the lack of capacity in these regions) it is necessary to provide the necessary training. 	
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"> • The specific VfM approach for a project will be articulated in the Procurement Strategy for Development. The Bank should clarify if any change to this strategy would require Board approval. 	

3. How should the World Bank target its procurement staff resources to get the best results?
<ul style="list-style-type: none"> • The Bank should consider more engagement with e-procurement.
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"> • Regarding co-financing with other banks, participants noted how these cases need to be covered under the provisions for alternative procurement arrangements, and therefore must be mentioned explicitly to include co-financing with other MDBs. • The Bank should clarify whether GPA member countries are permanently cleared to use their own procurement arrangements.
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?
<ul style="list-style-type: none"> • Participants suggested implementing a set of regulations that prevents consultants from favoring products from their region. In order to prevent preference, the product selection process should be regulated.
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"> • Participants explained the importance of outlining how complaints from CSOs and from unsuccessful bidders will be monitored and addressed. • Appeals should be possible on matters of process: was the procurement run properly in accordance to the agreement with the Bank? Was the procurement process in accordance with the Bank's expectations of integrity? • The Borrower is always responsible for procurement. The Bank appears to be proposing more hands-on support to Borrowers' procurement, including in the area of complaints handling. Multi-lateral development banks have so far avoided to step into the Borrowers' role. • The Bank should clarify whether it will compensate Borrowers if they suffer a financial loss as a result of a dispute settlement.
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?

- Open competition should be mentioned as principle for Bank procurement. The proposed framework includes some references to competitive factors, but those should be established as the norm. Non-competitive aspects may be considered in certain, specified circumstances, but should not generally be acceptable, and certainly never for high risk procurements.
- It was emphasized that a strong governance system was needed inside the Bank to back up the procurement framework and ensure that it's run appropriately.
- Stakeholders asked the Bank to coordinate with other international institutions in a strategic manner.
- Participants emphasized the importance of the referencing internationally agreed rules and standards in the proposed procurement framework, without which there could be a negative impact on the principle of fair competition.
- Participants were interested to learn whether the Bank would be releasing more information about its contracts when advertising, especially regarding the total contract amount and other details that could be beneficial to competing organizations.