



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

Date: September 26, 2014

Location (City, Country): Tbilisi, Georgia

Total Number of Participants: 20

Overview and General Reactions: A consultation session with government stakeholders took place on September 26, 2014 in Tbilisi, Georgia. Complaints monitoring and contract management were some of the key topics of discussion, with many issues being addressed and advice recognized. Overall, the consultations were successful for the parties involved, though it was expressed that stakeholders would like to see more sustainability, and more transparency as we continue forward.

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"> As many smaller companies without experience will not be awarded the tender, it may be beneficial to allow for a knowledge exchange so that smaller companies are able to compete, thus improving the diversity of the applicant pool.
3. How should the World Bank target its procurement staff resources to get the best results?
<ul style="list-style-type: none"> Representatives noted that collaboration between domestic and international companies is advantageous; domestic companies are more familiar with domestic situations, while international companies have more capacity, a collaboration between these two

advantages will help improve the overall outcome of a procurement project.

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?

- Many of the representatives noted that transparency can possibly be a solution that will help curb fraud and corruption issues, with participants stating that transparency in allowing companies to see each other's bids could help further police the process, and identify any relevant issues.

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?

- Representatives were interested in exploring how the issue of simplification will be address, especially in during the appeals process, stating that because the current policy requires professional services/support, many companies are demotivated when it comes to filing an appeal; by simplifying this appeals process, many smaller companies will be more willing to appeal the process.

9. What should be the Bank's role in contract management, and with regard to improving performance of suppliers?

- Participants suggested outlining more rigorous conditions for companies to give preference to local suppliers against international bidders; since cost for local suppliers is generally higher, it may be beneficial to assign some advantages for companies using local suppliers.

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

- Representatives noted that the section describing conflict of interests can be further expanded upon; further noting that there is no clear justification that describes a company that operates as designer of construction and can not later operate as a contractor of civil works.
- Some participants were interested to know whether the Bank will be standardizing descriptions of goods within the procurement process, as this could be beneficial to countries who spend significantly on commodities.