



The World Bank

Procurement Policy Review Feedback Summary

Date: September 23, 2014

Location (City, Country): Rome, Italy

Total Number of Participants: 64

Overview and General Reactions: A consultation session with multiple stakeholders took place on September 23, 2014 in Rome, Italy. A large consultation session, many articles of support and concern were brought to the table, providing a productive dialogue for all involved parties. The general response to the revision of the policy was positive, with prominent issues concerning capacity building and procurement performance being addressed.

Specific Feedback from Stakeholders

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

- Participants noted the essentiality of capacity building if the Bank aims to reduce prior review in favor of post review, which may pose a potential issue should it engage low and middle income countries.
- Participants supported the revision of the Bank's policy, though suggested that procurement staff need to be ready when the new framework (necessary to the new system) is in place and the need for their contribution to capacity building of borrowers naturally increases.
- Representatives aimed to emphasize the importance of capacity building in innovative procurements, further noting the importance of national institutions and the ability to work with them.

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 forming rigorous outlines for companies to have assurance that VfM criteria is being followed, representatives further expressed their concern with the possibility that broad definitions of the term may drive unequal competition.
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?
<ul style="list-style-type: none"> Participants applauded the Bank's "hands-on" approach and appreciated the Bank's assistance with project management, noting, however, that the need for increased lending may be the means by which to ensure the success of projects.
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"> Representatives noted that in order to improve the performance of country procurement support the profession must be, at first, recognized. By raising the profile of the profession the Bank will help further ensure the success of not only the procurement project, but will build the capacity for future projects in the country. Regarding competitive dialogue and negotiations between the Bank and the government, participants expressed caution as issues (such as those regarding transparency) can differ immensely between countries.
8. What role should the Bank have with regard to complaints monitoring?
<ul style="list-style-type: none"> In order to further strengthen communication, participants, while noting the definite improvements to the debriefing process, suggested expanding more on the subjects of non-selection bids, weak points in the proposal, and reasoning behind the selection; stating that this further improved communication will help strengthen capacity building within all involved parties.
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?
<ul style="list-style-type: none"> Regarding the country procurement assessment, participants sought clarification on whether the procurement strategy would be defined for the country, after which following down to the project level.

- Participants were interested to learn more about what the Bank is doing regarding e-procurement, and in a similar vein, how it is planning to further the access of procurement and tender data.
- Representatives noted that a short-list for procurement contracts would be useful, in addition, more detail on the level of pre-qualification and the first bidding phase. This will help for preparing for the cost of prequalification and would help simplify the process.