L.A. Chamber Presentation

Opportunities for Partnership with the World Bank

Keith Curtis
The World Bank Group
International Development Imperative

Moral

Strategic

Economic
## World Bank Group

<table>
<thead>
<tr>
<th>Organization</th>
<th>Year</th>
<th>Services</th>
</tr>
</thead>
<tbody>
<tr>
<td>International Bank for Reconstruction and Development (IBRD)</td>
<td>1944</td>
<td>Loans to middle-income countries</td>
</tr>
<tr>
<td>International Development Association (IDA)</td>
<td>1960</td>
<td>Loans, credits and grants to poorest countries</td>
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<tr>
<td>International Finance Corporation (IFC)</td>
<td>1956</td>
<td>Equity, debt, and advisory for private businesses</td>
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<tr>
<td>Multilateral Investment Guarantee Agency (MIGA)</td>
<td>1988</td>
<td>Political risk insurance</td>
</tr>
<tr>
<td>International Center for the Settlement of Investment Disputes (ICSID)</td>
<td>1966</td>
<td>Investment dispute resolution</td>
</tr>
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The Five Multilateral Development Banks

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World Bank PSLO Network
Current Issues in Procurement
Two Types of Bank Procurement

**IBRD**

**Bank-funded Procurement**

Governments borrow money from the Bank to buy goods and services.

Opportunities available in country strategies and project information documents (PID).

**Corporate Procurement**

World Bank buys goods and services for its own account.

Contracts typically for consultant services.
Corporate Procurement Platform

World Bank Group Commitments (FY13)

Total: $52.6 billion

- IFC*: $18.3 billion
- IDA: $16.3 billion
- MIGA: $2.8 billion
- IBRD: $15.2 billion

*Excluding mobilization ($6.5 billion)
Four Basic Product Lines

1. Bank-funded procurement: a foreign government borrows money from the MDB to buy goods and services

2. Corporate procurement: the MDB buys goods and services for its own account

3. Investment products: trade finance, investment funds, carbon finance

4. Risk mitigation products: political risk insurance
The MDB Project Cycle defines how projects are programmed, identified, prepared and approved.
Identify World Bank-funded Bid Opportunities

The PID PAD Procure Pipeline

PID: Project Information Document
PAD: Project Appraisal Document
1. **PID (Project Information Document)** – The first publicly available document about a given project is the 6-7 page PID, which conceptualizes the project. [www.worldbank.org/projects](http://www.worldbank.org/projects)

2. **Project Appraisal Document (PAD)** – The 100+ page PAD offers detailed information, including a procurement plan for the first 18 months. [www.worldbank.org/projects](http://www.worldbank.org/projects)

3. **Procure** – Procurement notices are published locally and in UN Development Business. [www.devbusiness.com](http://www.devbusiness.com)
Mapping for Results

Mapping for Results visualizes the locations of World Bank-financed projects to better monitor development impact, improve aid effectiveness and coordination, and enhance transparency and social accountability.

Read More >>

Country Name

RSS
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South Sudan: Health Care Project

Mapping for Results - South Sudan, Africa

11 financed activities working in 228 mapped locations

FINANCED ACTIVITIES BY SECTOR

$265.75 million

- Transportation
- Health and social services
- Education
- Public Admin., and Justice
- Water, sanitation, and protection
- Agriculture, and forestry
- Industry and trade
- Finance
- Information and communications

funding for local and national activities

MORE DATA

SOUTH SUDAN
South Sudan: Health Care Project

- World Bank’s newest member nation as of April 2012.
- $70 million project to improve South Sudan’s health system by:
  - expanding the delivery of health services in four states
  - providing drugs and supplies
  - building capacity at the Ministry of Health
- A U.S. NGO in the Mid-Atlantic states carried out a series of contracts worth more than $5.6 million
Bangladesh: U.S. Subcontractor
Bangladesh: U.S. Subcontractor

- $350 million project to mitigate capacity and build capacity at implementing agencies

- Three main components:
  - 60 km natural gas pipeline
  - 300 MW peaking power plant with gas turbines
  - 11 km, 230 kV transmission line

- Spanish firm was prime contract, but GE as a subcontractor installed the turbines, worth $100 million
Togo: Debt & Equity Financing

- $190 million power project, of which IFC invested $14 million and OPIC invested another $146 million into a U.S. firm
- U.S. company developed, constructed, and is now operating a 100 megawatt power plant in Lomé
- First substantial foreign investment in Togo in over a decade
- Togo’s government now better positioned to leverage the private sector to support the country’s infrastructure needs
Procurement Reform

1. Best Value procurement basis vs. least cost
2. Work with major suppliers / flexible RFI approach
3. Enhanced complaint system
4. Flexible procurement systems; WTO/GPA
AFR’S STRATEGY AND PRIORITY THEMES ARE ALIGNED WITH WBG TWIN GOALS

**AFR STRATEGIC PILLARS**

**Competitiveness and Employment**

**Vulnerability and Resilience**

**FOUNDATION**

**Governance and Public Sector Capacity**

**WBG TWIN GOALS**

*Ending Extreme Poverty & Boosting Shared Prosperity*

**AFR PRIORITY THEMES**

**Energy**
Engagement along the full value chain (generation, transmission, distribution and access); reduce cost of production and improve pricing; clean energy generation (hydro, gas, geothermal); power pooling (across sub-regions); PPP.
Core IFC area: Africa Special Initiative for Infrastructure, WBG Power in FCS Initiative.
MIGA priority: Energy efficiency.

**Higher education/Science and technology**
Improve quality of education; efficient use of funding; private sector linkages; training in science and technology, to enable productivity increase and structural change.

**Social protection**
Extend coverage of social protection systems to help households mitigate shocks and build human capital, including in FCS.

**Health**
Expansion of quality basic health services to all, including through adoption of results-based approaches.
**WBG Health in Africa Initiative**

**Gender**
Regional Gender Action Plan: reducing mortality (vulnerability), increasing earnings & investing in youth (competitiveness), & voice (governance).
**IFC cross-cutting focus area**

**Trade: Competitiveness; Micro, Small and Medium Enterprise Development**
Improve competitiveness and access to finance; support local private sector transition to light manufacturing and modern agriculture activities (job creation); increase sub-regional trade.
Core IFC area (Leading Inclusive Business Approaches) and Cross-cutting Focus Area (Investment Climate)

**Agriculture and Water Resources Management/Climate Change**
Food security; irrigation; pastoralism; agribusiness; improve policy context; PPP.
**IFC Agribusiness in Africa Special Initiative**

**Urban Planning**
Integrated urban development, bringing together various sectors - including urban water and sanitation, transport, roads, housing, power, governance; PPP

**Transport**
Regional connectivity; logistics; inter-modal transport systems; railway, ports, urban transport; PPP

**Fiscal and Debt Management**
Manage economies and debt well; manage extractive industries rents transparently.

**Data/Statistics**
Build statistical capacity to produce timely, accurate statistics and understand poverty dynamics in countries.
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