



Arabian Institute For Training

Procurement Management of Equipment and Works for World Bank Aided Projects

INTRODUCTION

- Developing countries spend millions of dollars each year on purchased goods, construction and services for development purposes. Much of this money comes from International Finance Institutions such as the World Bank in the form of low-interest loans or grants. The World Bank is a vital source of such financial and technical support. In 2016, the World Bank entered into more than \$16 billion in new development commitments for Investment Project Financing to assist in the funding of infrastructure or consultancy projects for transportation, water and sanitation, energy and extractives.
- This specialist training seminar on Procurement Management of Equipment and Works for World Bank Aided Projects explores the key provisions of the new World Bank Procurement Regulations for Investment Project Financing that came into force in July 2016. The new regulations place a high importance on ensuring that World Bank funded projects will deliver Value for Money and the new Procurement Framework is structured around achieving that goal. This training seminar includes group work to enable participants to prepare the main strategy and procurement planning documents that the World Bank expects from public authorities that wish to apply for IPF financial support.

This training seminar will highlight:

- Procurement Procedures for the World Bank Financed Projects
- The New World Bank Procurement Framework
- Procedures for Soliciting Competitive Bids
- Running a Successful Procurement
- Process of Procurement Planning

OBJECTIVES

During this training seminar, you will learn:

- What the New World Bank procurement regulations require?
 - How to competently plan and execute the entire procurement cycle?
 - What you need to do to comply with the Procurement Regulations for IPF Borrowers?
 - How to manage the processes for the procurement of equipment and works?
 - How to apply sound procurement planning strategies?
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TRAINING METHODOLOGY

- Dynamic, interactive and totally participant focused, this Procurement Management of Equipment and Works for World Bank Aided Projects training seminar will be delivered by a world class subject matter expert; whose knowledge and skills have been honed over many years working in the field of projects, procurement and contract management. Using the most up to date learning practices, current material and actual case studies, the participants will be taken on a journey of discovery by understanding the real need to develop the right processes and systems for their organisation.

ORGANISATIONAL IMPACT

The organization will benefit by having trained personnel who can understand and implement:

- The Core Procurement Principles
- Efficiency and cost-effectiveness in the procurement of goods and equipment
- Project Procurement Strategy for Development (PPSD)
- Modern procurement methods
- Evaluation of strategy options for the procurement

PERSONAL IMPACT

Delegates attending this training seminar will learn and benefit by:

- Understanding the Modernized Procurement Framework (WBPF)
- How to request and manage Bids and Proposals
- Best Practice in Planning a Procurement
- Provide modern and efficient procurement approaches and methods
- Understand Value-for-Money (VfM) decision making for award of contract

WHO SHOULD ATTEND?

This Procurement Management of Equipment and Works for World Bank Aided Projects training seminar is suitable to a wide range of professionals but will greatly benefit those who need a sound working knowledge of the new Procurement Framework of the World Bank, including:

- Project Management Professionals and Team Leaders that need to understand strategic procurement planning
 - Technical Specialists such as engineers involved in procurement
 - Professionals that need to understand the new approach to procurement financed by development organizations
 - Procurement Professionals that need to understand a best practice approach to procurement
 - Central Tender Board Officers
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Course Outline

- Many public-sector organisations in developing countries that wish to obtain financial help, face the challenges of having to understand and then apply the strict procurement regulations of the funding agency. The World Bank's regulations and processes have recently changed, and the organisation places an increased focus on the Borrower being able to create well thought out plans that will deliver effective development results. This Procurement Management of Equipment and Works for World Bank Aided Projects training seminar will cover the fundamental elements and processes involved and how the World Bank operates and what its expectations are.

The World Bank's New Procurement Framework

- The World Bank and Its Five Organisations
- World Bank Procurement Policy Aims and Objectives
- The World Bank's Six Stage Project Cycle for Funded Projects
- Core Principles in the New Procurement Framework
- A New Emphasis on Value for Money
- Overview of the New Procurement Regulations

The World Bank Project Procurement Strategy for Development (PPSD)

- Preparing the Draft PPSD
- Selecting an Appropriate PPSD Template
- Strategic Assessment of the Borrower's Operational Context and Capability
- Developing the PPSD Supplier Market Analysis
- Carrying-out a Procurement Risk Analysis

Developing the Borrower's Procurement Plan

- The Procurement Cycle
- Common Abbreviations and Defined Terms
- Designing the Procurement Approach and Objectives
- Defining the Requirements and Writing the Specification
- Working with Stakeholders to Develop the Procurement Plan
- Securing the Bank's "No Objection"

Competitive Bidding under the New Procurement Framework

- Important Regulations about International Competitive Bidding (ICB)
 - Approved Selection Methods
 - Using World Bank's Standard Procurement Documents (SPDs)
 - Request for Bids
 - Request for Proposals
 - Use of BAFO and Negotiation
 - Innovative Selection Arrangements
 - Competitive Dialogue
 - Public Private Partnerships
 - E-Auctions
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Running an Effective Procurement for a World Bank Aided Project

- Evaluation of Supplier Bids and Proposals
- The “Substantially Responsive” Bid
- Qualifying Criteria, Pre-qualification and Initial Selection
- Using Rated Criteria
- Life Cycle Costing and other Financial Evaluation Techniques
- Selecting the Most Advantageous Bid or Proposal
- Managing Complaints and Use of the Standstill Period
- Contract Implementation to Deliver Value for Money
- The Contract Management Plan
- The Bidder Perspective



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