International Finance Corporation
World Bank Group

Consultancy Opportunities with IFC

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Rome, Italy, May 14, 2018

Table of Contents

Types of Procurement and Spend

What does IFC buy

WBG Procurement Principles and Processes

Bidding Opportunities

Being a Registered Vendor

Useful Tips

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Types of IFC Procurements and Spend

- **IFC's internal need (administrative)**, approximately $250 million per year

- **IFC's need supporting our business Advisory Services and Investment projects (operational),** approximately $50-60 million each year

- About 50% of all procurement is handled by IFC's 100+ country offices. Large administrative procurements handled by HQ

What does IFC buy for its own Purpose?

- Consultancy services (financial services, training, management services, etc)
- Travel, security, food services, catering, hotels
- Goods and services such as office equipment, facility management services construction and architectural services, commuter services, etc
- IT systems, computers, etc

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What does IFC buy in support of its Business ?

Due Diligence and Market Studies in support of IFC's Investments

- Engineering experts
- Legal and financial experts
- Technical experts in various sectors within infrastructure, agriculture, IT, financial services etc.
- Environmental and social experts

Technical Assistance in support of IFC's Advisory Services

- Technical and legal experts in executing PPP transactions
- Experts in energy, gender, food services, green building, financial services etc.
- System automation
- Competition, tax and regulatory experts
- Civil servant capacity building

Other Services in support of IFC's Operations

- Impact evaluations
- Management consulting
- Financial services
- Knowledge management

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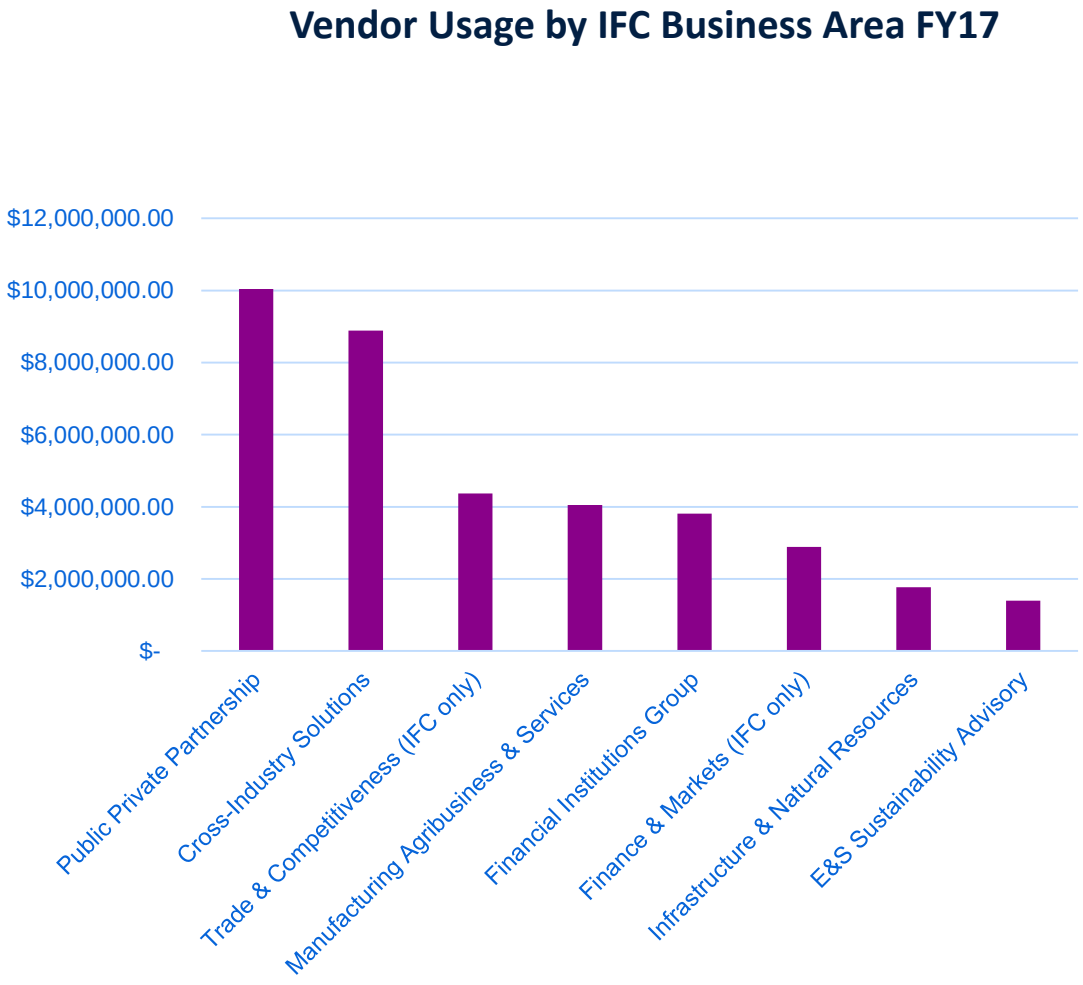
IFC's biggest users of Consulting Services



IFC buys between $50 and $60M in Operational Consulting Services each year. 10% linked to Investment, 90% Advisory Services

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Importance of your Partnerships to our Work

Win-win partnerships allow us to:

- Achieve more **development impact** than we can alone
- Tackle the **highest-priority challenges** on the development agenda
- Enhance outreach to **underserved market segments**
- Leverage the **know-how and expertise** of like-minded partners

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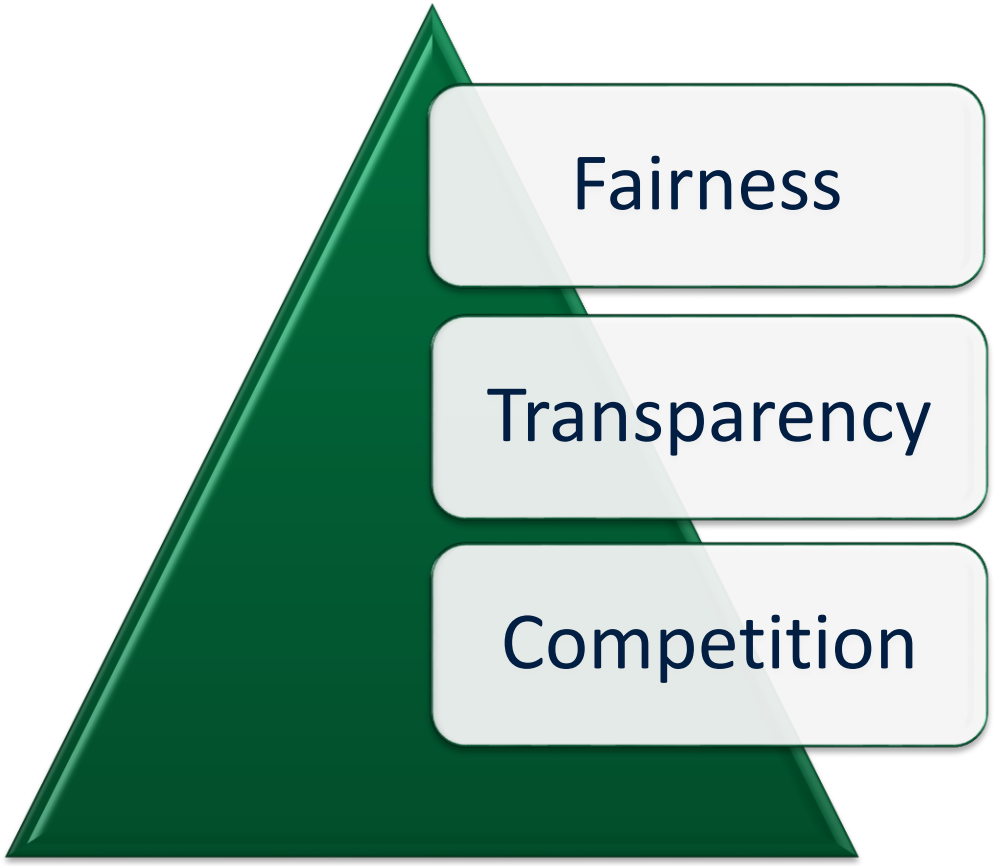
WBG Guiding Procurement Principles



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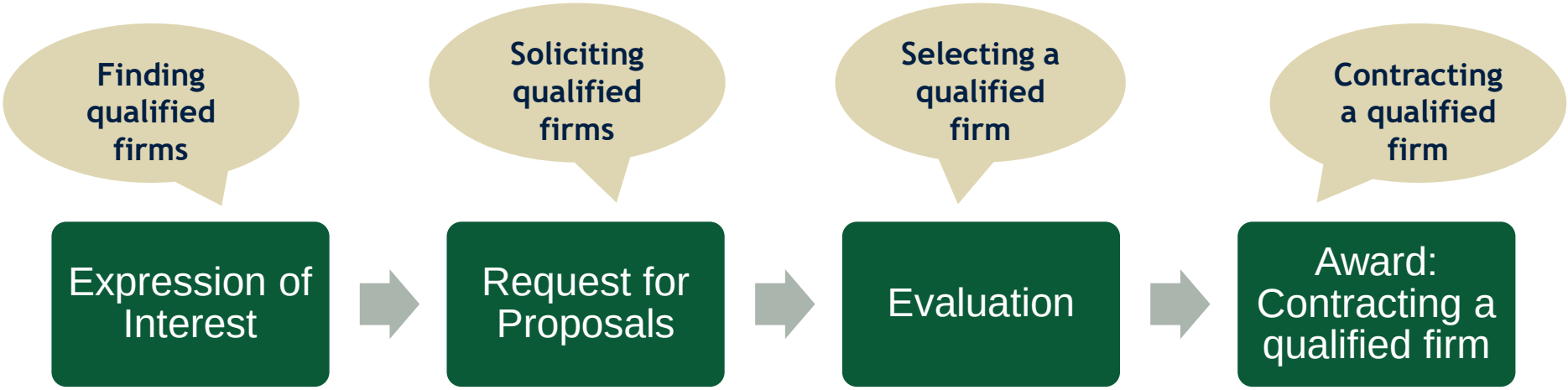
The WBG Procurement Process



Contracts governed by the laws of District of Columbia

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Where are new opportunities found?

Go to the WBG website:
http://www.worldbank.org/en/about/corporate-procurement/business-opportunities

https://wbgeconsult2.worldbank.org/

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Business Opportunities

Home
Business Opportunities
Vendors

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Email

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11th Floor, Perungudi
Chennai 600 096
Email

MAILING ADDRESS

1818 H Street, NW
MSN C 4-400
Washington, DC 20433

Business Opportunities

The World Bank Group advertises competitive business opportunities for goods, services and consulting services. To express interest in these business opportunities, please follow the instructions in the notice.

All firms and individuals are encouraged to review the information provided in this website before they submit a proposal in order to ensure that they will be eligible to register and become an approved World Bank Group vendors.

Note: Subject to the exceptions of the respective information disclosure policies, the World Bank Group reserves the right to publicly disclose contract award information – specifically, the name of the vendor receiving the award, a brief description of the contracted goods or services, and the contract award amount. Vendor's proposal and contractual documents will remain confidential and therefore not subject to disclosure. Information about World Bank Group Corporate Procurement contract awards is available on the Corporate Procurement Awards site.

Please note that information regarding awards that may pose risks to the safety and security of Bank Group staff and information security will not be disclosed.

For further information, please submit a request for information through the Access to Information site.

BUSINESS OPPORTUNITIES

Administrative Opportunities
Operational Consulting Opportunities

RELATED

Corporate Procurement Contract Awards
List of Non-Responsible Vendors
Restrictions on Current and Former WBG Staff
What the World Bank Group Buys

Vendor Registration

All you need to know about being a WBG Vendor

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eConsultant2 System

- A web based procurement system mandatory for all operational procurement selections

- The system allow firms to view opportunities, express interest, obtain documents, send proposals and communicate with IFC in a secure online environment.

Getting started for Firms

1. Firms must register in eConsultant2

- url for vendors: wbgeconsult2.worldbank.org
- Help for vendors: wbgeconsultant@worldbank.org

2. Check out the vendor registration

- http://www.worldbank.org/en/about/corporate-procurement/vendors

3. Check out the business opportunities

- http://www.worldbank.org/en/about/corporate-procurement/business-opportunities

4. Check out IFC's web site

- https://www.ifc.org

How Firms can be more competitive for IFC Contracts

- Keep abreast of IFC's strategies and priorities
- Constantly monitor new opportunities on **the WBG web site**
- Register in the **eConsultant 2** system
- Check out the **Vendor Registration** requirements and apply on line
- Disseminate information about your expertise through contact with IFC offices, participation in seminars and conferences
- Compete where you are competitive!!
- Ask questions up front

Common Mistakes

- Not fully responding to the Terms of Reference, please note English is our preferred language
- Not asking questions/clarifications (within given deadline)
- Submitting technical and financial proposal too close to the deadline
- Not meeting vendor registration requirements

Questions?

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