

INTRODUCING THE INTER-AMERICAN DEVELOPMENT BANK GROUP: Opportunities for Italian companies

Rome, October 2 2018



Opportunities for Italian companies : PARTNERSHIPS





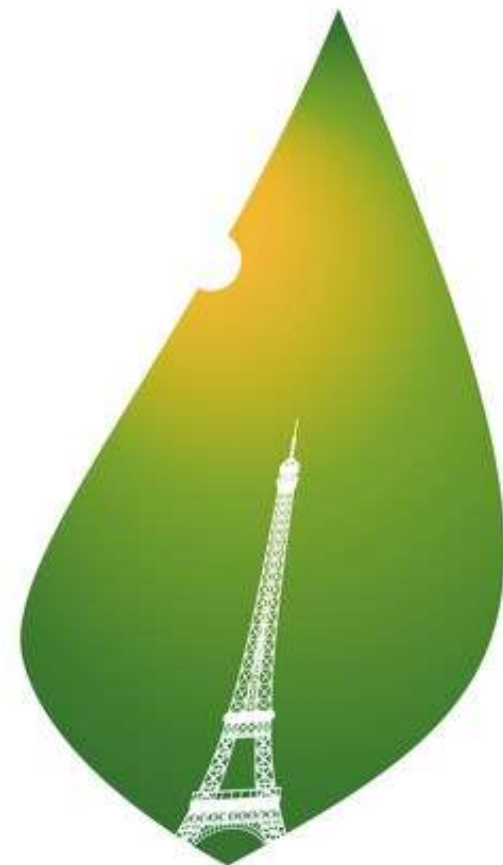
FINANCING FOR DEVELOPMENT

13-16 JULY 2015 • ADDIS ABABA • ETHIOPIA

TIME FOR GLOBAL ACTION



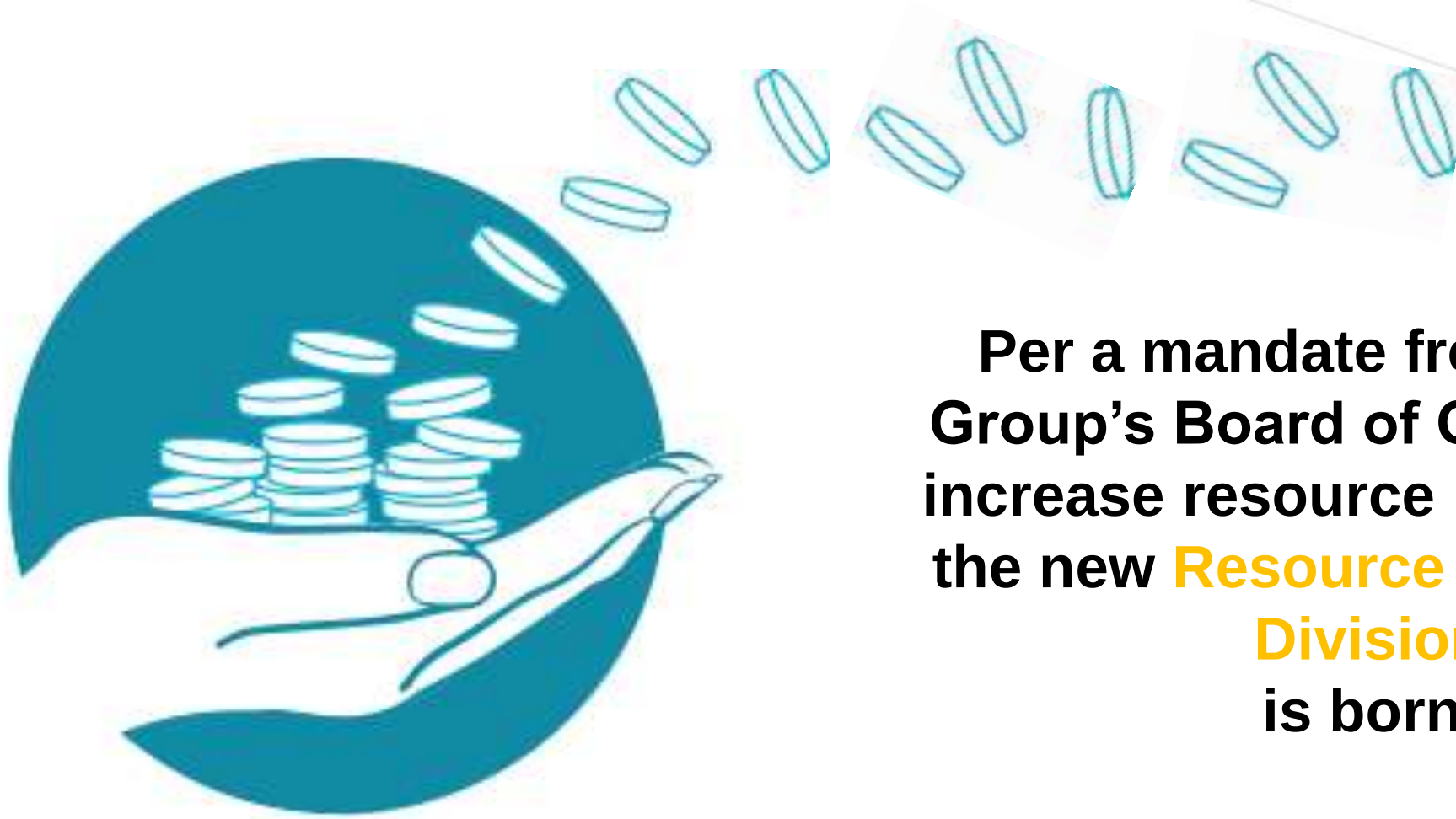
SUSTAINABLE DEVELOPMENT GOALS



COP21 • CMP11

PARIS 2015

UN CLIMATE CHANGE CONFERENCE



Per a mandate from the IDB Group's Board of Governors to increase resource mobilization, the new **Resource Mobilization Division** is born.



1959



2010



2015



2018

Blended Finance

Innovative Finance

Bonds for
Sustainable
Development

De-risking
Instruments

Guarantees

Green Finance



1959



2010

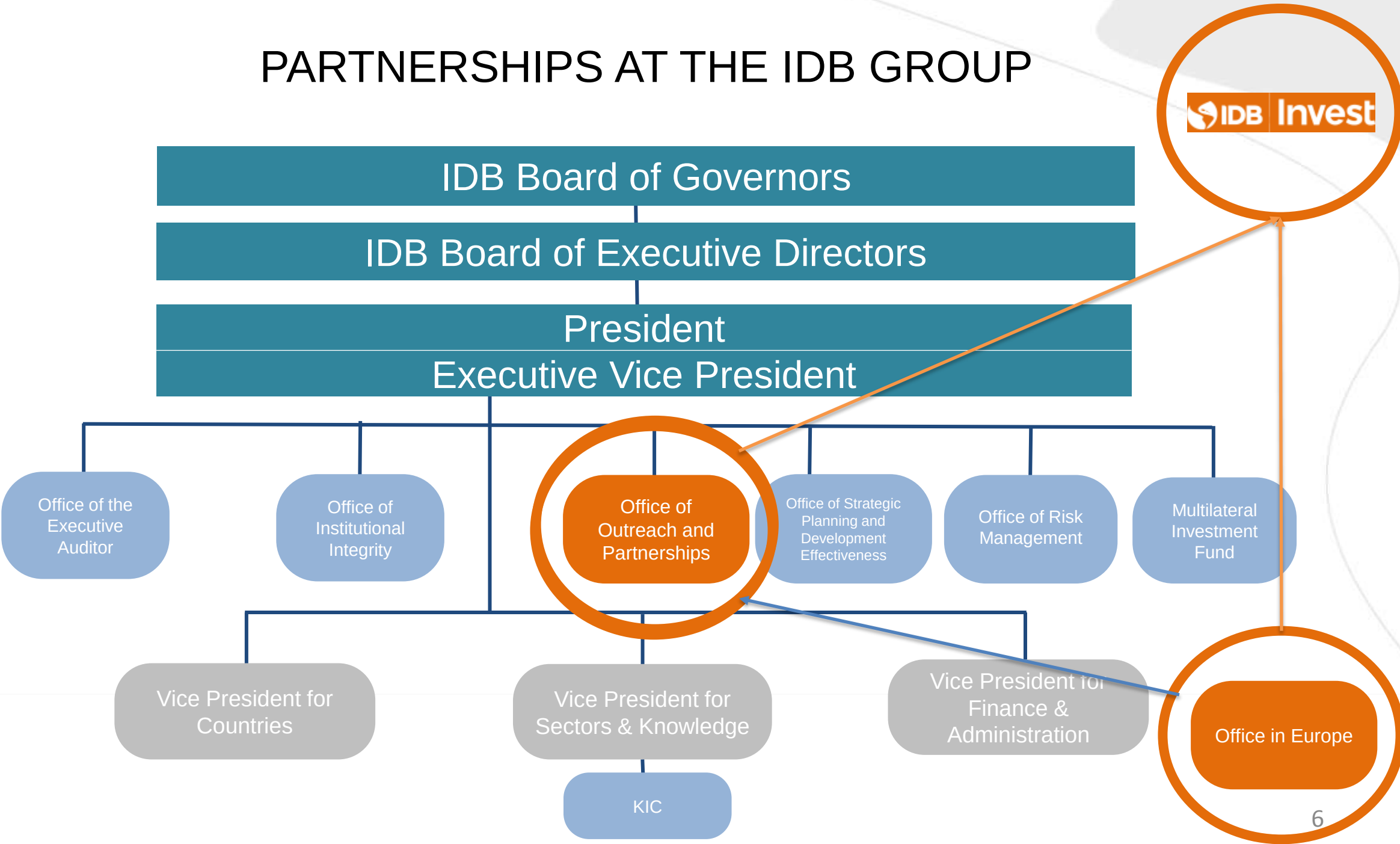


2015



2018

PARTNERSHIPS AT THE IDB GROUP







Opportunities for Italian companies : PROCUREMENT

IDB FINANCING IN LATIN AMERICA AND THE CARIBBEAN

LAC Public Procurement Market

US\$ **800b**

Public
Procurement
Market

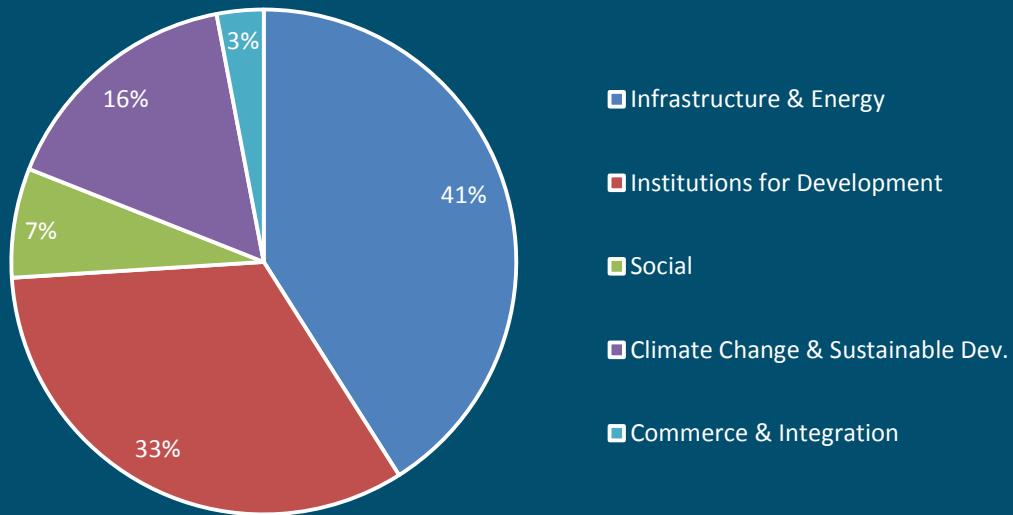
70%

of these business
opportunities are
published on the Internet

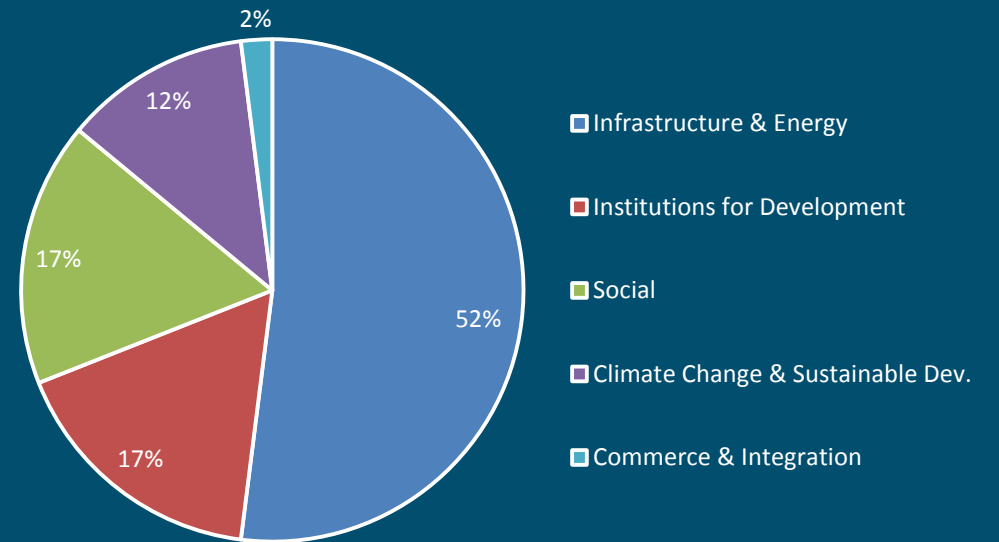
IDB Financing Overview

Every year the IDB approves about USD 10 billion in investment operations

Portfolio in preparation*
(US\$13b)



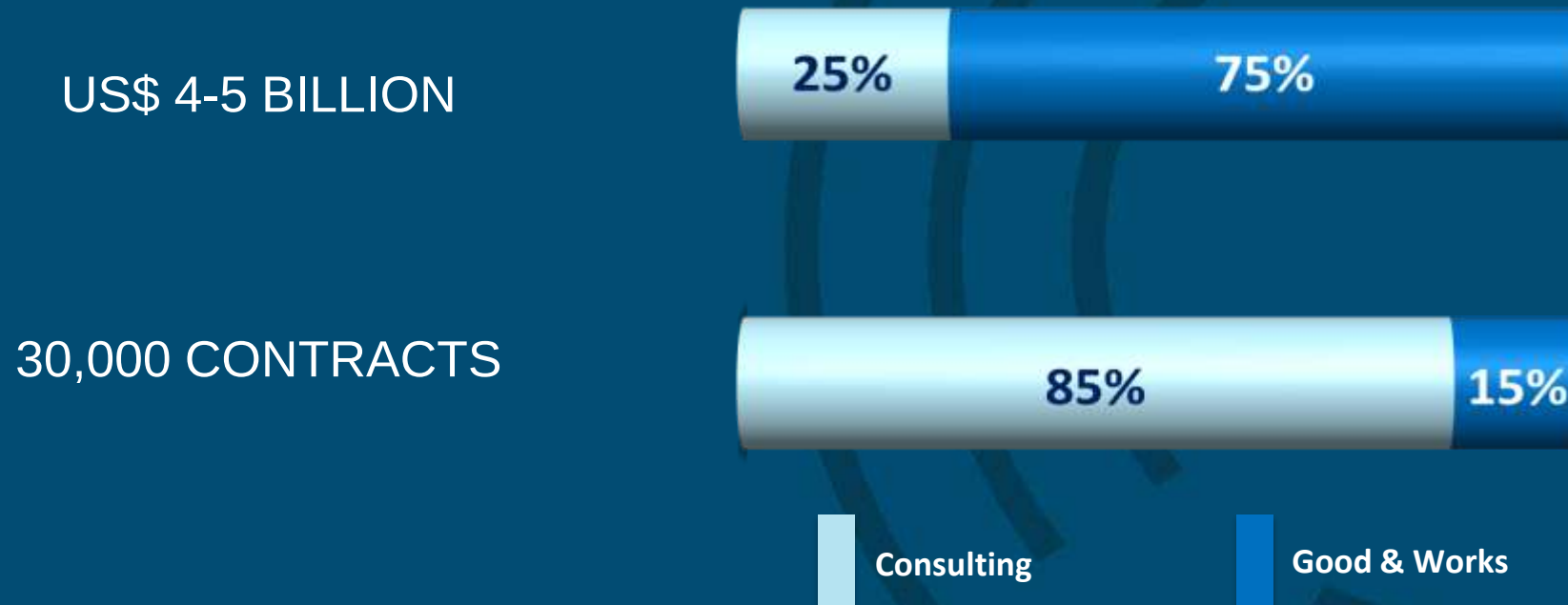
Value of active portfolio*
(USD 48b)



* Information as of October 15, 2017

Key Figures

IDB-Financed Contracts Awarded Yearly



PROJECT PROCUREMENT POLICIES

IDB Procurement Policies

➤ Policies for the Procurement of Goods and Works

➤ Policies for the Selection and Contracting of Consultants

➤ Policies for the Use of Country Procurement Systems

Principles

- Economy
- Efficiency
- Transparency
- Competency
- Equal Opportunity

Eligibility

Open to all firms registered in, and origin of goods from IDB member countries

Roles and Responsibilities in Procurement Processes

Borrower / Executing Agency

executes operations and is responsible for:

- Planning
- Evaluation
- Contract Award
- Contract Administration



- IDB Procurement Policies
- Agreement per validated country system

IDB finances project and oversees compliance

IDB has NO contractual relationship with business community



Standard bidding documents and contracts

Business Community screens and identifies opportunities, requests clarifications, submits proposal, signs the contract with the Borrower and executes the contract.

IDB Project Design and Execution Highlights

- IDB Procurement Specialists are members in all project teams from the design stage

- Procurement strategy based on intelligent data and market analysis

- Supervision approach based on risks and complexity

- Use of Country Procurement Systems (17 countries)

THE *VALUE FOR MONEY* CONCEPT AT THE IDB

Value for Money (VfM) is a key principle in public procurement. It is defined as “the efficient, effective and economic use of resources, including the evaluation of all relevant costs, benefits, risks and non-price attributes over the life cycle”.

The IDB seeks to **maximize VfM** in each procurement it finances.

VALUE FOR MONEY IN PRACTICAL TERMS

Based on 30,000
contracts per year

Methods²



2%

Competitive Dialogue,
Negotiations, or other¹

International Competitive
Bidding

Limited International Bidding

National Competitive Bidding

Price comparison

98%

Direct Contracting

Consulting Firms

Individual Consultants

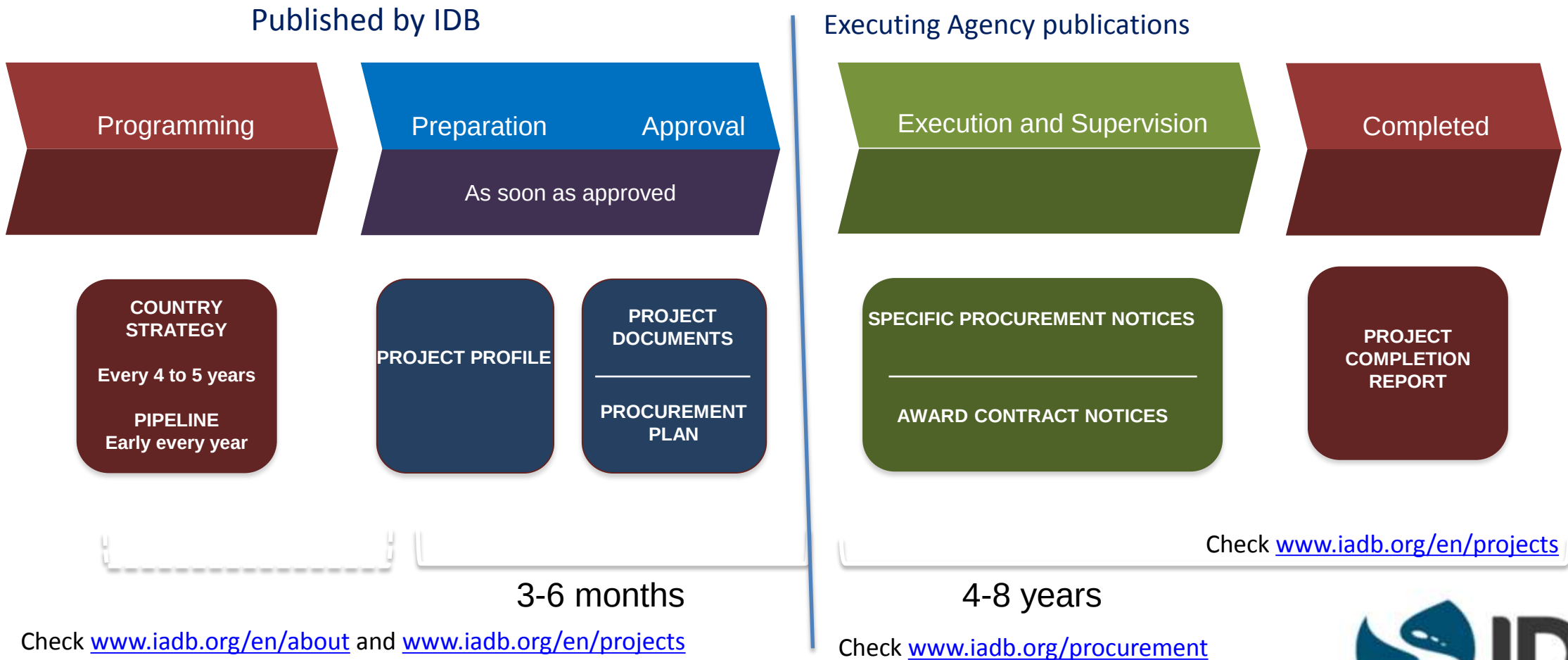
Single Source

- Greater weight for technical aspects using ICB, competitive dialogue for innovative technical aspects/design construction, negotiations or other methods
- Whole life cycle approach with Net Present Value considerations
- In large scale procurement with common technical requirements, VfM is 100% in technical compliance with life cycle and associated costs, maintenance and cycle closure, all taken into consideration for the award goes to the Lowest Evaluated Cost
- VfM is otherwise explained as “spend less, spend well and spend adequately to satisfy the local priorities”
- At times, the best VfM can be the award without competition
- In Consulting Firms selection, quality is paramount
- For Individual Consultants it is their qualifications
- At times, the best VfM can be the award without competition

¹ The unique use of complex methods, such as Competitive Dialogue in a project, will be considered on a case-by-case basis and subject to Board approval

² Please check methods descriptions in policy documents.

PROJECT CYCLE – INFORMATION ON IDB'S WEB



PROTESTS

- Who can submit complaints or protests?

Anyone who has an interest in a specific procurement process, which includes anyone in addition to a participating bidder.

- When can these protests be submitted?

Anytime during the procurement process; or, even after contract signature but the matter must refer to the process itself, not to the signed contract's administration. If not satisfied with response, re-submit with copy to IDB Country Office in project's country.

- Who resolves the protest?

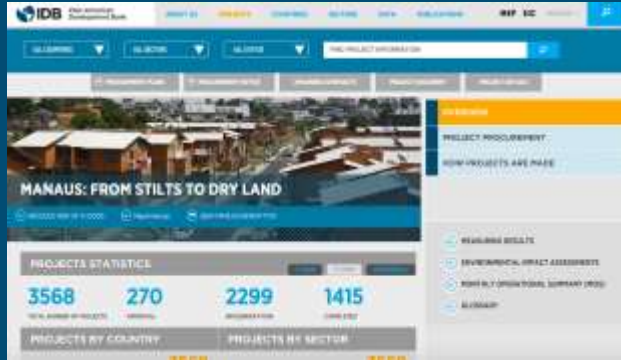
The borrower or the executing agency directly. Therefore, the protest must be submitted to the executing agency in charge of the project and of the procurement process itself.

IDB Role: The Bank ensures, through close dialogue with the borrower and the executing agency that they attend the protest timely, the response is based on IDB policy, it is thoroughly resolved, and duly responded to the protesting party.

Key Factors for Successful Firms

- Have a long-term perspective
- Be systematic in screening information
- Be strategic and persistent in:
 - Assessing the market
 - Assessing your competition
- Contact the Executing Agency if you have questions
- Understand the legal nuances for foreign firms (visas, taxes, registration, legally establishing)
- Approach your Embassy or Commercial Office in the Borrowing country to seek firms from your country already established locally
- Stay in touch with IDB sector initiatives through their [Blogs](#)

IDB Resources and Online Information



www.iadb.org/projects
For the Pipeline and Project Information



www.iadb.org/procurement
For specific information on:

- Procurement Plans
- Specific Procurement and Award Notices
- Procurement Policies
- Standard Bidding Documents
- Information on Contracts Awarded



www.devbusiness.com
UN Development Business *Online*
For advertising of international procurement opportunities

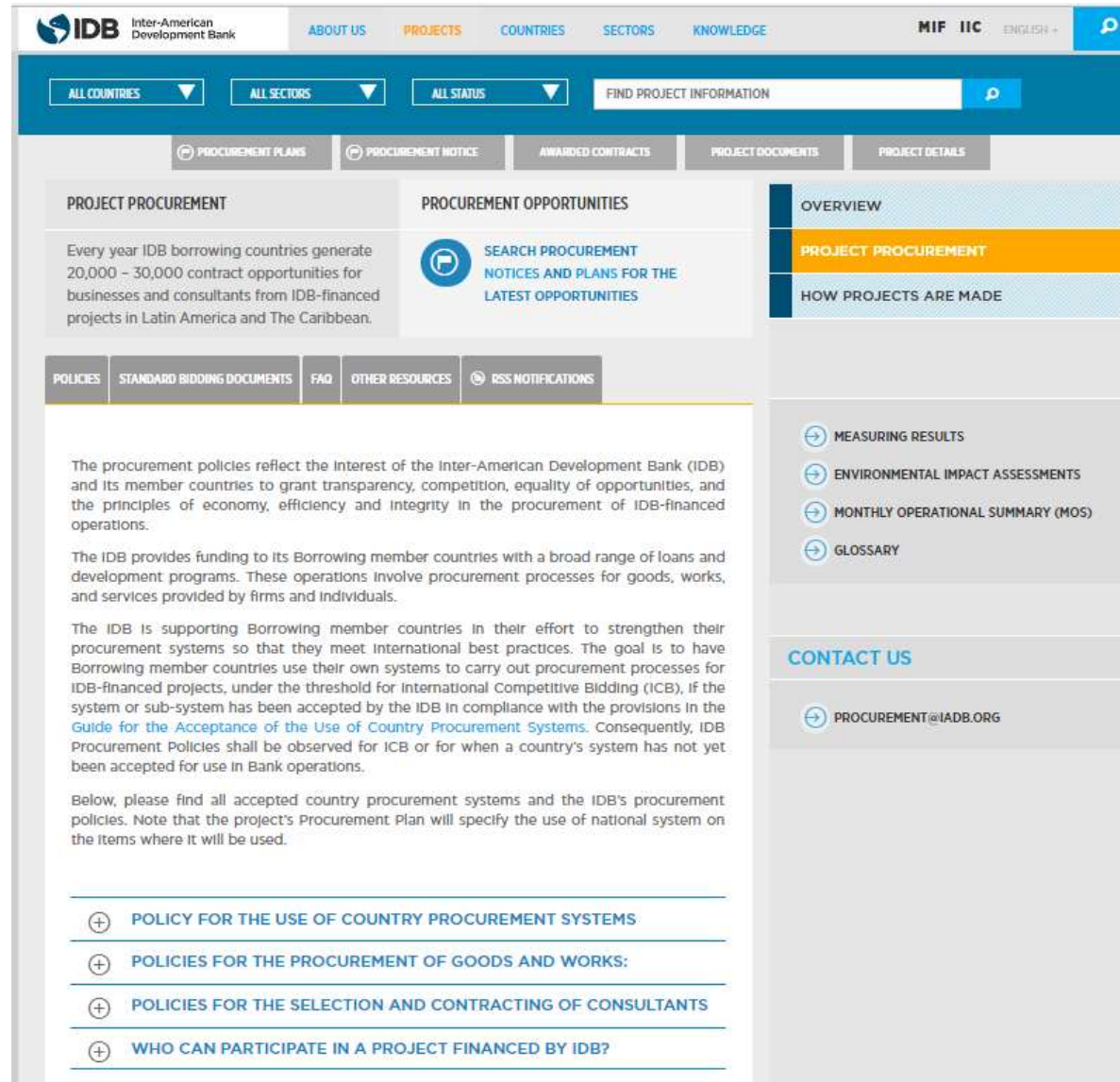


www.connectamericas.com
A social network for businesses in the Americas

INFORMATION AVAILABLE ON PROJECT PROCUREMENT WEBSITE

Searching Information on Project Procurement

Go to: www.iadb.org/procurement



The screenshot displays the IDB Procurement website interface. At the top, the IDB logo and navigation menu are visible. The main content area is divided into several sections: 'PROJECT PROCUREMENT' with a brief overview of contract opportunities, 'PROCUREMENT OPPORTUNITIES' with a search button, and 'POLICIES' with detailed text on procurement principles and procedures. A sidebar on the right contains links to 'OVERVIEW', 'PROJECT PROCUREMENT', 'HOW PROJECTS ARE MADE', 'MEASURING RESULTS', 'ENVIRONMENTAL IMPACT ASSESSMENTS', 'MONTHLY OPERATIONAL SUMMARY (MOS)', 'GLOSSARY', and 'CONTACT US'. The bottom of the page features a list of policy topics with expandable icons.

PROJECT PROCUREMENT

Every year IDB borrowing countries generate 20,000 – 30,000 contract opportunities for businesses and consultants from IDB-financed projects in Latin America and The Caribbean.

PROCUREMENT OPPORTUNITIES

SEARCH PROCUREMENT NOTICES AND PLANS FOR THE LATEST OPPORTUNITIES

POLICIES

STANDARD BIDDING DOCUMENTS | FAQ | OTHER RESOURCES | RSS NOTIFICATIONS

The procurement policies reflect the interest of the Inter-American Development Bank (IDB) and its member countries to grant transparency, competition, equality of opportunities, and the principles of economy, efficiency and integrity in the procurement of IDB-financed operations.

The IDB provides funding to its Borrowing member countries with a broad range of loans and development programs. These operations involve procurement processes for goods, works, and services provided by firms and individuals.

The IDB is supporting Borrowing member countries in their effort to strengthen their procurement systems so that they meet international best practices. The goal is to have Borrowing member countries use their own systems to carry out procurement processes for IDB-financed projects, under the threshold for International Competitive Bidding (ICB), if the system or sub-system has been accepted by the IDB in compliance with the provisions in the [Guide for the Acceptance of the Use of Country Procurement Systems](#). Consequently, IDB Procurement Policies shall be observed for ICB or for when a country's system has not yet been accepted for use in Bank operations.

Below, please find all accepted country procurement systems and the IDB's procurement policies. Note that the project's Procurement Plan will specify the use of national system on the items where it will be used.

- POLICY FOR THE USE OF COUNTRY PROCUREMENT SYSTEMS
- POLICIES FOR THE PROCUREMENT OF GOODS AND WORKS:
- POLICIES FOR THE SELECTION AND CONTRACTING OF CONSULTANTS
- WHO CAN PARTICIPATE IN A PROJECT FINANCED BY IDB?

CONTACT US

PROCUREMENT@IADB.ORG

Searching Information on Project Procurement

PROCUREMENT OPPORTUNITIES

[SEARCH PROCUREMENT NOTICES AND PLANS FOR THE LATEST OPPORTUNITIES](#)

PROCUREMENT NOTICES

Please refer to and examine the procurement notices related to sovereign guarantee and technical assistance operations, financed by the Inter-American Development Bank (IDB), published by the Executing Agencies.

0 - 20 OF 54 Results

TYPE	COUNTRY	NOTICE TITLE	PROJECT NAME	PUBLICATION DATE	DUE DATE
Specific	Argentina	Proyecto Ejecutivo Provisión de Agua Potable, Desagües Cloacales y Pluviales, Entorno Laguna Mar Chiquita, Provincia de Córdoba	MULTISECTORIAL PREINVESTMENT PROGRAM IV (COLIP)	August 29, 2018	September 12, 2018
Specific	Colombia	Consulting Services	Financing Mechanisms for Private Investments in Energy Efficient (EE) Public Lg	August 29, 2018	September 12, 2018
Specific	Ecuador	Actualizado - ADQUISICIÓN DE LUMINARIAS LED	Program to Strengthen the National Early	August 21, 2018	September 12, 2018

CONTACT US

PROCUREMENT@IADB.ORG

POLICY FOR THE USE OF COUNTRY PROCUREMENT SYSTEMS

POLICIES FOR THE PROCUREMENT OF GOODS AND WORKS:

POLICIES FOR THE SELECTION AND CONTRACTING OF CONSULTANTS

WHO CAN PARTICIPATE IN A PROJECT FINANCED BY IDB?

Searching Information on Project Procurement

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KEYWORD
SEARCH BY KEYWORD

PROJECT COUNTRY
ALL COUNTRIES
ARGENTINA
BAHAMAS
BARBADOS
BELIZE

PROJECT/OPERATION #
ENTER NUMBER

PUBLICATION DATE

TYPE
SPECIFIC

NOTICES
CURRENT

GO

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PROCUREMENT NOTICES

0 - 20 OF 54 Results

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Specific	Ecuador	Actualizado - ADQUISICIÓN DE LUMINARIAS LED SOLAR CON SU RESPECTIVO POSTE Y SU INSTALACIÓN EN LAS ZONAS DE SEGURIDAD ANTE LA POSIBLE OCURRENCIA DE	Program to Strengthen the National Early Warning System	August 21, 2018	September 12, 2018

IDB Improving lives WHO WE ARE PROJECTS COUNTRIES SECTORS KNOWLEDGE SUBSCRIBE NEWS ENGLISH

ALL COUNTRIES ALL SECTORS ALL STATUS FIND PROJECT INFORMATION

PROCUREMENT PLANS PROCUREMENT NOTICES AWARDED CONTRACTS PROJECT DOCUMENTS PROJECT DETAILS

PROJECTS DOCUMENTS

EC-L1221 : Program to Strengthen the National Early Warning System

Project Status: Implementation

The general objective of the program is to strengthen the national early warning system for tsunamis and riverine floods. The specific objectives are as follows: (i) to strengthen national monitoring, forecasting, and alert capacities for tsunamis and riverine floods; and (ii) to improve community capacity to understand and respond to such alerts.

PROJECT DETAIL

PROJECT NUMBER	EC-L1221
PROJECT COUNTRY	Ecuador
PROJECT SECTOR	ENVIRONMENT AND NATURAL DISASTERS
PROJECT SUBSECTOR	ENVIRONMENT AND NATURAL DISASTERS- INTEGRATED DISASTER RISK MANAGEMENT
PROJECT TYPE	Loan Operation
PROJECT STATUS	Implementation

PROJECT INFORMATION

OVERVIEW

PROJECT PROCUREMENT

HOW PROJECTS ARE MADE

MEASURING RESULTS

ENVIRONMENTAL IMPACT ASSESSMENTS

MONTHLY OPERATIONAL SUMMARY (MOS)

GLOSSARY

PROCUREMENT INFORMATION

PROCUREMENT NOTICE

PROCUREMENT PLANS

SEE IT ON THE MAP

Searching Information on Project Procurement

Please consult the Procurement Plans to access information on business opportunities in operations financed by the Inter-American Development Bank (IDB). The Executing Agencies in the borrowing countries use one of two systems to publish these plans: one manual with static documents, accessible using this search engine, or another electronic called SEPA. To access those plans in the electronic system, click on "Procurement SEPA" and you will be taken to the list of countries that use this system. For further information visit Section INFORMATIVE MATERIAL.

KEYWORD SEARCH

SEARCH BY KEYWORD

PROJECT #

ENTER NUMBER

PUBLICATION DATE

ALL COUNTRIES

PROCUREMENT PLANS

PROCUREMENT NOTICES

AWARDED CONTRACTS

PROJECT DOCUMENTS

PROCUREMENT PLANS

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PROCUREMENT PLANS

0 - 20 of 674 Results

COUNTRY	DOCUMENT TITLE	PROJECT NAME	PUBLICATION DATE
El Salvador	Plan de adquisiciones: Mayor Acceso al Crédito para iniciativas productivas rurales en la zona oriental	ATN/ME-15080-ES;ES-M1055	October 31, 2018
Suriname	Revised procurement Plan August 2018 SU-L1009.xlsx	SU-L1009	September 10, 2018
Suriname	Revised procurement plan August 2018 SU-L1039.xlsx	SU-L1039	September 10, 2018
Uruguay	PA 2do semestre 2018 - Providencia_.pdf	UR-S1003	September 07, 2018

Searching Information on Project Procurement

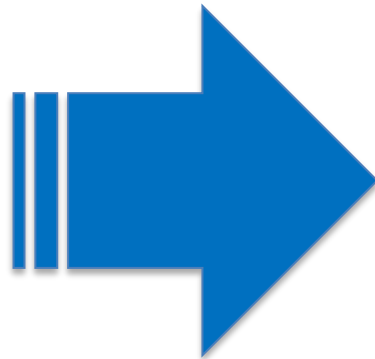
PROCUREMENT PLANS

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KEYWORD SEARCH:

PROJECT #:

PUBLICATION DATE:



PROCUREMENT PLANS - AUTOMATIC

Argentina	Colombia	Honduras	Republica Dominicana
Bahamas	Costa Rica	Jamaica	Suriname
Barbados	Ecuador	Mexico	Trinidad y Tobago
Belice	El Salvador	Nicaragua	Uruguay
Bolivia	Guatemala	Panama	Venezuela
Brazil	Guyana	Paraguay	
Chile	Haiti	Peru	

SEPA requires Internet Explorer 8 (or newer versions in "compatibility view" mode)

Searching Information on Project Procurement – Awarded Contracts

Please examine the information on Inter-American Development Bank (IDB) financed awarded contracts.

A firm's legal standing is defined by the place of registration. Worldwide, public procurement systems register contract awards based on the place of registration. MDIBs, including the IDB, define eligibility or nationality of a company to bid for the contracts they finance in terms of the place of registration. Today, most multinational corporations register or incorporate in more than one country, thus appearing in statistics as nationally-registered or local firms.

This information on contracts comprises those in IDB-financed sovereign guaranteed and technical assistance operations and it is published in this web site for informative purposes only. The information is provided by borrowers or beneficiaries for procurement processes under ex-ante review and is registered using the following criteria:

- All contracts for public works, goods and services related to an International Competitive Bidding (ICB) process or contracts amounting to US\$25,000 or more.
- All consulting contracts, whether they be for consulting firms or individuals and irrespective of the amount.

KEYWORD

PROJECT COUNTRY
ALL
ARGENTINA
BARBADOS
BAHAMAS
BELIZE

AWARDED COUNTRY
ALL
ARGENTINA
AUSTRIA
BARBADOS
BELGIUM

PROJECT/OPERATION #
 ENTER NUMBER

CONTRACT REF.
 ENTER NUMBER

PUBLICATION DATE

CHOOSE ONE
☒ GOODS AND WORKS
☐ CONSULTING SERVICES

CIVIL WORKS
ALL
BRIDGE, TUNNEL, + ELEVATED HIGHWAY
CARPENTRY AND FLOOR WORK
CARPENTRY WORK
CONCRETE WORK

EQUIPMENT AND OTHERS
ALL
ABRASIVE PRODUCTS
ACCIDENT AND HEALTH INSURANCE
ACCOUNTING, AUDITING, + BOOKKEEPING
ACCOUNTING, AUDITING, + BOOKKEEPING

PROCUREMENT PLANS
PROCUREMENT NOTICES
AWARDED CONTRACTS
PROJECT DOCUMENTS
PROJ.

REPORT SUMMARY BORROWING COUNTRY AWARDED COUNTRY				
—	ARGENTINA	FURNITURE	ARB4541	03/03/2009
Operation Number: 1345/OC-AR-1 Executing Agency Sector: ED-SEC Procurement Method: Other				
Contract Amount: 28,112 Total Amount: 34,015 Awarded Firm: MOBLIMEC Awarded Country: ARGENTINA , RESISTENCIA				
+	ARGENTINA	FURNITURE	ARB4540	03/03/2009
+	ARGENTINA	FURNITURE	ARB4539	02/25/2009
+	ARGENTINA	FURNITURE	ARB4538	02/25/2009
+	ARGENTINA	FURNITURE	ARB4537	02/25/2009
+	ARGENTINA	FURNITURE	AR10226	02/12/2009

Searching Information on Projects by *Sector* and *Status*

ALL COUNTRIES

ALL SECTORS

ALL STATUS

FIND PROJECT INFORMATION

PROCUREMENT PLANS

PROCUREMENT NOTICES

AWARDED CONTRACTS

PROJECT DOCUMENTS

PROJECT DETAILS

PROJECT DETAILS

0 - 18 Of 18 Results

PROJECT NUMBER	COUNTRY	SECTOR	PROJECT TITLE	FINANCING	STATUS
AR-L1290	Argentina	WATER AND SANITATION	Water and Sanitation Program for Urban and Suburban Centers (PaYS III)	100.00	Preparation
AR-T1206	Argentina	WATER AND SANITATION	Water-Energy Nexus: Improving efficiency and leveraging renewable energy opportunities of Agua y Saneamiento Argentinos S.A.	0.75	Preparation
BO-L1184	Bolivia	WATER AND SANITATION	Water and Sanitation for Small Towns and Rural Communities Program II	79.00	Preparation

OVERVIEW

PROJECT PROCUREMENT

HOW PROJECTS ARE MADE

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MONTHLY OPERATIONAL SUMMARY (MOS)

GLOSSARY

THANK YOU!

IDBEurope@iadb.org
partnerships@iadb.org

