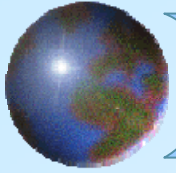


# Information About The World Bank

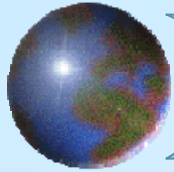
**Peishen Wang**  
**Senior Environmental Specialist**  
**World Bank**

**Information and Intelligence Session**  
**IFI Bootcamp, Victoria, September 10<sup>th</sup> 2007**



# Contents

- ❖ **Overview of the World Bank Group**
- ❖ **Business Opportunities**
- ❖ **Information Sources**
- ❖ **How to find people**
- ❖ **Procurement Policies**
- ❖ **A Changing World**



# Overview of the World Bank Group

International Bank for  
Reconstruction and  
Development (IBRD)



International  
Development  
Association (IDA)



International Finance  
Corporation (IFC)

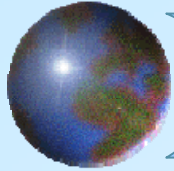


Multilateral Investment  
Guarantee Agency (MIGA)



International Center for  
Settlement of Investment  
Disputes (ICSID)





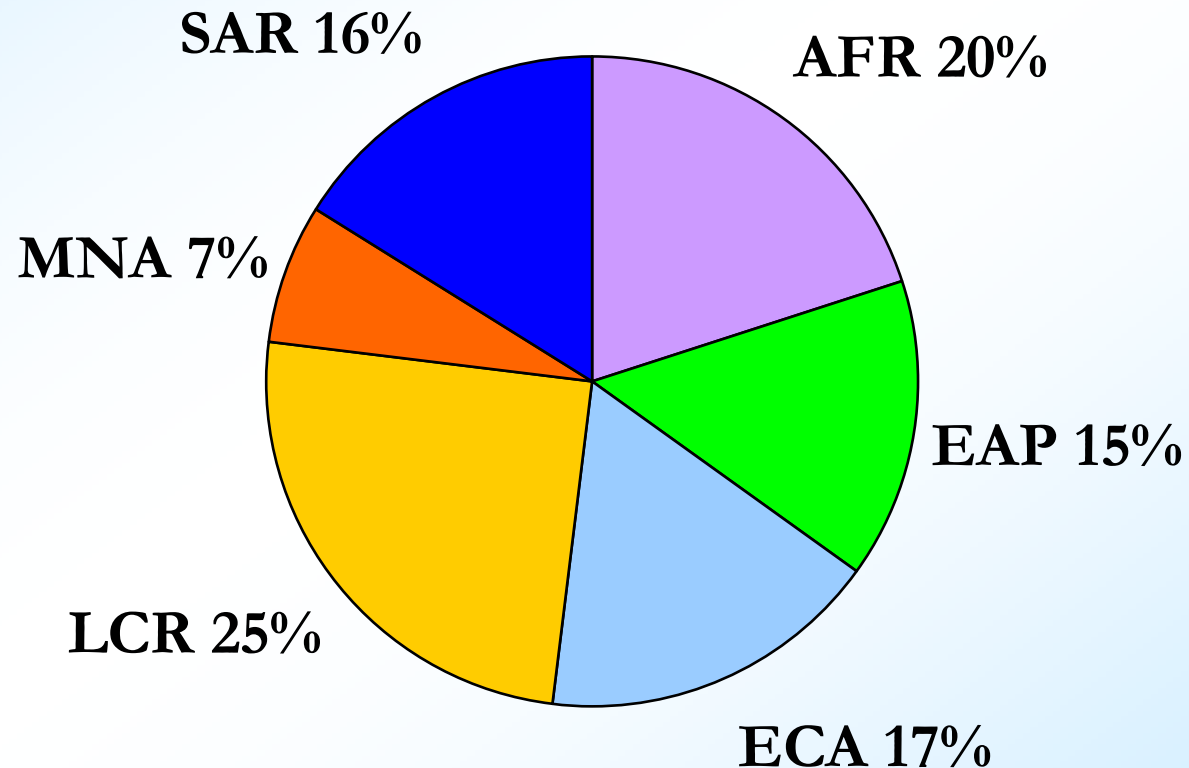
# Overview of the World Bank Group

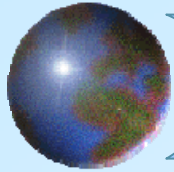
## Lending in FY2006

IBRD and IDA Lending

New Approvals in Fiscal 2006 by Region

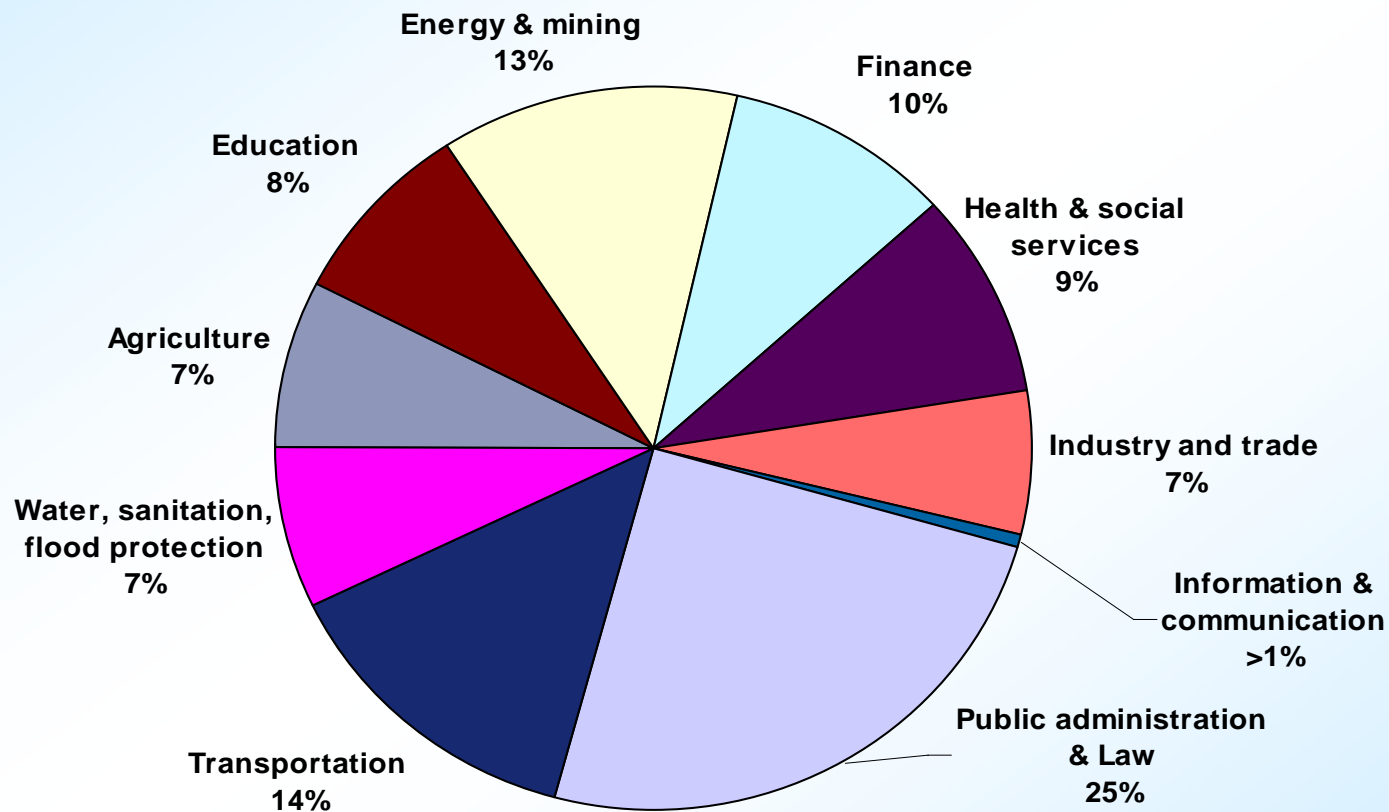
Share of Total Lending of \$23.6 billion

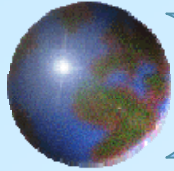




# Overview of the World Bank Group

IBRD and IDA Lending by Sector  
Share of Total Lending of \$23.6 billion

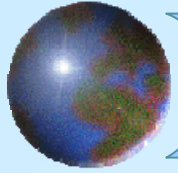




# Overview of the World Bank Group

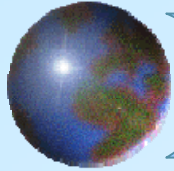
## 10 Biggest Client Countries in FY06

Country	IBRD/IDA Commitment Amount (millions of dollars)	% Share of Total IBRD/IDA Commitments
Mexico	1,793.00	7.6
Brazil	1,676.30	7.1
Turkey	1,525.60	6.5
Pakistan	1,497.70	6.3
China	1,454.30	6.2
India	1,416.00	6.0
Argentina	785.00	3.3
Egypt	779.60	3.3
Vietnam	767.70	3.2
Tanzania	751.00	3.2
Total	12,446.20	52.6*

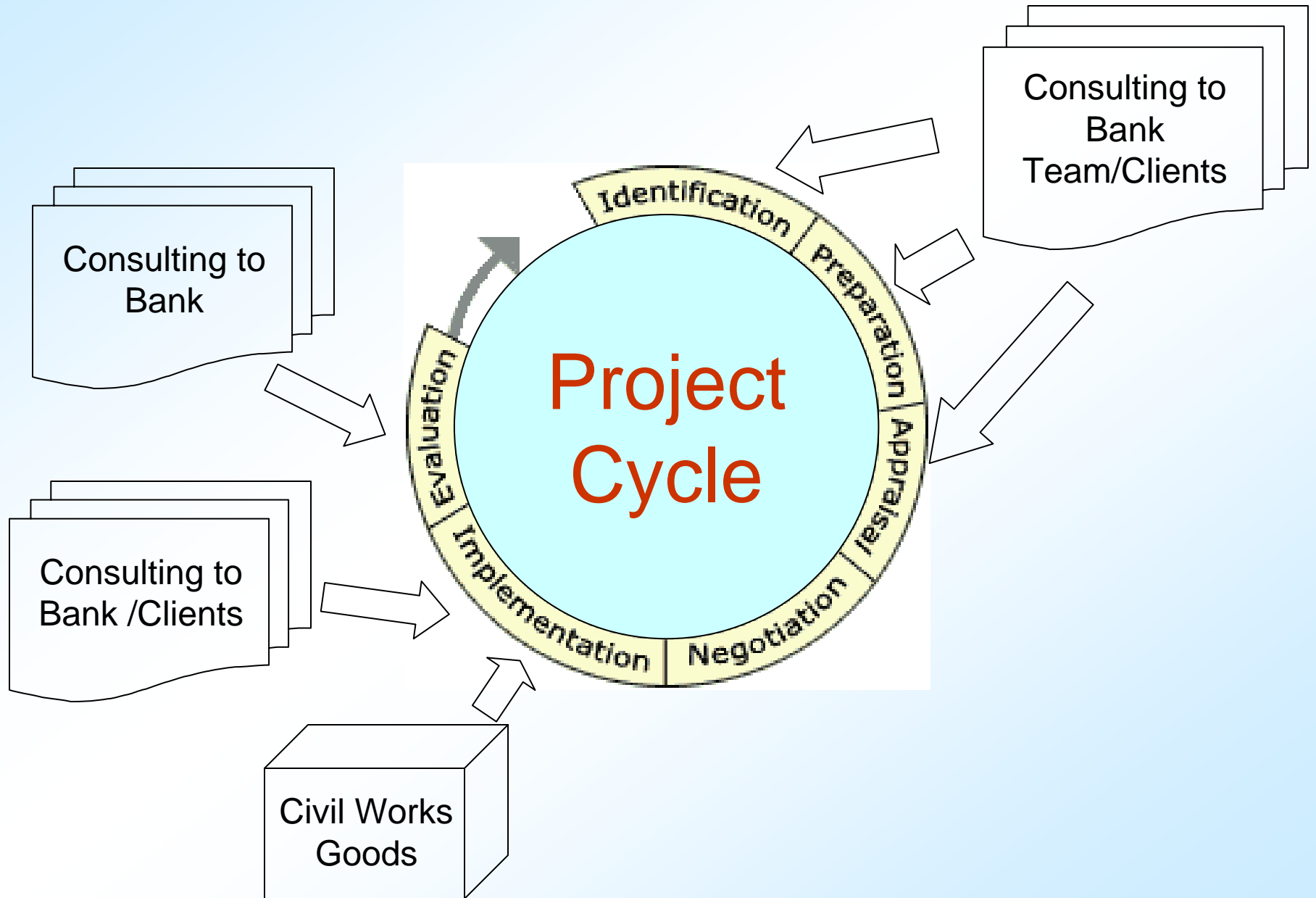


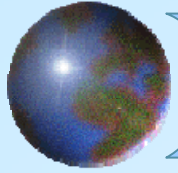
# Business Opportunities

- ❖ Consulting to Bank team under Bank fund
- ❖ Consulting under external fund resources
- ❖ Civil works/Goods under loan proceeds
- ❖ Consulting Service under loan proceeds
- ❖ Vendor to the Bank



# Business Opportunities

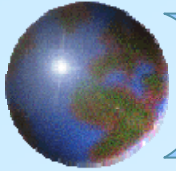




# Information Sources

## What documents...

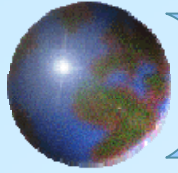
- ❖ The World Bank Policy on Disclosure of Information (2002)
- ❖ Country Assistance Strategy (CAS)/Country Partnership Strategy (CPS)
- ❖ Project Information Document (PID)
- ❖ Project Appraisal Document (PAD)
- ❖ Monthly Operational Summary (MOS)



# Information Sources

## ❖ Monthly Operational Summary (MOS)

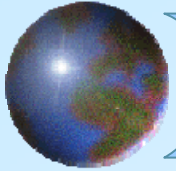
- Status of each lending operation under preparation for Bank financing
- Consultant demand and fund source, project ID number, contact information of project implementing agency/client
- [www.worldbank.org](http://www.worldbank.org) -> **Projects & Operations** -> **Procurement/Tender** -> updated Monthly Operational Summary



# Information Sources

## ❖ Project Information Document

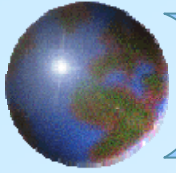
- Brief factual summary of the main elements of the evolving project. Prepared when the first formal review is held by Bank management.
- It contains contact information of TTLs.
- [www.worldbank.org](http://www.worldbank.org) -> **Projects & Operations**, search project names/ID numbers in Project Database, or use **Advanced Search**.



# Information Sources

## ❖ Project Appraisal Document

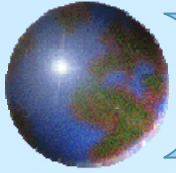
- Detailed description of project activities, and assessment of the feasibility of, and justification for, the project.
- Publicly available after once the loan/credit, or guarantee is approved
- It contains procurement demand and plan
- [www. worldbank.org](http://www.worldbank.org) -> **Projects & Operations**, search project names/ID numbers in Project Database, or use **Advanced Search**



# Information Sources

## ❖ Other sources

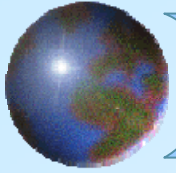
- **United Nation Development Business**
  - Information on business opportunities generated through the World Bank, regional development banks, and other development agencies.
  - [www.devbusiness.com](http://www.devbusiness.com)
  - Contact in World Bank: Tel: (202) 458-2397; Fax: (202) 522-3316 or E-mail: [dbusiness@worldbank.org](mailto:dbusiness@worldbank.org)
- **Development Gateway Market (dgMarket)**
  - Tender notices for projects funded by the AfDB, ADB, EBRD, EID, EU members states, Phare/Tacis, and the World Bank.
  - [www.dgmarket.com](http://www.dgmarket.com), or contact: [info@dgmarket.com](mailto:info@dgmarket.com)
- **Daily newspaper in borrower countries**
- **Bank Task Team Leaders (TTLs)/staff**
- **Clients**



## How to find people?

### Role of Borrower

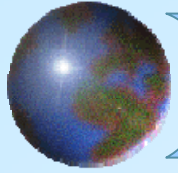
- ❖ Project proposal and preparation: hiring consultants, e.g. PHRD
- ❖ Project Implementation: Borrowing country is responsible for buying or “procuring” goods and civil works and selection of consultants.



## How to find people?

### Role of Bank TTLs/staff

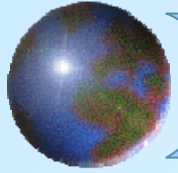
- ❖ Define project activities with clients: hiring consultants, e.g. BB, CTF, external aide
- ❖ Supervise implementation: hiring consultants, e.g. BB, CTF, external aide



## How to find people?

### Where are the TTLs?

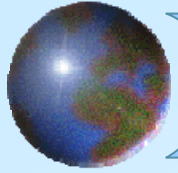
- ❖ Mostly in HQ, some in country offices
- ❖ Clues in PID, PAD, or friends



## How to find people?

### When to approach TTLs?

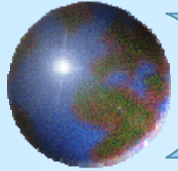
- ❖ Once you find the names
- ❖ After your visited the country
- ❖ Keep following up through preparation and implementation stages



## How to find people?

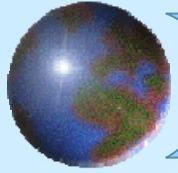
### How to approach TTLs?

- ❖ Friends recommendations
- ❖ Personal visit to TTLs
- ❖ Formal presentation to the Bank region/sectors, with facilitation of Canadian Government



## Procurement Policies

- ❖ Guidelines: Procurement under IBRD Loans and IDA Credits
- ❖ Guidelines: Selection and Employment of Consultants by World Bank Borrowers
- ❖ OP/BP 11.00: Procurement
- ❖ Consultant Manual
- ❖ E-Tendering Requirements for MDB Loans, Grants and Credits



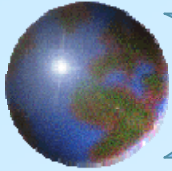
# A Changing World

## The World Bank

- ❖ Integration
- ❖ Decentralization
- ❖ Simplification
- ❖ Anti-corruption agenda

## Borrowers

- ❖ Increasing ownership
- ❖ Knowledge sharing



# Thank you!

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[pwang@worldbank.org](mailto:pwang@worldbank.org)