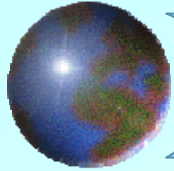


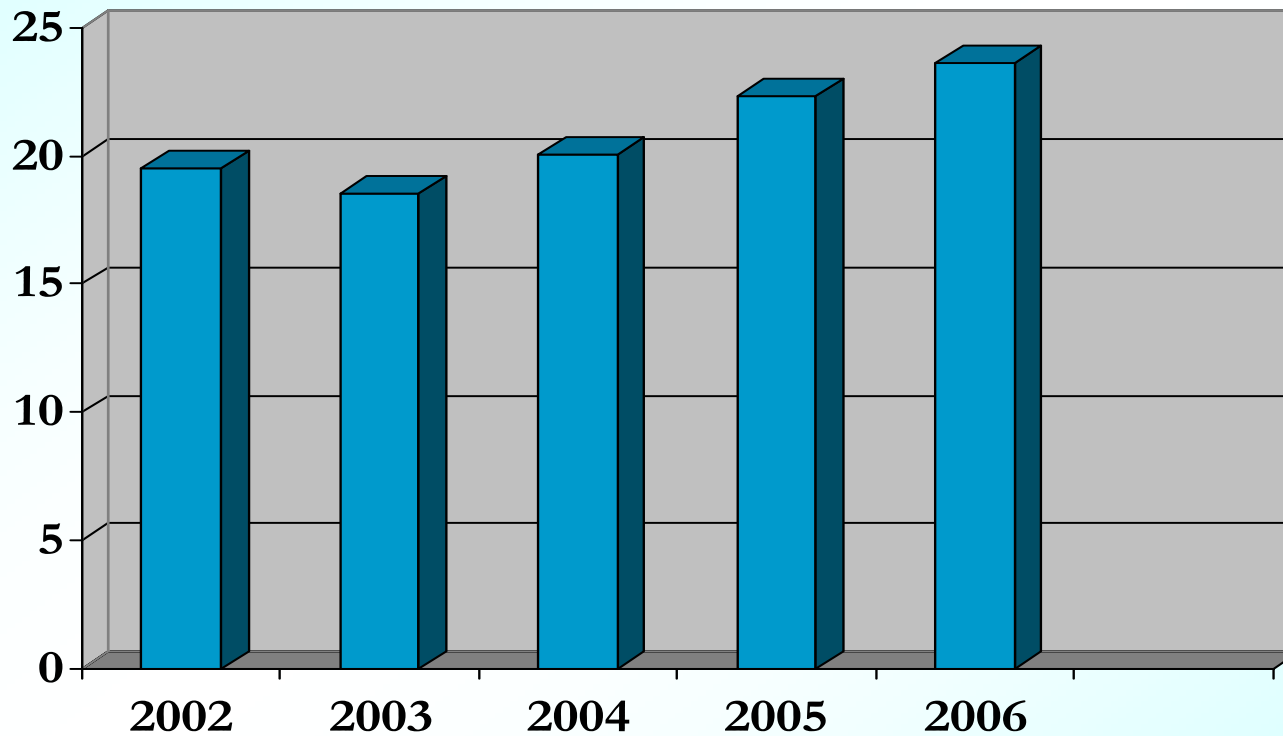
Business Opportunities with the World Bank

Peishen Wang
Senior Environmental Specialist
World Bank

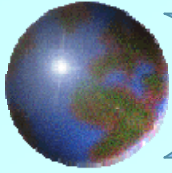
Information and Intelligence Session
IFI Bootcamp, Victoria, September 11th 2007



Overview of the World Bank Lending

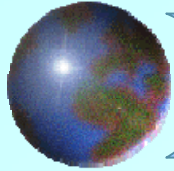


Total project investment is about \$45 – 70 billion.

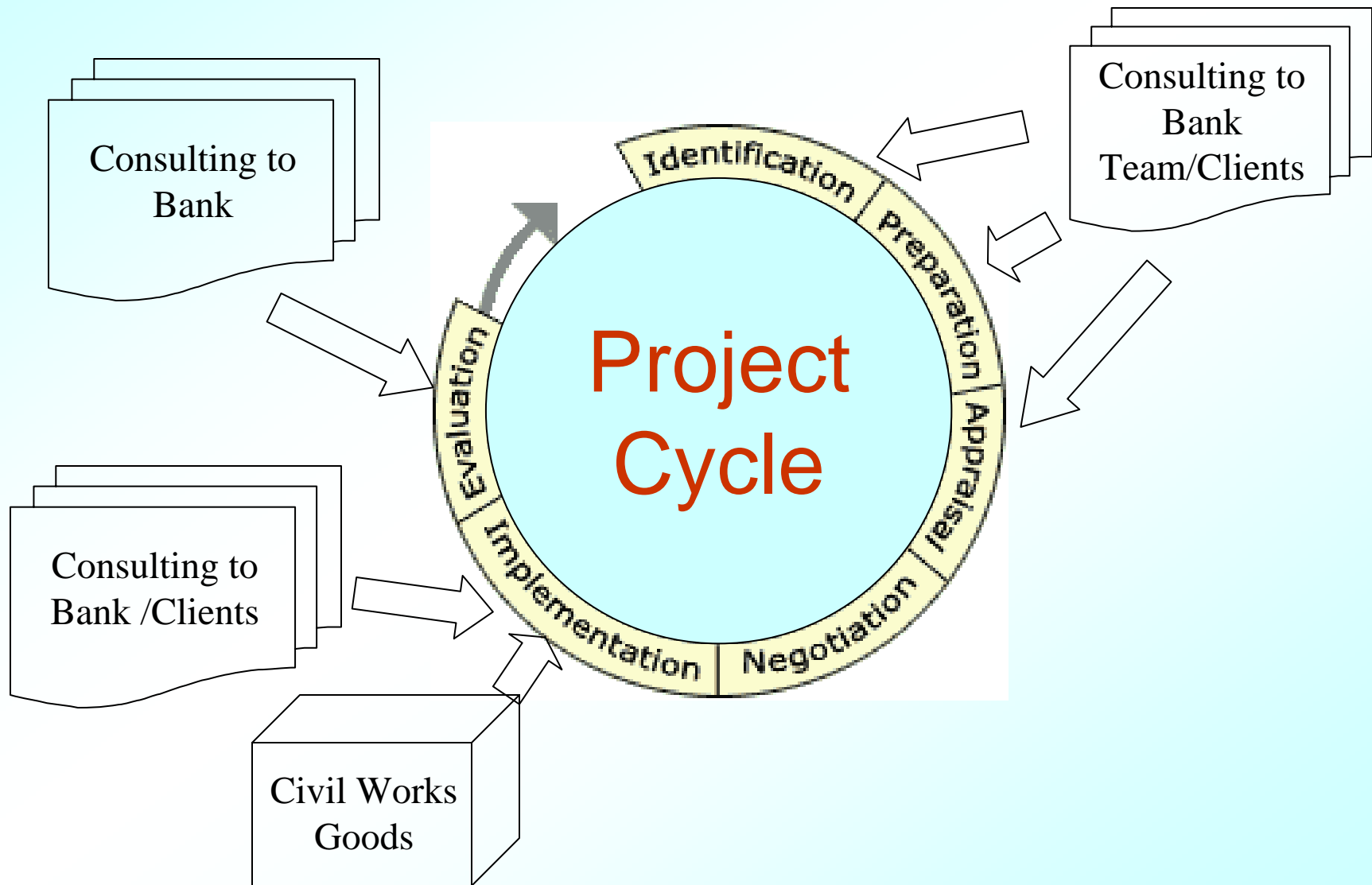


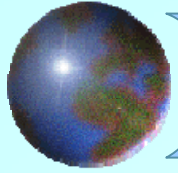
Typical Business Opportunities

- ❖ Goods: agricultural machinery, communication facility, transportation vehicles, generator/power station, industrial equipment, telecommunication system, information system, raw materials etc.
- ❖ Works: port construction, highway, railway, bridge, school/hospital/residential building, railway, irrigation, water supply, WWTP, etc.
- ❖ Services: design and feasibility study, environmental assessment, installation/construction supervision, technical assistance.



Opportunities in Project Cycle

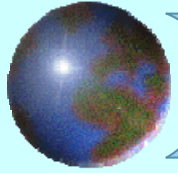




Opportunities for Consultants

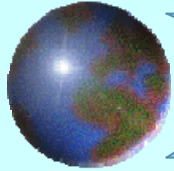
By fund sources

- ❖ **Consulting to Bank team under Bank fund**
- ❖ **Consulting under external fund resources**
- ❖ **Consulting Service under loan proceeds**



Information Sources

- ❖ **Bank documents: CAS/CPS, PID, PAD, MOS**
- ❖ **External sources:**
 - UN Development Business: General Procurement Notice, Special Procurement Notice
 - Development Gateway Market
- ❖ **Internal Sources: friends in Bank**
- ❖ **Local newspapers**
- ❖ **Borrowers**



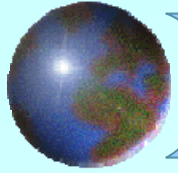
Key people to contact

❖ 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.

❖ Bank TTLs

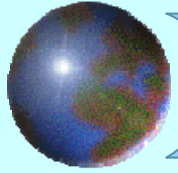
- Define project activities with clients: hiring consultants, e.g. BB, CTF, external aide
- Supervise implementation: hiring consultants, e.g. BB, CTF, external aide



Expertise Valuable to Bank Projects

❖ **Transport sector**

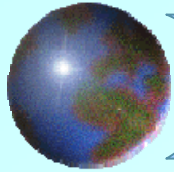
- Strategic transport planning
- Traffic modelling and management
- Highway engineering
- Road safety
- Transport economy
- Road maintenance mechanism
- Construction supervision
- Public transport
- Rural road planning
- Inland waterway development
- ...



Expertise Valuable to Bank Projects

❖ Urban

- Urban planning
- Water supply
- Waste management
- Tariff policy
- Vehicle emission control
- Peri-urban development
- ...



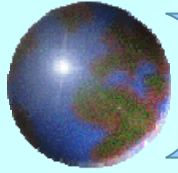
Expertise Valuable to Bank Projects

❖ Rural sector

- Rural governance
- Irrigation
- Water resource management
- ...

❖ Energy

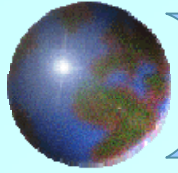
- Energy policy
- Energy efficiency
- Renewable energy
- Clean coal technology
- Coal mine safety
- ...



Expertise Valuable to Bank Projects

❖ Environment

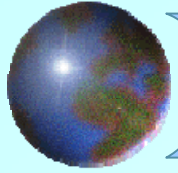
- Strategic environmental assessment
- Environmental economic policy
- Legislation of circular economy
- River basin management
- Natural resources management
- Capacity building of protected areas
- Sustainable forestry
- Sustainable eco-tourism
- Site assessment and remediation
- ...



Expertise Valuable to Bank Projects

❖ **Social agenda**

- Public finance
- Good governance
- Human rights
- Social security system
- Gender issue
- Peri-urban development
- Migratory labour issues
- Community-driven development (CDD)
- ...



Expertise Valuable to Bank Projects

❖ Global programs

- Climate change: Cleaner Development Mechanism (CDM)
 - Capacity building
 - Methodology development
 - Project Design Document development in sectors of iron&steel, energy, bio-fuel, bio-gas, wind power, hydro power, public transport
- Persistent Organic Pollutants (POPs)
 - POPs management
 - Site assessment and remediation