

# PRESENTATION TO AFRICA HOUSE: OPPORTUNITIES ON WORLD BANK GROUP FINANCED PROJECTS IN AFRICA

Johannesburg, 18 February 2020



## WORLD BANK GROUP

**Governance**

Solutions and Innovations in Procurement

*The Vision: "Procurement in Investment Project Financing supports clients to achieve value for money with integrity in delivering sustainable development"*

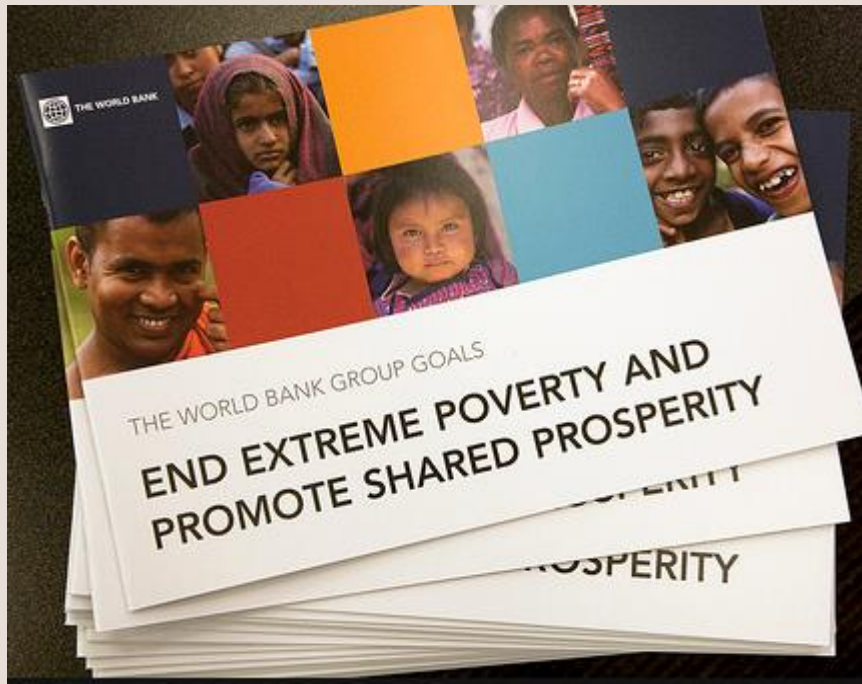


# Presentation Outline

- » Overview of World Bank Group.
- » Information sources of procurement opportunities.
- » AFRICA Region Portfolio.
- » Snapshot of contracts awarded to RSA firms.
- » Q&A

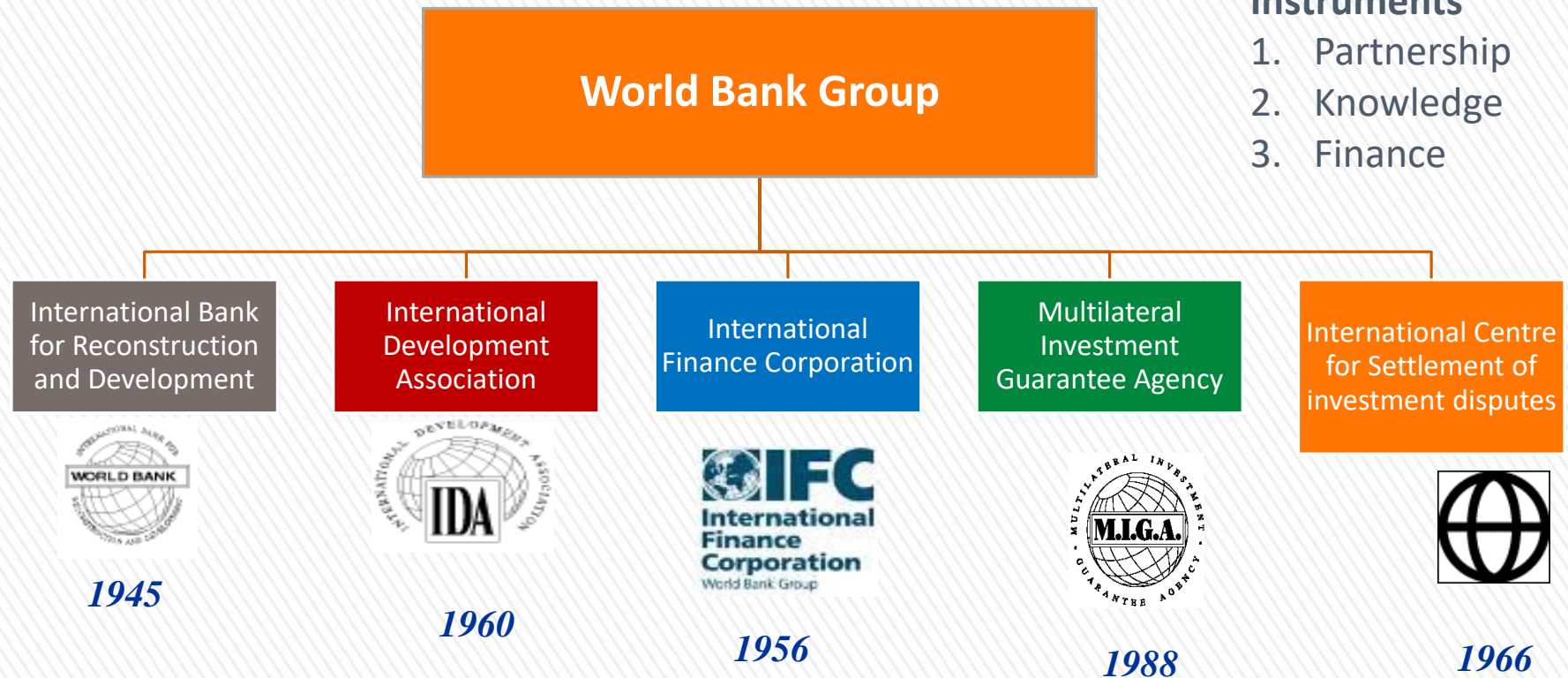


# Overview of the World Bank Group



- ✓ Provide global expertise & development solutions
  - ✓ Financing
  - ✓ Evidence-based advisory services
  - ✓ Convening power and knowledge
- ✓ Over 12,000 projects in 173 countries
  - ~\$60b commitments (IBRD/IDA/IFC/MIGA/ICSID)
    - ✓ IBRD & IFC: \$13b recapitalization (2018)
    - ✓ IDA18: \$75b envelope, \$26.5b commitments o/w \$17b for Africa (2016 for 75 LIC)
- ✓ 189 member countries, including South Africa
  - ✓ Active projects in energy, finance, urban and rural development, water & sanitation, health, education, social protection, climate, etc.

# About the World Bank Group



## Instruments

1. Partnership
2. Knowledge
3. Finance

## World Bank goals, 2013

1. To end extreme poverty - 3% people by 2030
2. To promote “shared prosperity”: the bottom 40% in each country.

## Achieved by

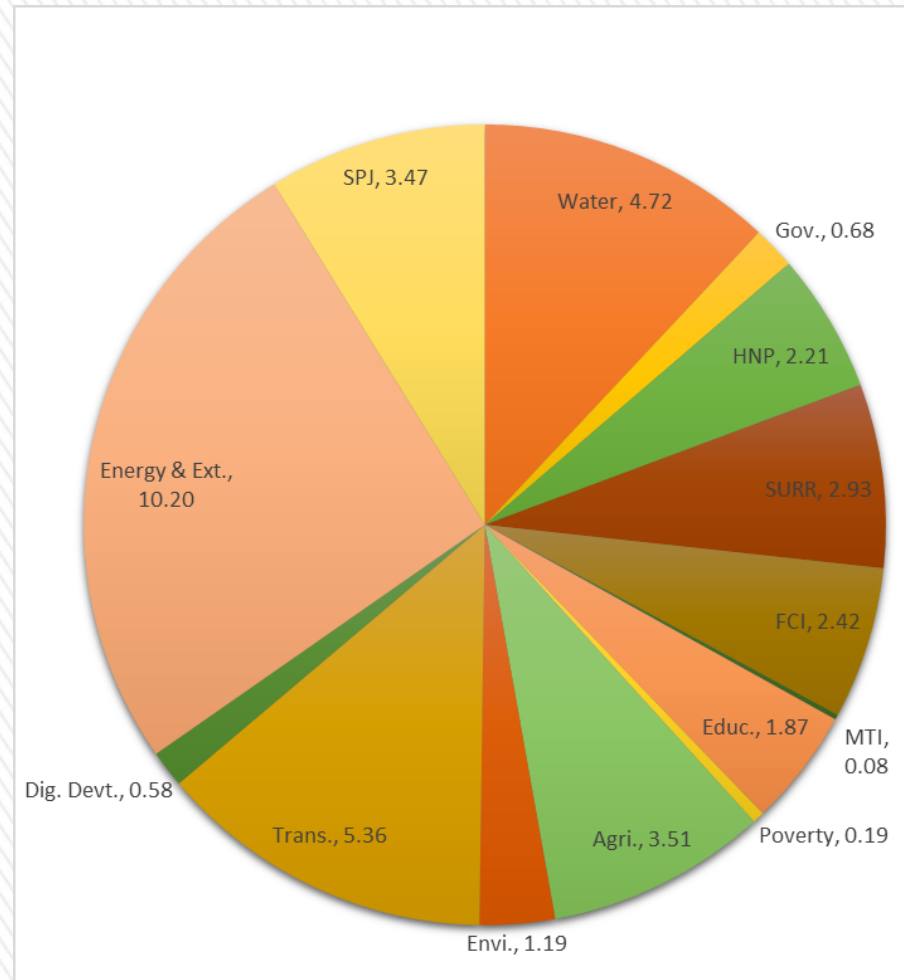
1. Inclusive and sustainable growth
2. **Investing in people** – human capital
3. **Insure**: strengthen resilience

# WBG Procurement

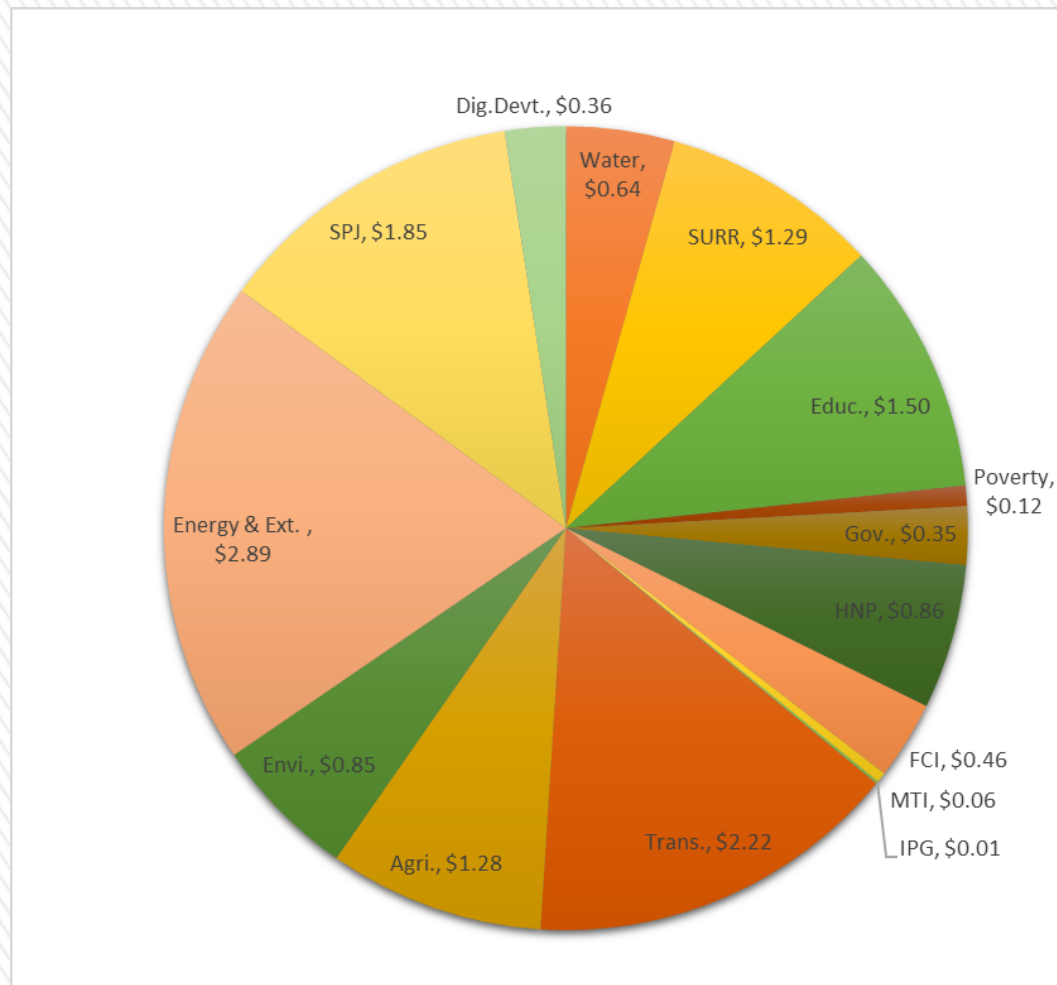
- Procurement under Investment Project Financing (IPF) governed by Procurement Regulations for IPF Borrowers. More information: [www.worldbank.org/procure](http://www.worldbank.org/procure)
- Corporate Procurement for the World Bank Group governed by Corporate Procurement Policy. More Information: [www.worldbank.org/en/about/corporate-procurement](http://www.worldbank.org/en/about/corporate-procurement)
- Project Procurement App: <https://apps.apple.com/us/app/world-bank-project-procurement/id911312962>
- WBG Finances App: <https://apps.apple.com/us/app/world-bank-group-finances/id465555488>



# Ongoing IPF Operations in Anglophone Africa (~\$39b)



# IPF pipeline in Anglophone Africa (~\$14.75b)



**WORLD BANK GROUP**

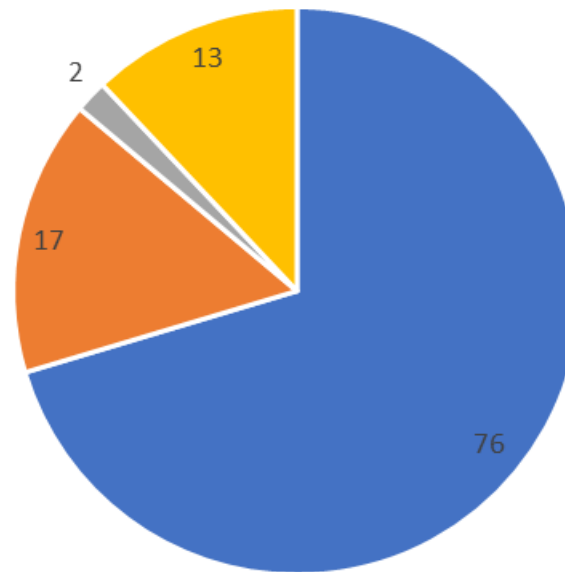
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## Classification of 108No. Contracts awarded to RSA firms and individuals January 2018-September 2019

Classification of 108No. Contracts awarded to RSA firms and  
Individuals on WBG Financed Projects from 1 January 2018 to 30  
September 2019

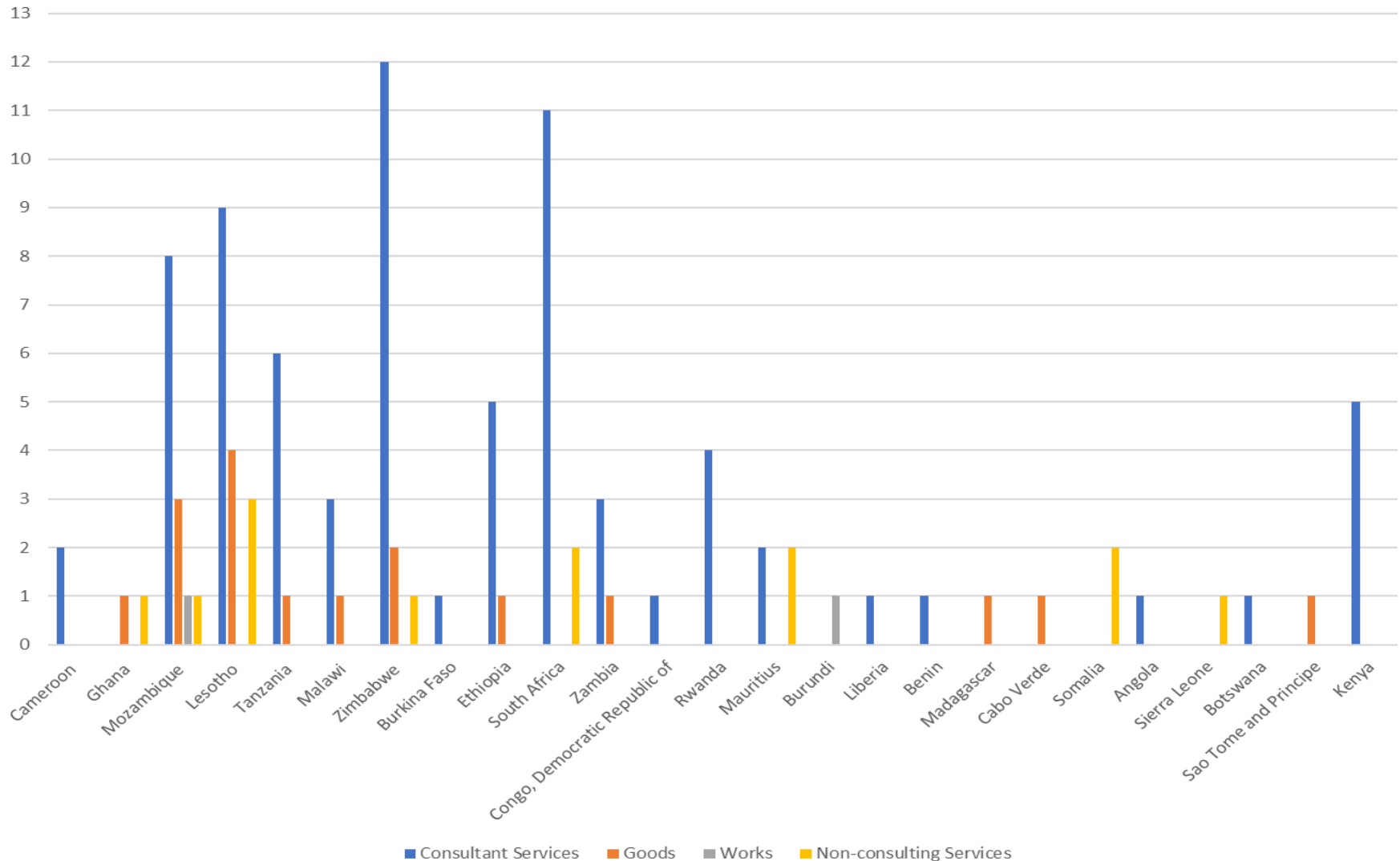


■ Consultant Services ■ Goods ■ Works ■ Non-consulting Services



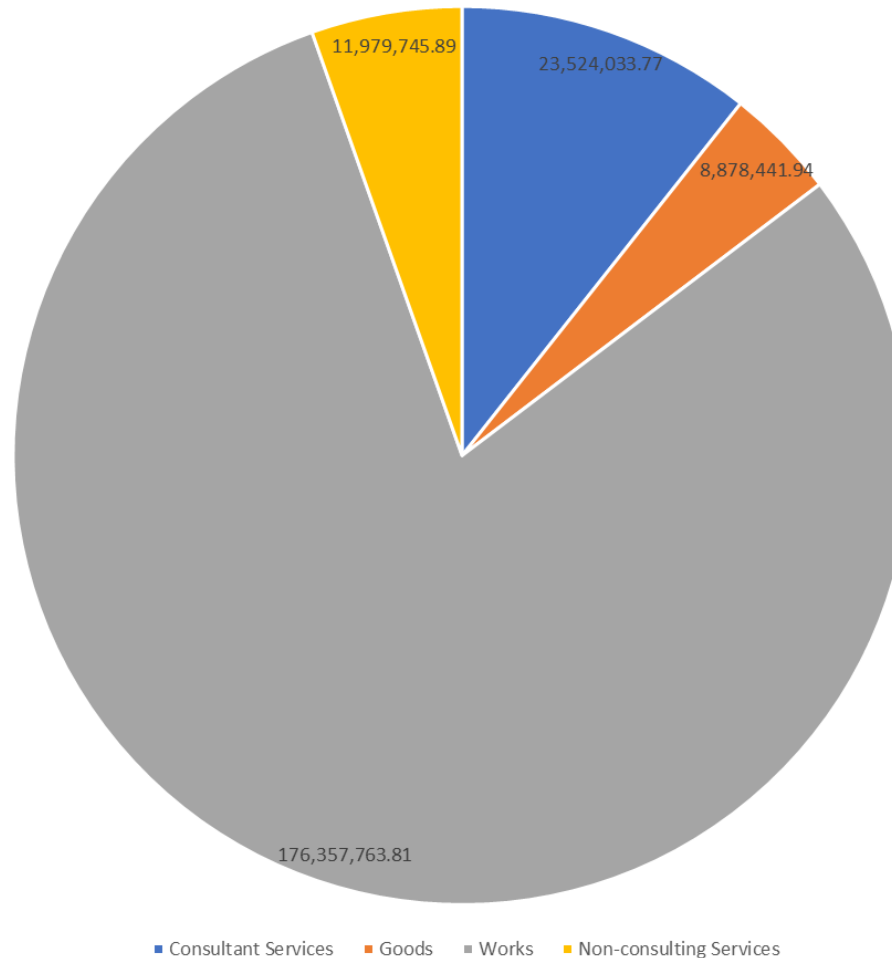
# Distribution of contracts awarded to RSA firms & Individuals in 25 countries Jan 2018- Sept 2019

Number of Contracts Awarded to RSA firms and Individuals on WBG Financed Projects between 1 January 2018 to 30 September 2019- 108 in 25 countries



# 108 No. contracts worth \$220m awarded to RSA firms and Individuals: 1 Jan 2018- 30 Sept 2019 (out of 11,751 awarded contracts worth \$7.2b)

US\$ Value of 108No. contracts awarded to RSA firms and Individuals on WBG Financed Projects between 1 January 2018 and 30 September 2019



**Summary of results from select consultancy tenders**

Consultancy Tender No.	REOI Response	Shortlist Details	Nationality of awarded firm	Award amount(\$)
1	12 responses with 2 from RSA	2 RSA firms excluded from S/L as did not state shareholding/directors. 5 Firms on S/L from Sweden & Bw.	Bw	1.1m
2	7 responses with with 3 from RSA	1 RSA firm excluded from S/L as did not state shareholding/directors. 4 firms on S/L from Bw/France/2 RSA/Australia.	Sw/Bw/RSA (Other RSA firm failed as price highest)	1.0m
3	11 responses with 2 from RSA	2 RSA firms excluded from S/L as : did not state shareholding/directors ; projects listed not of similar scope to assignment	Portugal	0.8m
4	27 Responses with 8 from RSA	6 RSA firms excluded from S/L as: did not state shareholding/directors ; no evidence of skilled personnel ; projects listed not of similar scope to assignment. 4 firms on S/L from Ger/Bw/Kor/India/ 2 RSA	Germany (1 RSA firm failed at technical, other RSA firm failed as price highest)	1.3m
5	7 Responses with 1 RSA	5 firms on S/L with 1 RSA but RSA firm did not submit proposal	India	0.7m
6	9 responses with 3 from RSA	2 RSA firms excluded from S/L as : did not state shareholding/directors ; projects listed not of similar scope to assignment. 4 firms on S/L from Ger/Sudan/Italy/Greece/Bw/RSA	Sudan (RSA firm failed as price highest)	0.3m
7	23 responses with 6 from RSA	4 RSA firms excluded from S/L as : projects listed not of similar scope to assignment; no evidence of skilled personnel. 6 firms on S/L with 2 from RSA	France (1 RSA firm failed at technical, other RSA firm failed as price highest)	2.0m
8	21 responses with 1 from RSA	8 firms on S/L. RSA firm excluded because they only had two similar assignments. The least number of similar assignments on the shortlist was 3.	Zmb	0.14m
9	13 responses with 1 from RSA	6 firms. RSA firm was ranked 3 <sup>rd</sup> on S/L.	Norway	0.1m
10	8 responses with 1 from RSA	4 firms on S/L with 1 RSA firm	RSA	0.23m



**Summary of results from select consultancy tenders**

Consultancy Tender No.	REOI Response	Shortlist Details	Nationality of awarded firm	Award amount(\$)
11	27 firms responded and 3 were RSA firms	<p>6 firms shortlisted, 4 from Europe, 1 from Canada and 1 from North Africa</p> <p>2 RSA firms excluded due to lack of specific experience and 1 failed to meet past experience in most aspects of the criteria</p>	UK	0.6m
12	10 firms responded and 5 were RSA firms	<p>6 were shortlisted, 3 from RSA, 2 Europe and 1 from India.</p> <p>2 firms from RSA were excluded due to unsatisfactory information presented on shortlisting requirements.</p> <p>1 RSA firms failed technical evaluation due to low scores for key experts. Other RSA scored low at financial evaluation due to high price</p>	RSA	1.17m
13	12 firms responded and 2 were RSA firms	<p>6 were shortlisted, 4 from Europe, 1 RSA and 1 from Australia.</p> <p>1 RSA firm was excluded due to unsatisfactory information presented on shortlisting requirements</p> <p>1 RSA firm withdraw from the tender before closing date of RfP.</p>	EUROPE	6.5m
14	15 firms responded and 2 were RSA firms	<p>6 were shortlisted, 4 from Europe, 1 Brazil and 1 from RSA.</p> <p>1 RSA firm was excluded due to unsatisfactory information presented on shortlisting requirements</p> <p>1 RSA firm was on S/L but not considered for detailed technical evaluation as Pages of the "Original" Technical Proposal were not initialled as required in the RfP.</p>	EUROPE	2.7m
15	12 firms responded and 5 were RSA firms	6 were shortlisted, 3 from RSA, 2 from Zambia and 1 from Europe.	RSA	2.6m



**Summary of results from select Civil works tenders**

<b>Civil works Tender No.</b>	<b>Tender Response</b>	<b>Evaluation Details</b>	<b>Nationality of awarded firm</b>	<b>Award amount(\$)</b>
1 Civil works	8 responses with 2 from RSA, 3 from China, 3 from Bw	1 RSA firm non responsive at preliminary evaluation, POA and all information pages not initialed. 1 other RSA highest tender price.	Bw	23m
2 Civil works Pre Qualification	9 responses with 3 from RSA, 1 Zmb, 1 Portugal, 4 Bw	Firms not Pre qualified: 1 RSA didn't complete Application Submission form & did not submit any mandatory information; 1 RSA firm & another firm disqualified for participating in more than one bid. Firms Prequalified: 1 RSA firm, 1 Portuguese firm; 2 Bw	N/A	N/A
3 Civil works Tender open only to prequalified firms	7 firms submitted prequalification documents and 1 was from RSA	4 from Europe, 2 from China and 1 from RSA.  The RSA firm was rejected because it did not demonstrate capacity to carry out similar works as no mention of similar works being carried out in the last 10 years was made.	Europe	53m



# CONCLUSION...

- » Firms need to understand strategic direction of WBG and the Countries we work with (Country Partnership Framework / National Development plans)
- » Firms need to know where to obtain information ([www.worldbank.org](http://www.worldbank.org) / country websites for Ministries of Finance/ Development Planning / Infrastructure / Procurement Authorities.
- » Firms must understand the basics of procurement and consultant selection: key steps, types of documents required at each step, procedures for seeking clarifications, complaints resolution methods, how to escalate when dissatisfied.



# THANK YOU!

