PROCUREMENT FOR DEVELOPMENT

Doug Fraser
Manager
World Bank

Portugal | July 2026

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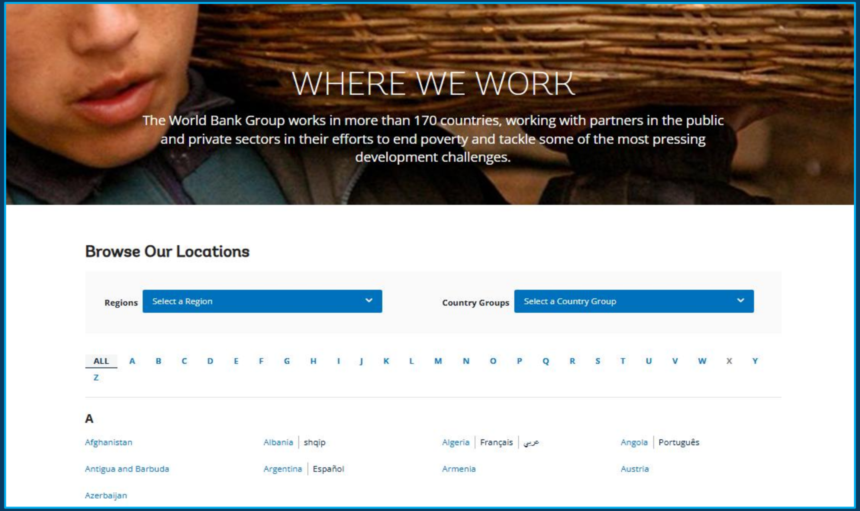
Project Cycle

Early Positioning

Determine areas of focus based on country, region and/or sectors of interest.

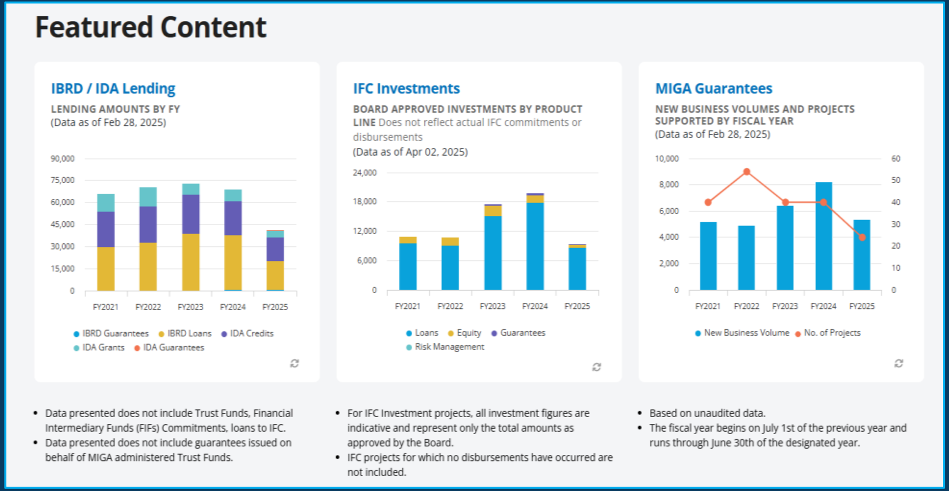
World Bank's "Where we work" website

Allows you to search by country, region, or country group.



WBG FinanceOne

Finance information and contract award information – may help identify potential partners. Consult our guidance.



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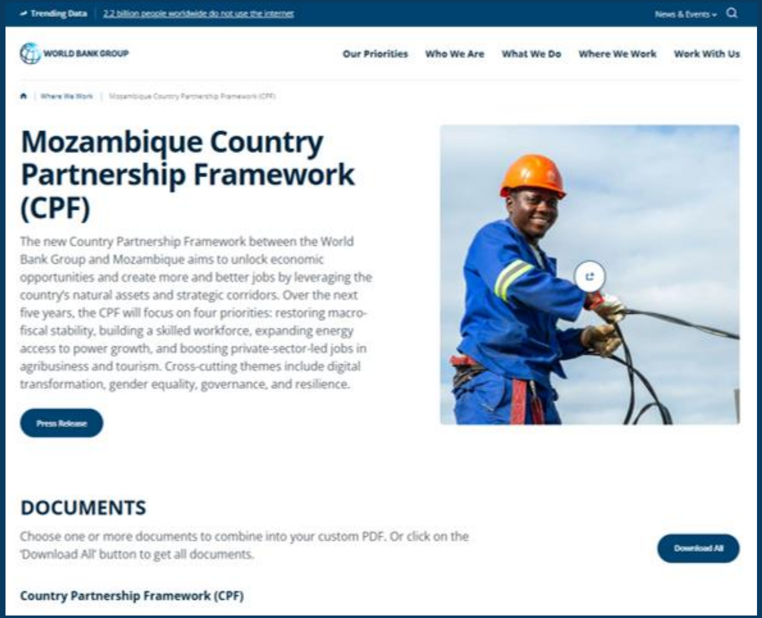
Early Positioning

Be informed on what is in the project procurement pipeline

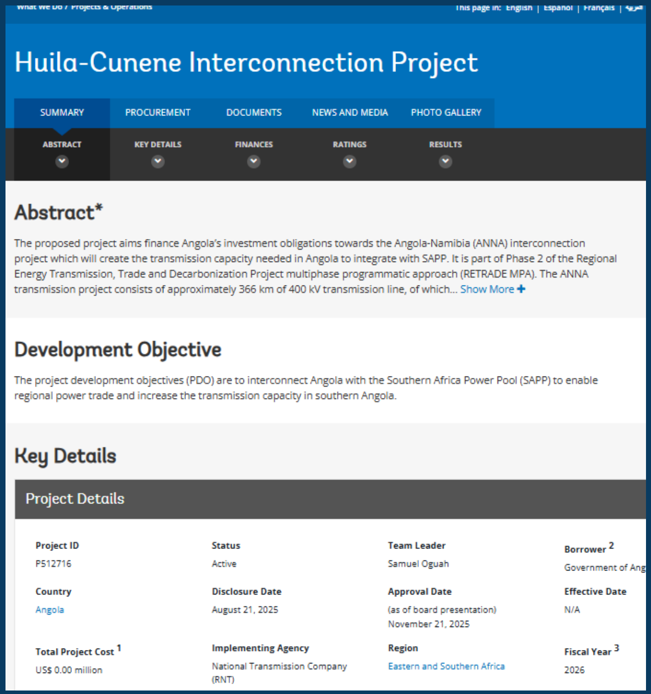
Country Partnership Framework

Can review country-driven development strategies and identify current and planned projects. Eg Mozambique 2026-31



World Bank's Projects & Operations website

Can search active and pipeline projects by region, country, or sector. Use the Project Number: eg P512716



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Early Market Engagement, General Procurement Notices and Procurement Plans

1) For contracts USD 10m+ will be early market engagement that often involves public events: many advertised on the Suppliers Hub
2) Before loan negotiations finalized procurement plan prepared – this is a “living” document
3) General Procurement Notice (GPN) prepared and published prior to going to market for specific opportunities

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Specific Procurement Notices

- Goods, Works and Non-consulting Services:

  - Invitation for Prequalification or Initial Selection
  - Invitation to Bid/Request for Proposals

- Consulting Services:

  - Requests for Expressions of Interest

- Go to the specific project you are tracking or visit the Suppliers Hub to review current opportunities

Specific Procurement Notice

Request for Bids

Plant Design, Supply and Installation (Two-envelope Bidding Process, Without Prequalification)

Employer: *RNT-Rede Nacional de Transporte de Electricidade, E.P.*

Project: *Huíla-Cunene Interconnection Project (PIHC)*

Contract title: *Plant Design, Supply, Installation and Commissioning of the 220 kV Cahama – Xangongo – Ondjiva Overhead Line*

Country: *Republic of Angola*

Loan No.: *9886-AO*

RFB No: *AO-RNT-525438-CW-RFB*

Issued on: July 01, 2026

1. The Government of the Republic of Angola has received financing from the International Bank for Reconstruction and Development (IBRD) towards the cost of the **Huíla-Cunene Interconnection Project (PIHC)** and intends to apply part of the proceeds toward payments under the **Plant Design, Supply, Installation and Commissioning of the 220 kV Cahama – Xangongo – Ondjiva Overhead Line.** For this contract, the Borrower shall process the payments using the Direct Payment disbursement method, as defined in the World Bank's Disbursement Guidelines for Investment Project Financing.

2. ***RNT-Rede Nacional de Transporte de Electricidade, E.P, acting in this process as the Huíla-Cunene Interconnection Project (PIHC), Project Implementation Unit,*** now invites sealed Bids from eligible bidders for **Plant Design, Supply, Installation and Commissioning of 220 kV Overhead Transmission Line from Cahama (Cunene Province) to Xangongo (Cunene Province) to Ondjiva (Cunene Province) substations in Angola.**

3. Bidding will be conducted through international competitive procurement using Request for Bids (RFB) as specified in the World Bank's "Procurement Regulations for IPF Borrowers", September 2025 ("Procurement Regulations"), and is open to all qualified eligible Bidders.

4. Bids will be evaluated in accordance with the evaluation process set out in the bidding documents. The following weightings apply for Rated Criteria (including technical and non-price factors): 70% and for Bid Cost: 30%.

5. Interested eligible Bidders may obtain further information from the **Huíla-Cunene Interconnection Project (PIHC), Project Implementation Unit** and

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Selection Methods for Goods, Works and Non-consulting Services

Open competition – international or national advertising

Limited Competition – direct approach. Only if warranted by the market

Direct selection – only if justified eg only 1 provider or in cases of standardization

Can be structured in many different ways eg prequalification/initial selection stage and 1 or 2 stages. Detailed in the procurement plan.

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Selection Methods for Consulting Services

The selected method must be fit-for-purpose and is driven by the assignment's nature, complexity, downstream impact, and budget. It is disclosed in the Borrower's Procurement Plan, making it a critical early signal for competitive positioning.

1. Understand assignment
2. Decode selection method
3. Align team + evidence
4. Compete on what matters

Competitive Positioning Starts Here

Approved consulting firm selection methods

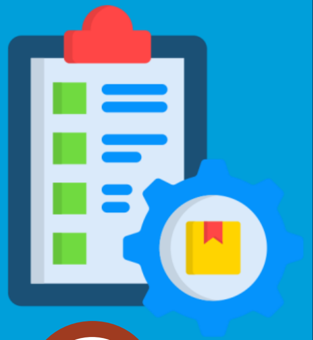
QCBS	**Quality + Cost**	Default for many competitive assignments
QBS	**Quality Only**	Complex, specialized, high downstream impact
FBS	**Fixed Budget**	Scope clear; compete within budget ceiling
LCS	**Least Cost**	Routine services after technical threshold
CQS	**Qualifications**	Smaller assignments; firm capability matters
DS	**Direct Selection**	Only with justified exceptional conditions

Key takeaway Firms should tailor their positioning to the selection logic: evidence of quality for QBS/CQS, balanced technical and financial competitiveness for QCBS, and disciplined cost control for FBS/LCS.

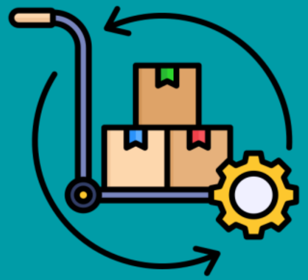
Standard Procurement Documents (SPDs): What Suppliers Need to Know

Contains advice on preparing bids/proposals and includes forms to be completed

Qualification and evaluation criteria and process is disclosed upfront.



Study technical requirements including social and environmental requirements



Review key contract terms including payment terms, performance requirements, etc before bidding

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[Review SPD templates on the Suppliers Hub]

During the bidding phase:

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1. Attend pre-bid meetings / site visits
2. Seek clarifications as necessary
3. Respond to the requirements of the bidding document
4. Put yourself “in the evaluator’s shoes”

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Evaluations - Goods, Works and Non-consulting Services

- 2 stage process 1) technical opening/evaluation followed by 2) financial opening/evaluation
- Technical offers have to meet qualification requirements and otherwise be materially responsive and then are scored against rated criteria and need to meet any minimum technical score
- Rated criteria should be relevant on areas of quality/innovation focus or key risk. Informed by Bank's rated criteria library

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How Proposals Are Evaluated

Evaluation is sequential: technical proposals are publicly opened/scored first while financial proposals remain sealed. Only technically qualified proposals proceed to financial opening/evaluation.

Technical scoring

Methodology	20–50%	Problem understanding, tailored work plan, risks, local context, innovation
Key staff	30–60%	Qualifications, relevance, regional experience, language and availability
Firm experience	0–10%	Directly comparable assignments by sector, scope and geography
Knowledge transfer	0–10%	Only when required in TOR
Nationals among key staff	0–10%	Only when required in TOR

Normal minimum technical threshold: 70–85%. Proposals below the threshold are rejected and financial envelopes remain unopened.

Implications for consultants

Methodology wins or loses the bid

Make it specific to the TOR, country, risks and deliverables. Generic templates are exposed quickly.

CVs are the scoring engine

Use the strongest, most relevant key experts and be realistic on availability.

Experience must be comparable

A few highly relevant references outperform a long unrelated project list.

Price matters by method

QCBS combines technical and financial scores. QBS opens only the top-ranked firm's financial proposal.

Negotiations are with the highest-ranked firm. They refine work plan, staffing and contract conditions, without reducing scope or quality.

Procurement Complaints

- **Standstill period** applies before award of contract for bidders to seek debriefing/lodge complaints
- **Complaint procedures** detailed in Annex III of the regulations and reference in all SPDs
- **Bank** provides an email for complaints to be copied to the Bank
- **For contracts subject to prior review** complaints to be copied to the Bank and draft responses shared
- **Central monitoring of complaints** introduced in 2025

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Debriefing

A post-evaluation exercise between the bidder and the borrower to answer questions and support stronger future participation.

May be in person or in writing

Should not include a point-by-point comparisons with other Bids/Proposals

Contract Implementation

- For contracts subject to prior review material amendments to terms and conditions, scope, completion date or price (>15%) will require Bank’s no objection

- Dispute management mechanisms hardwired into the standard forms of contract

- For Works Contracts failure to perform a contract (where fully settled disputes or litigation processes have found against the contractor) may mean qualification challenges in future

Support to Borrowers

- E-learning and suite of guidance notes
- Project specific training and advisory services
- Hands-on Expanded Implementation Support
- Prior review for high value/high risk contracts
- Support for assessment and reform of national systems – often in collaboration with other MDBs

Recap

- **Analysis of Potential Opportunities:** Monitor resources (e.g. Country Partnership Frameworks) and project pipeline on Bank website
- **Early Opportunity Tracking:** Review Procurement Plans and General Procurement Notices on Bank website
- **Market Engagement:** Engage in early market engagement activities – shape strategy and update information on upcoming opportunities
- **Bidding:** Respond to specific procurement notices – leverage pre-bids/site visits. Deliver: clear, complete, fully compliant bid
- **Opening/Evaluation:** Attend bid opening ceremonies and respond promptly to any requests for clarification
- **Award Contract:** If successful, execute contract and mobilize. If unsuccessful, seek debrief and capture lessons learned
- **Contract Implementation:** Execution of contract in accordance with stated terms and conditions

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Visit the Suppliers’ Hub to:

Explore business opportunities

Use SOURCe, the AI assistant for suppliers

Stay informed about procurement events and E-Learning

Sign up for email alerts to receive updates on projects, including new procurement notices

Consult procurement regulations and standard bidding documents

SCAN TO ACCESS
THE SUPPLIERS’ HUB

https://www.worldbank.org/procurement

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