

The World Bank offers many opportunities for contractors, consultants, and investors through the projects that the Bank finances. This special 2-day workshop will provide detailed insights into how the World Bank Group operates, and how Singapore-based companies can compete successfully for contracts resulting from the Bank's financing of projects throughout the world.

Each year, the World Bank Group lends between US\$20-25 billion to governments of middle income countries (MICs) and developing countries to fund projects for economic development and poverty reduction. This financing generates some 40,000 contracts ranging from a few thousand dollars to multi-million dollar expenditures for suppliers, contractors and consultants worldwide to construct works and deliver a vast range of goods and services. Larger contracts are awarded by the borrowing governments according to open international competitive bidding and consultants' selection rules. Other procurement and consultants' selection methods may be used for smaller contracts.

This workshop will highlight the project cycle in the context of World Bank financed projects and the corresponding business opportunities at each stage of the cycle. Speakers will share thorough information on the World Bank's procurement and consultants' selection policies and procedures; various procurement methods; selection and evaluation processes; as well as disbursement of funds to suppliers of goods, works and consulting services.

The topics covered include:

- How to identify business opportunities in World Bank financed projects
- Tips for winning contracts
- Bid / Proposal evaluation criteria and processes
- Roles of the Bidder, the Borrower and the World Bank in procurement
- Guidance on how bidders can deal with specific issues in procurement
- Case studies of procurement and consultants' selection

Who should attend

- Singapore-based executives and business leaders seeking business opportunities and contracts in projects financed by multilateral agencies, particularly those in the education, energy, environmental (including water and waste management), agriculture, healthcare, transportation and e-Government sectors.
- Equipment suppliers, engineers, consultants, sub-contractors and commercial banks looking for export opportunities from World Bank's activities.

IE Singapore - World Bank Procurement Workshop

How to do business in World Bank financed projects

Seminar Details

Date **5 – 6 November 2008**

Time 9.00 am – 5.30 pm

Venue International Enterprise Singapore

230 Victoria Street

Bugis Junction Office Tower

#10-00, Seminar Room

Singapore 188024

Fee **S\$180.00** nett per person

(PSLO, ieConnect, SBF, ASME, SCCCI, SEAS, SICC and SMa members)

S\$200.00 nett per person

(non members)

Dress Code **Business Attire**

Please see programme and registration form attached.

Co-organised by



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How to do business in World Bank financed projects

About the Speaker

Kofi Awanyo

Kofi Awanyo, Civil Engineer, is a Senior Procurement Specialist / Procurement Hub Leader currently based in the World Bank Office in Hanoi, Vietnam. His current interests include design and implementation support for public procurement reform, capacity development in procurement, and the design and implementation of management and contract information systems. Prior to joining the World Bank in 1997, he had over 15 years working as engineer for private and public sector employers. He has worked for international engineering consultants as a design / site / resident engineer for infrastructure projects in the water and transport sectors; as a deputy project manager for World Bank financed projects; and as an engineer and contractor advisor in the Ministry of Roads & Transport, Ghana. He has a graduate degree in Highway Engineering (University of Birmingham, England) and obtained his bachelor's degree in civil engineering from the University of Science and Technology in Kumasi, Ghana.

Country Experience: Ghana, Ethiopia, Sierra Leone, Nigeria, Tanzania, Malawi, UK, Bosnia Herzegovina, The Netherlands, The Gambia, Kenya, Swaziland, Vietnam, Zambia.

About the Organisers

International Enterprise Singapore

International Enterprise (IE) Singapore is an agency under the Ministry of Trade and Industry spearheading the development of Singapore's external economic wing.

Our mission is to promote the overseas growth of Singapore-based enterprises and international trade. With a global network in over 30 locations and our 3C framework of assistance – Connections, Competency and Capital – we offer services to help enterprises export, develop business capabilities, find overseas partners and enter new markets. IE Singapore is the lead agency for connecting Singapore-based companies to business opportunities offered by international organisations.

Please visit www.iesingapore.com for more information.

The World Bank Group

The World Bank Group is a multilateral development bank that offers financial and technical assistance to middle income and developing countries worldwide, with the primary aim of helping these countries reach their potential for growth and reduce poverty. Established in 1944, it is an international organisation owned by 185 member countries today, with its headquarters in Washington, DC, and has more than 100 offices around the world. As the world's largest source of development assistance, the World Bank Group provides to middle income and developing countries US\$20-25 billion in loans, credits and grants annually, moving them toward sustainable and equitable growth.

How to do business in World Bank financed projects

Programme

Wednesday, 5 November 2008

0900 Registration

0915 Opening Remarks by IE Singapore

0930 **Introduction to the World Bank**

- Mission of the World Bank
- How the World Bank Group is organised
- How the World Bank Group operates
- World Bank Group countries and regions

1000 Coffee Break

1030 **Procurement Opportunities with the World Bank**

- How to do business with the World Bank
- The project cycle in World Bank financed Projects
- Role of the borrower, bidder / consultant and the World Bank
- World Bank's procurement policies and guidelines

1130 Lunch

1330 **Procurement of Goods and Works in World Bank-financed Projects – Part 1**

- Where to find business opportunities
- International competitive bidding
- Other methods of procurement
- Types of contracts and important provisions

1500 Coffee Break

1530 **Procurement of Goods and Works in World Bank-financed Projects – Part 2**

- Selection and evaluation processes
- Case study

1730 End

Thursday, 6 November 2008

0900 Registration

0915 **Selection & Employment of Consultants in World Bank-financed Projects – Part 1**

- Where to find business opportunities
- World Bank Policies, Selection of Consultants
- Quality- and cost- based selection
- Other methods of selection
- Types of contracts and important provisions

1045 Coffee Break

1100 **The World Bank's Voluntary Disclosure Programme**

1200 Lunch

1300 **Selection & Employment of Consultants in World Bank-financed Projects – Part 2**

- Selection and evaluation processes
- Case study

1500 Coffee Break

1530 **Selection & Employment of Consultants in World Bank-financed Projects – Part 3**

- Selection and evaluation processes
- Case study

1630 Q&A

1730 End

PARTICIPATION FORM

Participant Information

Name

Job Title / Description

Company Name

Industry / Nature of Business

Address

Tel

Fax

Email

Are you a member of:

- | | | |
|-------------------------------|------------------------------------|--|
| <input type="checkbox"/> PSLO | <input type="checkbox"/> ieConnect | <input type="checkbox"/> SBF |
| <input type="checkbox"/> ASME | <input type="checkbox"/> SCCC | <input type="checkbox"/> SEAS |
| <input type="checkbox"/> SICC | <input type="checkbox"/> SMa | <input type="checkbox"/> None of the above |

Please indicate the category that best describes your interests:

- Goods and civil works: Suppliers, Manufacturers, Contractors
 Consulting Services

Please provide details of activities or current interests that you wish to discuss at the workshop.

IE Singapore - World Bank Procurement Workshop

How to do business in World Bank financed projects

Registration

If you are interested in attending this event, please fax or email the completed registration form by **Friday, 24 October 2008** to:

Ms Rahim Nurshimah
+65 6433 4798 tel
+65 6337 6898 fax
rahim_nurshimah@iesingapore.gov.sg

Cheque Payment

Cheques should be made payable to **International Enterprise Singapore**. Please indicate your name, contact details and event name on the reverse side of the cheque. Cheques must reach us by **Thursday, 31 October 2008**.

Please mail your cheque to:

Ms Rahim Nurshimah
International Enterprise Singapore
230 Victoria Street #10-00
Bugis Junction Office Tower
Singapore 188024

Credit Card Payment (Visa or Mastercard)

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