

Lisbon, Portugal
March 23, 2013

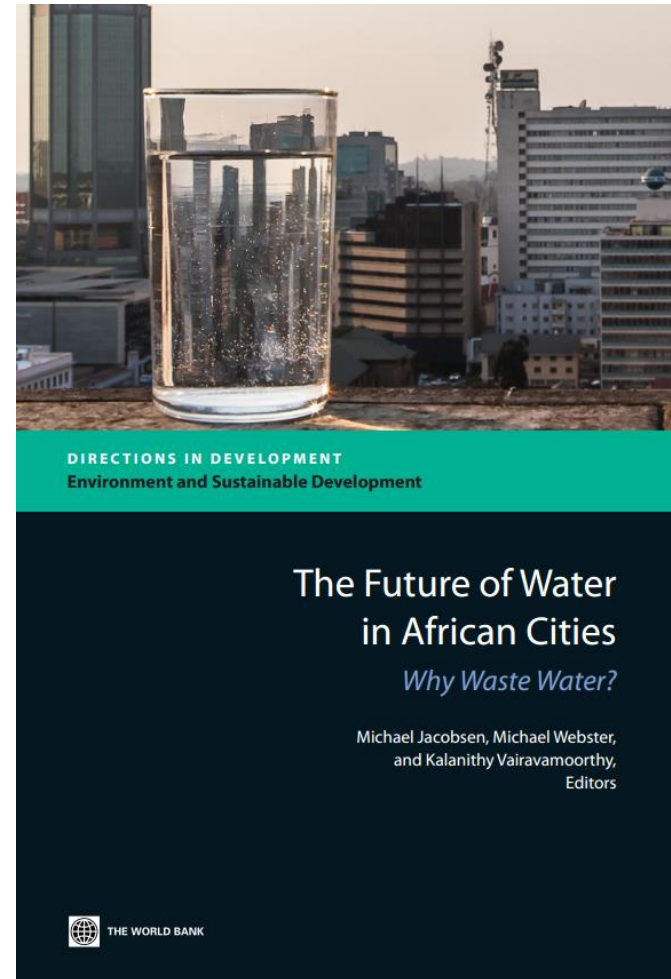
Business Opportunities in the Water sector with the World Bank

Gilles R. Garcia

Manager, Enterprise Outreach Services
The World Bank

The World Bank Group: 2 Banks in 1!

- **The Knowledge/ Solutions Bank** to facilitate business access to growing markets
- **The Transactions Bank** to open new markets to exporters and investors



A Transactions Bank with 2 main doors!

For Exporters



- **\$35.3B (70%) of WB lending in 2012 turned into \$25B worth of procurement opportunities**

For Investors



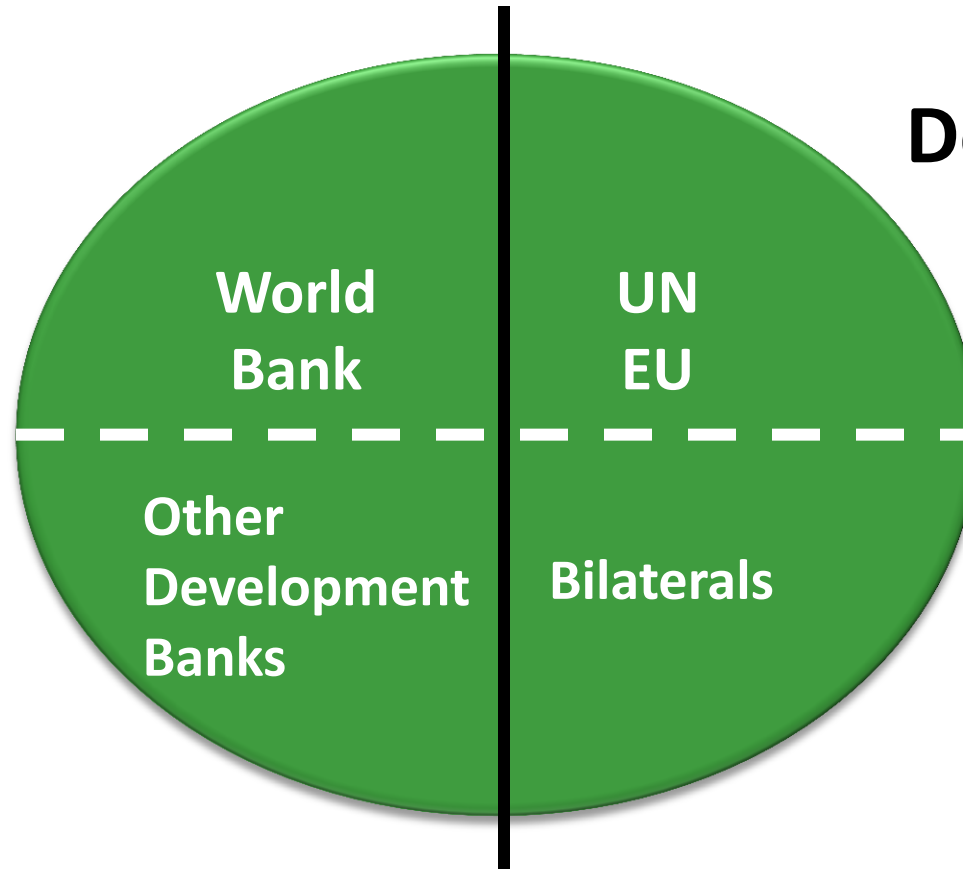
- **\$15B (28%) of IFC co-financing**
- **\$2.7B (2%) of MIGA guarantees against Political Risks**

For a Total Commitment of \$53 B in 2012

\$ 25 B procurement opportunities on WB financed contracts, **\$ 100 B** on aid funded business

Banks

**Development
Agencies**



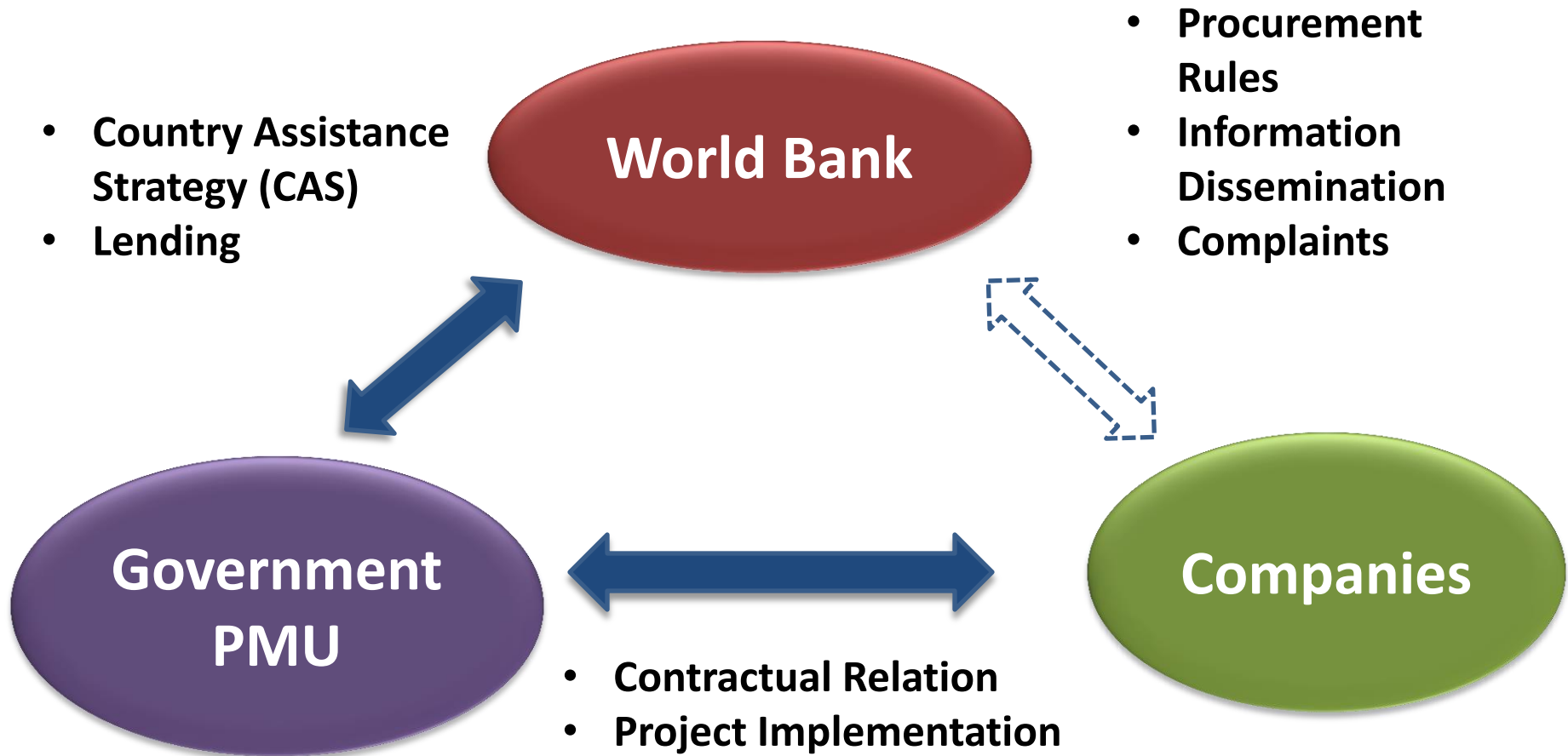
... and **\$ 4 500 B** of public procurement in developing countries (15% of GDP)

The World Bank is a « procurement business facilitator »...

- Regular flow of 100,000 WB financed contracts worth \$25 billion per year in all categories (CW,G,C), sectors (Hard to soft) and size(from \$10 000 to \$600M),
- 10,000 contracts prior reviewed (10%) worth \$12.7 billion (50%),
- 77 % contracts are ICB, 10 % contracts are NCB,
- **70 % of contracts awarded to local companies,**
- « Best practice » projects
- 220 WB staff involved in procurement , the Bank is a referee for companies who are **sure to get paid**,
- The large majority of bidders are SME's.

...to access this fast growing public procurement market

The World Bank has NO contractual relationship with companies



The Key Issue is to address the Real Issues ...

Business Opportunities Identification

A Real Strategic Challenge

- Systematic Web based Screening
- Strategic Selection
- Field Focus
- Local Partnership

Bid Preparation

Timing & Details Critical

- Clarity of Bidding Documents
- Be responsive
- Ask questions to the right people

Project Implementation

Mapping of the key actors critical

- Payments
 - PMU/CM/CD/ TTL/ RPA
- Corruption
 - INT

... in each phase of the Project Life Cycle

Water at the World Bank

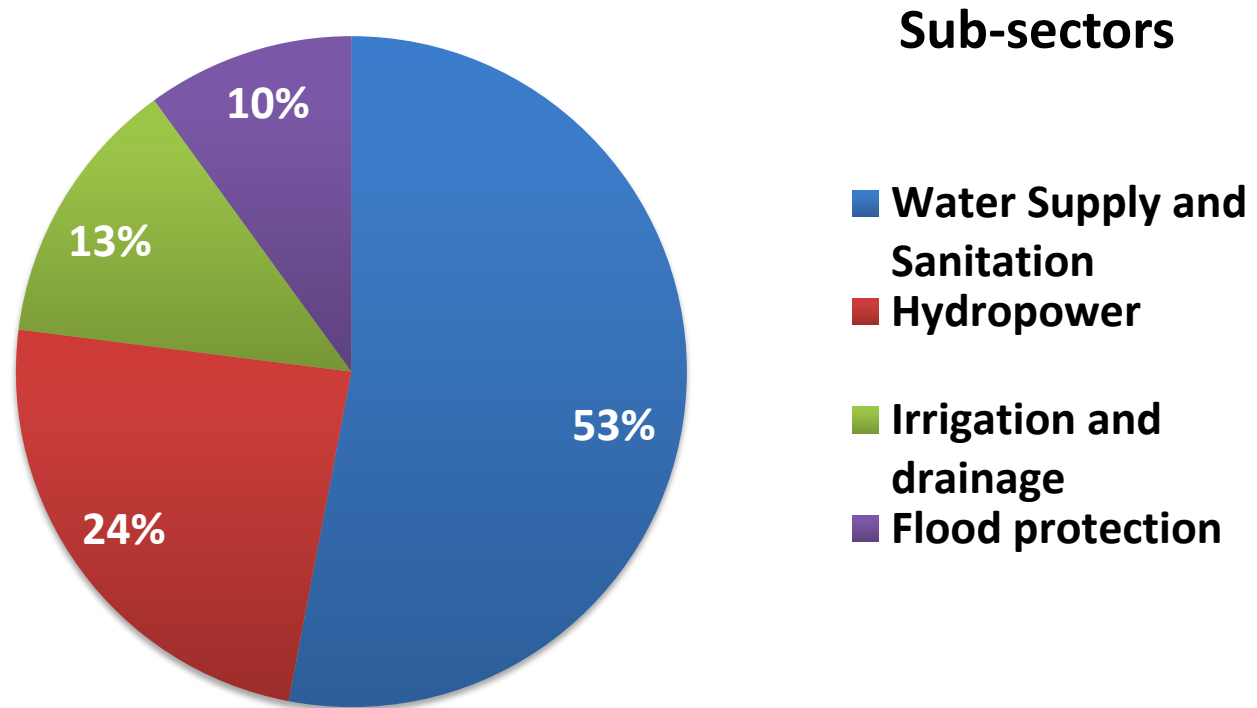
Sustainable Development Network (SDN)

- Agriculture
- Climate Policy & Finance
- Energy
- Environment
- Transport
- Urban Development
- ICT
- Infrastructure
- Oil, Gas, and Mining
- Social Development
- **Water**
 - **Water Supply and Sanitation**
 - **Hydropower**
 - **Irrigation & drainage**
 - **Flood protection**

<http://go.worldbank.org/PQE9TNVDI0>

Water at the World Bank

- In 2011, Water Portfolio amounts to **\$7.2B** in lending commitments

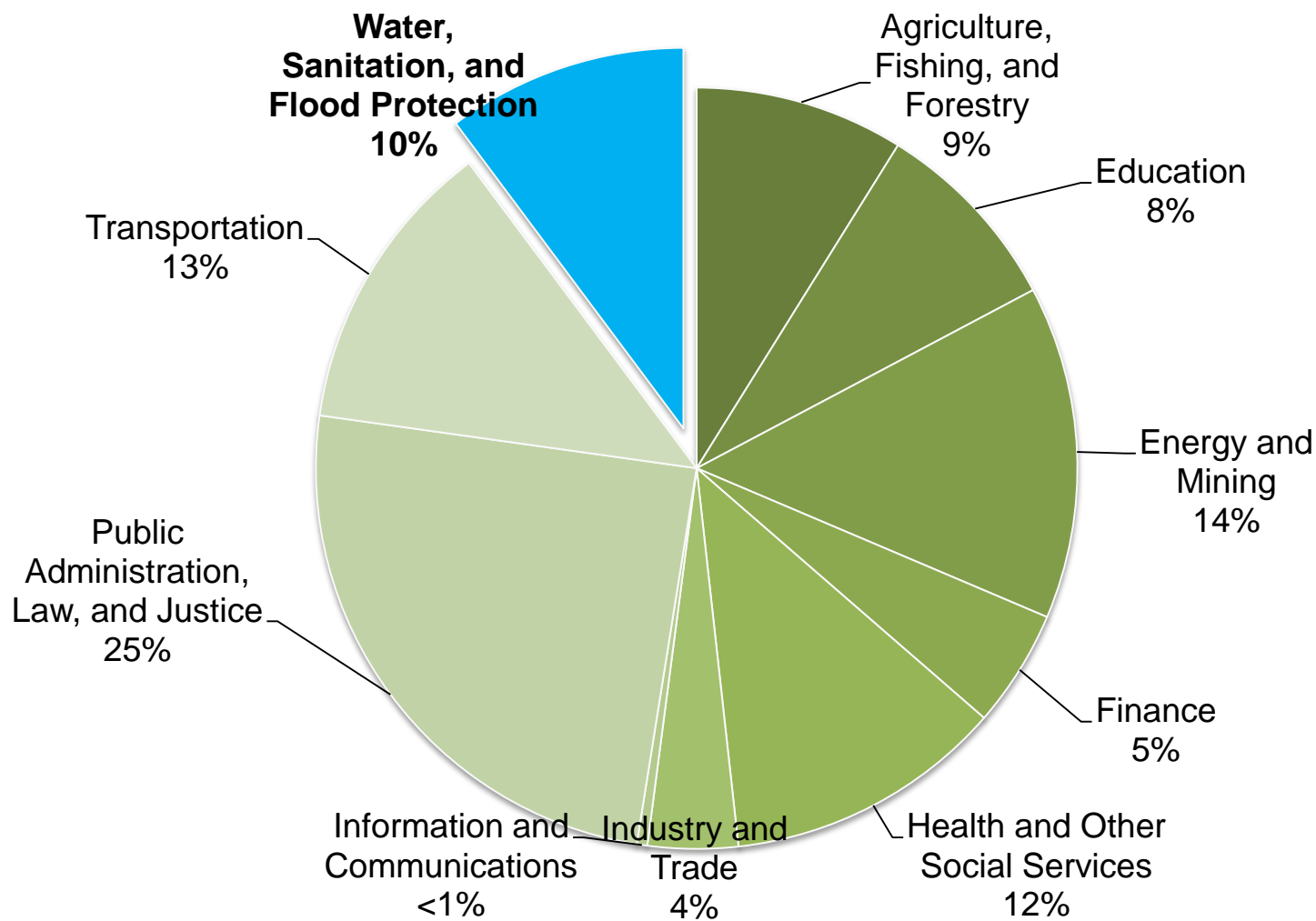


<http://water.worldbank.org/>



IBRD and IDA Lending by Sector | Fiscal 2012

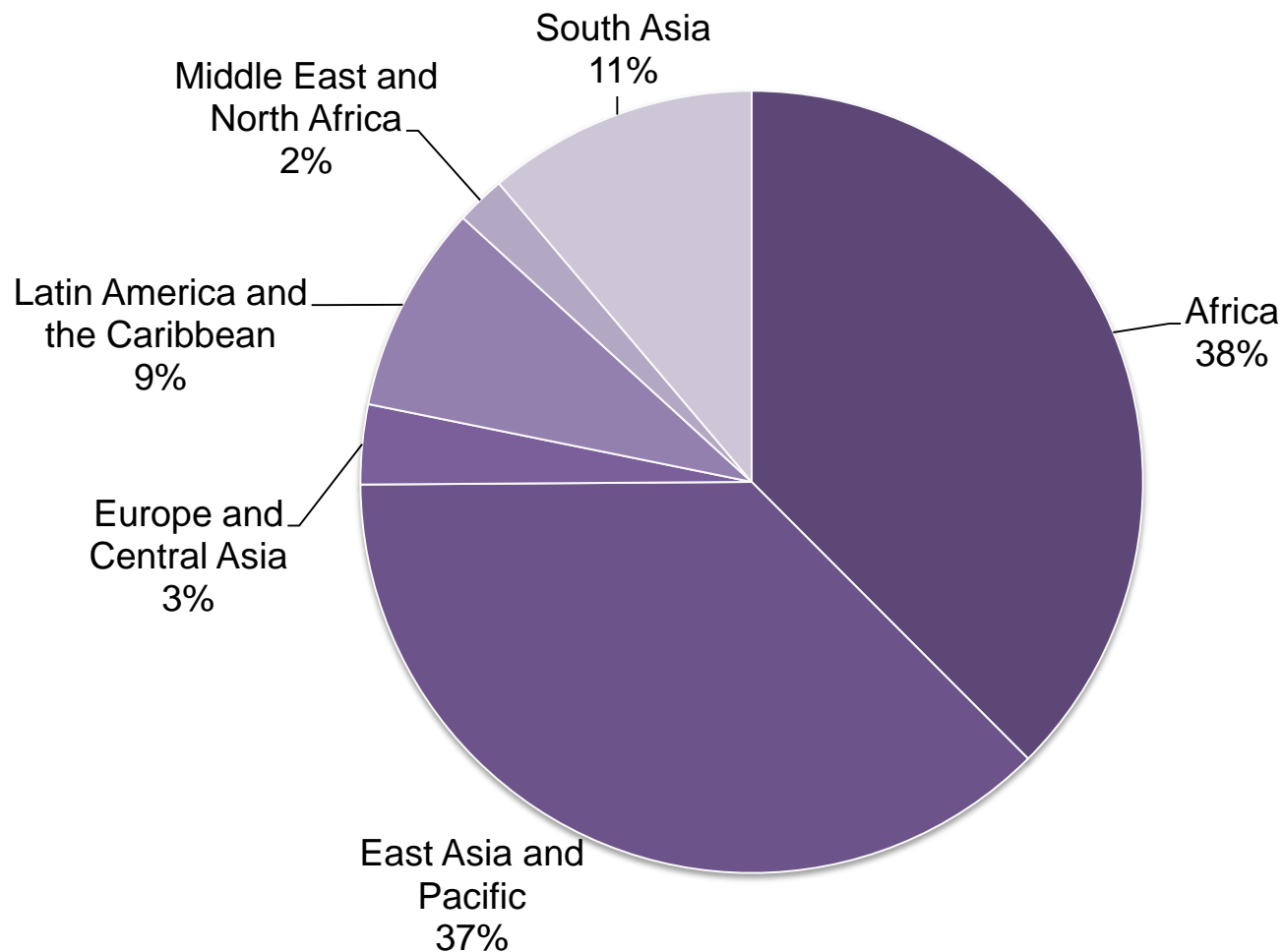
Share of total lending of \$35.3 Billion



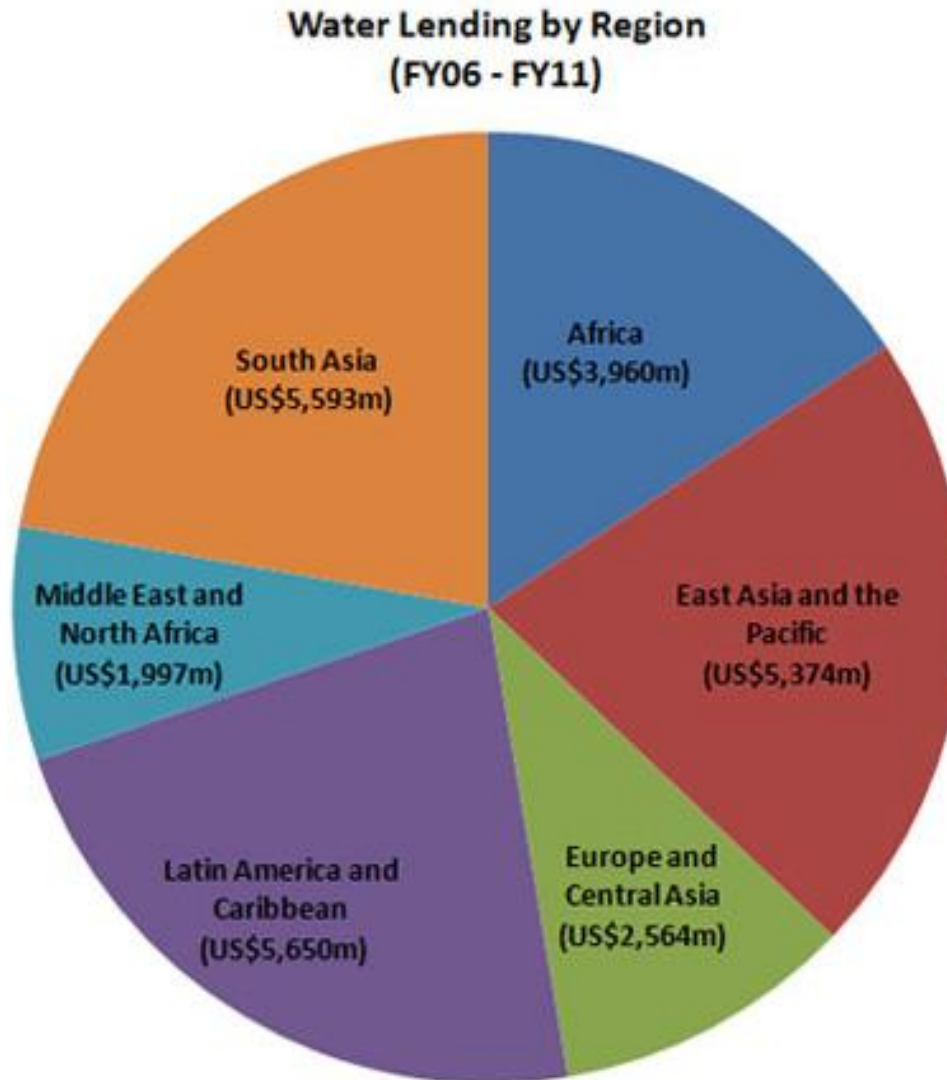


Water, Sanitation, and Flood Protection IBRD and IDA Lending by Region | Fiscal 2012

Share of total lending of \$3.6 billion

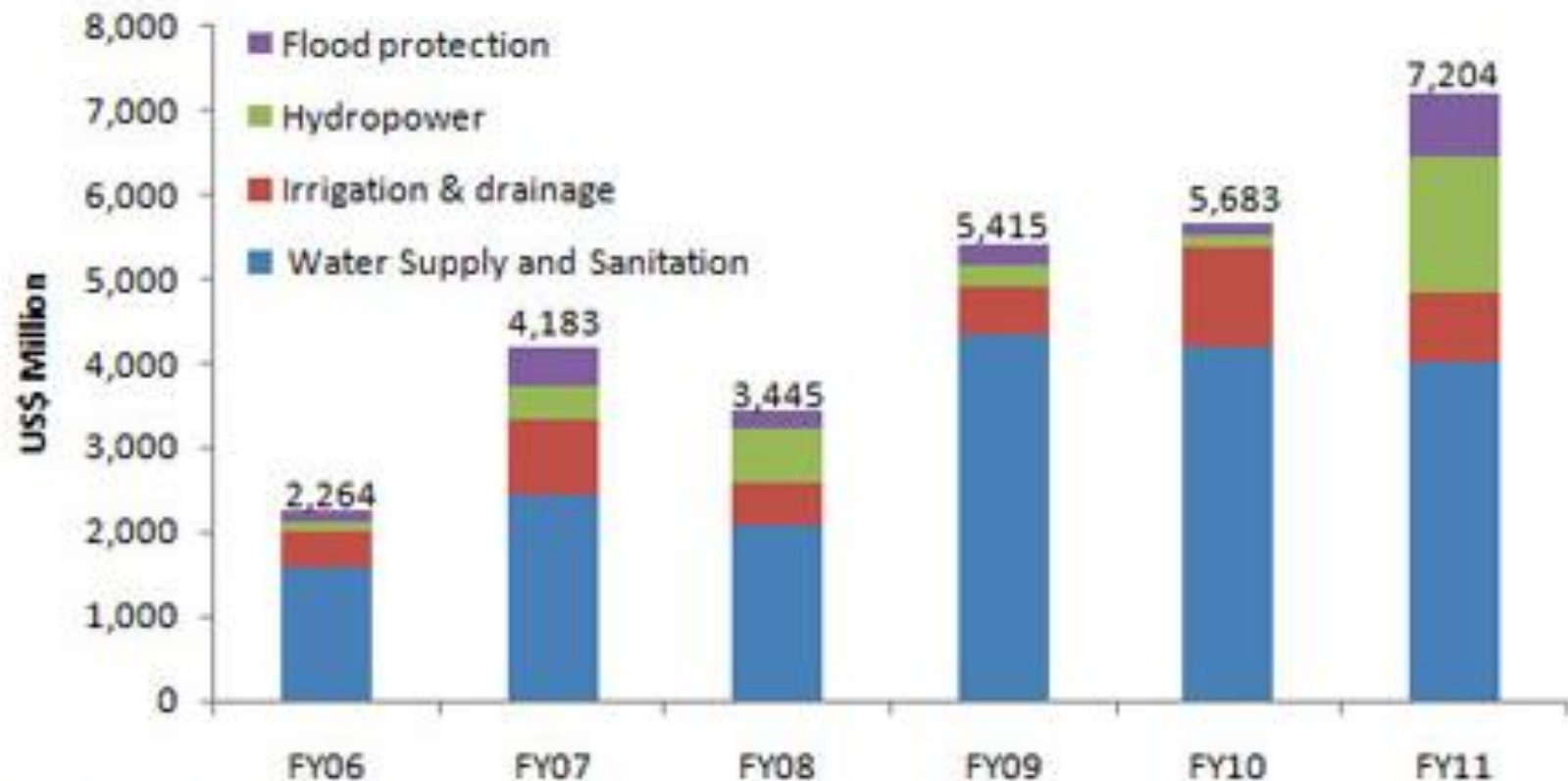


Water Portfolio by Region FY 2006-2011



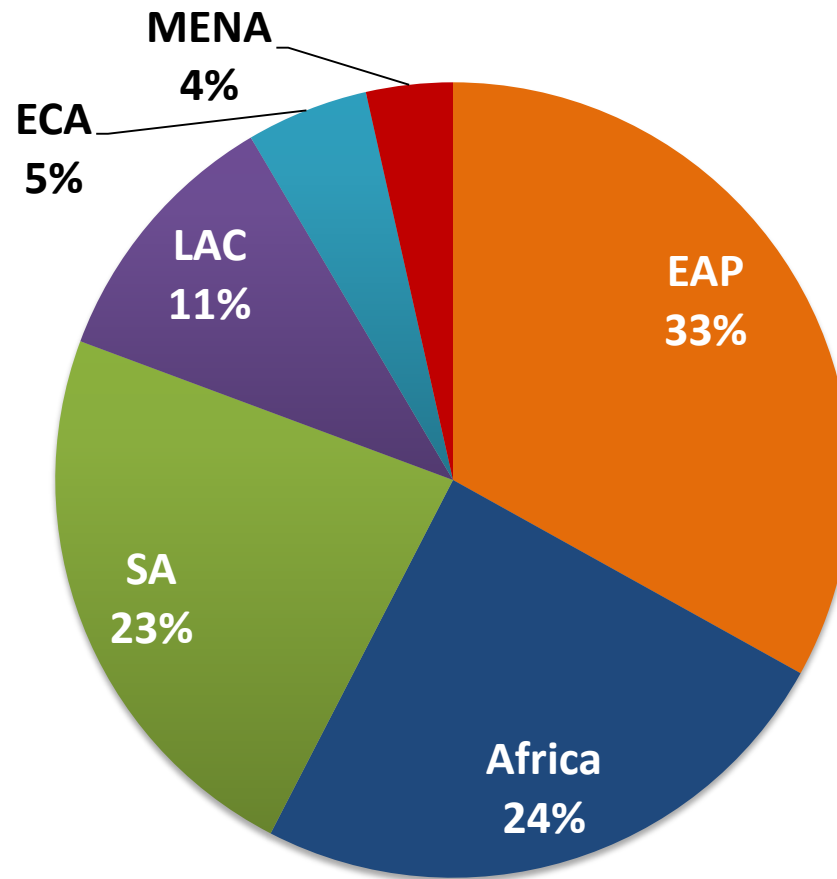
Water Portfolio by Sub Sector FY 2006-2011

Water Lending



333 Projects in the WB Pipeline worldwide of which 70 (20%) Water Projects, worth \$8.5B

Water Pipeline by Region



Business opportunities in Water in Africa

- **17 projects** in Water in Africa, worth **\$2B**

<u>Project Name</u>	<u>ID</u>	<u>Commitment Amount*</u>	<u>Product Line</u>	<u>Country/Area</u>	<u>Status</u>	<u>Approval Date</u>
NELSAP: Regional Rusumo Falls Hydroelectric and Multipurpose Project	P075941	406	IBRD/IDA	Africa	Pipeline	N/A
Irrigation and Water Resources Management Project	P123112	400	IBRD/IDA	Nigeria	Pipeline	N/A
Kenya - Enhancing Water Security & Climate Resilience	P117635	350	IBRD/IDA	Kenya	Pipeline	N/A
Greater Maputo Water Supply Expansion Project	P125120	170	IBRD/IDA	Mozambique	Pipeline	N/A
Uganda Support to Municipal Infrastructure Development Project	P117876	150	IBRD/IDA	Uganda	Pipeline	N/A
DRC Urban Development Project FY13	P129713	100	IBRD/IDA	Congo, Democratic Republic of	Pipeline	N/A
Bamako Water Supply Project	P122826	70	IBRD/IDA	Mali	Pipeline	N/A
Third Phase Community Based Rural Development Project	P129688	70	IBRD/IDA	Burkina Faso	Pipeline	N/A
Benin Cities Support Program	P122950	60	IBRD/IDA	Benin	Pipeline	N/A

Business opportunities in Water in Latin America

- **7 projects** in Water in Latin America, worth **\$840M**

Display Results in Set Of: [10](#) [50](#) [100](#)

Project Name	ID	Commitment Amount*	Product Line	Country/ Area	Status	Approval Date
Cusco Regional Development	P117318	40	IBRD/IDA	Peru	Pipeline	N/A
Belo Horizonte Urban Development Policy Loan	P126749	200	IBRD/IDA	Brazil	Pipeline	N/A
Bolivia Climate Resilience - Integrated Basin Management	P129640	41	Recipient Executed Activities	Bolivia	Pipeline	N/A
Sao Paulo State Sustainable Transport Project	P127723	300	IBRD/IDA	Brazil	Pipeline	N/A
Barranquilla Urban Flood Management	P120159	150	IBRD/IDA	Colombia	Pipeline	N/A
Second Phase Disaster Vulnerability Reduction APL for St. Lucia	P127226	10	IBRD/IDA	OECS Countries	Pipeline	N/A
National Disaster Vulnerability Reduction Project Phase 2	P130456	100	IBRD/IDA	Colombia	Pipeline	N/A

Business opportunities in Water available in Monthly Operational Summary (MOS)

Angola

Water, Sanitation and Flood Protection

Water Sector Institutional Development Additional Financing: The objective is to strengthen the institutional capacity and efficiency of the agencies in the water sector with improved access to water service delivery. Bank Approval completed on 30 June 2011.

Environmental Assessment Category B. Project: P124511. US\$ 120.0 (IDA Credit). Consultants will be required. Ministry of Energy and Water, Conego Manuel das Neves Avenue, S. Paulo, Luanda, Angola, Tel: (244-222) 339-988, Fax: (244-222) 339-335, E-mail: proj.dsa.minea@ebonet.net, Contact: Lucrecio Costa, Director Nacional

Brazil

Water, Sanitation and Flood Protection

Espirito Santo Integrated Sustainable Development: The objective is to improve efficiency of the State of Espírito Santo in managing water resources and infrastructure in a sustainable, resilient and integrated manner. Project preparation is underway. Environmental Assessment Category B. US\$ 225.0 (IBRD). Consultants will be required for implementation of various water resources management and water supply and sanitation activities planned to be financed by the project. Specific activities still under discussion. CESAN, Av. Governador Bley, 186, Brazil, Tel: (55-27) 3132-8200, Fax: (55-27) 3222-4369, E-mail: www.cesan.com.br; IEMA (Instituto Estadual do Meio Ambiente), Rod. BR 262 Km 0, Patio Porto Velho, Brazil, Tel: (55-27) 3136-3437, Fax: (55-27) 3136-3441, E-mail: presidente@iema.es.gov.br; Secretaria de Estado de Projetos Especiais e Articulação Metropolitana, Palácio da Fonte Grande, Rua Sete de Setembro, No. 362 8o Andar, Centro Vitória, Brazil, Tel: (55-27) 3636-1190, Fax: (55-27) 3321-3889, E-mail: www.es.gov.br

<http://go.worldbank.org/OG8CL2BD20>

Team Leader and Implementing Agencies contact information can be found in the PID

Greater Maputo Water Supply Expansion Project

OVERVIEWDETAILSFINANCIALSPROCUREMENTRESULTSMAPDOCUMENTS

PROJECT AT-A-GLANCE

Project ID	P125120
Country	Mozambique
Region	Africa
Status	Pipeline
Approval Date (as of board presentation)	N/A
Closing Date	N/A
Total Project Cost**	US\$178.00 million
Commitment Amount	US\$178.00 million
Team Leader	Luiz Claudio Martins Tavares

View More »

LATEST PROJECT DOCUMENTS

Mozambique-Greater Maputo Water Supply Expansion Project : Mozambique - Greater Maputo Water Supply Expansion Project (English)
NOV 03, 2011

Mozambique - Greater Maputo Water Supply Expansion Project (English)

Luiz Tavares, Lead Water and Sanitation Specialist, based in Washington DC
ltavares@worldbank.org

FIPAG
Avenida Filipe Sumuel Magaia Nr. 1291, P.O. Box 917, Maputo, Mozambique

<http://www.worldbank.org/projects/P125120/greater-maputo-water-supply-expansion-project?lang=en>





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MIDDLE EAST & NORTH AFRICA

A Call for Action on Climate Change in the Arab World

The consequences of global climate change are especially acute in the Arab world, a new report shows.

- ▶ Full Report | Slideshow | Video
- ▶ Blog: Lessons From a Hotter Arab World
- ▶ Turn Down the Heat Report
- ▶ Infographic: A 4 Degree Warmer World



<http://www.worldbank.org/>

COUNTRY AT A GLANCE



Population	196,655,014	2011
GDP	\$2,476,652,189,879	2011
GDP growth	2.7%	2011
Inflation	6.9%	2011

[More Data »](#)

Brazil has turned into an important voice in the international development debate thanks to its success in combining economic growth with better opportunities for all. From 2003 to 2009, more than 22 million Brazilians emerged from poverty. [Read More »](#)

- [Context](#)
- [Strategy](#)
- [Results](#)

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Country Office
Contacts

BRAZIL +5561 3329-1000

SCN, Qd. 2, Lt. A, Ed.
Corporate Financial
Center, Cj. 702/703,
Brasília, DF 70712-900
pteklenburg@worldbank.org

USA +1 202 473-1000

1818 H Street NW,
Washington, DC
20433
pteklenburg@worldbank.org

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FEATURED

2 / 3

PUBLIC SECTOR

Minas Gerais and the World Bank, Partners for Development

November 27, 2012 — A new \$450 million loan will go a long way to address the state's social and economic gains of the past years. [Read More »](#)

PROJECT

Bahia Inclusion and Economic Development DPL



The program aims at supporting Bahia's initiatives to reduce social inequality, develop more efficient infrastructure, and strengthen public sector management. [Read More »](#)

[View All Projects »](#)

WHAT'S NEW

FEATURE STORY

Latin America: HIV/AIDS numbers up, but new infections stabilizing across region

Nov 30, 2012

PRESS RELEASE

World Bank Warns Against

RELATED

- [Country Partnership Strategy](#)
- [Procurement documents](#)

PROJECT MAP



Mozambique



This page in: English



All Projects

Showing 20 of 113 results

Search Projects



REFINE BY:

Timeframe

[Today](#)[Past 7 Days](#)[Past Month](#)[Past Year](#)[Specific Date Range](#)[Start Date](#)[End Date](#)[Go](#)

Status

[Closed \(50\)](#)[Active \(37\)](#)[Pipeline \(6\)](#)[Dropped \(1\)](#)

▶ Project Title	▶ Project ID	▶ Commitment Amount *	▶ Status	▼ Approval Date
Mozambique Climate Change Technical Assistance Project	P131195	2.0	Active	June 26, 2012
MZ- AF to Education Sector Support Project	P124729	40.0	Active	May 1, 2012
Cities and Climate Change	P123201	120.0	Active	April 3, 2012
Eighth Poverty Reduction Support Credit (PRSC8)	P126226	110.0	Closed	March 15, 2012
AFSF - Africa - Mozambique - Banco Oportunidade - BOM	P124732	0.05	Active	November 8, 2011
MZ-Preparation and Supervision of the Pilot Public Works Program	P124216	1.8	Closed	October 14, 2011
Support for upgrading the Chamanculo C Neighbourhood in accordance with the Global Strategy for URIS in Maputo Municipality	P127820	0.55	Active	September 20, 2011



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Brazil - Country Partnership Strategy (CPS) for the period FY2012-2015 (English)

ABSTRACT

The Country Partnership Strategy (CPS) was organized around four main areas of engagement: strengthening the macroeconomic and governance foundations of growth; increasing equity; boosting competitiveness; and improving environmental sustainability. As... [See More +](#)

Document also available in : [Portuguese](#)

DETAILS

Document Date	2011/09/21
Document Type	Country Assistance Strategy Document
Report Number	63731
Volume No	1 of 1
Country	Brazil ;
Region	Latin America & Caribbean ;
Disclosure Date	2011/11/03
Doc Name	Brazil - Country Partnership Strategy (CPS) for the period FY2012-2015

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Official version of document (may contain signatures, etc)



[Official PDF](#), 185 pages 12.95 mb



[TXT*](#)

*The text version is uncorrected OCR text and is included solely to benefit users with slow connectivity.

CITATION

World Bank. 2011. *Brazil - Country Partnership Strategy (CPS) for the period FY2012-2015*. Washington D.C. - The

RELATED LINKS

► [See documents related to the project\(s\)](#)

<http://documents.worldbank.org/curated/en/home>



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Mozambique - Climate Change Development Policy Operation Project (English)

DETAILS

Document Date	2012/12/07
Document Type	Project Information Document
Report Number	AB7198
Volume No	1 of 1
Country	Mozambique
Region	Africa
Disclosure Date	2012/12/07
Doc Name	Mozambique - Climate Change Development Policy Operation Project

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Official version of document (may contain signatures, etc)

[DOCX](#)[Official PDF, 6 pages](#) 0.42 mb[TXT*](#)

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CITATION

World Bank. 2012. *Mozambique - Climate Change Development Policy Operation Project*. Washington DC : World Bank..
<http://documents.worldbank.org/curated/en/2012/12/1704518mozambique-climate-change-development-policy-operation>

RELATED LINKS

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<http://documents.worldbank.org/curated/en/home>

Accessing Procurement Notices

The screenshot displays the 'Projects & Operations' website interface. The main header includes a search bar and the text 'Projects & Operations'. Below the header, a breadcrumb trail reads 'Home > Projects > Project Database'. A left sidebar contains navigation links for language (Español, Français, 中文, Русский, عربي), Country Strategies, Project Database (with sub-links for Country Lending Summaries, Project Cycle, Project Status, and Policies and Procedures), Project Maps, Products and Services, Results, and Measuring Results. A 'Site Tools' section at the bottom of the sidebar lists FAQs, Projects & Operations, Public Information Center, For Client Governments, and Site Map. The main content area features a tabbed interface with 'Projects Portfolio', 'Country Reports', 'Procurement Publications' (highlighted with a yellow circle and an arrow), and 'Documents'. Below the tabs, a green bar contains 'Procurement Notices' (highlighted with a yellow box), 'Contract Awards', and 'Contract Data'. The 'View Results By:' section includes a 'Notice Type' dropdown menu set to 'All', a search input field with a '>>' button, and a link to 'Advanced Search'. Below this is a 'Popular Procurement Links' dropdown menu with another '>>' button. A 'What's New' section follows, titled 'Recent Approvals', listing three projects: 'Climate Resilient Participatory Afforestation and Reforestation Project - 08-FEB-2013', 'LIFELINE ROAD NETWORK IMPROVEMENT PROJECT - 31-JAN-2013', and 'Microfinance Development Project - 31-JAN-2013'.

Projects & Operations

Search Projects & Operations

Home > Projects > Project Database

Also available in: العربية, 中文, Français, Русский, Español

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Project Database

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- Project Cycle
- Project Status
- Policies and Procedures

Project Maps

Products and Services

Results

Measuring Results

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- LIFELINE ROAD NETWORK IMPROVEMENT PROJECT - 31-JAN-2013
- Microfinance Development Project - 31-JAN-2013

<http://go.worldbank.org/KTPE1WKU20>

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Refine by:

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- Region
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- Sector
- Procurement Group (Consultants or Goods and Works)

REFINE BY:

Submission Deadline

Specific Date Range

Start Date:

MM/DD/YYYY

End Date:

MM/DD/YYYY

Go

Region

☐ AFRICA (3,795)

☐ EUROPE AND CENTRAL ASIA (2,429)

☐ LATIN AMERICA AND CARIBBEAN (2,105)

☐ EAST ASIA AND PACIFIC (1,635)

☐ SOUTH ASIA (1,184)

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Country

☐ Vietnam (779)

☐ Africa (772)

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1

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3

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TO APPLY PART OF THE PROCEEDS TO PAYMENTS FOR GOODS, WORKS, RELATED SERVICES AND CONSULTING SERVICES TO BE PROCURED UNDER THIS PROJECT.

... GENERAL PROCUREMENT NOTICE Republic of Tajikistan Second Dushanbe Water Supply Project Water Supply and Sanitation GENERAL PROCUREMENT NOTICE Grant No. H 6920 Project ID No. P118196 The Republic of Tajikistan has received financing in the amount of US\$ 16 millions equivalent from the World Bank toward the cost of the Second Dushanbe Water Su...

Procurement Group: Consultants | Notice Type: Request for Expression of Interest | Submission Deadline: 31-Dec-2015 | Project ID: P118196 | Country: Tajikistan
[+ See more](#)

INVITATION FOR BIDS (IFB) FOR SUPPLY AND DELIVERY OF TEXT BOOKS FOR UNIVERSAL SECONDARY EDUCATION (USE)

... INVITATION FOR BIDS (IFB) FOR Supply and Delivery of Text Books for Universal Secondary Education (USE) (INTERNATIONAL COMPETITIVE BIDDING) PROCUREMENT REFERENCE NO.: MOES/SUPPLS/11-12/0023 IDA Credit No: P110803 1. This Invitation for Bids follows the General Procurement Notice for this project that appeared in the Development Business August 18, 2009 ...

Procurement Group: Goods and Works | Notice Type: Invitation for Bids | Submission Deadline: 18-May-2014 | Project ID: P110803 | Country: Uganda
[+ See more](#)

FISCALIZACIÓN DE OBRAS DE COLECTORES PRINCIPALES DEL SISTEMA DE ALICANTAMIENTO DE LA CIUDAD DEL ITAV

Advanced Search for Procurement Notices

Keywords:

Project Country*: All
Afghanistan
Africa
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Project Region*: All
Africa
East Asia And Pacific
Europe And Central Asia
Latin America And Caribbean

Project Major Sector/Sector*: All
Agriculture, fishing, and forestry
--Agricultural extension and research
--Animal production
--Crops

Submission Deadline: All To All

Procurement Group: ☐ All ☒ Consultants ☐ Goods and Works

Procurement Method*: All
-----*****CONSULTANTS*****
CQB-Selection Based On Consultant's Qualific
FBS-Selection Under a Fixed Budget
INDV-Individual

Procurement Type*: All
-----*****CONSULTANTS*****
CIC-Construction Supervision, Quality Manage
COC-Consultanting Other Combination
CDE-Design/Engineering Studies

<http://go.worldbank.org/036GENI180>

From the Country Assistance/Partnership Strategy...

2 critical steps & set of documents to track:

- **Register to the WB MOS**

Monthly Operational Summary

<http://go.worldbank.org/OG8CL2BD20>

- **PID:** Project Information Document

- **PAD:** Project Appraisal Document

<http://documents.worldbank.org>

... to submitting your bidding documents

Electronic Resources

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 - Search by Countries and Topics or by Projects & Operations
 - <http://www.worldbank.org/>
- **Advanced Search for Projects**
 - <http://go.worldbank.org/YLPQAHBY40>
- **Procurement Guidelines**
 - <http://go.worldbank.org/1KKD1KNT40>
- **Procurement Notices**
 - <http://go.worldbank.org/YLPQAHBY40>
- **Procurement Awards and Summary Reports**
 - <http://go.worldbank.org/BY6HRBV4E0>
- **Monthly Operational Summary**
 - <http://go.worldbank.org/OG8CL2BD20>

IFC Portfolio:

Water & Wastewater utilities:
\$774M as of Dec. 2012

Contacts:

Paula Alayo

Senior Investment Officer and
Country Coordination for
Portugal, based in Paris

Palayo@ifc.org

Patrick Mullen

Principal Water & Sanitation
Specialist based in Washington

PMullen1@ifc.org



MIGA

MIGA Portfolio:

Water & Wastewater: \$396M



**Multilateral Investment
Guarantee Agency**
World Bank Group

Contact:

Olivier Lambert

Regional Manager, Europe,
Middle East and Africa,
based in Paris

olambert@worldbank.org



Thank you

Gilles R. Garcia

ggarcia2@worldbank.org

<http://www.worldbank.org/business-global>