



# Opportunities with the World Bank Group in Solid Waste Management

Contracts for equipment supply and  
construction and operation of infrastructure



# What does the World Bank Group do?

## Who We Are

With 189 member countries, staff from more than 170 countries, and offices in over 130 locations, the World Bank Group is a unique global partnership: five institutions working for sustainable solutions that reduce poverty and build shared prosperity in developing countries.

## Our Mission

To end extreme poverty by reducing the share of the global population that lives in extreme poverty to 3 percent by 2030.

To promote shared prosperity by increasing the incomes of the poorest 40 percent of people in every country.

## What We Do

**Partner with Governments:** The World Bank Group provides financing, policy advice, and technical assistance to governments of developing countries.

**Partner with the Private Sector:** The World Bank Group helps strengthen the private sector in developing countries by providing financing, technical assistance, political risk insurance, and settlement of disputes to private enterprises, including financial institutions.



## Financing Instruments

The World Bank Group provides a variety of financing instruments to the public and private sector including most commonly:

*Investment Project Financing* provides loans, credits, grants and guarantee financing to governments for activities that create the physical/social infrastructure necessary to reduce poverty and promote sustainable development.

*Development Policy Financing* provides loans, credits, grants and guarantee budget support to governments or a political subdivision to implement policy and institutional actions to help achieve sustainable, shared growth and poverty reduction.

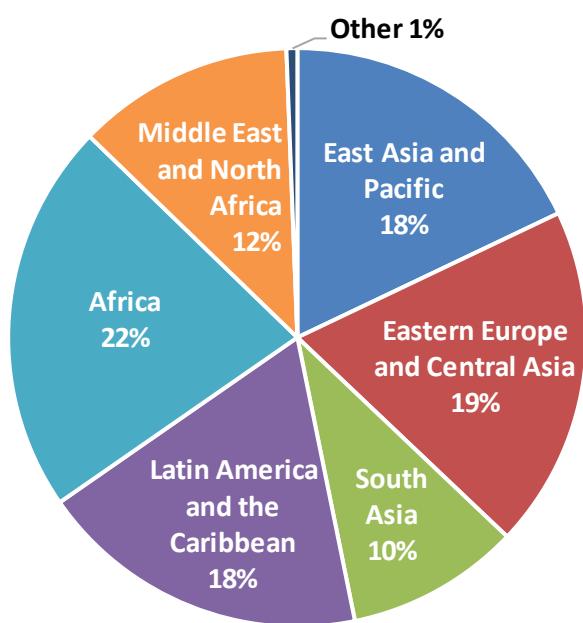
*Program-for-Results* links disbursement of funds directly to the delivery of defined results to help countries improve the design and implementation of their own development programs, strengthen institutions and build capacity to achieve lasting results.

*Trust Funds and Grants* allow for the scaling up of activities, notably in fragile and crisis-affected situations; enable the World Bank Group to provide support when our ability to lend is limited; provide immediate assistance in response to natural disasters and other emergencies; and pilot innovations that are later mainstreamed into our operations.

*Private Sector Financing*, Direct Investment and Guarantees are provided to private sector entities.

# Does the World Bank finance solid waste management?

Since 2000, the World Bank Group has committed over 4.5 billion dollars as part of over 300 projects designed to improve solid waste management.



**Solid Waste Management Loan projects  
(Number of projects per region)**  
Approval Date July 1999-August 2017



# What is the role of contractors and equipment providers?

World Bank financed projects implemented by our government partners rely on private contractors and equipment providers to deliver and enhance solid waste services. Private contractors undertake construction, and at times, operation and financing of solid waste infrastructure. Equipment providers supply solid waste equipment including trucks, other heavy equipment and treatment technologies.

In these "Goods and Works" contracts, procurement is led by the Government that is receiving the World Bank financing and not the World Bank. The Government

manages the relevant bidding process, awards the contract and supervises its implementation. To ensure that the proceeds of World Bank financing are used only for the purposes for which it was granted with due attention to considerations of economy and efficiency, the World Bank provides oversight applying the procedures outlined in the World Bank procurement policy ("Procurement in Investment Project Financing and other Operational Procurement Matters").



## Client - Governments and recipients of grant or loan

Manages funds, responsible for project results

Conducts procurement for contracts financed by World Bank grant or loan

### Common goods - works:

construction of landfills, recycling facilities, transfer stations, provision of collection trucks, equipment, operation of landfills

# Examples of goods and works contracts

## Contract for the Design, Construction, Operation and Financing of Landfill Gas-to-Energy Plant in Mexico

**Contract Size:** \$10.84 million

**Description:** Through a \$5.1 million grant provided by the Global Environment Facility (GEF) and \$5.7 million in financing from a private sector strategic partner, the World Bank worked with the Mexican government, the City of Monterrey, and private actors to form a cogeneration company that would design, construct and operate the facility and to sell the energy generated by the facility to the members of the company. The project is currently providing electricity to the city of Monterrey's street lights during the night and its Metro system during the day. The project is reducing greenhouse gas emissions from the landfill. The project also contributed to the development of an innovative public-private-partnership that overcame regulatory limitations for investment in the power sector in Mexico.

**Selection Process:** A joint venture agreement between SEMIPRODE, the landfill operator and a cogeneration company, "Bioelectrica" that included a private sector consortium, was reached to provide financing in the amount of \$10.84 million for the construction of the plant and arrangements for operation and revenue sharing. The strategic private sector consortium was procured through an international competitive bidding process. SEMIPRODE organized the bid based on a selection process for pre-qualified bidders based on their experience in design, construction and operation of landfill gas facilities, their personnel and financing capabilities and included technical as well as financial proposals.



## Contract for Landfill Construction Project in the West Bank

**Contract size:** \$7.99 million

**Description:** In May 2009, the World Bank approved the Southern West Bank Solid Waste Management project to improve solid waste disposal services for the communities and businesses of Palestinian municipalities. Unsanitary and uncontrolled solid wastes disposal has become a serious public health and environmental hazard of great concern to the Palestinian people in the West Bank and Gaza. The vast majority of solid waste produced by the Palestinian population in the West Bank, except in the northern region, is disposed of at unregulated dump sites. This project had stakeholder engagement, institutionalization, and construction components.

**Procurement:** A competitive bidding process was conducted through the World Bank procurement system following the World Bank procurement rules. The criteria were explicitly provided and the posting was advertised globally.

# Examples of goods and works contracts

## Contract for Procurement of Solid Waste Equipment for Monrovia, Liberia

**Contract size:** Six contracts between \$16,500 and \$49,500 for the supply of pickups, tow pickups, and skip bucket trucks

**Description:** Through a grant from the Liberia Reconstruction Trust Fund (LRTF) supported by the International Development Association (IDA), the Government of Liberia contracted the construction and provision of municipal waste equipment as part of the Emergency Monrovia Urban Sanitation Project (EMUS). Liberia's economy, institutions, and human capacity were completely devastated by the country's 14-year civil war, which ended in 2003. During the war, the extensive destruction of basic infrastructure contributed to the collapse of productive activities and a reversion, essentially, to a subsistence economy. Major public services, including sanitation, water supply, and electricity, were discontinued or shut off.

**Selection process:** A competitive evaluation process was conducted through national competitive bidding using the World Bank procurement system following the World Bank procurement rules. The criteria were explicitly provided and the posting was advertised globally. The Project Implementation Unit of the Monrovia City Corporation contracted the selected firm.



## Contract for the Design, Construction, and Operation of a 219,000 Ton Capacity Landfill in San Fernando, Phillipines

**Contract size:** \$3.3 million

**Description:** Waste in 26 neighborhoods of San Fernando were being disposed of in uncontrolled landfills, causing health and environmental hazards for the 120,000 people living in the area. In addition, many of the local authorities do not have an independent waste management department. The World Bank piloted a Design, Build, and Operate contract of a managed landfill to address this challenge.

**Procurement:** A competitive bidding process was conducted through national competitive bidding using the World Bank procurement system following the World Bank procurement rules. The criteria were explicitly provided and the posting was advertised. The Project was well-received by the private sector, with 11 companies interested in applying for pre-qualification, and 5 companies bidding.

# How are contractors and firms selected?

Each World Bank project tailors its approach to procurement depending on the specific project and country context under the new World Bank Procurement Framework. The types of procurement processes fall broadly into the following categories:

**Approved Selection Methods:** For those contracts where World Bank regulations are applied, the Government agency approaches the national or international market directly or through open or limited competition. The winning bidder is selected using the following methods:

*Request for Proposals:* Allows contractors to, as part of the bid, innovate and provide specific solutions for complex or customizable goods or works.

*Request for Bids:* Undertaken when the detailed requirements for goods and works can be specified.

*Request for Quotations:* Involves comparing quotations from firms and is often used for procuring limited quantities of readily available off-the-shelf goods or non-consulting services.

*Direct Selection:* This method can be used in exceptional circumstances where there is only one suitable firm or there is justification to use a preferred firm (as outlined in the World Bank Procurement Regulations).

**Alternative Procurement Arrangements:** In many cases where the contracts is of low value and in certain other circumstances, the procurement process may rely on procurement rules and procedures of the Government agency or entity managing the World Bank financed project. Additionally, in cases where there is multiple sources of financing, the procedures of another Multilateral or Bilateral agency may be used.



THE WORLD BANK  
Procurement Regulations for IPF Borrowers

## **PROCUREMENT IN INVESTMENT PROJECT FINANCING Goods, Works, Non-Consulting and Consulting Services**

July 2016



For more information on procurement processes, the World Bank Procurement framework and regulations, please refer to:

[www.worldbank.org/procurement](http://www.worldbank.org/procurement)

# Where do we learn about opportunities?

**UN Development Business:** Provides announcements of procurement opportunities  
<https://www.devbusiness.com/>

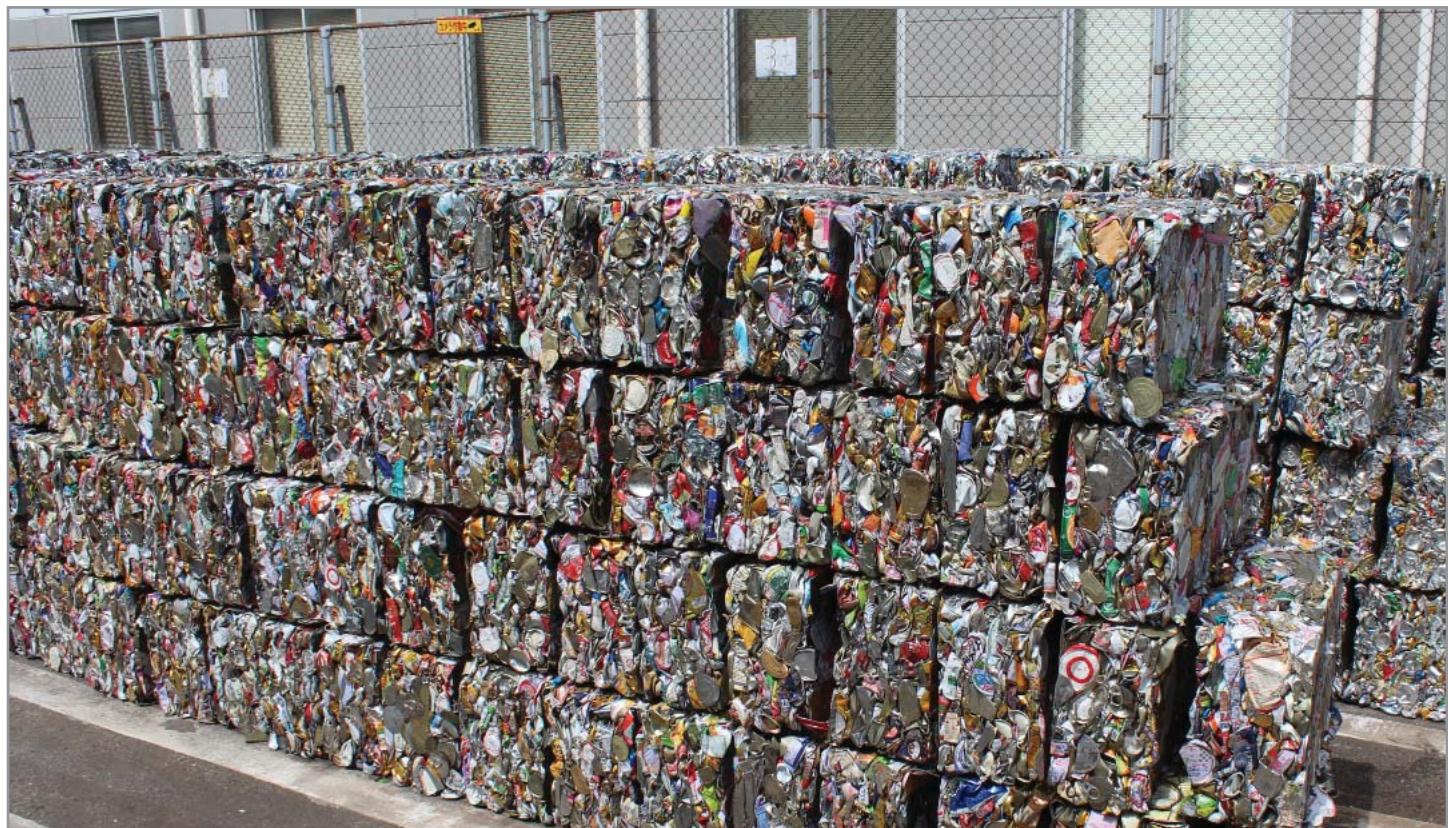
**World Bank Project Procurement App (available on the Apple App store):** Lists current tender notices for contracts receiving World Bank financing. Also, provides historical data on contracts that have undergone prior review by the World Bank, which are categorized by region, country, sector, type of good or work, and suppliers.

**World Bank Group Finances App (available on the Apple App store):** Provides an overview of projects and

government implementing agencies managing World Bank financing, categorized by country.

**World Bank Procurement Website:** Provides resources on current World Bank financing and government implementing agencies, procurement opportunities and contract awards.  
<http://www.worldbank.org/procurement>

**Government Websites and Media:** The websites of the agencies receiving World Bank financing or local media print and digital media are important resources for identifying opportunities in specific projects or countries.



# We have ideas!! How can we get involved in improving procurement with the World Bank?

## Industry Engagement Program (IEP)

In 2016 the World Bank committed to establish an Industry Engagement Program (IEP) to improve procurement outcomes in targeted sectors.

The program is designed to work closely with sector experts to identify and fix recurring procurement problems in World Bank financed projects, with the goal of achieving improved procurement and development outcomes.

Waste management is an area where the World Bank is considering a more in-depth engagement and is seeking preliminary industry input.

The World Bank is interested in involving private sector actors. We want to hear from you, and find a way to work together! Please contact: [solidwaste@worldbank.org](mailto:solidwaste@worldbank.org)





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