

## PROCUREMENT PLAN (Textual Part)

**Project information:** *LAO PDR COMPETITIVENESS AND TRADE PROJECT (P164813)*

**Project Implementation agency:** *National Implementation Unit*

**Date of the Procurement Plan:** *August 2018*

**Period covered by this Procurement Plan:** *Aug. 2018 – Sept. 2020.*

### Preamble

In accordance with paragraph 5.9 of the “World Bank Procurement Regulations for IPF Borrowers” (July 2016) (“Procurement Regulations”) the Bank’s Systematic Tracking and Exchanges in Procurement (STEP) system will be used to prepare, clear and update Procurement Plans and conduct all procurement transactions for the Project.

This textual part along with the Procurement Plan tables in STEP constitute the Procurement Plan for the Project. The following conditions apply to all procurement activities in the Procurement Plan. The other elements of the Procurement Plan as required under paragraph 4.4 of the Procurement Regulations are set forth in STEP.

***The Bank’s Standard Procurement Documents:*** shall be used for all contracts subject to international competitive procurement and those contracts as specified in the Procurement Plan tables in STEP.

**National Procurement Arrangements:** In accordance with paragraph 5.3 of the Procurement Regulations, when approaching the national market (as specified in the Procurement Plan tables in STEP), the country’s own procurement procedures may be used.

When the Borrower uses its own national open competitive procurement arrangements as set forth in with the national regulations including the Procurement Decree #03, dated January 9, 2004 and Implementation Rule and Regulations (IRR) #0063 issued by the Ministry of Finance (MOF) on March 12, 2004 and #0861/MOF, dated May 5, 2009 (amended version), such arrangements shall be subject to paragraph 5.4 of the Procurement Regulations and the following conditions.

1. The request for bids/request for proposals document shall require that bidders/proposers submitting bids/proposals present a signed acceptance at the time of bidding, to be incorporated in any resulting contracts, confirming application of, and compliance with, Bank Anti-Corruption Guidelines, including without limitation the Bank’s right to sanction and the Bank’s inspection and audit rights;
2. Information related to award of contract including reasons for rejection of unsuccessful bidders shall be published on the implementing agency websites and/or newspaper of wide circulation.
3. All complaints on procurement related matters including complaints arising from procurement under Bank financed Projects whilst using National Procurement Procedures shall be dealt with in accordance with Article 33 of the Procurement

Decree. Borrower shall put in place an effective complaints review mechanism for dealing with procurement related complaints, and shall disclose the details in all the bidding documents. All complaints shall be recorded by the Borrower in the appropriate tracking and monitoring system, as agreed between the Bank and the Borrower.

When other national procurement arrangements other than national open competitive procurement arrangements are applied by the Borrower, such arrangements shall be subject to paragraph 5.5 of the Procurement Regulations.

*Leased Assets as specified under paragraph 5.10 of the Procurement Regulations - Not Applicable*

*Procurement of Second Hand Goods as specified under paragraph 5.11 of the Procurement Regulations - Not Applicable*

*Domestic preference as specified under paragraph 5.51 of the Procurement Regulations (Goods and Works). - Not Applicable*

**Other Relevant Procurement Information.**

The operations of the BAF will be governed by the BAF Operations Manual which was approved in TDF2, and will be updated and approved by the government and the World Bank prior to effectiveness.

The procurement method and conditions used for procurement under the matching grant mechanism will be specified in the grant manual. Procurement of works, goods and/or services by the grantees will comply with acceptable commercial practice and due diligence

**PROCUREMENT PLAN** Lao People's Democratic Republic : Lao PDR Competitiveness and Trade Project

**General Information**  
**Country:** Lao People's Democratic Republic **Bank / Approval Date of the Original Procurement Plan:** 2018-08-02  
**Revised Plan Date(s): (comma delineated, leave blank if none)** 2018-08-07  
**Project ID:** P164813 **GPN Date:**  
**Loan / Credit No.:** Lao PDR Competitiveness and Trade Project  
**Executing Agency(ies):** National Implementation Unit

Activity Reference No./ Description	Loan / Credit No.	Component	Review Type	Method	Market Approach	Procurement Process	Prequalification (Y/N)	Estimated Amount (US\$)	Actual Amount (US\$)	Process Status	Draft Pre-qualification Documents		Prequalification Evaluation Report		Draft Bidding Document / Justification		Specific Procurement Notice / Invitation		Bidding Documents as Issued		Proposal Submission / Opening / Minutes		Bid Evaluation Report and Recommendation for Award		Signed Contract		Contract Completion	
											Planned	Actual	Planned	Actual	Planned	Actual	Planned	Actual	Planned	Actual	Planned	Actual	Planned	Actual	Planned	Actual	Planned	Actual

Activity Reference No./ Description	Loan / Credit No.	Component	Review Type	Method	Market Approach	Procurement Process	Prequalification (Y/N)	Estimated Amount (US\$)	Actual Amount (US\$)	Process Status	Draft Pre-qualification Documents		Prequalification Evaluation Report		Draft Bidding Document / Justification		Specific Procurement Notice / Invitation		Bidding Documents as Issued		Proposal Submission / Opening / Minutes		Bid Evaluation Report and Recommendation for Award		Signed Contract		Contract Completion	
											Planned	Actual	Planned	Actual	Planned	Actual	Planned	Actual	Planned	Actual	Planned	Actual	Planned	Actual	Planned	Actual	Planned	Actual

Activity Reference No./ Description	Loan / Credit No.	Component	Review Type	Method	Market Approach	Procurement Process	Prequalification (Y/N)	Estimated Amount (US\$)	Actual Amount (US\$)	Process Status	Draft Pre-qualification Documents		Prequalification Evaluation Report		Draft Bidding Document / Justification		Specific Procurement Notice / Invitation		Bidding Documents as Issued		Proposal Submission / Opening / Minutes		Bid Evaluation Report and Recommendation for Award		Signed Contract		Contract Completion	
											Planned	Actual	Planned	Actual	Planned	Actual	Planned	Actual	Planned	Actual	Planned	Actual	Planned	Actual	Planned	Actual	Planned	Actual

Activity Reference No./ Description	Loan / Credit No.	Component	Review Type	Method	Market Approach	Contract Type	Estimated Amount (US\$)	Actual Amount (US\$)	Process Status	Terms of Reference		Expression of Interest Notice		Short List and Draft Request for Proposals		Request for Proposals as Issued		Opening of Technical Proposals / Minutes		Evaluation of Technical Proposal		Combined Evaluation Report and Draft Negotiated Contract		Signed Contract		Contract Completion	
										Planned	Actual	Planned	Actual	Planned	Actual	Planned	Actual	Planned	Actual	Planned	Actual	Planned	Actual	Planned	Actual	Planned	Actual
A1-1 / Consulting firm to support reform for Starting a business and complementary reforms		Improving the Business Environment	Prior	Quality And Cost-Based Selection	Open - International		650,000.00	0.00	Pending Implementation	2018-09-15	2018-09-05	2018-10-19						2018-11-16	2018-12-16	2019-01-20			2019-02-24			2020-02-24	
A2-1A2-2 / Consulting firm to support streamlining of 30 priority licenses and publishing all licenses through licensing portal		Improving the Business Environment	Prior	Quality And Cost-Based Selection	Open - International		750,000.00	0.00	Pending Implementation	2018-08-15	2018-09-05	2018-10-19						2018-11-16	2018-12-16	2019-01-20			2019-02-24			2020-02-24	
B1-6 / Time release study I		Facilitating Trade and Connecting to Markets	Post	Consultant Qualification Selection	Open - National		50,000.00	0.00	Pending Implementation	2018-11-15	2018-12-06	2019-01-19								2019-02-18			2019-03-25			2019-09-21	
C1-1 / BAF firm		Improving Firm-Level Competitiveness	Prior	Quality And Cost-Based Selection	Open - International		1,550,000.00	0.00	Under Review	2018-07-31	2018-08-21	2018-10-04						2018-11-01	2018-12-01	2019-01-05			2019-02-09			2020-02-09	
A1-2-1 / Consulting firm to support automation of company registration		Improving the Business Environment	Prior	Quality And Cost-Based Selection	Open - International		550,000.00	0.00	Pending Implementation	2020-09-15	2020-10-06	2020-11-19						2020-12-17	2021-01-16	2021-02-20			2021-03-27			2022-03-27	

Activity Reference No./ Description	Loan / Credit No.	Component	Review Type	Method	Market Approach	Contract Type	Estimated Amount (US\$)	Actual Amount (US\$)	Process Status	Terms of Reference		Invitation to Identified/Selected Consultant		Draft Negotiated Contract		Signed Contract		Contract Completion	
										Planned	Actual	Planned	Actual	Planned	Actual	Planned	Actual	Planned	Actual
A1-A2 / Project coordinator (A1 & A2.1)		Improving the Business Environment	Post	Individual Consultant Selection	Open		60,000.00	0.00	Pending Implementation	2018-09-15	2018-11-03	2018-11-24			2018-12-29			2019-06-27	
A3-2 / National Private Sector Development Consultant		Improving the Business Environment	Post	Individual Consultant Selection	Open		120,000.00	0.00	Pending Implementation	2018-09-20	2018-11-08	2018-11-29			2019-01-03			2019-07-02	
A3-3 / Project coordinator based at MPI (A3 & A2.2)		Improving the Business Environment	Post	Individual Consultant Selection	Open		60,000.00	0.00	Pending Implementation	2018-09-20	2018-11-08	2018-11-29			2019-01-03			2019-07-02	
B1-1 / International Regulatory Expert		Facilitating Trade and Connecting to Markets	Prior	Individual Consultant Selection	Open		250,000.00	0.00	Pending Implementation	2018-10-15	2018-12-03	2018-12-24			2019-01-28			2019-07-27	
B1-2 / International Customs expert		Facilitating Trade and Connecting to Markets	Prior	Individual Consultant Selection	Open		250,000.00	0.00	Pending Implementation	2018-10-15	2018-12-03	2018-12-24			2019-01-28			2019-07-27	
B1-4 / Regulatory specialist		Facilitating Trade and Connecting to Markets	Post	Individual Consultant Selection	Open		120,000.00	0.00	Pending Implementation	2018-09-15	2018-11-03	2018-11-24			2018-12-29			2019-06-27	
D1-1 / Senior Finance specialist		Supporting Better and More Inclusive Policies	Post	Individual Consultant Selection	Open		115,000.00	0.00	Pending Implementation	2018-09-15	2018-11-03	2018-11-24			2018-12-29			2019-06-27	
D1-2 / Finance specialist		Supporting Better and More Inclusive Policies	Post	Individual Consultant Selection	Direct		92,000.00	0.00	Pending Implementation	2018-09-15	2018-09-25	2018-10-16			2018-11-20			2019-05-19	
D1-4 / International Part time procurement specialist		Supporting Better and More Inclusive Policies	Post	Individual Consultant Selection	Direct		120,000.00	0.00	Pending Implementation	2018-09-15	2018-09-25	2018-10-16			2018-11-20			2019-05-19	
D1-5 / Trade Analyst		Supporting Better and More Inclusive Policies	Post	Individual Consultant Selection	Direct		80,000.00	0.00	Pending Implementation	2018-09-15	2018-09-25	2018-10-16			2018-11-20			2019-05-19	
D1-6 / Senior Private Sector Development Consultant		Supporting Better and More Inclusive Policies	Post	Individual Consultant Selection	Open		160,000.00	0.00	Pending Implementation	2018-09-15	2018-11-03	2018-11-24			2018-12-29			2019-06-27	

D1-7 / Private Sector Development Advisor	Supporting Better and More Inclusive Policies	Prior	Individual Consultant Selection	Direct		240,000.00	0.00	Pending Implementation	2018-09-15		2018-09-25		2018-10-16		2018-11-20		2019-05-19
D1-9 / Full time Gender/Communication	Supporting Better and More Inclusive Policies	Post	Individual Consultant Selection	Open		120,000.00	0.00	Pending Implementation	2018-12-15		2019-02-02		2019-02-23		2019-03-30		2019-09-26
D1-10 / (Part-time) M&E Officer	Supporting Better and More Inclusive Policies	Post	Individual Consultant Selection	Open		120,000.00	0.00	Pending Implementation	2018-09-15		2018-11-03		2018-11-24		2018-12-29		2019-06-27
D1-11 / BAF Coordinator	Supporting Better and More Inclusive Policies	Post	Individual Consultant Selection	Open		54,000.00	0.00	Pending Implementation	2018-09-15		2018-11-03		2018-11-24		2018-12-29		2019-06-27
B1-3 / Private Sector Coordinator & Communication	Facilitating Trade and Connecting to Markets	Post	Individual Consultant Selection	Direct		120,000.00	0.00	Pending Implementation	2018-09-15		2018-09-25		2018-10-16		2018-11-20		2019-05-19
D1-3 / Procurement officer	Supporting Better and More Inclusive Policies	Post	Individual Consultant Selection	Direct		92,000.00	0.00	Pending Implementation	2018-09-14		2018-09-24		2018-10-15		2018-11-19		2019-05-18
D1-8 / IT Officer	Supporting Better and More Inclusive Policies	Post	Individual Consultant Selection	Direct		72,000.00	0.00	Pending Implementation	2018-09-15		2018-09-25		2018-10-16		2018-11-20		2019-05-19
A3-1 / Part time international regulatory expert	Improving the Business Environment	Prior	Individual Consultant Selection	Open		200,000.00	0.00	Pending Implementation	2018-10-15		2018-12-03		2018-12-24		2019-01-28		2019-07-27