



Opportunities with the World Bank Group in Solid Waste Management Consulting Services



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.

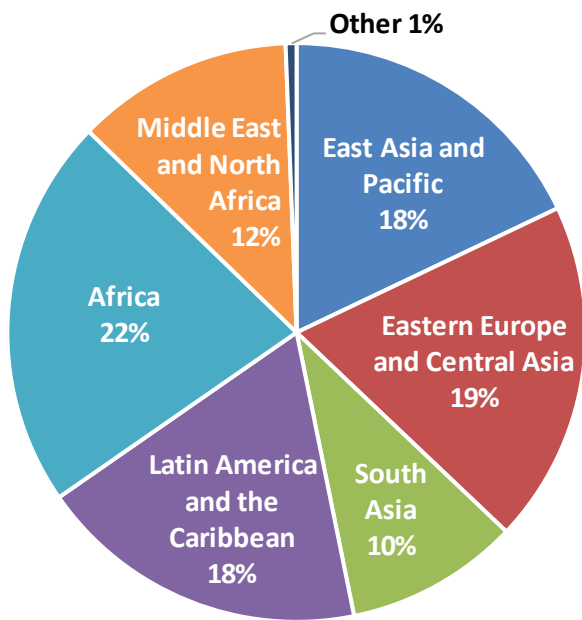
Program-for-Results links disbursement of funds directly to the delivery of defined results to help countries improve the design and implementation of their own development programs, strengthen institutions and build capacity to achieve lasting results.

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.

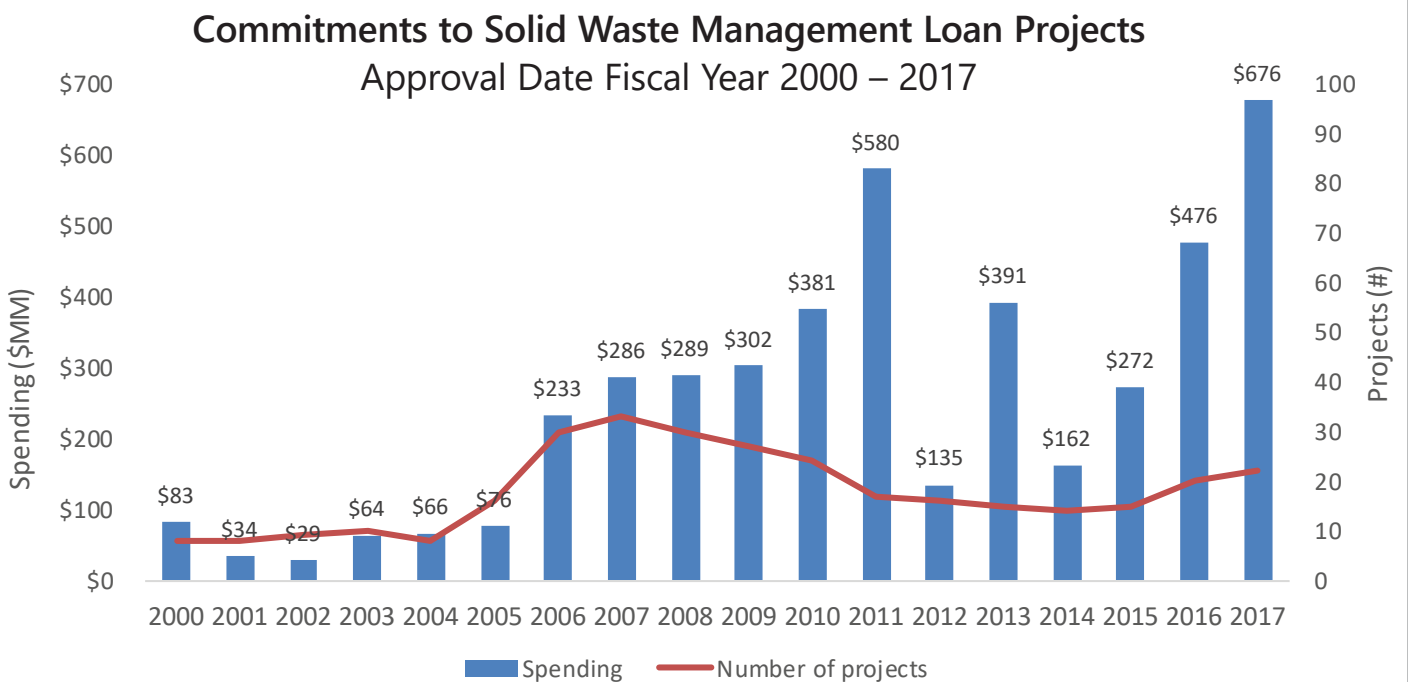
Private Sector Financing, Direct Investment and Guarantees are provided to private sector entities.

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

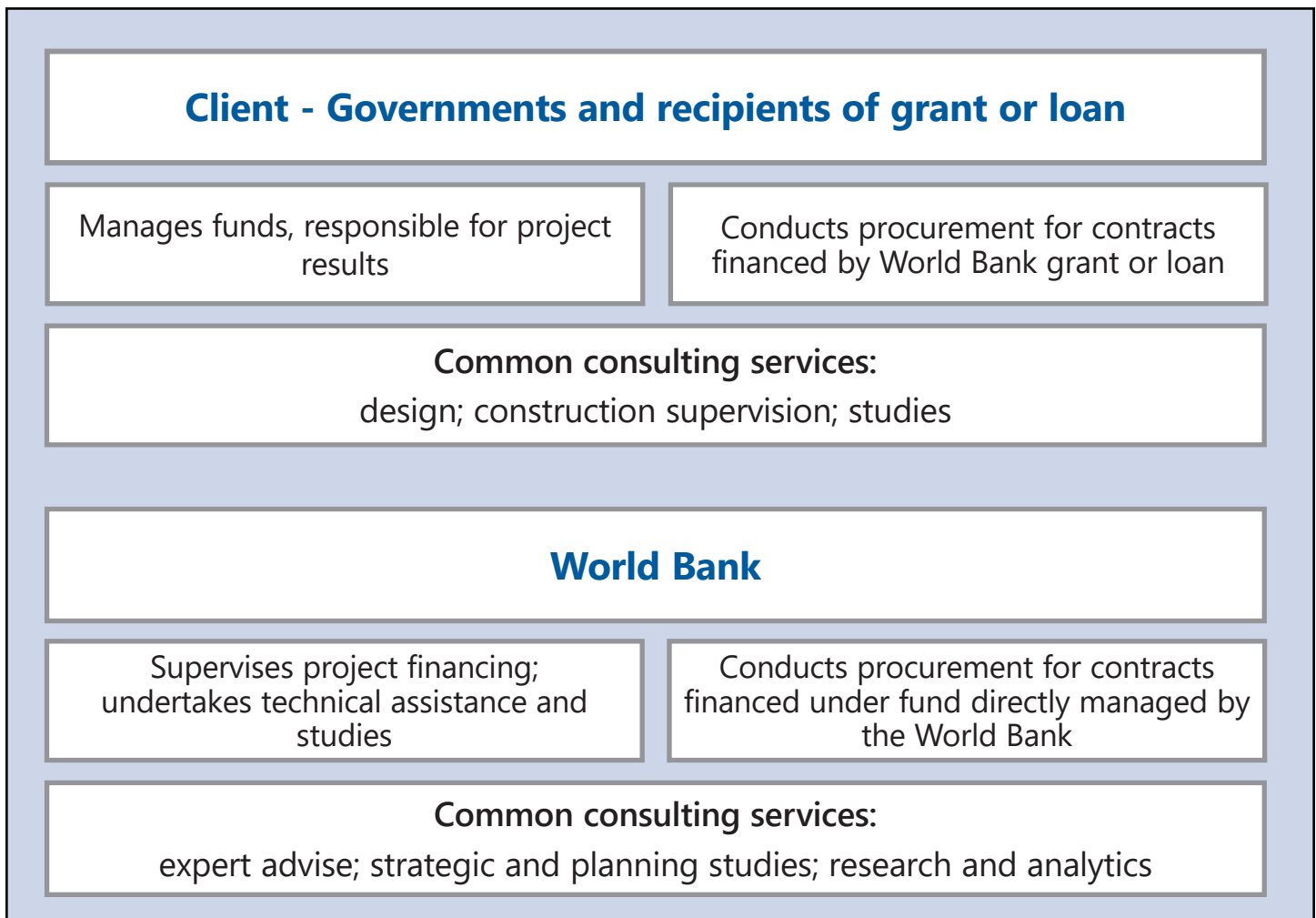


What is the role of consultants?

World Bank financed projects implemented by our government partners rely on consultants to provide expertise, advice and services such as engineering design and supervision to assist in the process of establishing and enhancing solid waste services. In these contracts, procurement is led by the Government that is receiving the World Bank financing. The Government manages the relevant procurement 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 by applying the procedures outlined in the World Bank procurement policy ("Procurement in Investment Project Financing and other Operational Procurement Matters").

Additionally, in support of projects and dialogue with individual Governments and for global and regional studies, the World Bank often relies on consultants for technical advice and analysis. In this case, the World Bank manages the relevant procurement process, awards the contract and supervises its implementation.



How are firms selected by governments and recipients of World Bank financing?

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 these methods:

Quality-Based Selection: A competitive process where the proposal quality is evaluated without using cost as an evaluation criterion.

Quality and Cost-Based Selection: A competitive process among shortlisted consulting firms under which the selection of the successful firm considers proposal quality and cost of the service.

Consultant's Qualification-Based Selection: The selection of the firm is done based in the relevant experience and qualifications of the firm among all firms that have submitted a request for expression of interest.

Fixed Budget-Based Selection: A competitive process among shortlisted consulting firms under which the selection of the successful firm considers the proposal quality and the cost of service with the latter limited to a fixed, predefined budget.

Least Cost-Based Selection: A competitive process among shortlisted consulting firms under which the contract is awarded to the

firm with the least cost of service among all those that meet a minimum technical quality.

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).

Individual Consultants: Individual consultants are chosen based on the relevant qualifications and experience of the consultant and can be done through open competition, limited competition or direct selection.

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

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

www.worldbank.org/procurement

Examples of contracts

Contract for Supervision and Verification of Quality of Waste Collection in Jamaica

Contract Size: \$71,000

Description: As part of a \$42 million loan from the World Bank for the Jamaican Integrated Community Development project, the Government of Jamaica is aiming to improve access to basic urban infrastructure and services, and contribute towards increased community safety in selected economically vulnerable and socially volatile inner city communities of Jamaica. The communities included in the project lack access to regular solid waste management services, water connections, and legal electricity connections. While infrastructure is a key part of the loan, the Government of Jamaica also seeks to change behavior to ensure



sustainable practices, especially for solid waste management. Using results-based financing, the Government of Jamaica is incentivizing 1) communities to properly dispose of waste at the community-level and 2) waste collectors to regularly collect from these volatile communities. To verify the results, a non-governmental organization was procured for a 1-year pilot to regularly monitor and evaluate three communities with regards to cleanliness and frequency of waste pickup.

Selection process: A competitive bidding process was conducted through a national competitive bidding using the Consultant's Qualification-Based Selection process following World Bank procedures. The criteria were explicitly provided and the posting was advertised nationally. The Project Implementation Unit in Jamaica undertook the bidding process and contracted the selected organization.

Contract to Develop Urban Waste Management Plans in Burkina Faso

Contract Size: \$66,000

Description: As a part of a Technical Assistance funded by the Korean Green Growth Trust Fund, the World Bank supported select African countries to assess ways to improve the solid waste sector, in response to a pressing need for financial assistance and technical expertise in the management of solid waste in Africa. Addressing the underperformance of solid waste management could generate significant environmental and health benefits and could improve the overall livability and urban resilience of municipalities in the region. In Burkina Faso, a firm developed solid waste management plans for four cities, which included legal, regulatory, and institutional assessments of solid waste management, an assessment of the performance of solid waste facilities, and recommendations for short- and long-term goals, as developed in consultation with relevant stakeholders.

Selection process: A competitive bidding process was conducted by the World Bank following the World Bank corporate procurement policies based on technical and financial criteria and the posting was advertised globally. The World Bank contracted the selected firm, and the contract was managed by World Bank staff.



Examples of contracts

Contract to Conduct Waste Picker Study in Mauritania

Contract Size: \$30,000

Description: The Global Partnership for Output Based Aid provided grant funding that enabled the World Bank to provide Technical Assistance to the Government of Mauritania to assess opportunities to formalize the recycling system in Nouakchott, Mauritania. Waste management in Mauritania, and especially in the capital city of Nouakchott, is inhibited as municipalities do not have the financial and human resources to address proper solid waste management. This challenge is exacerbated by rapid urbanization and rural exodus, which has transformed the country from about 5% of the population living in urban centers during the 1970s to nearly 70% of the population living in urban centers today. The World Bank-funded study aimed to characterize the solid waste value chain economy and provide recommendations for its inclusion in the Urban Community's waste management policy.



Selection process: A competitive bidding process was conducted by the World Bank following the World Bank Corporate procurement policies based on technical and financial criteria and the posting was advertised globally. The World Bank contracted the selected firm and World Bank staff managed the contract.

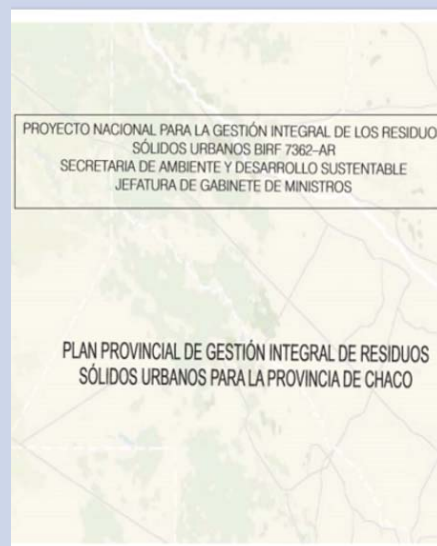
Contract for the Preparation of the Provincial Integrated Solid Waste Plan of Chaco, Argentina

Contract size: \$111,638

Description: The Secretariat of Environment and Sustainable Development in the Government of Argentina through the World Bank financed "Argentina: National Urban Solid Waste Management Project" contracted the services of a consulting firm to develop an Integrated Solid Waste Management Plan for the Province of Chaco, Argentina. The work included developing a diagnostic of the existing situation of solid waste management in the province, designing an integrated system for management of the waste, and on this basis, elaborating a 20-year plan for the province.

The study included development of an approach to provide integrated solid waste services including regionalization of solid waste services; identification and design of infrastructure to implement the program; development of an approach to closure of open dumpsites; formulation of a strategy for waste minimization; development of a strategy for inclusion of waste pickers in the formal system; and creation of a communication plan.

Selection process: The Secretary of Environment and Sustainable Development undertook the bidding process and managed the contract implementation. The firm was selected using the World Bank procurement rules for Consultant Qualifications under a Quality and Cost-Based Selection process.



How are firms selected by the World Bank?

To provide high quality expertise, learn from global experience, undertake complex assignments in support of our dialogue with countries, prepare and supervise projects and prepare studies on globally or regionally relevant development topics, the World Bank often contracts individual consultants and consulting firms.

Consulting Firms: Procurement requiring formal competition is undertaken using the World Bank's online system, which processes the following solicitations:

Request for Expression of Interest: A tool used to elicit information on consulting services from potential vendors and to pre-qualify those vendors for follow-up solicitations (Invitation to Bid or Request for Proposal).

Invitation to Bid: A solicitation process best suited for complex, long-term or high value/risk requirements that can be clearly

and completely specified and for which the basis of the award is lowest price.

Request for Proposal: A solicitation process used in cases where the requirements are complex, and/or cannot be clearly or completely specified, where detailed technical evaluations are to be performed, and/or where pricing is either not the basis or not the sole basis of award.

Direct Selection: Under exceptional circumstances, for example when the assignment is a natural continuation of ongoing work or when the vendor is uniquely qualified to provide the service, a firm can be chosen directly without competition.

Individual Consultants: Individual consultants are chosen based on their relevant qualifications and experience and can be done through open competition, limited competition or direct selection.



For more information on World Bank Corporate Procurement of consultants

<https://wbgeconsult2.worldbank.org/>

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

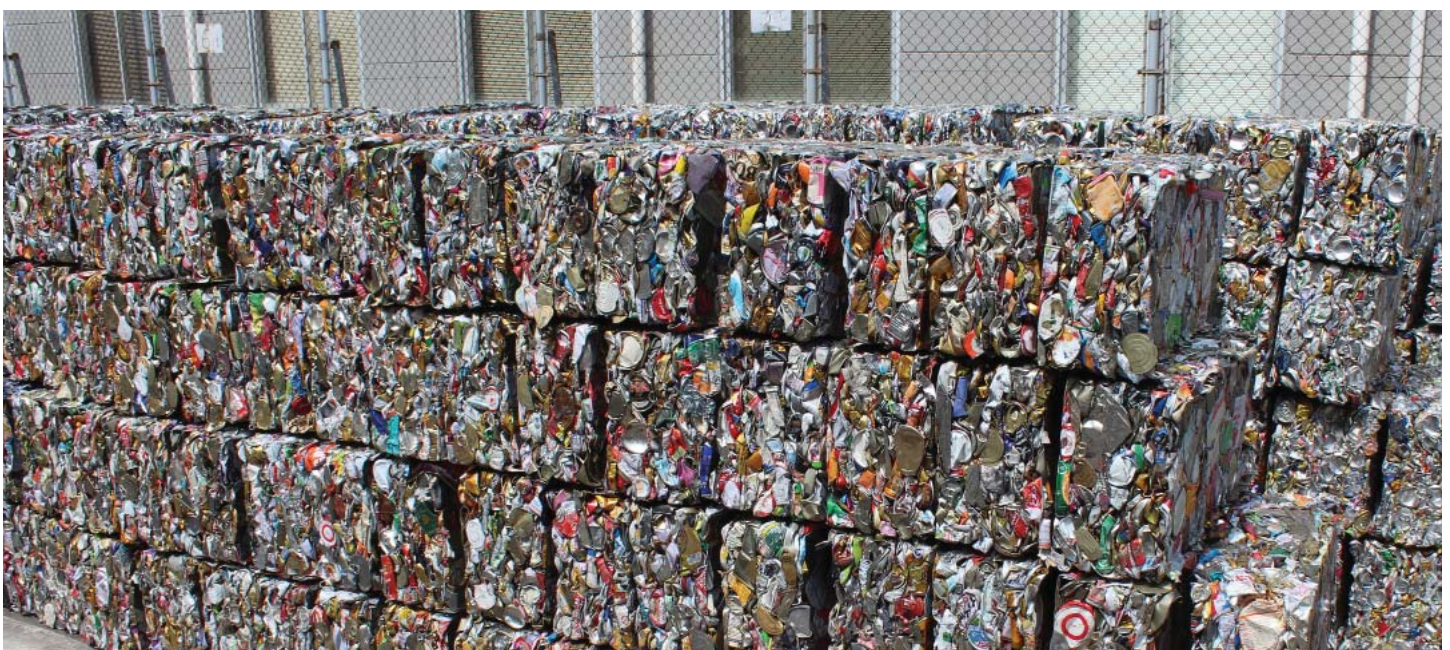
agencies, procurement opportunities and contract awards.
<http://www.worldbank.org/procurement>

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.

World Bank Corporate Procurement of Consultants

Econsultant2: The World Banks Tendering Platform for Recruiting Operational Consultants <https://wbgeconsult2.worldbank.org/>

Careers at the World Bank: Provides overview of opportunities at the World Bank including short term consultancy assignments <http://www.worldbank.org/en/about/careers>.



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

Industry Engagement Program (IEP)

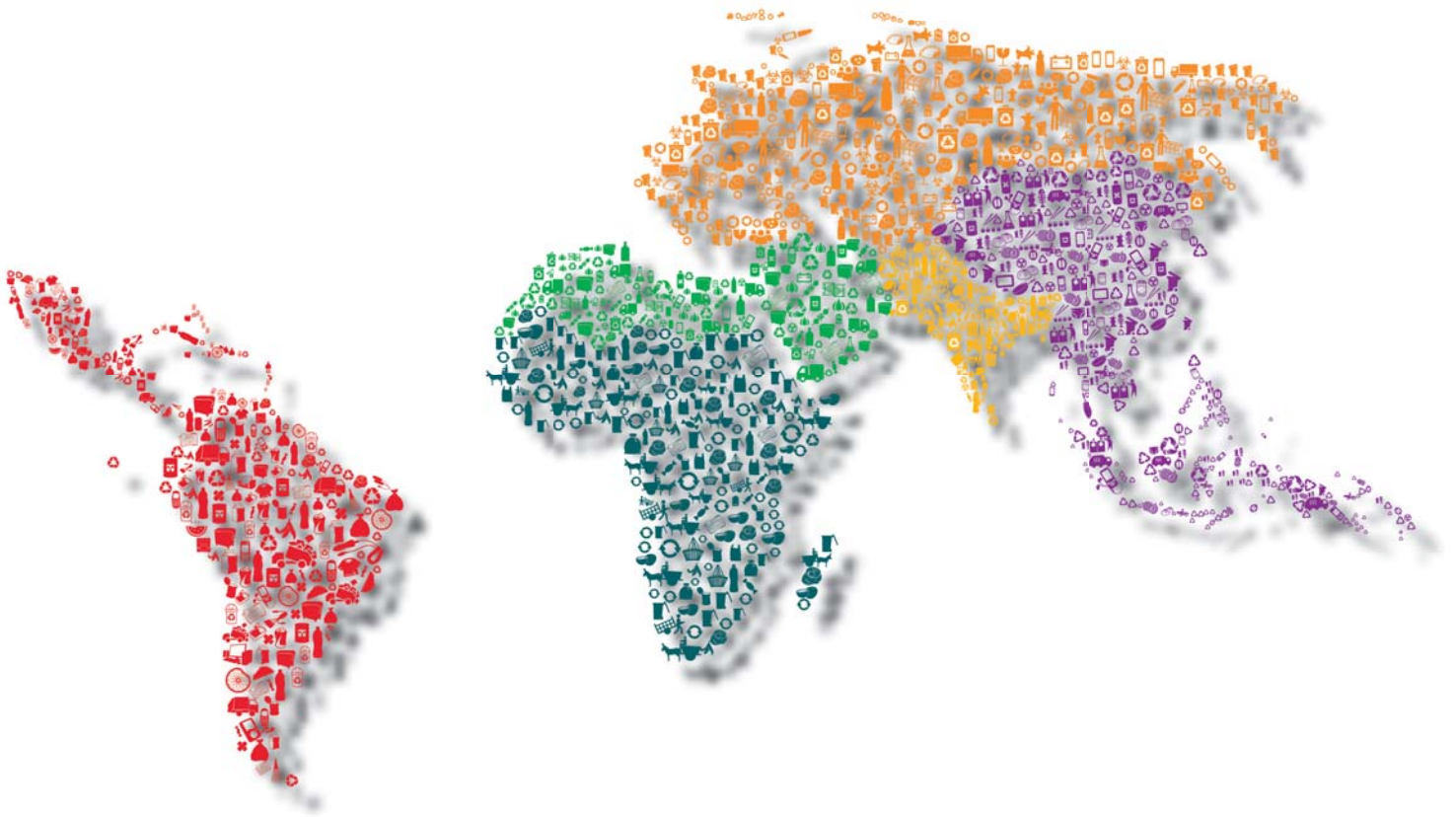
In 2016 the World Bank committed to establish an Industry Engagement Program (IEP) to improve procurement outcomes in targeted sectors.

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





World Bank Group
1818 H Street, NW
Mail Stop MC 10-1018
Washington, DC 20433 USA
www.worldbank.org/procurement

Solid Waste Management Team:
solidwaste@worldbank.org



