

Procurement Management of Equipment and Works for World Bank Aided Projects



Date		(\$) Fees	
21 December -25 December 2025	Istanbul	3500	Register Now

The Course Content

Course Outline Modules – Teaching Objectives

Take Away:

A framework and a menu of decision-enabling tools that enables World Bank procurement specialists to facilitate the development of well received, effective procurement strategies for development projects

1. From Procurement Guidelines to Making the Transition

1. What are the key technical changes in the new Regulations?
2. Where are we trying to provide flexibility, and where are the main areas of risk we would like to focus
3. Where can you go for support and clarifications and feedback
4. How will we run two Frameworks?
5. How will we manage clients who want to apply one set of guidelines instead of the other (transitioning pipeline projects)

2. Developing Project Procurement Strategy for Development (PPSD) projects

1. Understand why the PPSD is important to achieve WB Procurement objectives.
2. Understand where the PPSD fits within the WB Project Cycle and where the PPSD and other documents complement each other (e.g. risk assessment for both projects and contracts)
3. Understand some of the constraints that will be faced developing a PPSD (unclear PDOs, pressure from TTL, lack of client capability)
4. Understand the outline of the document and how analysis is turned into intelligence for decision making
5. Understand how to set the project up for success using a cross-functional team
6. Understand how operating context, sector, client capability affect our approach

3. Needs analysis and Supply Chain/Market Analysis

1. Understand and define the procurement needs and objectives and how these align with the
2. Understand the supply market using a suite of analytical tools such as supply chain analysis, supply positioning, power/influence, where cost and risk are added in the supply chain, what is the capability and competitiveness of the market – how best to interact with it
3. Understand how risk related to procurement complexity and market analysis influences the procurement approach.

4. Specifying requirements

1. How to turn the business needs into specifications (quality, usage, environment, supply chain, service, innovation, outcomes, cost, relationship)
2. Linkages to KPIs

5. Planning the approach to market and evaluation

1. Based on the needs, objectives, risks and opportunities identify the options for approaching the market
2. Analyze, evaluate and refine the strategy options systematically (SWOT) against the needs etc. and determine a preferred approach.

6. Approaching the market and selecting a preferred bidder

1. Documenting the selection process.
2. Evaluation planning, market engagement, to contract conditions and KPIs

7. Negotiating and awarding the contract

1. When is it appropriate to negotiate, BAFO
2. How to line up the objectives and focus on what adds value, or reduces risk
3. Understanding their point of view and closing the gap

8. Achieving Value for Money throughout the procurement lifecycle

1. What is value?
2. How is it added and eroded
3. How can we protect it, create it through our procurement decisions

9. Contract Management

1. Contract management planning to achieve the objectives (line of sight from the needs through to the contract)
2. Setting up the trifecta:
 1. Contract administration
 2. Performance management and KPIs
 3. Relationship management

10. Detecting Fraud and Corruption

1. What are the red flag items at each stage of the procurement process?
2. How to detect, prevent and manage F&C?



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