

# *Business Opportunities with World Bank Projects*

Dr. Christoph Schemionek

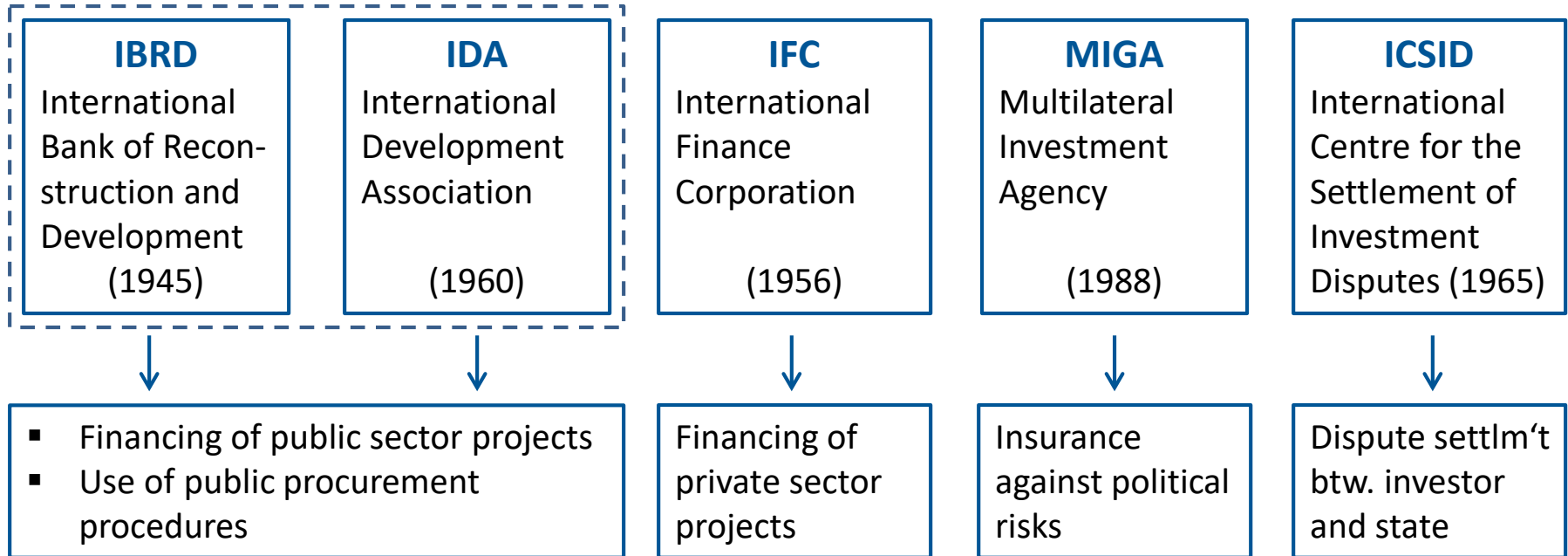
- Deepening of the U.S.-German economic and trade relationship.
- Representing the interests of German industry in the U.S. on behalf of RGIT's principals
  - Federation of German Industries (BDI) and
  - Association of German Chambers of Industry and Commerce (DIHK)
- In Washington, D.C., since 1988.

# World Bank

- Multilateral Development Bank
- Two goals by 2030:
  - End extreme poverty
  - income growth
- Low-interest loans, zero to low-interest credits, and grants.
- **2019: US\$ 45,1 Mrd.**



# World Bank Group



# World Bank Group

## IBRD

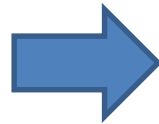
International  
Bank of Recon-  
struction and  
Development  
(1945)

## IDA

International  
Development  
Association  
(1960)



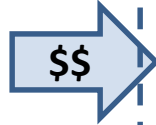
- Financing of public sector projects
- Use of **public procurement** procedures



## Operational Procurement

100,000 contracts, total value approx. \$25 bn.

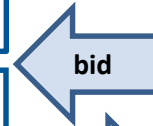
# Contractual relationship for *Operational Procurement*



Implementing Agency



Ministerio  
de **Desarrollo**  
Urbano y Vivienda





# Project cycle & call for bids/ procurement

## 8. Evaluation

The Bank's independent Operations Evaluation Department prepares an audit report and evaluates the project. Analysis is used for future project design.

## 7. Implementation and Completion

The Implementation Completion Report is prepared to evaluate the performance of both the Bank and the borrower.

## 6. Implementation and Supervision

The Borrower implements the project. The Bank ensures that the loan proceeds are used for the loan purposes with due regard for economy, efficiency, and effectiveness.

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## 1. Country Assistance Strategy

The Bank prepares lending and advisory services, based on the selectivity framework and areas of comparative advantage, targeted to country poverty reduction efforts.

## 2. Identification

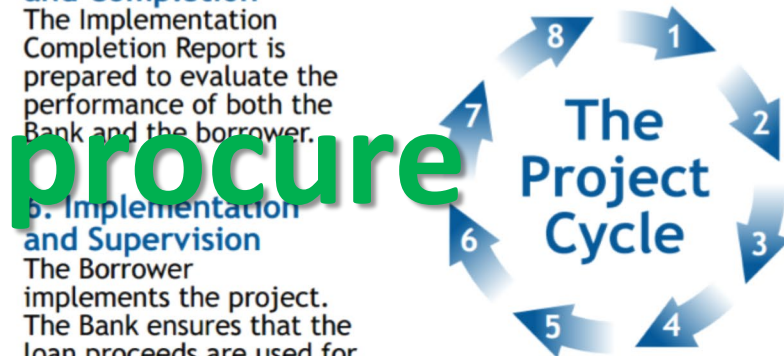
Projects are identified that support strategies and that are financially, economically, socially, and environmentally sound. Development strategies are analyzed.

## 3. Preparation

The Bank provides policy and project advice along with financial assistance. Clients conduct studies and prepare final project documentation.

## 4. Appraisal

The Bank assesses the economic, technical, institutional, financial, environmental, and social aspects of the project. The project appraisal document and draft legal documents are prepared.





# PID

**Project Information Document** – First published document, concept of project, 6-7 pages.

# PAD

**Project Appraisal Document** – 100 pages, information about project in greater detail, includes **procurement plan** for the first 18 months of project.

# Procure

**Procurement notices** – locally published and on [www.devbusiness.com](http://www.devbusiness.com)

### What will the WBG work on?

- **Promoting resource-efficient growth**, including in the rural, urban, and energy sectors as well addressing disaster risk management and air pollution;
- **Investing in human capital** through early childhood development, education, health, social protection, and rural water supply and

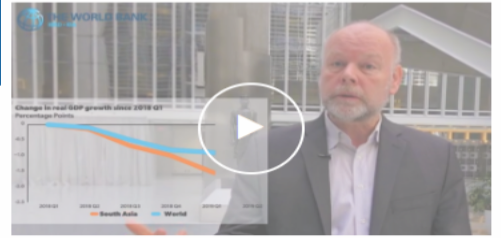
www.worldbank.org/en/country/india

### Core areas:

- Promoting resource-efficient growth
- By leveraging the private sector
- By harnessing India's federalism
- improving the business climate
- By strengthening public institutions
- skilling and increasing female labor force participation
- By supporting e-harouse India to foster knowledge exchanges within the country and between the rest of the world.
- leveraging the private sector
- harnessing India's federalism

\*Amounts include IBRD and IDA commitments

### MULTIMEDIA



VIDEO | OCT 12, 2019  
**Growth in South Asia Slows Down, Rebound Uncertain**

### AROUND THE BANK GROUP

Find out what the Bank Group's branches are doing in India.

[IFC](#)

[MIGA](#)

### PHOTO GALLERY

See more



# Skills Training, VET facilities, India

# PID

Public Disclosure Authorized

## PROGRAM-FOR-RESULTS INFORMATION DOCUMENT (PID) CONCEPT STAGE

Report No.: PIDC0062774

<b>Program Name</b>	Skills Training For Employability Leveraging Public Private Partnership Operation
<b>Region</b>	SAR
<b>Country</b>	INDIA
<b>Sector</b>	GEDDR
<b>Lending Instrument</b>	Program for Results (PforR) and Investment Project Financing (IPF)
<b>Program ID</b>	P158435
<b>Borrower(s)</b>	GOVERNMENT OF INDIA
<b>Implementing Agency</b>	Ministry of Skill Development and Entrepreneurship
<b>Date PID Prepared</b>	March 28, 2016
<b>Estimated Date of Appraisal Completion</b>	August 29, 2016
<b>Estimated Date of Board Approval</b>	November 30, 2016
<b>Concept Review Decision</b>	Following the review of the concept, the decision was taken to proceed with the preparation of the operation.

Public Disclosure Authorized

### I. Introduction and Context

#### A. Country Context

1. India has made remarkable progress in economic growth, poverty reduction and human development during the past decades. The growth and diversification of the economy has resulted in major shifts in the labor force from agriculture to service and manufacturing sectors, and corresponding shifts in market relevancy of skills mix from low-skilled to highly skilled labor. The labor market itself is characterized by a large number of youth, but remains highly informal with low female participation.
2. A key challenge to India's growth and competitiveness is its low labor productivity and inadequate supply of skilled labor partly due to lack of responsiveness of the skills development (SD) system to the changing needs of the labor market. The GOI has an ambitious plan of transforming India into a competitive, middle-income country. India's 12<sup>th</sup> Five Year Development Plan (2012-2017) calls for major reforms in education and skills development, targeting skills training for 400 million workers

**Table 4.1. Operation Expenditure Framework**

S. No.	Broad Program Components	Description of Schemes/Activities	Amount In US\$, millions <sup>a</sup>
<b>Estimated Program Expenditure Areas</b>			
1.	Short Term Skills Training	PMKVY and other interventions of the Operation including supporting trainers and training providers in delivering national and state level short term SD programs	2,736.50
2.	Institutional Strengthening & Reforms	Includes PMKK, Operationalizing NSCB, NSDA Interventions, Training of Trainers and Assessors, LMIS, etc.	133.00
3.	Institutional Strengthening and Quality Initiatives at State Level (Bank financing and State share)		157.50
4.	Innovation and Initiatives for Inclusion	Includes Udyamita and other interventions for Inclusion under the Operation	75.00
5.	Expanding Skills Training through Public Private Partnership		73.75
6.	Front end fees		.625
A	<b>Total Program Expenditure</b>		<b>3,176.375</b>
B	<b>IPF TA</b>		<b>12.50</b>
C (A+B)	<b>Total Operation Expenditure*</b>		<b>3,188.875</b>
<b>Sources of Finance</b>			
<b>Govt. of India and Private Sector</b>			
1.	Contribution from GoI		2,857.00
2.	Contribution from State Governments		45.00
3.	Private sector Contribution (Skills Fund)		36.875
<b>IBRD</b>			<b>250.00</b>
	<b>Total Financing</b>		<b>3,188.875</b>

Note: <sup>a</sup> Converted at exchange rate as on August 22, 2016 of INR 66.93 = US\$1.

Public Disclosure Authorized

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Document of  
THE WORLD BANK  
**FOR OFFICIAL USE ONLY**

Report No.: 108668-IN

INTERNATIONAL BANK FOR RECONSTRUCTION AND DEVELOPMENT  
PROGRAM APPRAISAL DOCUMENT  
ON A  
PROPOSED LOAN  
IN THE AMOUNT US\$250 MILLION  
TO THE  
REPUBLIC OF INDIA  
FOR A  
SKILL INDIA MISSION OPERATION  
**JUNE 1, 2017**

Education Global Practice  
South Asia Region

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01.08.2017

## Skill India Mission Operation Program

### Finanzierungsbewilligung

<b>Land:</b>	Indien
<b>Finanzierung:</b>	Weltbankgruppe Weltbank /International Bank for Reconstruction and Development (IBRD/Weltbank-Gruppe)
<b>Kategorie:</b>	BILDUNGSWESEN
<b>Träger:</b>	Ministry of Skill Development and Entrepreneurship

Mit einem Darlehen in Höhe von 250 Mio. US\$ unterstützt die Weltbank (IBRD) ein Bildungs- und Arbeitssektorvorhaben in Indien. Ziel des Projekts ist die Festigung institutioneller Mechanismen zur Kompetenzentwicklung und die Verbesserung des Zugangs zu qualitativ hochwertigen und marktrelevanten Schulungen und Fortbildungen insbesondere für Angestellte, die über einen niedrigen Bildungsstandard verfügen. Vorgesehen sind u.a. Kooperationen zwischen Industrie und Arbeitgebern und die Unterstützung des staatlichen Plans zur Kompetenzentwicklung.

Das Projektende ist vorgesehen für März 2023.

Weitere Informationen können dem Dokument entnommen werden, das unter dem unten angegebenen Link verfügbar ist.

- PROJEKTBERICHT (174 Seiten in englisch) - nur zur persönlichen Information bestimmt - kann unter [www.gtai.de/PRO201707035006](http://www.gtai.de/PRO201707035006) abgerufen werden.

### Funktionen

-  Drucken
-  PDF erstellen
-  Speichern



### Suche

Recherchieren Sie aktuelle Marktanalysen, Wirtschaftsdaten, Zoll- und Rechtsinformationen, Projekte und Ausschreibungen aus über 120 Ländern.

[Zur Suche](#)

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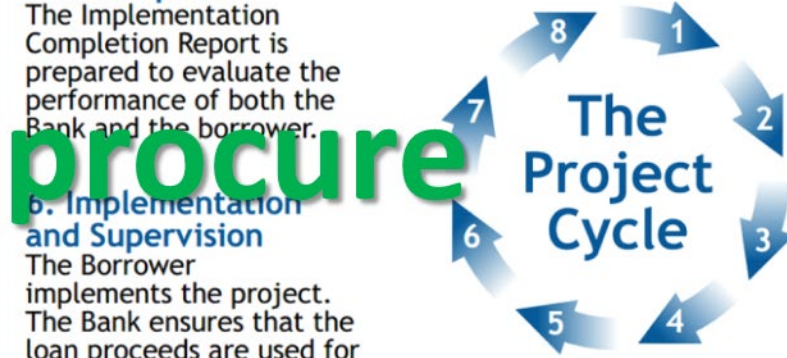
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## IFC

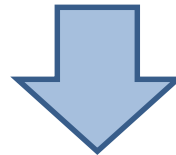
International  
Finance  
Corporation  
(1956)

## MIGA

Multilateral  
Investment  
Agency  
(1988)

## ICSID

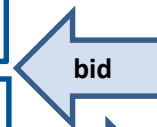
International  
Centre for the  
Settlement of  
Investment  
Disputes (1965)



**Corporate Procurement**, approx. \$ 1.2 bn



# Contractual relationship for *Corporate Procurement*



<https://wbgeconsult2.worldbank.org>

## Welcome to the World Bank Group's solution for the selection of operational consultants

### NEWS & ANNOUNCEMENTS

#### ENHANCEMENTS TO ECONSULTANT2 NOW PROVIDE VENDORS WITH

- The ability to see other shortlisted firms
- Email notifications when responses posted to Q&A
- A comprehensive Help Menu
- Confirmation of successful file uploaded
- Confirmation of successful submission of documents
- Ability to withdraw submissions

### RESOURCES

- [Overview of eConsultant2 for Firms](#)

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REGISTER FIRM



## REQUEST FOR EXPRESSION OF INTEREST FOR SELECTION # 1264821

### Selection Information

Assignment Title	Ethiopia: Understanding Migration in the Productive Safety Net Program (PSNP) areas
Publication Date	03-Oct-2019
Expression of Interest Deadline	21-Oct-2019 at 11:59:59 PM (Eastern Time – Washington D.C.)
Language of Notice	English

### Selection Notice

Assignment Country	<ul style="list-style-type: none"> <li>■ ET - Ethiopia</li> </ul>
Funding Sources	The World Bank Group intends to finance the assignment/services under: <ul style="list-style-type: none"> <li>■ BB - BANK BUDGET</li> <li>■ TF0A1675 - PSNP 4 Partnership - DFID</li> </ul>
Individual/Firm	The consultant will be a firm.

### Assignment Description

SELECTION FOR CONSULTANTS BY THE WORLD BANK GROUP

REQUEST FOR EXPRESSIONS OF INTEREST

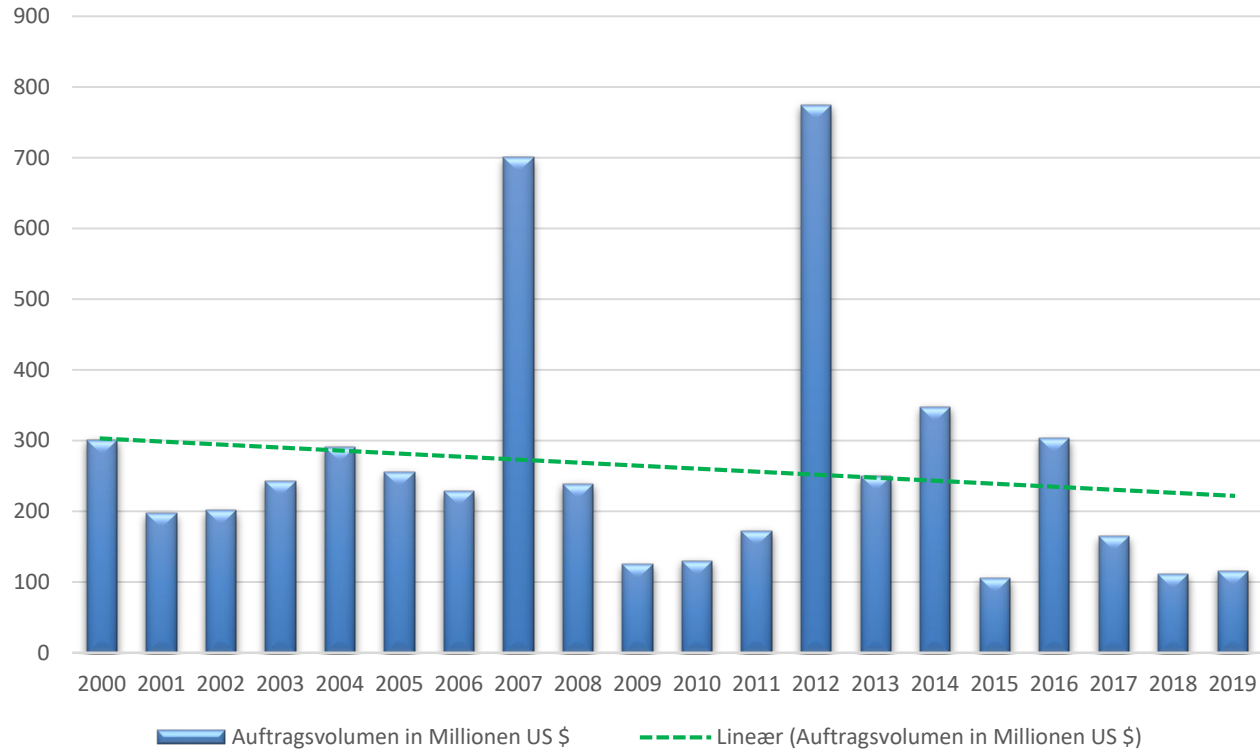
Electronic Submissions through World Bank Group eConsultant2  
<https://wbgeconsult2.worldbank.org/wbgec/index.html>



Selection #	Title	Selection
1264821	Ethiopia: Understanding Migration in the Productive Saf...	Firm
1264989	Gender Social Norms Diagnostic in Lebanon	Firm
1264853	Mainstream Resilience in Power System Planning in the...	Firm
1264935	Implementation Support to SIDBI on RBI Expert Commit...	Firm
1265008	School and teacher surveys (including filmed lessons)	Firm
1264953	IMPROVING FOOD SAFETY MANAGEMENT SYSTEM...	Firm
1264930	Consulting Services for the Collection and Upload of Da...	Firm
1264921	TA Activity to establish a city-owned Yangon Flood Resili...	Firm
1264807	Customer Insights in Digital Finance	Firm
1264808	Utility Emergency Preparedness and Response-Building...	Firm
1264957	Agricultural Technologies and Supply Chain Innovations...	Firm
1264826	Assessing investment incentives for FDI Linkages in Gui...	Firm
1264502	Operationalization of MSDI in select Indonesian Cities	Firm
1265039	Albania IC Project.	Firm
1264983	GENDER CONSULTANCY: SRI LANKA TOURISM & S...	Firm
1264970	University-Industry Collaboration Pilot	Firm
1264917	Support the improvement of cooperation and coordinati...	Firm
1264974	Consultancy to carry out the Feasibility Study of the Inte...	Firm
1264852	Utility of the Future: Diagnostic and Action Planning Tool	Firm
1264990	Western Balkans Emergency Preparedness and Respo...	Firm



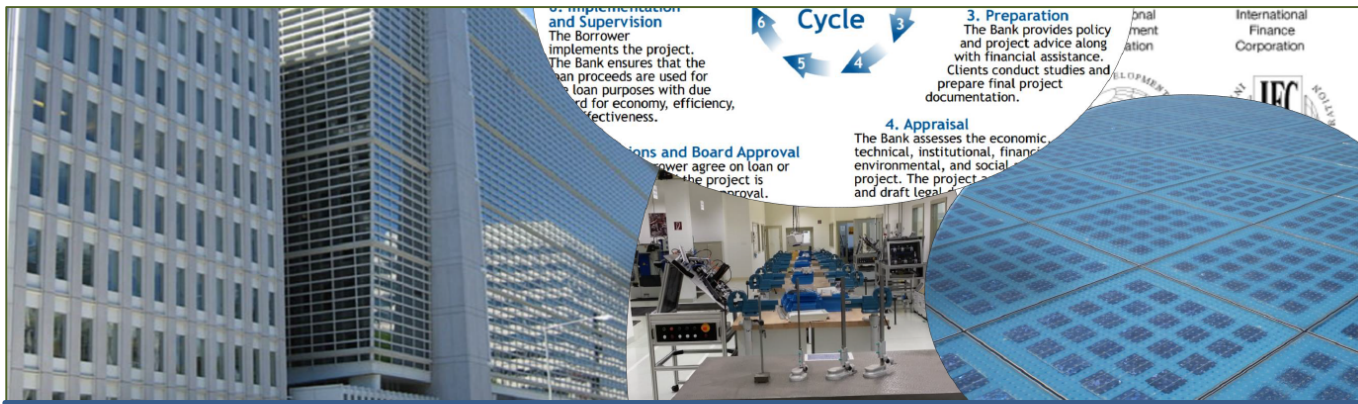
# Volume for German Companies



RANK	COUNTRY	AMOUNT (USD)
1	China	15,658,507,487
2	India	10,264,168,143
3	Spain	3,069,316,768
4	Brazil	2,880,800,527
5	Turkey	2,658,702,606
6	Italy	2,639,834,377
7	France	1,810,622,359
8	Vietnam	1,784,688,747
9	Afghanistan	1,664,419,660
10	Argentina	1,387,159,449
	⋮	
	⋮	
	⋮	
<b>13</b>	<b>Germany</b>	<b>1,145,179,281</b>

# Largest German Suppliers 2000-2019





## Fact Finding Mission to the International Finance Institutions (IFIs) Washington, DC December 2nd- 4th 2019

This trip is designed for companies that are interested in developing business opportunities in emerging markets and developing countries in partnership with the World Bank, the Inter-American Development Bank (IDB) and the Millennium Challenge Corporation (MCC). The program is intended to give German companies insight into how they can successfully participate in the projects and programs of the aforementioned development organizations.

# *Contact*

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