

# **Business Opportunities**

## **For Consulting Firms in Bank-Executed Operational Work (BEO)**

**June 01, 2017**

Budget and Administrative Services Department (BDA)  
Administrative Services, Security and Corporate Procurement Division (BDA/ACP)



**New Policy  
for the Selection and  
Contracting of Consulting  
Services in Bank-Executed  
Operational Work**

**(GN-2765-1)**



## Some Key Aspects of the New Policy (GN-2765-1)

- ❖ **Effective Date:** January 1, 2017
- ❖ **Executing Agency:** The Bank, includes MIF and excludes IIC
- ❖ **Applicability:** BEO regardless of the source of financing and for services of “**an intellectual and advisory nature**”.
- ❖ **Definition of BEO work:** Encompasses, “...among others, non-reimbursable Technical cooperation (TC), Project Specific Grants (PSG) for technical assistance, economic and sector work (ESW), policy and program work and special corporate initiatives (CIP).”
- ❖ **Limitation for Goods:** Policy limits the acquisition of goods to 10% of the Firm Consulting Contract amount.
- ❖ **Governance:** Decentralized structure with PTL and hiring unit responsible for selection, contracting and supervision of process. Creates a comprehensive oversight role, OCS, in BDA/ACP to provide support to Project Teams and conduct targeted interventions depending on the complexity and amount of the contract.

# Policy: Type of Contract & Selection Methods

## Type of Contract

- ✓ Lump Sum
- ✓ Framework Agreement

## Selection method

- ✓ **Non-Competitive**
  - Single-Source Selection
- ✓ **Competitive Selection**
  - Simplified Competitive ( $\leq$ \$250K)
  - Full Competitive Selection ( $>$ 250K)
- ✓ **Framework –Task**
  - Simplified Competitive
  - Non-competitive

# BEO Firm Procurement Selection process

## Identification

- TORs
- REOI publication
- Short List

## Preparation

- RFP

## Evaluation

- Clarifications
- Technical proposal
- Financial proposal
- Scoring
- BAFO

## Negotiation

- Negotiation minutes
- Commit Funds (CMO, PO)
- Contract Award Publication
- Protest

## Execution

- Contract modifications
- Sanctions Non-performance
- Firm Performance evaluation

# IDB Online Information

**IDB** Inter-American Development Bank

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# INNOVATION

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**FIND PROCUREMENT OPPORTUNITIES**

PROJECT PROCUREMENT

CORPORATE PROCUREMENTS

BANK-EXECUTED OPERATIONAL WORK

**PROJECT PROCUREMENT**

The IDB provides funding to its Borrowing member countries in Latin America and The Caribbean for a broad range of loans and development programs. These operations involve procurement processes for eligible firms and individuals that supply goods, works and consulting services ranging every year between 20,000 and 30,000 contracts.

**CORPORATE PROCUREMENT**

The Inter-American Development Bank, through its Administrative Services and Corporate Procurement Division, purchases a broad array of goods and services to meet its internal needs.

**BANK-EXECUTED OPERATIONAL WORK**

Consulting firms services for Bank-Executed Operations (BEO) are of intellectual and advisory nature, with a limited budget for the purchase of goods.

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### QUICK LINKS

[BEO - BIDDER PORTAL](#)[CORPORATE PROCUREMENT](#)

### DOCUMENTS

[BANK-EXECUTED OPERATIONAL WORK POLICY](#)[CODE OF ETHICS](#)

### CONTACT US

[OCSU.PROCUREMENT@IADB.ORG](mailto:OCSU.PROCUREMENT@IADB.ORG)

## Bank-Executed Operational Work

Bank-Executed Operational Work (BEO) leads to the contracting of consulting services of firms (from Bank member countries) directly by the Bank, for the generation of products that support the Bank's development agenda. The bidding opportunities generated by BEO are exclusively for intellectual products and advisory services; they could include little scope for the purchase of goods.

[+ POLICY](#)[- BEO PROCUREMENT OPPORTUNITIES](#)

Procurement Opportunities in Bank-executed Operations (BEO) can be found at [BEO Procurement Opportunities](#)

Firms interested in participating in a BEO procurement selection process must submit their expressions of interest using the [BEO-Bidder Portal](#)

[+ SUPPLIER DIVERSITY](#)



Procurement Opportunities

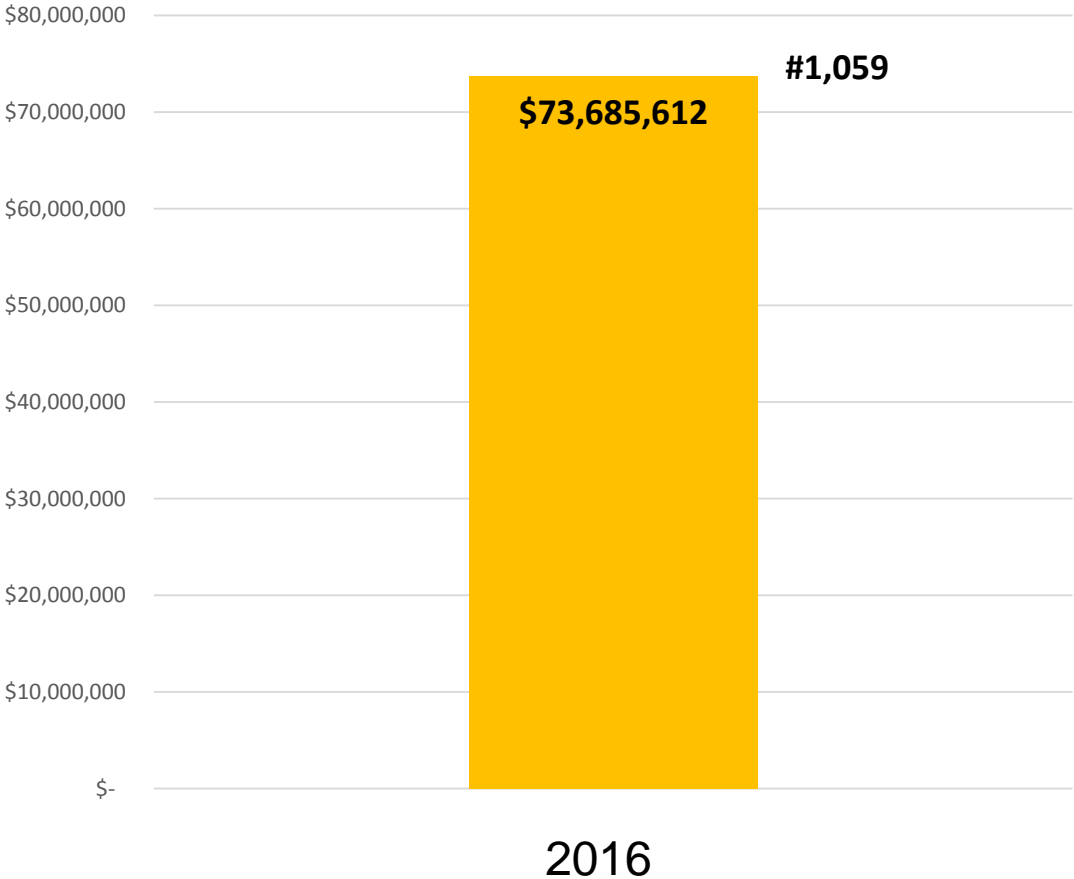
Awarded Contracts

The Requests for Expression of Interest listed below is for the selection and contracting of consulting services, of an intellectual and advisory nature, in Bank Execute Operations (BEO). Consulting Firms must be from Bank member countries.

Please Login to apply

SELECTION	COUNTRY	SECTOR	FUNDING SOURCE	TITLE OF CONSULTANCY	NOTICE PUBLICATION DATE	DEADLINE FOR REOI 5:00 PM US-EST
CH-T1176-P002	Chile	Energy	ATN/OC-15777-CH	Sistematización del Proceso de Cálculo del Precio Nudo de Corto Plazo (Fase 1)	2017-02-27	2017-03-07
CR-T1120-P001	Costa Rica	Environment and natural disasters	ATN/OC-14516-CR	Estudio pre-financiero para proyecto de regeneración urbana	2017-02-27	2017-03-07
CH-T1176-P001	Chile	Energy	ATN/OC-15777-CH	Consultoría "Sistematización del Proceso de Cálculo del Precio Nudo Promedio y Equidad Tarifaria"	2017-02-27	2017-03-07
PN-T1154-P001	Panama	Educación	ATN/JF-15855-PN	Desarrollar e implementación de un programa de educación preescolar con matemática bilingüe e intercultural-bilingüe	2017-02-08	2017-03-03
RG-T2776-P001	Regional	Energy	ATN/CN-15596-RG	Creation of website for CANEF	2017-02-16	2017-03-03
RG-T2900-P001	Regional	Energy	ATN/CN-15818-RG	Programa de capacitación en buenas prácticas internacionales de regulación de hidrocarburos.	2017-02-17	2017-03-03

### 2016 Total Firm Consulting Contracts for Bank Executed Operations



# THANK YOU!

Operational Consulting Services (OCSU)

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Inter-American Development Bank

<http://www.iadb.org>

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