



IDI International
Development
Institute

APPLYING RATED CRITERIA FOR PROCUREMENT OF GOODS, SERVICES, WORKS, AND NON-CONSULTING SERVICES

DATES:

June 10-14, 2024

Venue:

IDI, Springfield, VA, USA

WHO SHOULD ATTEND?

All public procurement practitioners of National and international agencies; procurement staff of national agencies; project directors and procurement staff of projects funded by International Financial Institutions (World Bank, Asian Development Bank, African Development Bank, European development banks, and other development partners); United Nations, NGO, and INGO personnel; other aspiring individuals at the strategic/policy as well as an operational level in the international development institutions and national government entities.



OVERVIEW

Rated Criteria prioritize fit-for-purpose solutions rather than only the lowest-evaluated price. Using Rated Criteria in public Procurement is familiar and has been good practice in many countries for over 30 years. In many procurements by governments around the world and procurements financed by the World Bank, African Development Bank, Asian Development Bank, and other institutions, Rated Criteria are already used for Procurement of Consultants, plants (e.g., water treatment plants, power plants, and so on), information technology activities, specialist textbooks, and reading materials (which involve development), and generally when Request for Proposals (RFP) are sought. Since 2016, the World Bank's Procurement Framework has enabled Borrowers to use Rated Criteria to evaluate nonprice factors such as technical matters, quality, sustainability, environmental, social, innovative aspects of Bids, and so on, when determining an award decision. **New international Procurements** advertised on or after September 1, 2023, using a Bank SPD must use Rated Criteria except for the optional use on the procurements of Pharmaceuticals, Vaccines, Off-the-shelf Goods and educational materials, Commodities, and other exceptions cleared by the World Bank's Chief Procurement Officer on a fit-for-purpose basis. Using Rated Criteria more widely will increase Borrowers' flexibility to procure Goods, Works, and non- Consulting Services best suited to their specific situation and provide a more fit-for-purpose approach. Rated Criteria will also increase the willingness of the best Bidders/Proposers to Bid and participate in Bank-financed Procurements—with the knowledge that their added value will be duly considered as part of the evaluation process, thereby increasing different supply options, global competition, and effective market solutions to solve the Borrower's Procurement challenges.

Increasing the use of Rated Criteria further contributes to successful contract outcomes and effective risk management, including managing issues such as sustainability, environmental, social, supply chain disruption, cybersecurity, global health emergencies, etc. Rated Criteria also contribute to combating Bid rigging and reducing the risk of collusion in the Procurement Processes. Combined with financial cost (and, where appropriate, life-cycle cost formulas), applying Rated Criteria provides a more actual value assessment focusing on quality, sustainability, and other key criteria.

COURSE OUTLINE:

1. **Module 1:** Determining Evaluation Approach
2. **Module 2:** Determine the Use of Prequalification/ Initial Selection and/or Qualification Criteria
3. **Module 3:** Rated Criteria and process of evaluation using Rated Criteria, including Technical Evaluation and Financial Cost Evaluation by Applying Weightings to Determine Combined Award Recommendation
4. **Module 4:** Maintaining Integrity of the Evaluation Approach
5. **Module 5:** Case Studies: Examples of Rated Criteria And Requirements



ABOUT US

The International Development Institute (IDI) is a learning institute based in Washington, DC, to promote development and global understanding through knowledge transfer and exchanges. IDI provides capacity-building and institutional strengthening programs through short-term courses, projects, training, workshops, and study tours. At IDI, knowledge-sharing, and exchanges are crucial for community and country development. IDI offers demand-driven world-class training and capacity building to help produce influential leaders worldwide. IDI has proudly conducted training programs for executives from Asia, the Middle East, and Africa for over seven years.

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