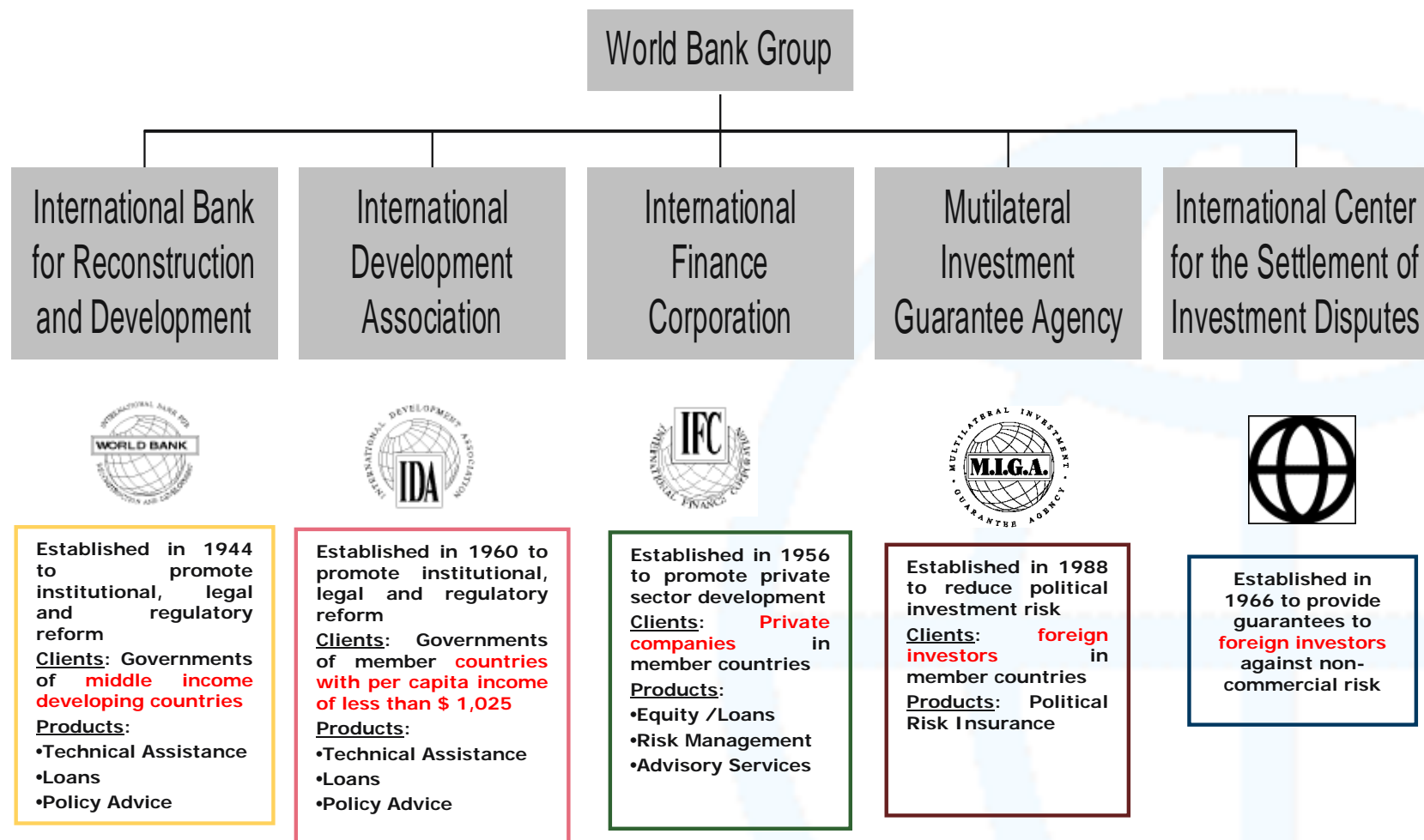


Le aziende italiane e i finanziamenti della Banca Mondiale

Tindaro Paganini

The World Bank





Priorita' strategiche della Banca Mondiale

- **Paesi piu' poveri** (*IDA e enfasi su: lotta contro la fame, produttivita' agricola e sviluppo delle infrastrutture: energia, acqua, trasporti, informazione*)
- **Stati fragili e post conflict** (*Priorita': Ricostruzione!*)
- **Paesi a medio reddito** (*Motore dello sviluppo*)
- **Risoluzione di problematiche globali** (*Cambiamenti climatici, Controllo grandi malattie, Sistema finanziario internazionale, Sistema commerciale multilaterale*)
- **Fornitura di servizi di "knowledge and learning"** (*Banca della conoscenza*)
- **Medio Oriente e Nord Africa**

I principali strumenti d'intervento della Banca Mondiale

Investment Lending:

Attività di finanziamento di beni, lavori e servizi a supporto di progetti specifici di sviluppo economico e sociale in un ampio ventaglio di settori. Sono erogati, sotto forma di prestito IBRD o credito/grant IDA a paesi in via di sviluppo o in transizione sulla base di un progetto identificato e preparato dal paese richiedente.

Vi sono diversi tipi di investment loans:

- Adaptable program loan (APL)
- Emergency recovery loan
- Specific investment loan
- Technical assistance loan

Development Policy Operations:

Supporto diretto al budget di governi per l'attuazione di riforme volte al raggiungimento di determinati obiettivi di sviluppo

Caratteristiche del finanziamento:

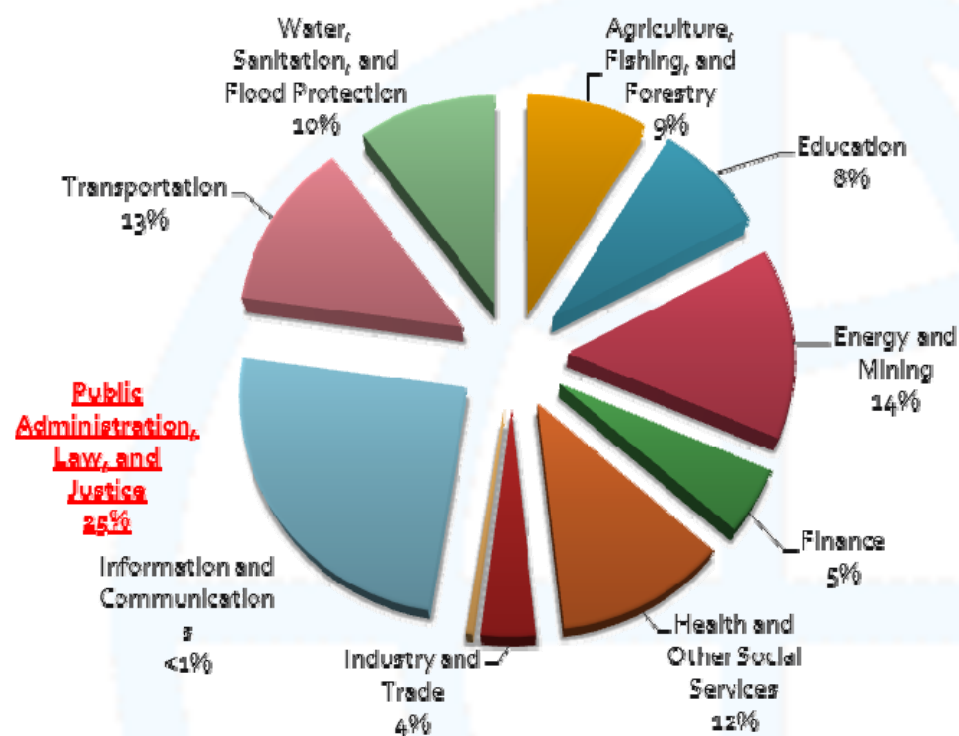
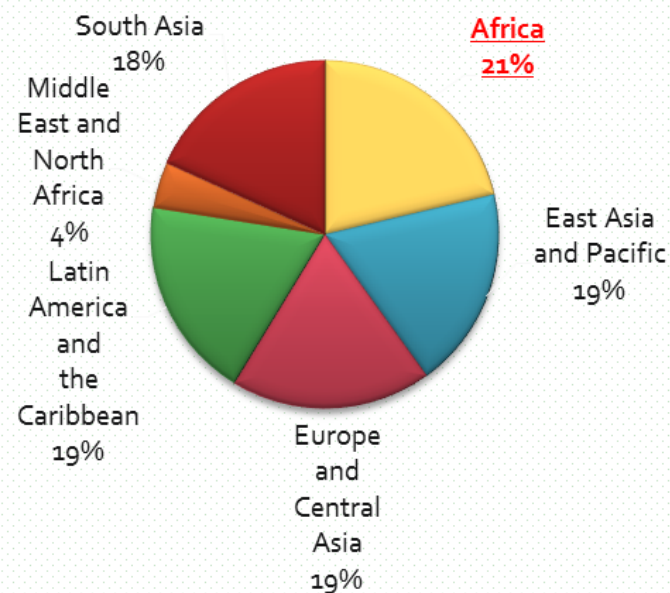
- Varia molto a secondo del paese (es. se paese IBRD o IDA)
- Solo paesi low and middle-income
- Una media di 50 basis points sul libor
- Durata variabile (anche oltre 12 anni)

Tendenza dei flussi di finanziamenti della Banca Mondiale per aree geografiche

	FY09	FY10	FY11	FY12
Africa	0,4	4,3	0,1	0,1
East Asia And Pacific	6,9	5,9	6,4	5,4
Eastern Europe and Central Asia	9,0	10,2	5,5	6,2
Latin America and Caribbean	13,8	13,7	9,2	6,1
Middle East and North Africa	1,6	3,5	1,9	1,4
South Asia	1,3	6,7	3,7	1,1
IBRD	32,9	44,2	26,7	20,6
Africa	7,8	7,2	7,0	7,3
East Asia And Pacific	1,2	1,7	1,6	1,1
Eastern Europe and Central Asia	0,4	0,6	0,7	0,3
Latin America and Caribbean	0,2	0,2	0,5	0,4
Middle East and North Africa	0,2	0,2	0,1	0,08
South Asia	4,1	4,6	6,4	5,2
IDA	14,0	14,5	16,3	14,8
IBRD+IDA	46,9	58,7	43,0	35,3*

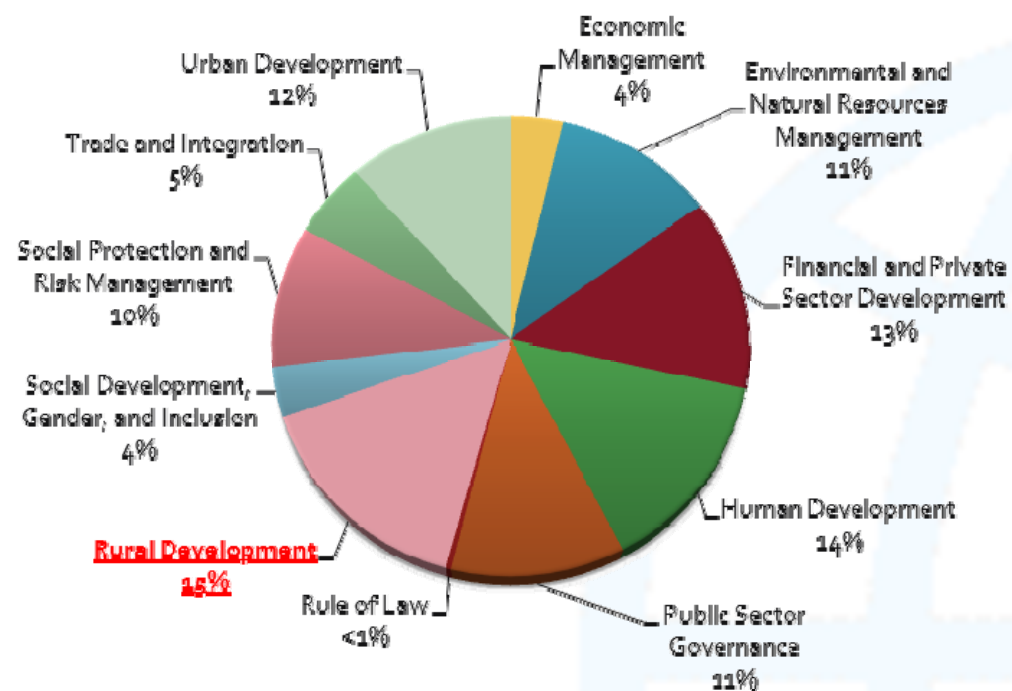
**I totali possono non coincidere esattamente con la somma delle singole voci a causa di arrotondamenti*

Flussi finanziamenti per aree geografiche e settori



*(Anno fiscale 2012)

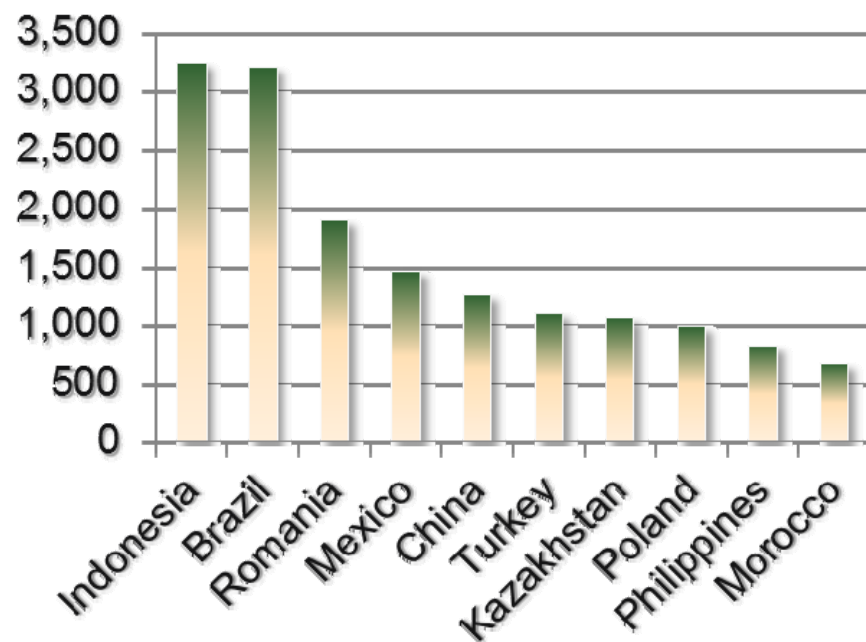
Flussi finanziamenti per argomenti



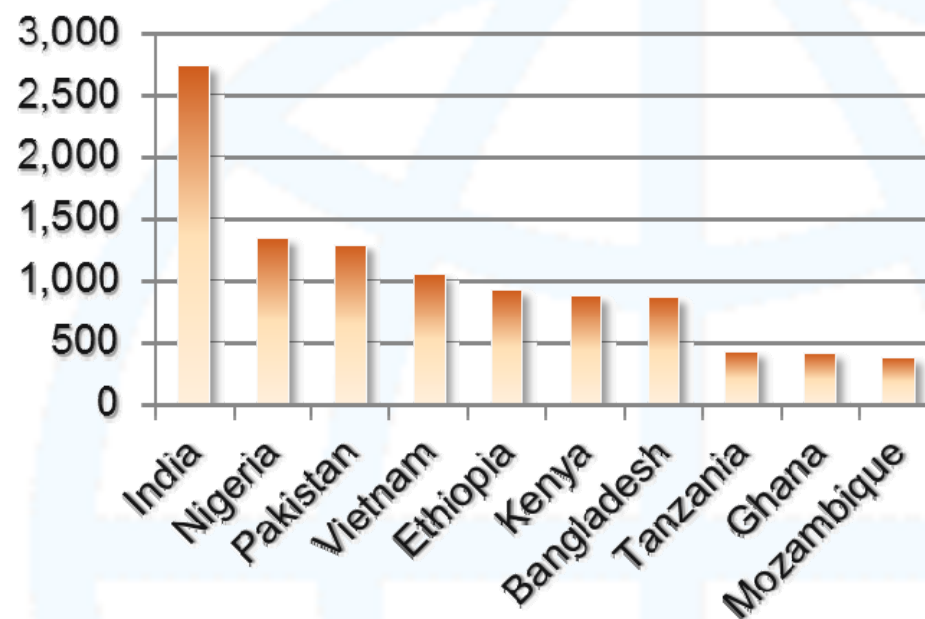
*(Anno fiscale 2012)

Top Ten Borrowers

*IBRD
(Milioni di dollari)*



*IDA
(Milioni di dollari)*



*(Anno fiscale 2012)

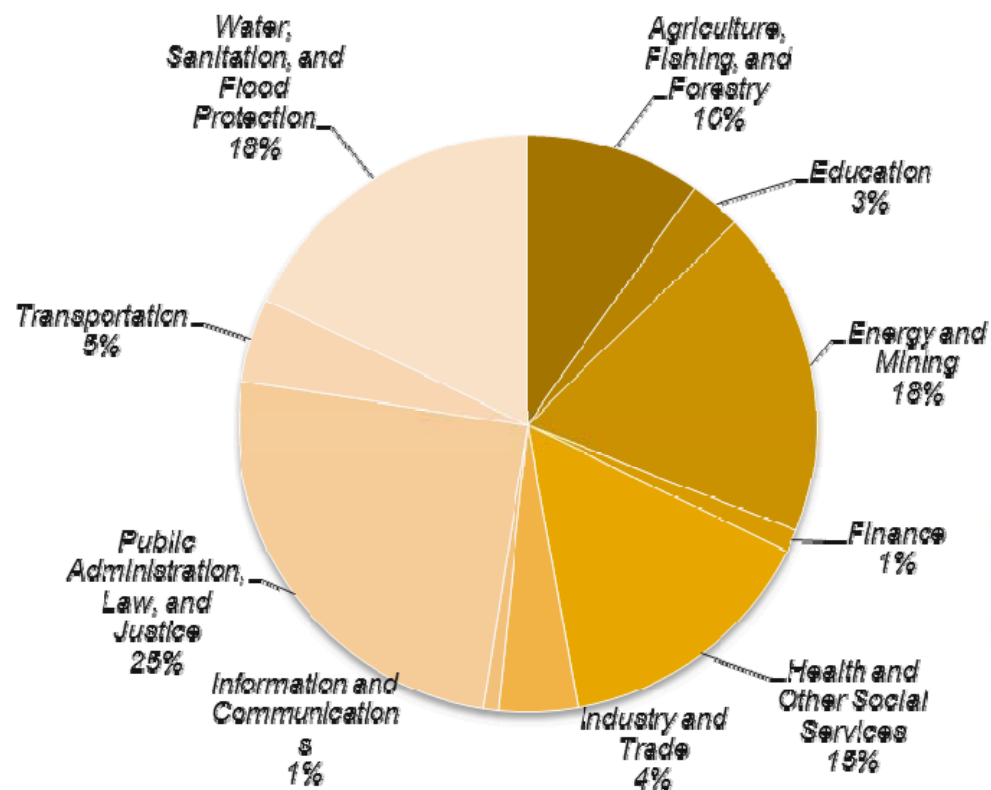
Due aree geografiche di particolare importanza

- 1) Africa**
- 2) Middle East and North Africa**



La Banca Mondiale in Africa

*Impegni IBRD/IDA per settore
Anno fiscale 2012*



total Fiscal 2012

new Commitments

BRD \$147 million

DA \$7,379 million

total Fiscal 2012

disbursements

BRD \$488 million

DA \$5,746 million

*Portfolio of projects under implementation as of
June 30, 2012: \$40.2 billion*

La Banca Mondiale in Africa

Contesto regionale: La crescita dei Paesi africani si scontra con limitate riforme strutturali e una modesta creazione di posti di lavoro. Mancanza di sicurezza e conflitti in alcune aree aggiungono ulteriori difficoltà.

Priorità strategiche

Governance e settore pubblico

- Citizen's feedback (es. Kenya Cash Transfer for Orphans, Vulnerable Children Project)
- Esempio di supporto alla riorganizzazione: Revisione Ministero delle Finanze della Sierra Leone, secondo una basic public finance management capacity e il rafforzamento della Commissione per l'anticorruzione

Competitività

- Settore agricolo: 0,9 miliardi per finanziamenti
- Infrastrutture: Corridoi di trasporto, trade facilitation, ICT, energia (1,4 milioni di persone hanno avuto accesso all'elettricità), acqua
- Sanità, Nutrizione, Formazione, Women's Economic Empowerment e servizi alla popolazione

Reducing Vulnerability and Increasing Resilience

- Massiccio aumento risorse per la lotta contro i cambiamenti climatici (+1,88 miliardi in tre anni). Meteorologia, Sistemi di Early Warning.
- Prevenzione delle siccità (più di 1 miliardo nel solo 2012)

La Banca Mondiale in Africa: Opportunita' in energia, acqua, agricoltura e dry lands



Progetti:

Niger Basin

- Fomi Project
- Rehabilitation of Lake Chad
- Benue Investments

Zambezi Basin

- Kariba Dam Rehabilitation
- Batoka Gorge Hydropower
- Malawi Shire Valley Irrigation Project

Nile Basin

- Kenya Water Security and Climate Resilience Project
- Eastern Nile Multipurpose Development
- Nile Equatorial Lakes Water Resource Management
- Regional Rusumo Falls Hydroelectric

Congo Basin

- Inga Hydropower

Volta Basin

- Pwalugu MPP

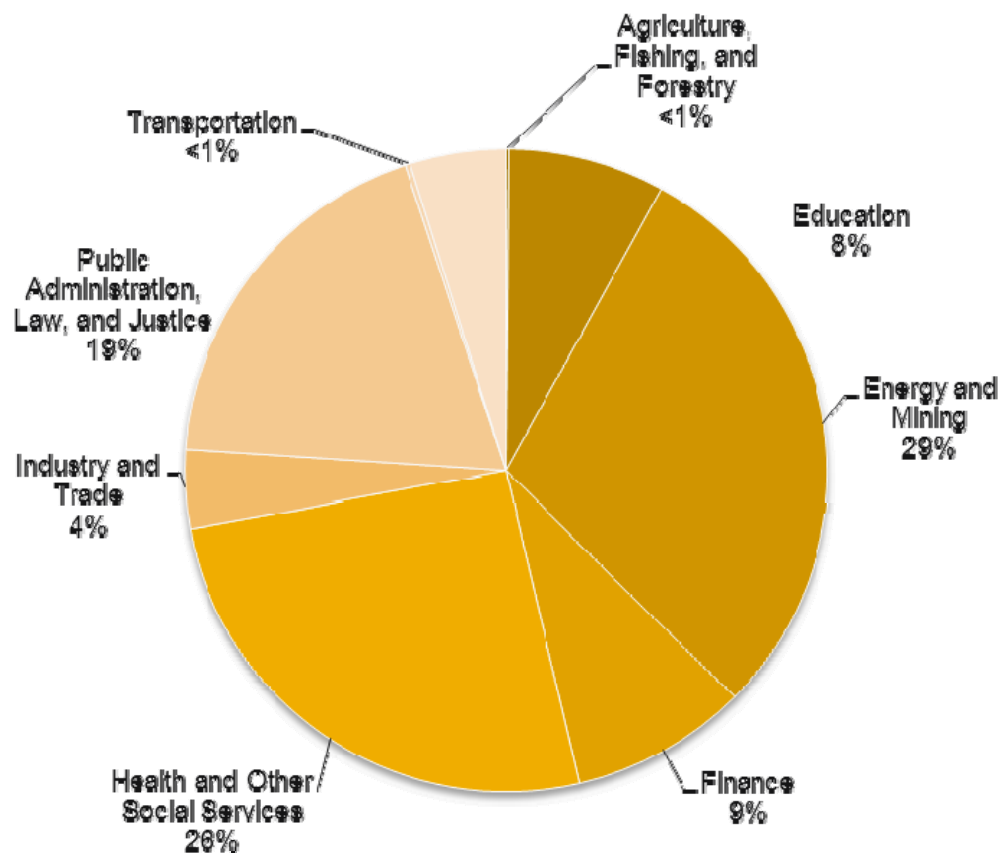
Regional

- Lesotho Highlands Water Project - Phase 2
- Africa Hydromet Program
- Regional Agricultural Research Programs
- Africa Sustainable Land Management Program

La Banca Mondiale in Africa: Alcuni esempi di successo

- In **Burundi**, the Bank's results-based financing program is helping to improve **child and maternal health**. In a single year, (from June 30, 2010 to June 20, 2011), the proportion of births at health facilities rose 25 percent, the proportion of women receiving antenatal care rose more than 20 percent, and the number of fully vaccinated children rose more than 10 percent. **More than 1.6 million men, women, and children have benefited from the program.**
- Average **farm incomes** in **Malawi** rose **60 percent**, and 1.5 million people achieved food security through horticulture diversification projects that increased crop yields by as much as 75 percent in 11 targeted districts. As a result of the Irrigation, Rural Livelihoods, and Agricultural Development Project, yields rose from 1.6 tons to 2.8 tons per hectare for maize and from 1.0 tons to 1.6 tons per hectare for rice between 2006 and 2011.
- In **Niger**, during the decade 2001–11, 541,000 people living in cities gained access to **pipled water**, which is now supplied continuously throughout the service area and no longer rationed. Over the past five years, water losses decreased from 20 percent to 15 percent, and bill collection improved from 79 percent to 97 percent. As a result of the Niger Water Project, **120,000 people also gained access to improved sanitation.**

La Banca Mondiale in Middle East and North Africa (MENA)



*Impegni IBRD/IDA per settore
Anno fiscale 2012*

total Fiscal 2012

new Commitments

BRD \$1,433 million

DA \$80 million

total Fiscal 2012

disbursements

BRD \$1,901 million

DA \$102 million

Portfolio of projects under implementation as of June 30, 2012: \$8.4 billion

La Banca Mondiale in Middle East and North Africa (MENA)

Contesto regionale: Transizione politica a seguito della “Primavera Araba”. Aspettative di cambiamenti di governance e creazione di posti di lavoro. Economie ancora vulnerabili

Priorita' strategiche

Creazione di posti di lavoro

- Esempi recenti: Egitto (200 milioni), Tunisia (private sector employment), Marocco (100 milioni), Yemen (Labor Intensive public works project).

Rafforzamento della Governance

- Esempi recenti: Sistema Giudiziario in Marocco, Sistema istituzionale in Djibouti, Community –based initiatives in Giordania, Municipalita' in West Bank and Gaza

Social and Economic Inclusion

- Esempi recenti: Rafforzamento servizi per le popolazioni rurali in Marocco (P4R). Miglioramento servizi per le popolazioni piu' svantaggiate in Tunisia. Sostegno popolazioni rurali e servizi idrici in Djibouti.

Sviluppo sostenibile

- Esempi recenti: Giza North Additional Financing energy project (240 milioni), Ouarzazate Concentrated Solar Power Project (200 milioni), West Bank and Gaza (Electricity and Water)

La Banca Mondiale in Middle East and North Africa (MENA)

Tunisia:

Constitution being drafted. Continued debate at many levels on identity (affecting legal system, women's right, banking. WBG support to enhance governance, opportunity and jobs; competitiveness and export development

Libya

Elections in July. Negotiations on composition of Cabinet concluded in October. Constitutional Committee yet to be appointed. WBG support on public financial management to help strengthen governance, institutions.

Lebanon:

Crisis in Syria raising political and sectarian tensions and impacting the economy. Repeated incidents of violence in the north. Further polarization of politics. WBG support to strengthen essential infrastructure services, education, social protection, and innovation and finance for jobs

Morocco:

New coalition headed by PJD installed in January responding to mood on Arab streets. Constitutional reforms. WBG support for improved competitiveness, decentralization, growth



Palestinian Territories

Palestine recognized by the UN as a non member observer state aggravating social/econ. situation. highly susceptible to conflict (e.g. Gaza in November) WBG support and role as MDTF administrator critical as fiscal crisis expands. Support for improved services and critical infrastructures

Egypt:

Constituent Assembly approved controversial draft constitution in November. Questions regarding role of sharia, women, in public debate. WBG support for: enhanced civil society engagement; job creation including business climate improvements, MSME; reform of subsidies and related (social safety net)

Yemen:

New President inaugurated in February. National Dialogue to draft constitution to ensue. Kidnapping and assassinations continue. WBG support on institutional strengthening, improved service delivery; major role in convening donor support. (e.g. Mutual Accountability Framework)

Iraq

Continued sectarian violence. WBG support on diversification and continued decentralization

La Banca Mondiale in Middle East and North Africa (MENA): Esempi di successo

- ❖ In **Egypt**, the Enhancing Access to Finance for Micro and Small Enterprises investment loan has provided credit since April 2011 to more than 4,000 small and medium-size enterprises, including about 1,000 owned by women entrepreneurs. The project also removed the ceilings on the interest rate microfinance institutions, and NGOs can now charge end beneficiaries.
- ❖ In **Morocco**, the Second National Program of Rural Roads helped raise the country's Rural Road Accessibility Index from 50 percent in 2005 to 70 percent in 2010. The project benefited 1.9 million rural people.
- ❖ In the Republic of **Yemen**, the Secondary Education Development and Girls Access Program has increased the gender parity index of secondary education in the selected districts from 0.42 to 0.61. As of May 2012, the project had trained some 30,000 teachers, 90 female staff in 50 secondary schools have been contracted, and civil works programs have been initiated in 44 schools.

Il Procurement della Banca Mondiale

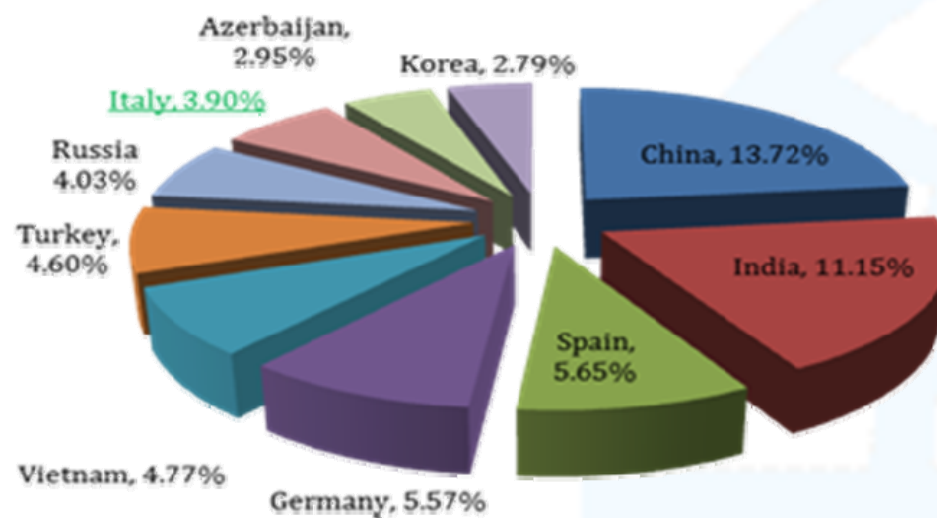
Nell'anno fiscale 2010-2011, la Banca Mondiale ha:

- Impegnato **43 miliardi di dollari**;
- Finanziato piu' di **1800 progetti in 120 paesi**, ognuno col proprio sistema di procurement;
- Finanziato circa **80,000-100,000 contratti separati**;
- Condotta **prior reviews** e fornito "no-objection" su 9,700 nuovi contratti, per un valore di 13.6 miliardi di dollari:
 - ✓ I primi 100 rappresentano la meta' del valore di tali contratti. I top 1000, piu' dell' 80 per cento del totale sottoposto a revisione
 - ✓ Questa attivita' preventiva assorbe il 60% del budget amministrativo dedicato al procurement
- Condotta una **revisione ex-post** su ulteriori 9,000 nuovi contratti, per un valore di 1.4 miliardi di dollari;
- Gestito 52 casi di **mis-procurement** e 359 complaints ufficiali da parte di bidders;
- Individuato circa 40 casi di **frode e corruzione**.

Principali paesi aggiudicatari dei bandi della Banca Mondiale

Quota percentuale per paese

Anno fiscale 2012



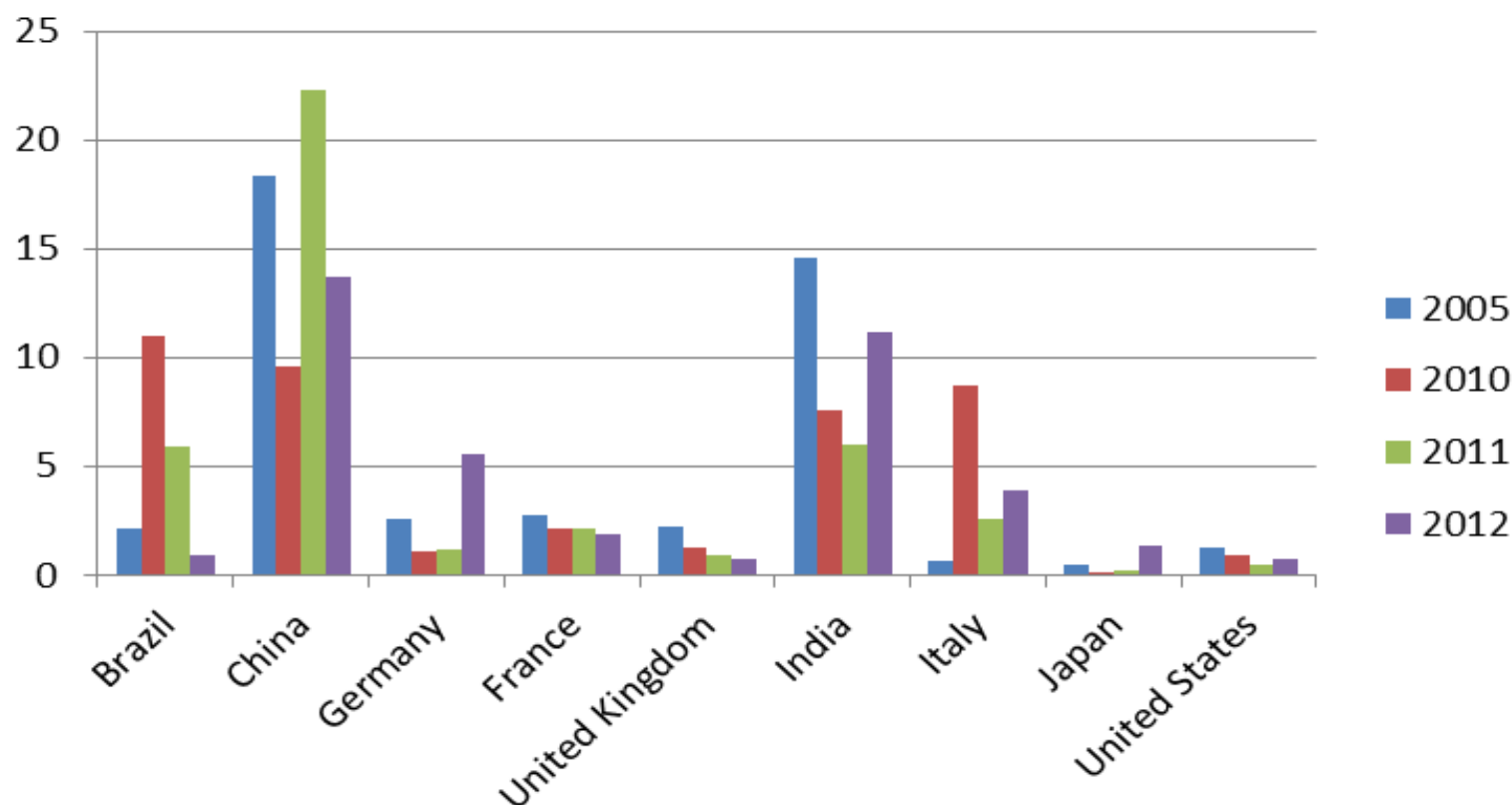
Principali paesi aggiudicatari dei bandi della Banca Mondiale

	ALL CONTRACTS		CONSULTANCIES		CIVIL WORKS		GOODS	
1	China	13,72	Japan	8,2	China	18,0	China	16,6
2	India	11,15	Afghanistan	7,5	India	12,9	India	10,8
3	Spain	5,65	France	5,6	Germany	7,4	Italy	8,0
4	Germany	5,57	Germany	4,4	Vietnam	6,1	Russian Fed.	7,2
5	Vietnam	4,77	India	4,1	Spain	5,9	Spain	5,7
6	Turkey	4,60	World	3,8	Turkey	5,6	Korea Rep.	5,5
7	Russian Fed.	4,03	United States	3,8	South Africa	3,8	Azerbaijan	5,1
8	Italy	3,90	Congo	3,7	Italy	3,3	Netherlands	3,4
9	Azerbaijan	2,95	United Kingdom	3,1	Russian Fed.	2,4	Turkey	2,7
10	Korea Rep.	2,79	Indonesia	2,4	Nigeria	2,3	Vietnam	2,6
11	France	1,86	Brazil	2,4	Azerbaijan	2,0	France	2,0
12	Nigeria	1,85	Canada	2,0	Pakistan	1,7	Ukraine	2,0
13	South Africa	1,68	Haiti	2,0	Greece	1,7	Kenya	1,8
14	Pakistan	1,36	Turkey	1,6	Tanzania	1,5	World	1,5
15	Netherlands	1,35	Russian Fed.	1,5	Korea Rep.	1,5	Nigeria	1,3
16	Japan	1,33	China	1,5	Argentina	1,3	United Kingdom	1,3
17	Argentina	1,26	Spain	1,4	France	1,2	Argentina	1,2
18	Tanzania	1,19	Argentina	1,4	Croatia	1,1	Germany	1,2
19	Ukraine	1,13	Ethiopia	1,3	Georgia	1,1	Bangladesh	1,1
20	Indonesia	1,12	Denmark	1,2	Ukraine	0,9	Uganda	0,9
			43. Italy	0,5				

* Quota percentuale sul totale dei contratti assegnati e soggetti a prior review nel FY12

Principali paesi aggiudicatari dei bandi della Banca Mondiale

Andamento quote percentuali nel periodo FY 2005-2012



Contratti assegnati all' Italia nell'anno fiscale 2012

Valore totale: 638,835,028 (US\$)

Tipo di contratti	Numero	Valore
Servizi di consulenza:	14	8,635,194
Fornitura di beni	18	344,695,885
Lavori civili	15	285,503,949
TOTALE	47	638,835,028

Principali contratti assegnati

- Egitto, Giza North Power Project, Salvatore Trifone e figli **148,480,446**
- Egitto, Giza North Power Project , Ansaldo Energia **125,707,692**
- Bielorussia, Road Upgrade, Todini Costruzioni **34,715,166**

Principali paesi aggiudicatari dei bandi di fornitura di beni

	FY2013*				FY2012				FY2011				FY2010			
	Supp Ctry	Amount	%		Supp Ctry	Amount	%		Supp Ctry	Amount	%		Supp Ctry	Amount	%	
1	World	164,238,730	10.9%		China	716,582,446	16.6%		China	1,038,983,683	24.3%		India	450,289,364	14.9%	
2	China	138,641,528	9.2%		India	468,138,965	10.8%		Brazil	394,434,399	9.2%		Korea, Republic	442,880,523	14.7%	
3	India	120,012,959	7.9%		Italy	344,695,885	8.0%		Spain	347,046,059	8.1%		China	244,769,940	8.1%	
4	Vietnam	101,539,750	6.7%		Russian Federat	312,366,114	7.2%		World	314,724,608	7.4%		World	220,204,631	7.3%	
5	Brazil	95,125,163	6.3%		Spain	245,195,704	5.7%		India	309,988,923	7.3%		Russian Federat	170,174,656	5.6%	
6	United Kingdom	86,520,058	5.7%		Korea, Republic	238,327,201	5.5%		Liberia	176,451,207	4.1%		France	138,945,527	4.6%	
7	Turkey	57,543,122	3.8%		Azerbaijan	218,273,308	5.1%		Ukraine	137,723,105	3.2%		Turkey	122,226,786	4.1%	
8	Italy	53,746,974	3.6%		Netherlands	145,069,921	3.4%		Argentina	110,360,988	2.6%		Vietnam	88,177,429	2.9%	
9	Kenya	50,243,288	3.3%		Turkey	116,446,124	2.7%		France	78,097,248	1.8%		United Kingdom	45,442,517	1.5%	
10	United States	35,710,497	2.4%		Vietnam	113,079,658	2.6%		Russian Federat	73,162,309	1.7%		Germany	43,954,325	1.5%	
11	France	35,286,909	2.3%		France	85,992,959	2.0%		Vietnam	68,710,627	1.6%		Switzerland	40,804,803	1.4%	
12	Germany	31,503,825	2.1%		Ukraine	84,207,039	2.0%		Germany	59,024,090	1.4%		Croatia	37,498,233	1.2%	
13	Argentina	30,429,743	2.0%		Kenya	76,796,453	1.8%		South Africa	57,846,937	1.4%		Denmark	36,806,475	1.2%	
14	Nigeria	28,218,205	1.9%		World	65,208,046	1.5%		Nigeria	50,959,048	1.2%		Argentina	35,395,770	1.2%	
15	Netherlands	24,754,881	1.6%		Nigeria	55,031,939	1.3%		Uzbekistan	47,107,413	1.1%		Bangladesh	32,400,657	1.1%	
								33	Italy	21,372,945	0.5%		25	Italy	22,433,604	0.7%

* Dati preliminari

Aziende italiane aggiudicatrici di bandi di fornitura di beni (FY12)

Region	Country	Proj ID		Major Sector	Contract	Supplier	Amount
AFR	Africa	P112688	Eastern Africa Agricultural Productivity	Agriculture	Supply of Tractors - Lot 1	M/S SAME DEUTZ FAHR S.P.A	255,474
AFR	Cameroon	P112635	CM-Agricultural Competitiveness Project	Agriculture	MARCHE No3/AON/MINADER/MINEPIA/PACA/CSPM/2011	COM.INT	782,566
AFR	Cameroon	P112635	CM-Agricultural Competitiveness Project	Agriculture	POUR LA FOUNI MARCHE No3/M/AON/MINADER/MINEPIA/PACA/CSPM/PACA POUR LA FOUR	COM.INT	583,633
AFR	Ghana	P120005	GH:Gas and Oil Capacity Building Project	Education	LOTS 6/7: SUPPLY OF PHOTOCOPIES, PRINTERS AND SCANNERS	GAZZINA TRADING SRL	114,842
AFR	Mozambique	P104566	MZ-Water Services & Inst. Support	Water/sanit/fld prot	SUPPLY OF PUMPS FOR BEIRA AND PEMBA	SOCIETE GAZZINA TRADING	433,697
AFR	South Sudan	P111061	SS: Water Supply and Sanitation	Public admin, Law	Supply, Installation, Training and Commissioning of Laborato	AGMIN ITALY SRL	266,250
AFR	Tanzania	P087154	TZ-Water Sector Support SIL	Water/sanit/fld prot	SUPPLY OF LABORATORY HOT PLATES	AGMIN, ITALY	104,103
AFR	Tanzania	P087154	TZ-Water Sector Support SIL	Water/sanit/fld prot	LOT 6: SUPPLY OF SPECTROPHOTOMETERS, UV-VIS SPECTROPHOTOMETE	AGMIN, ITALY	294,594
AFR	Tanzania	P087154	TZ-Water Sector Support SIL	Water/sanit/fld prot	LOT 7: SUPPLY OF pH/mV Ion METERS, CONDUCTIVITY METERS, pH E	AGMIN, ITALY	74,842
AFR	Tanzania	P096302	TZ-Sustainable Mgt of Min.Resources TAL	Energy & mining	CONTRACT FOR SUPPLY OF MOTOR VEHICLES BETWEEN THE MINISTRY O	M/S INTRACO S.P.A	283,071
EAP	Vietnam	P073361	VN -Natural Disaster Risk Mngt Project	Water/sanit/fld prot	Supply, installation, technological transfer of the Monitori	JOINT VENTURE CAE S.P.A	2,226,372
SAR	Afghanistan	P122235	AF: Irrigation Restoration &Development	Agriculture	Supply of Quality Contrl SRL, Italy	CONTRL SRL, ITALY	287,047
ECA	Armenia	P099630	JUDICIAL REFORM 2	Public admin, Law	Furniture for Justice Academy Building	"DELLA VALENTINA OFFICE" S.P.A.	278,243
ECA	Croatia	P102732	COASTAL CITIES POLLUTION CTRL	Water/sanit/fld prot	Purchase of vehicles for emptying septic tank content and eq	FARID INDUSTRIE SPA	131,025
ECA	Macedonia, form	P101216	AGR STRENGTHENING AND ACCESSION PROJECT	Agriculture	Supply and Installation of Integrated Administration and Con	ABACO	340,270
MNA	Djibouti	P120588	EMPLOYMENT AND HUMAN CAPITAL SSN	Health & social serv	Procurement of micronutrient powders, ready-to-use supplemen	UNITED NATIONS WORLD FOOD PROGRAMME	176,495
MNA	Egypt, Arab Rep	P116194	EG-Giza North Power Project	Energy & mining	Steam Turbine Generators and Condensers	ANSALDO ENERGIA S.P.A.	125,707,692
MNA	Egypt, Arab Rep	P116194	EG-Giza North Power Project	Energy & mining	Heat Recovery Steam Generators	STF (SALVATORE TRIFONE E. FIGLI) SPA	148,480,446

Uno sguardo all'FY13

Region	Country		Major Sector	Contract	Supplier	Amount
AFR	Kenya	KE:Transport Sector Support Project	Transportation	Contract Between Kenya Civil Aviation Authority and M/s Sele	SELEX ES S.P.A.	1,520,513.99
AFR	Sudan	SD-Nat'l Emerg Transp Rehab ERL Ph.1	Transportation	Supply and installation of equipment and Training for Paveme	AGMIN ITALY	1,401,895.93
SAR	Bangladesh	BD: Health Sector Development Program	Health & social serv	G-1215 (Lot 2): Radiology Equipment and Accessories	GENERAL MEDICAL MERATE SPA	480,620.77
ECA	Albania	LAND ADMIN & MGMT PROJ	Public admin, Law	T Equipment, Installation and Integration	CSI PIEMONTE	709,076.88
ECA	Albania	DISASTER RISK MITIGATION	Water/sanit/fld prot	Lot 1 Upgrading the Monitoring Network and Lot II Lot II -	ETG SRL	874,593.78
ECA	Kyrgyz Republic	AGRIBUSINESS & MARKETING	Industry and trade	Supply of processing equipment for laboratories of Education	DIDACTA ITALIA	325,312.21
ECA	Kyrgyz Republic	AGRIBUSINESS & MARKETING	Industry and trade	Supply of processing equipment for laboratories of Education	DIDACTA ITALIA	203,783.19
ECA	Turkey	ECSEE APL#6 (TURKEY)	Energy & mining	Supply and installation of 380 Kv Lapseki-Sutluce Submarine	PRYSMIAN POWER LING S.R.L.	40,968,039.39
MNA	Egypt, Arab Rep	EG-Giza North Power Project	Energy & mining	Pipeline for Filtering , Heating , Metering & Reducing North	PIETRO FIORENTINI	4,163,918.4
MNA	Egypt, Arab Rep	EG-Giza North Power Project	Energy & mining	Plug Valves (Lot 1; GASCO/ICB/002)	PERAR SPA	1,931,521.2
MNA	Egypt, Arab Rep	EG-Giza North Power Project	Energy & mining	Plug Valves GASCO-ICB-002 Lot 2	GALLI & CASSINA SPA	125,750.44
MNA	Egypt, Arab Rep	EG-Giza North Power Project	Energy & mining	(GASCO-ICB-004 Lot 4)	CEG (ELETTRONICA INDUSTRIALE S.P.A.)	14,875.4
MNA	Jordan	JO - ERfKE II	Education	Welding and general mechanic vocational workshops equipment	PRODIT ENGINEERING S.P.A.	71,867.51
MNA	Jordan	JO - ERfKE II	Education	Welding and general mechanic vocational workshops equipment	NEW TRONIC	766,690.25
LCR	Peru	PE Water Resources Mgmt.	Public admin, Law	Supply, installation and commissioning of Automatic Stations	SIAP MICROS S.R.L.	1,507,693.67

Giza North Power Project

The objective of the Giza North Power Project for Egypt is to contribute to improving the security and efficiency of electricity supply in a sustainable manner. There are three components to the project, the first component being Giza north power plant. The components include the following: (i) four 250 MW gas turbines; (ii) two 250 MW steam turbines; (iii) four heat recovery steam generators (HRSG); (iv) water systems including cooling water, condensate system (deaerator, condenser, etc.), feedwater heaters, service water and waste water treatment; and (v) electrical system including transformers and switchyard. The second component is the technical assistance. This component includes the following: a) support for promotion of private sector investment in electricity generation, including for the process of selecting private developer for the Independent Power Producer (IPP) at Dairut ; (b) development of a power sector strategy for the power sector for the next 7-10 years, focusing on attracting additional private investment (beyond the Dairut IPP) and associated tariff and other policies to facilitate efficient financing of investment needs (US\$ 200,000); and (c) support for promotion of energy efficiency (US\$ 200,000). Finally, the third component is the project financing.

PROCUREMENT NOTICES

DESCRIPTION	NOTICE TYPE	STATUS	PUBLISHED DATE
500 KV & 220 KV GAS INSULATED SWITCHYARD	Invitation for Bids	Published	November 12, 2010 20101112
500 KV OVERHEAD TRANSMISSION (OHTL) INTERCONNECTION OF GIZA NORTH POWER PLANT TO 500 KV POWER GRID	Invitation for Bids	Published	June 18, 2012 20120618
CRITICAL PIPES AND VALVES	Invitation for Bids	Revised	October 24, 2011 20111024
DISTRIBUTED CONTROL SYSTEMS (DCS) PACKAGE	Invitation for Bids	Published	June 3, 2011 20110603
ELECTRICAL EQUIPMENT / INSTRUMENT INSTALLATION PACKAGE	Invitation for Bids	Published	May 19, 2011 20110519
Electrical Equipment/Instrument Installation Package for Module III	Invitation for Bids	Published	December 27, 2012 20121227
FEED WATER AND CONDENSATE WATER PUMPS AND DRIVES PACKAGE	Invitation for Bids	Published	October 23, 2011 20111023
FORGED STEEL BALL VALVES, FLANGES CARBON STEEL CHECK VALVES & SMALLBORE VALVES, PLUG VALVES, PIPELINE (5 LOTS)	Invitation for Bids	Revised	June 6, 2012 20120606
General Procurement Notice	General Procurement Notice	Revised	July 5, 2011 20110705
HEAT RECOVERY STEAM GENERATORS	Invitation for Bids	Published	August 2, 2010

Suggerimenti per le aziende italiane

- 1) Analisi preliminare**
- 2) Ricerca del progetto**
- 3) Dove trovare bandi e regolamenti**
- 4) Relazioni contrattuali**
- 5) Ciclo di vita del progetto**
- 6) Suggerimenti pratici**
- 7) Tempistica**
- 8) Il processo di revisione delle regole**

Analisi preliminare

**Esame del trend recente dei prestiti della BM
per settori e paesi**

Esame del tipo di contratti aggiudicati

Dove?

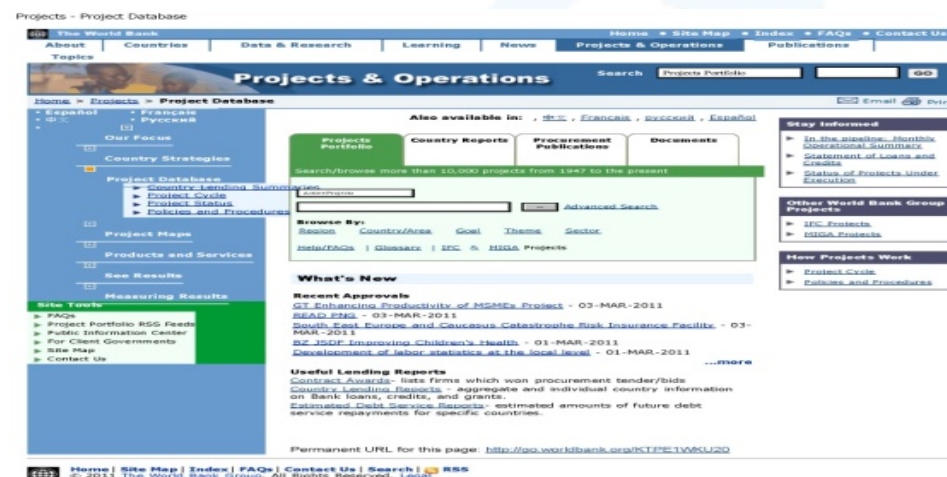


<http://www.worldbank.org/eds21>

Ricerca del progetto

La ricerca piu' efficiente in termini di tempo e'
l'incrocio di criteri diversi utilizzando il
Project Database

- by region
- by country/area →
- by goal
- by theme
- by sector



Ricerca del progetto

Quali sono i progetti attivi in Marocco?

Morocco - Projects & Programs

Staff Connections- World Bank Intranet

Home | **Countries** | Topics | Units | Operations | Services & References | People | Documents & Data

Morocco

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Projects and Programs

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PROJECT IN FOCUS

First World Bank Project in the Solid Waste Management

This project is designed to pave the way from "cleanliness" to "integrated solid waste management".

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- Anti-Corruption: [Reforms](#) - [Website](#)
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[Global website >>>](#)

Active Projects

Display Results in set of: 10 50 100

Project Name	Country	IBRD/IDA	Status	Approval Date
MA-COUNTRY ENVIRONMENTAL ANALYSIS	Morocco	0	Active	31-JUL-2012
GCMGL GEMLOC MOROCCO	Morocco	0	Active	27-APR-2012
ASSESSMENT OF CLIMATE CHANGE IMPACTS ON WATER RESOURCES MANAGEMENT	Morocco	0	Active	15-MAR-2012
POVERTY PESW	Morocco	0	Active	10-JAN-2012

<http://intranet.worldbank.org/servlet/main?menuPK=294477&pagePK=145927&piPK=147184&theSitePK=294439>[3/15/2011 2:22:44 PM]

Ricerca del progetto

Marocco - Sistema regionale per la fornitura di acqua potabile

Morocco - Active Projects

The World Bank

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MA-Regional Potable Water Supply Systems Project

Morocco

Overview Financial **Procurement** Implementation & Results News & Related Info

Project ID: P100397 | Project Status: Active

Abstract* last updated 14-FEB-2011

The development objective of the Regional Potable Water Supply Systems Project for Morocco is to increase access to potable water supply for selected communities in the project provinces of Nador, Driouch, Safi, Youssoufia, Sidi Bennour, and Errachidia. There are three components to the project. The first component of the project is water production, conveyance and rural water supply in the selected provinces. This component, estimated at Moroccan Dirham - Currency Unit (MAD) 1,335.8 million bef...[More>](#)

Keywords

Project-At-A-Glance

Approval Date	15-JUN-2010
Closing Date	31-DEC-2015
Total Project Cost**	216
Region	Middle East And North Africa
Major Sector (Sector) (%)	Water, sanitation and flood protection (Water supply) (95%)
Themes (%)	Public Administration, Law, and Justice (Public administration-Water, sanitation and flood protection) (5%)
Environmental Category	Rural services and infrastructure (80%)
Bank Team Lead	Access to urban services and housing (20%)
Borrower/Recipient	B
Implementing Agency	Chauvot De Beauchene, Xavier
	GOVERNMENT OF MOROCCO
	MINISTRY OF FINANCE

Project Goals

To view the project outcomes and goals click [here](#).

Available Project Documents

Environmental Assessment (EA) - Vol.1 of 1	23-JUN-2010
Environmental Assessment (EA) - Vol.1 of 1	23-JUN-2010
Procurement Plan (PROP) - Vol.1 of 1	04-JUN-2010

[More>](#)

Related Country Information

To view information on the country where the project is implemented click [here](#).

* The project abstract is drawn from the PAD, SAR or PGD and may not accurately reflect the project's current nature.
 **Total project cost includes funding from World Bank and non-bank sources in US\$ millions. Active and Closed projects show commitment at Board approval. It does not reflect any cancellations. Proposed (pipeline) and dropped projects show the forecast amount. The commitment amount for projects in the pipeline is indicative and may be modified during the project preparation.

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Dove trovare i bandi

PUBBLICAZIONE DEI BANDI

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The official source of notices on World Bank tenders

Tenders and procurement opportunities worldwide

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Mining 677	Education 1578
Public Sector 875	Energy 4345
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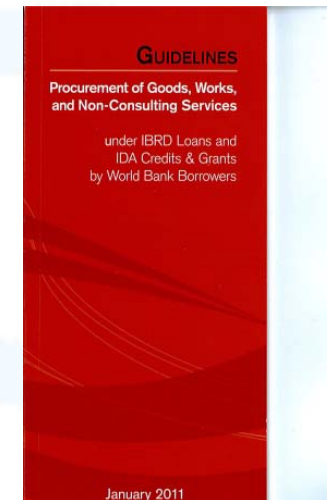
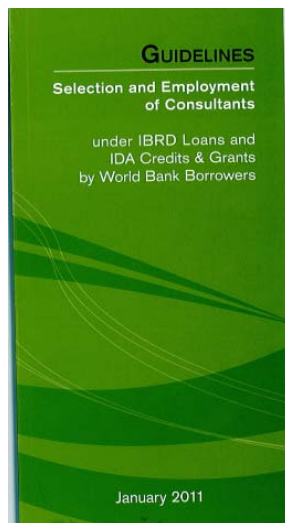
<http://www.devbusiness.com/> (3/15/2011 11:37:20 AM)

Regolamenti

LINEE GUIDA PER LA GESTIONE DELLE GARE

- Procurement Guidelines (Gennaio 2011) for goods and Works & non consulting services

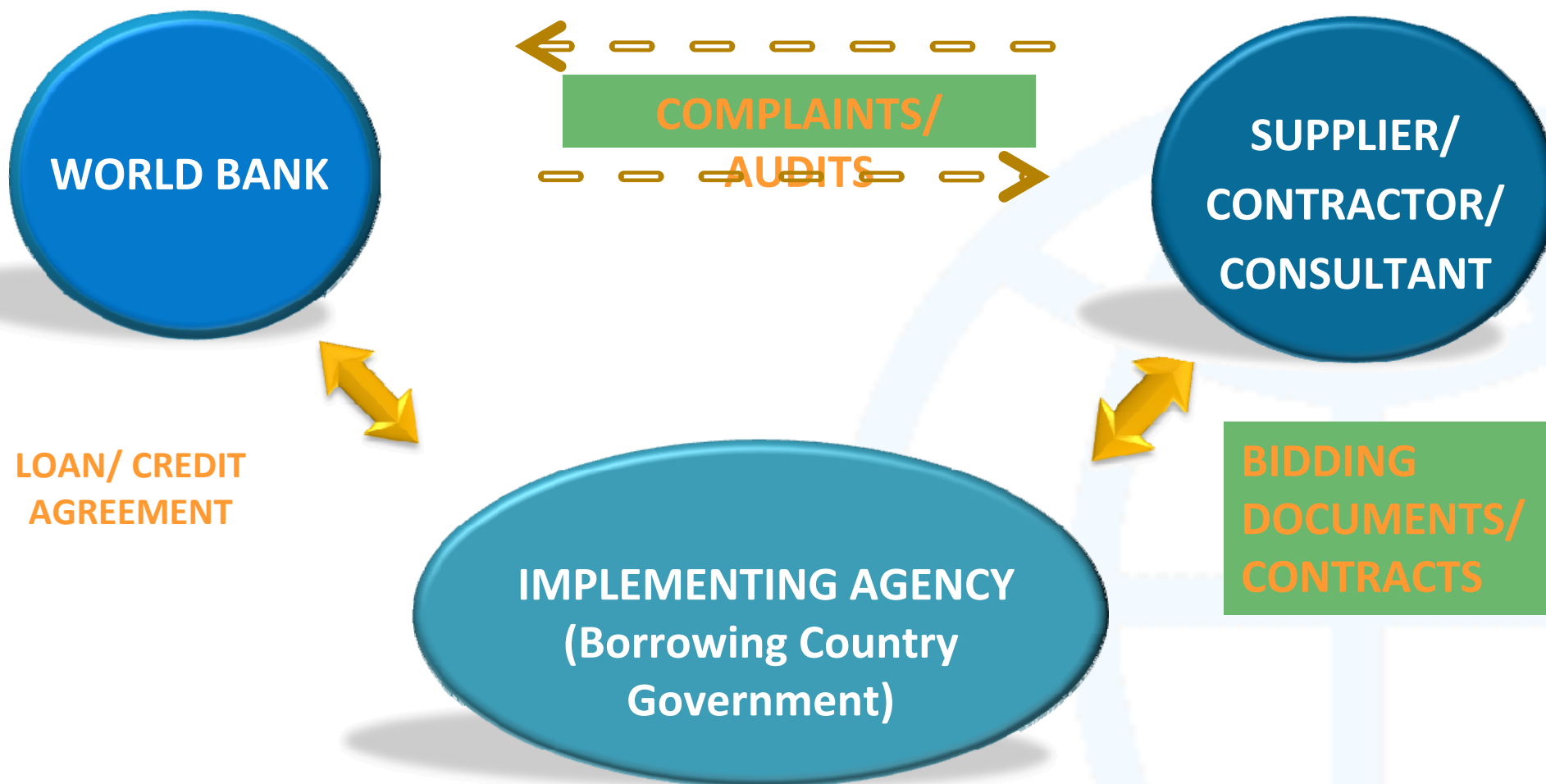
- Introduction
- International competitive bidding
- Other Methods of Procurement
- Appendices



- Consultant Guidelines (Gennaio 2011)

- Introduction
- Quality and Cost-Based Selection
- Other Methods of Selection
- Types of Contracts and Important Provisions
- Appendices

Relazioni contrattuali



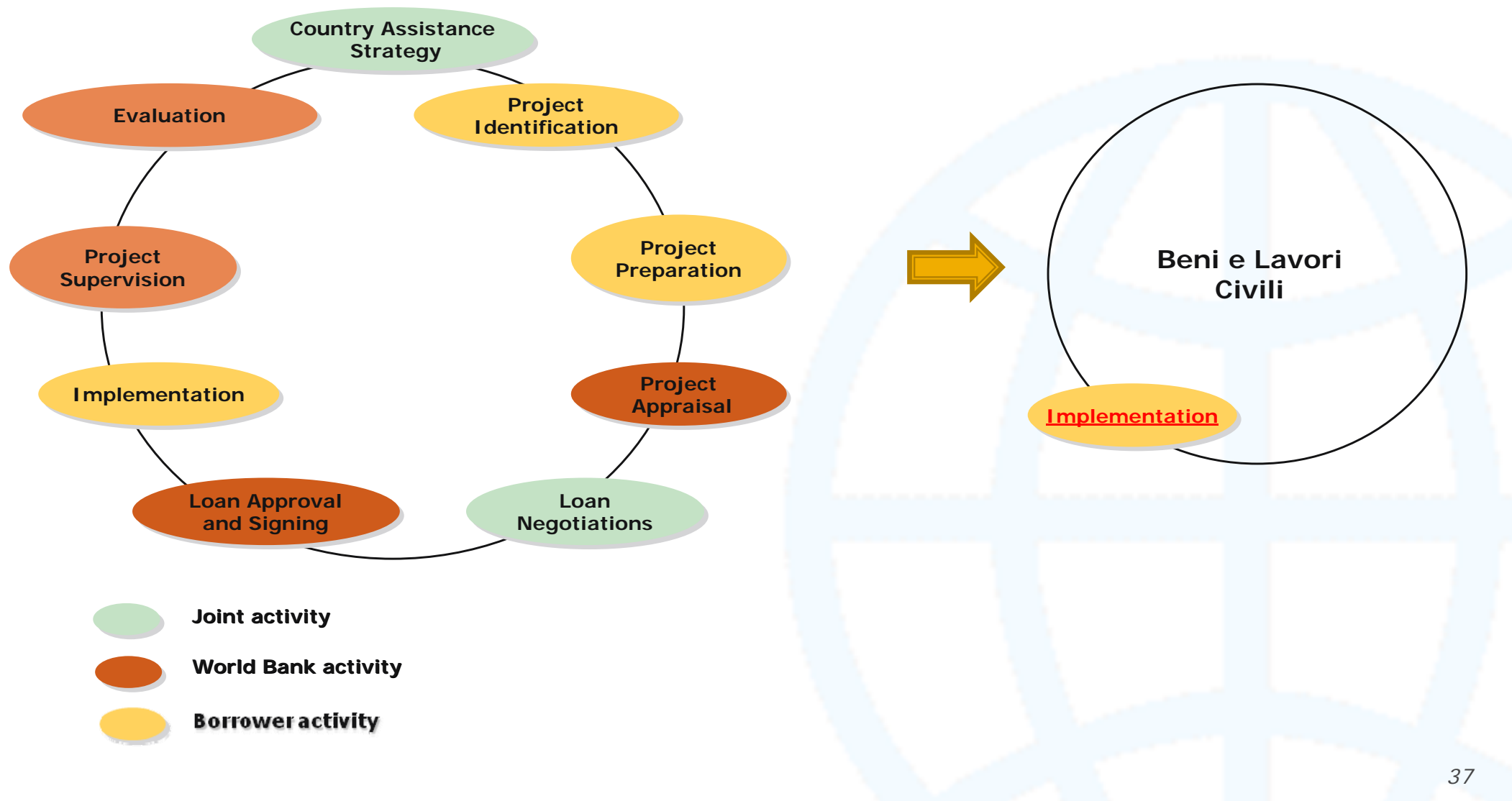
Relazioni contrattuali e complaints

- Address all queries or complaints to the client (the Borrower)
- Send copies of communications to the Bank or write to the Bank directly when borrowers do not respond promptly, or if the communication is a complaint against the Borrower.
- Address to World Bank Task Team Leader, copy to Country Director and Regional Procurement Manager
- Bidders may request a debriefing

Il ciclo di vita del progetto

Fase	Opportunita'	Cliente	Fonte di informazione
Fase pre- progettuale	Consulenze di breve termine	Banca Mondiale	Country Assistance Strategies (CAS) e altri studi. Per contratti oltre 50,000\$ pubblicizzazione di una REI
Identificazione	Consulenze di breve termine	Banca Mondiale	Monthly operational summary (MOS) e Project Information Document (PID)
Preparazione	Consulenze di breve e medio termine	Paese beneficiario	PID e MOS nelle loro versioni aggiornate
Valutazione (redazione del PAD)	Consulenze di breve termine	Banca Mondiale	MOS, PID e per contratti oltre 50,000 \$ pubblicizzazione di una REI
Trattative e Approvazione			Il paese beneficiario puo' pubblicare un avviso generale di gara d'appalto (General Procurement Notice)
Implementazione	Servizi di consulenza, fornitura di macchinari, merci e lavori civili	Paese beneficiario e Banca Mondiale per consulenze di breve termine	PID, PAD (e il procurement plan), REI, SPN (Specific procurement notice). Banche Dati (UNDB, dgMarket, Contract Awards Database)
Supervisione	Consulenze a breve termine	Banca Mondiale	PID, PAD, GPN, REI, SPN
Valutazione ex-post	Consulenze a breve termine	Banca Mondiale	PID, PAD, GPN, REI, SPN

Il ciclo del progetto: opportunità per la fornitura di beni



Tempistica

a) Il periodo di **preparazione**, dalla fase di "pipeline" all'approvazione, può durare **fino a 2 anni**



Opportunità' solo di **consulenze**
(design del progetto, studi di fattibilità')

b) Il **credito** ha in media una durata di **5-10 anni**, a partire dalla data di approvazione del Cda della Banca



- entro sei mesi dall'approvazione escono solitamente i bandi (GPN).
- gran parte delle gare per la fornitura di beni avvengono nei **primi 24 mesi**

Suggerimenti pratici

1. Controllare che **il progetto sia ancora attivo** e/o non bloccato
2. **Essere informati** circa il paese, il progetto, leggi e costumi locali, concorrenza, pratiche doganali
3. **Analisi dei documenti informativi disponibili** per:
 - * verificare che siano previsti acquisti del proprio prodotto;
 - * verificare che la gara preveda l'accesso a fornitori internazionali;
 - * poter anticipare la pubblicazione di una gara;
 - * identificazione del TTL (Task Team Leader);
4. Identificare **partner locali** e possibilità' di collaborazione
5. Rispondere adeguatamente alle **specifiche tecniche** richieste
6. Contattare **l'Implementing Agency** per ogni bisogno di chiarimento



Il processo di revisione delle regole sul procurement della Banca Mondiale



External Consultations (May 2012). Online and face to face, seeking input on issues to be addressed and views on key principles for modifying the Bank policy. Initial diagnosis and rationale is outlined in the Initiating discussion paper.

Establishing (June 2012) an **International Advisory Group on Procurement** with representatives from clients, industry, civil society, bilateral and multilateral development agencies, along with international organizations such as WTO, OECD and UNCITRAL, which will advise the Bank on the scope of the review and its conclusions and recommendations. **Series of studies** and **benchmarking exercises**, and **compilation of lessons** and experiences with public procurement innovations + Internal consultation with staff

November, 2012 Summary of all feedback received and posted online. Outline of findings and emerging guiding principles posted online. Final studies posted.

November-December 2012 Drafting a proposal for an overarching framework and guiding principles for revisions to the Bank's procurement policy, based on studies and consultations.

February 2013 Management's response to consultation feedback published. Seeking online comments to management response.

April 2013 Board of Executive Directors consideration of a draft proposal for an overarching framework and guiding principles for revisions to the Bank's procurement policy and procedures.

May-June 2013 Consultations. Online, seeking **input** on how to translate the policy framework and guiding principles into specific revisions. + Internal consultation with staff

July 2013 Summary of feedback received posted online.

July-September, 2013 Consultations. Online and selected workshops seeking input on *the implementation arrangements and revisions to the procurement guidelines.*

October 2013 Summary of feedback received posted on line.

End 2013-Early 2014 Board of Executive Directors consideration of the specific revisions to the policy and procedures, guidelines and implementation arrangements.

Come migliorare la presenza delle aziende italiane nell'ambito della Banca Mondiale?

Linee strategiche

- **Conoscere in anticipo l'orientamento della Banca all'interno dei singoli settori**
 - Assistenza fornita dall'Ufficio del Direttore Esecutivo
 - Iscrizione alla Mailing List (per i progetti di prossima realizzazione)
- **Far conoscere ai manager della Banca soluzioni innovative**
 - Workshop di presentazione
 - Incontri B2B con manager del settore
 - Eventi di promozione del Sistema Italia
(Esempio: Seminario sul Cultural Heritage del 3 novembre 2011)
- **Promozione internazionalizzazione centri di ricerca/universita'/aziende di servizi che rappresentino i vantaggi competitivi dell'Italia.**

Alcuni esempi recenti:

- Poste Italiane
- Consip
- Protezione Civile



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