CONCEPT

Procurement in Development Bank Financed Projects: Methods, Reviews and Sanctions

23 – 27 November 2026
Amsterdam - Zuidas business district hotel



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Ref: 962_21831 **Date:** 23 – 27 November 2026 **Location:** Amsterdam - Zuidas business district hotel **Fees:** 23500 SAR

Introduction:

Procurement in development bank financed projects follows lender rules that differ from national practice: market approach options set by the loan agreement, prior review and no-objection steps, mandatory standard procurement documents, consultant selection methods and sanctions for fraud and corruption. Project implementation units that misread these rules face misprocurement declarations, ineligible expenditure and stalled disbursements. This Core Concept course equips borrower teams to plan, run and document procurement of goods, works and consultant services to lender standard. Participants produce a Project Procurement Plan and Bid Evaluation Report for a case development bank financed project.

Course Objectives:

- Interpret the lender procurement framework, loan agreement covenants and borrower responsibilities that govern a financed project
- Prepare a project procurement strategy and procurement plan that set market approach, method, review type and packaging for each contract
- Apply open competitive, limited competitive, request for quotations and direct selection methods and the consultant selection methods to the right packages
- Evaluate bids and consultant proposals with lender standard documents and write evaluation reports that secure no-objection
- Manage standstill, debriefing, procurement complaints, fraud and corruption allegations and environmental and social contract clauses
- Produce a Project Procurement Plan and Bid Evaluation Report for a case development bank financed project

Target Audience:

- Project implementation unit staff who plan and execute procurement under a development bank loan or credit
- Borrower procurement officers who prepare bidding documents and submit files for lender prior review
- Procurement consultants and advisers who support implementing agencies on donor-funded packages
- Evaluation committee members who score bids and consultant proposals on financed contracts
- Contract administrators and engineers who manage variations, claims and payments on financed works and supply contracts
- Internal audit and project finance staff who prepare procurement files for post review and project audits

Course Outline:

Day 1: Development Bank Financing and the Borrower Procurement Framework

- Loan Agreement, Financing Agreement and Procurement Covenants Mapping
- Core Procurement Principles of Multilateral Development Banks: Economy, Fairness, Transparency and Integrity
- Borrower Versus Lender Roles: Implementing Agency, Project Implementation Unit and Task Team
- Eligibility Rules for Firms, Goods Origin and Conflict of Interest Screening
- Misprocurement Declarations and Ineligible Expenditure Case Review

Day 2: Project Procurement Strategy, Procurement Plans and Review Arrangements

- Project Procurement Strategy: Market Analysis, Risk Rating and Packaging Options
- Market Approach Options: International, National, Single-Stage, Two-Stage and Prequalification
- Method Selection Table: Open Competitive, Limited Competitive, Request for Quotations and Direct Selection
- Prior Review and Post Review Thresholds with the No-Objection Workflow
- Procurement Plan Template Entries, Updates and Online Tracking Systems

Day 3: Standard Procurement Documents, Consultant Selection and Evaluation

- Standard Procurement Documents for Goods, Works and Non-Consulting Services: Request for Bids Structure
- Consultant Selection Methods: Quality and Cost Based, Quality Based, Fixed Budget, Least Cost and Qualifications Based
- Terms of Reference, Shortlisting and Request for Proposals for Consulting Firms and Individual Consultants
- Bid Evaluation Report: Responsiveness, Qualification, Margin of Preference and Lowest Evaluated Cost
- Value for Money Assessment and Rated Criteria in Lender Financed Contracts

Day 4: Integrity, Complaints, Safeguards and Contract Administration

- Notification of Intention to Award, Standstill Period and Bidder Debriefing
- Procurement-Related Complaints Handling and Lender Review Timelines
- Fraud and Corruption Policy: Sanctionable Practices, Investigations, Debarment and Cross-Debarment
- Environmental, Social, Health and Safety Clauses, Worker Codes of Conduct and Performance Securities
- Contract Variations, Price Adjustment, Claims and Procurement Post Review Findings

Day 5: Case Donor-Funded Project: Procurement Plan and Evaluation Report

- Case Project Data Pack: Rural Roads Works, Health Equipment Supply and Supervision Consultancy
- Case Procurement Plan Build with Methods, Review Types and Packaging Rationale
- Case Consultant Proposal Scoring Under Quality and Cost Based Selection
- Case Bid Evaluation Report Drafting for a Goods Package with Prior Review Submission
- Plan and Report Defence Before a Mock Lender Procurement Review Panel

Skills You Will Gain:

- Lender Procurement Framework Interpretation
- Project Procurement Strategy Development
- Procurement Method and Threshold Selection
- No-Objection Submission Preparation
- Consultant Selection Under QCBS
- Bid Evaluation Report Writing
- Sanctions and Debarment Risk Screening
- Financed Contract Variation Control

Why Attend This Course:

- Leave with a Project Procurement Plan and Bid Evaluation Report built on a case donor-funded project and reviewed by a mock lender panel
- Submit prior review files that reach no-objection with fewer returns and clarification rounds
- Reduce the risk of misprocurement, ineligible expenditure and sanctions findings on the project portfolio
- Compare procurement practice with implementing agency staff from transport, health, energy, water and education projects

Conclusion:

Development bank financing moves only as fast as its procurement. The course moves from the loan agreement and the borrower procurement framework, through project procurement strategy, method selection, review thresholds and no-objections, to standard procurement documents, consultant selection and evaluation reports, then to standstill, complaints, fraud and corruption sanctions, environmental and social clauses and contract variations. The final day applies these rules to a case donor-funded project, producing a Project Procurement Plan and Bid Evaluation Report ready for lender review.