



THE WORLD BANK

Governance Global Practice - AFR -East

Procurement of Goods, Works, and Consulting Services for World Bank- Financed Projects – Intermediate Course

Conducted in Collaboration with

**The Kenya Institute of Supplies Management
(KISM)**

Mombasa, Kenya

3rd – 14th June 2024



INTRODUCTION

Since 2018, the Kenya Institute of Supplies Management (KISM) has partnered with the World Bank to offer trainings on **Procurement of Goods, Works, and Consulting Services for World Bank-Financed Projects**. The training was initially conducted once, annually, until last year when the program introduced a three-phased course – foundation, intermediate, and advanced. This was in response to increased demand for more trainings and in-depth learning. The intermediate course this year was held on 3rd – 14th June 2024 at Travellers Beach Hotel, Mombasa. This was a follow-up to the foundation class held in February. The course aimed at exposing the participants to World Bank’s policies and procedures for procurement management for effective and efficient delivery of projects’ objectives while ensuring long term sustainability. The course delved deeper into the Project Procurement Strategy for Development (PPSD) for analyzing needs and risks; evaluation of bids for value for money; resolving procurement-related complaints, and contract management. By the end of the training, participants were expected to apply relevant knowledge, and skills and exercise a professional approach in taking or recommending decisions relating to the procurement management of the new and ongoing World Bank funded projects.

As envisioned in the establishment of the partnership, the training drew participation from Kenya and across the region. Other countries represented included Tanzania, Somalia, Saotome, Botswana, Mozambique, and the Kingdom of Eswatini. Over the years the course has gained popularity attracting participants beyond East Africa as initially intended, but also West and South Africa.

The total number of participants who attended the intermediate course was 138. The participants comprised various professionals involved in implementing World Bank projects; procurement practitioners, engineers, accountants, lawyers, administration officers, auditors, and other personnel. All the participants worked in government institutions. Most of the participants were involved in implementing World Bank projects.

The training was officially opened by KISM CEO, Kenneth Matiba. In his opening remarks, he thanked World Bank for partnering with the Institute in re-engineering its core business. He also thanked the participants for choosing KISM as their preferred choice to have this training.



The report is structured as follows:

Section I: Objectives Questions and Observations of the Workshop

Section II: Methodology

Section III: Lessons Learnt and Recommendations

Section IV: Session Evaluations

Section V: Next Steps

Section VI: Annexes

Objectives, Questions, and Observations

Objectives	Questions/Observations
<p>2016 Procurement Framework: Project Procurement Strategy for Development:</p> <ul style="list-style-type: none"> • The World Bank and Its Five Organisations • World Bank Procurement Policy Aims and Objectives • The World Bank’s Six Stage Project Cycle for Funded Projects • Core Principles in the New Procurement Framework 	<p><u>Questions</u></p> <ul style="list-style-type: none"> • Provide examples where the Bank has terminated funding due to unprocedural procurement. • Can delegation of authority be passed to the tender evaluation committees? This is to enable them to take responsibility and be accountable. <p><u>Observations</u></p> <ul style="list-style-type: none"> • It was noted that many participants did not know the meaning of many abbreviations used in the regulations.
<p>Approved selection methods for goods, works, and non-consulting services. Participants will gain understanding of the following:</p> <ul style="list-style-type: none"> • Selection Methods e.g.: RFB / RFP / RFQ etc. • Selection Arrangements e.g.: PPP / CDD / UN Agencies / Commodities etc. • Market Approach Options 	<p><u>Questions</u></p> <ul style="list-style-type: none"> • The selection method be changed for consultants and be prequalification instead of going to the market? • Would sharing draft bidding documents with suppliers be a problem? • What discussions can you have with suppliers? • Is there a limit on how much the scope can be changed? • Is it unfair if you change the scope of the work? <p><u>Observations</u></p> <ul style="list-style-type: none"> • Concern was raised that project implementers did not include procurement professionals in all stages



	<p>of the program and instead brought them in towards the end of the project when crucial decisions had been made.</p> <ul style="list-style-type: none"> • A lot of discussion was centered around on need for expression of interest as opposed to sending the tender document at once from the onset. It emerged that many participants preferred to send the tender documents first without the EoI. • There is need for more clarity on alternative bids and value engineering and how to apply both • It was apparent that many participants were not implementing the supply position model. Great emphasis on using this was made. • Participants were also not taking into account the total cost of acquisition but instead focused on price. • Emphasis was made on the need to go out and understand the market as opposed to just carrying out desktop analysis. Participants were urged to conduct both quantitative and qualitative analyses. • Participants were informed that the Bank places entities in the Procurement analysis quadrant and procurement risk management plan. Entities with poor records were classified as high risk. • Observation was made that many participants did not distinguish between procurement methods and market approaches. • There was also confusion on differentiating between consulting and non-consulting services. • Many of the participants who attended were not necessarily procurement practitioners but were involved in implementing World Bank projects. The group sessions were useful in learning and sharing experiences from both procurement and other practitioners.
<p>Implementing Rated Criteria. Attendees should know:</p> <ul style="list-style-type: none"> • What are rated criteria? • Why use rated criteria? 	<p><u>Questions</u></p> <ul style="list-style-type: none"> • When to develop criteria and how detailed the evaluation criteria were a challenge? • Can the evaluation criteria be changed during the evaluation? eg in the development of a road,



<ul style="list-style-type: none">• Where to use rated criteria?• How to use rated criteria?• Next steps for implementation	<p>when a bidder starts in the middle of the construction to be given more weight.</p> <ul style="list-style-type: none">• Which documents should you request from a bidder? How far can we go in terms of duration?• What do you do when the bidders have similar quality scores but the recommended has quoted highly in a manner that does not make sense?• What levels of variances are acceptable with the bank?• What happens to the losers after you do primary procurement and mini-competition?• Can selection criteria be done at the primary proc then do the mini competition again? <p><u>Observations</u></p> <ul style="list-style-type: none">• There were concerns about variations and how to manage them.• Primary procurement and mini-competition appeared to be a new concept among participants and not commonly practiced. A lot of time was spent explaining how this is conducted including framework agreements and issuance of call-off contracts.• It was noted that many participants focused mainly on price in their evaluation criteria. Participants were encouraged to consider other alternatives in the Bank's regulations and understand the markets.• Participants were informed that the Bank does not explicitly provide training in projects. This is procured within an organization's administrative procedures but in line with the bank regulations. Training should have a training plan which is submitted to the bank. Training requests should show the costs, no. of persons to be trained, and relevant staff who will be trained (and should not affect the running of the project) The bank builds the capacity of any person within govt and there is justification for them to be trained.
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<p>Bid Evaluation - Procurement of works under World Bank-financed projects</p> <ul style="list-style-type: none"> • Procedures for Bid Evaluation; • Bid Examination, Major vs. minor Deviations, and Bid Responsiveness; • Factors in Bid Evaluation; • Use of WB - Standard Bid Evaluation Report for Goods and Works – 1996 • The role, membership and organization and work of Evaluation Committee 	<p><u>Question</u> Is there a minimum number of firms you can enter into a framework agreement?</p> <p><u>Observations</u> Much time was spent making participants understand how to identify abnormally low bids using formulas for more or less than 5 bids. It was noted that the formula was not being applied by the participants. Some of the participants who had attended and were taught the formulae in the foundation class had also forgotten. Participants were also informed that arithmetic errors were allowed in bid evaluations as long as they were not so major. The number of members to constitute an evaluation committee was an area of concern to the participants, particularly where they required more technical expertise. WB has standards on the numbers that constitute the evaluation committee - maximum 5, minimum 3. They were informed that the Bank allowed for sub-committees with coopted members but the main committee remains 5. The subcommittee's role is to advise the main Committee.</p>
<p>Developing Terms of Reference (TOR) Participants will understand:</p> <ul style="list-style-type: none"> • Key considerations • Project background • Objectives of the assignment • Scope of the assignment • Schedule completion of tasks • Team composition and list of experts • Data, services, and facilities to be provided • Payment schedule 	<p>Participants were concerned about how to go about REOI. They were concerned that sometimes they got too many making selection difficult or they did not meet the expectations. They were informed that the bank allows you to look for CVs even if they have not applied until the shortlist is complete. If you get more than 8, you rate the evaluations with similar works and experience. National procedures can be used if they are approved by the Bank depending on the threshold.</p>
<p>Field Visit</p>	<p>Participants appreciated the visit to the World Bank Project – Sita Umoja Self Help Group in Watamu. Participants were able to appreciate the development of the community through World Bank financed projects.</p>



Methodology

The training techniques employed for this training included; power point presentations, case studies, discussion groups, and a field visit. The power point presentations were used in lecture style to introduce thematic areas and concepts to the participants. The power points consisted of text, diagrams, graphics, and pictorials for emphasis and clarity. Case studies were useful in bringing out practical aspects of the training. The participants were grouped in various countries, professions, and organizations to gain different experiences and perspectives on the topics of discussion. Discussions and debates were incorporated into the lectures and case studies which enriched the learning. A study tour was also organized to Sita Umoja Self Help Group in Kilifi County dealing with mangrove restoration through establishing tree nurseries and mangrove tree planting. The group has also established a restaurant and a snake park with the support of World Bank funding under KEMFSED. The group employs community-based procurement procedures for their projects guided by the Bank.

Lessons Learnt / Recommendations

- I. Analyze this program and agree on how the advanced program will be delivered. Can have other approaches eg assimilation.
- II. Pick areas of challenges, and questions and agree on who responds to each question and have time for questions.
- III. The demand for the trainings was increasing and drawing large numbers in a class. For effective learning, the Institute needs to think about the numbers and determine the appropriate learning approach. Having more facilitators and splitting the group into smaller numbers can be considered.
- IV. Constant reminders of the meanings of various abbreviations is necessary. This should be conducted at all sessions.
- V. New facilitators may not be well-versed with the topics. The Institute should consider first mentoring the new facilitators before assigning a full session.



Participants of the World Bank Intermediate Course



KISM CEO, Kenneth Matiba (left) engaging with some of the participants

Test Analysis



The participants were issued tests in the first and second weeks of the training to gauge their understanding of the sessions covered. The following is an analysis of their performance:

Test I: Conducted in the First Week

Column1	Male	Female	Total
Max Score- 25			
Population- 109			
Score	Male	Female	Total
25	0	0	0
24	0	1	1
23	5	3	8
22	4	6	10
21	8	12	20
20	7	7	14
19	8	6	14
18	7	5	12
17	6	7	13
16	5	3	8
15	1	1	2
14	4	0	4
13	0	0	0
12	2	1	3
	57	52	109

	Male	Female	Total
70% & above	36.79	37.74	74.53
50% & above	51.89	48.11	100.00

Below 50% **1.83%** **0.92%** **2.75%**

Test II: conducted in the Second Week



Column1	Male	Female	Total
Max Score- 25			
Population- 87			
Score	Male	Female	Total
25	1	1	2
24	5	6	11
23	7	8	15
22	11	8	19
21	10	7	17
20	3	8	11
19	6	0	6
18	4	2	6
	47	40	87

	Male	Female	Total
80% & above	42.53	43.68	86.21
50% & above	54.02	45.98	100.00

Unidentifiable responses 2



A participant contributing to the discussions



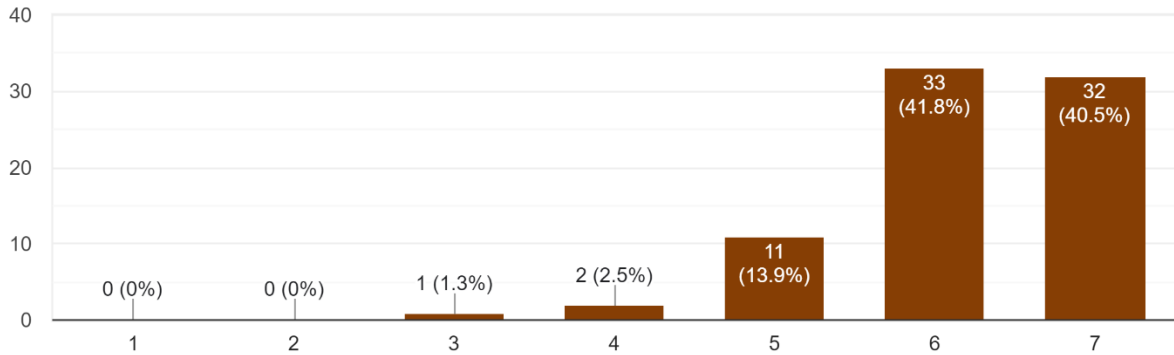
Participants engaged in a group exercise



Sessions Evaluations

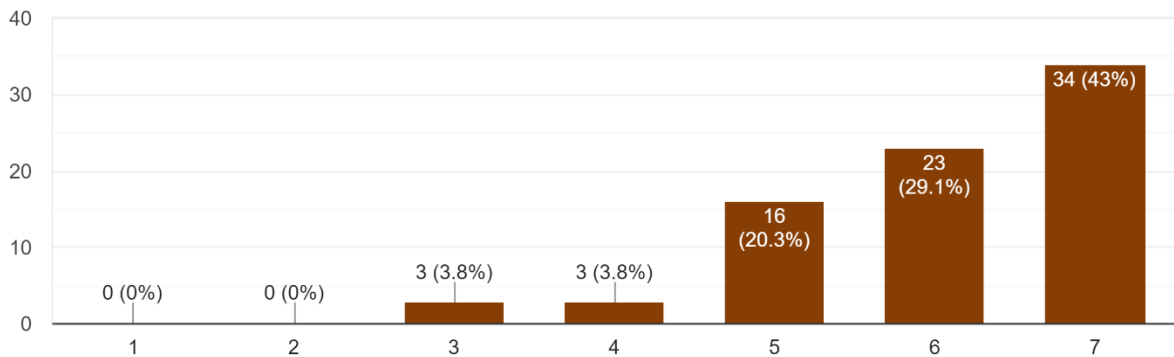
1. How would you rate the overall quality of the Course?

79 responses



2. The speakers communicated the subject matter effectively.

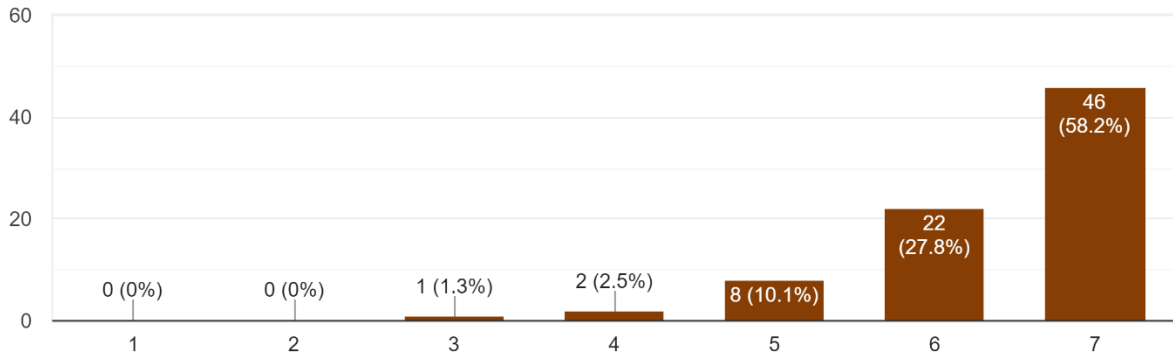
79 responses





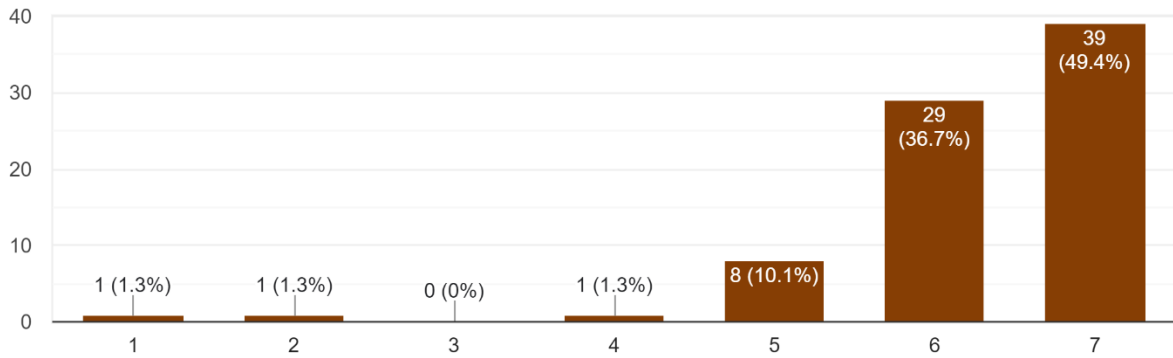
3. The materials, resources, and/or activities supported my learning.

79 responses



4. Overall, the content of the Course met my expectations.

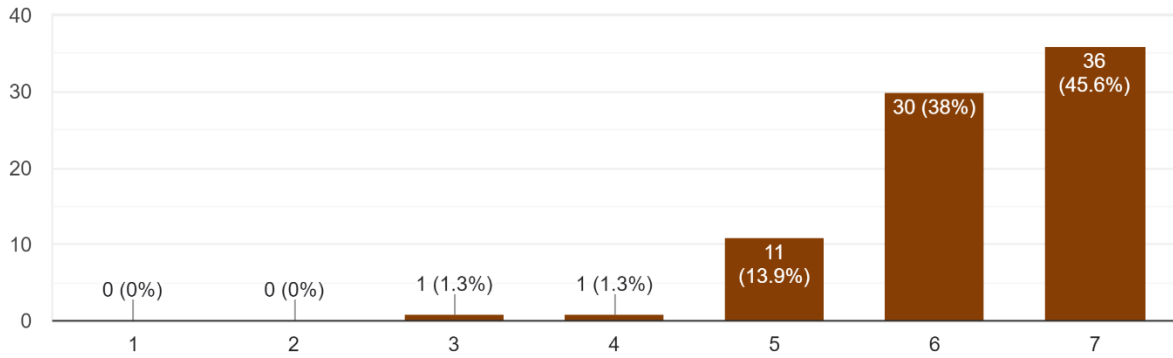
79 responses





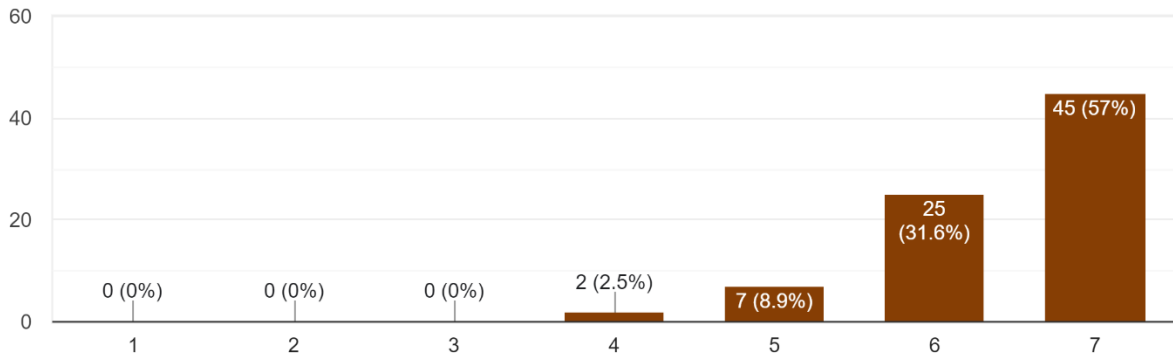
5. I had adequate opportunities to participate during the Sessions.

79 responses



6. The training venue, environment and facilities was appropriate and conducive for learning.

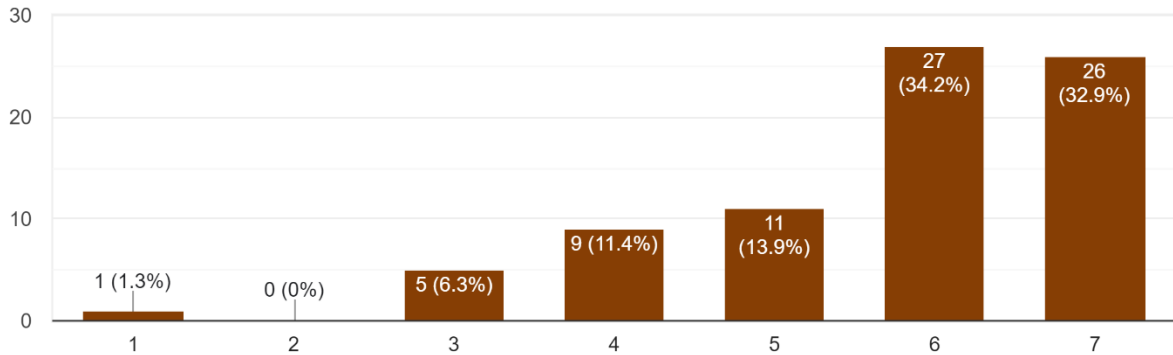
79 responses





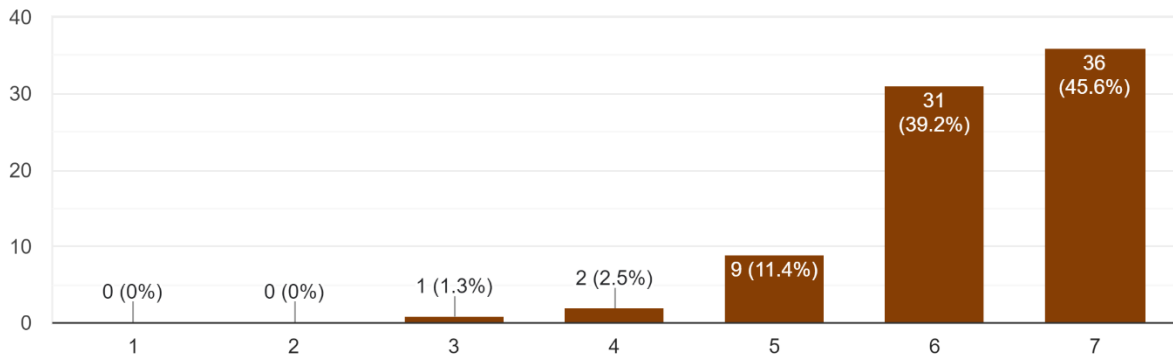
7. The period allocated for training of two weeks was adequate.

79 responses



8. The Case Studies were relevant and sufficient for self-evaluation of the Course content and delivery.

79 responses



10. What other areas of procurement practice would you wish covered in future training workshops?79

- Project implementation procedures
- Detailed and practical training on Step SBD AND STEP
- Practical hands-on experience on the current world Bank project through site visitation
- Practical Evaluation of Tenders and Consultants
- STEP and Audit of WB Projects



Private Public Partnership Procurement Framework; Case Study of Kenya
Analysis of PPADA 2015
PPSD and STEP to be given more and more consideration
Refresh courses for the same every financial year
Direct procurement
Lease agreement
Procurement of Works
Advanced World Bank Procurement Procedures, Practical use of STEP
Practical part of developing the PPSD and PP,
Record Keeping of procurement documents
Contract and project management to be covered widely
Leadership and strategic management of world bank projects
The role of SCM in impacting lives through world bank funded projects
More on the public procurement regulations and World bank regulations
Comprehensive works procurement and evaluation
Advance procurement regulations
Award and Management of tax and duty exempt contracts
Assets management and disposal
In-depth training on the World Bank Procurement Regulations with reference to specific Sections/paragraphs.
Detailed step by step processing of Individual Consultants Selection with case studies when using Limited Selection Market Approach.
Usage of Post Qualification evaluation criteria using a case study
How well a tender for procurement of various equipment such as for construction can be lotted and packaged to achieve the desired goods that meet your requirement and maximize on Value for Money.
The salient features of regulations and procedures of world bank in comparison to our national regulations and procedures and how the latter can be enhanced to become more water-tight
Put more emphasis in STEP
Advance Procurement
Other areas e, the disposal of assets, ethical issues touching on procurement, and supplier development.
Participants are to be exposed to more case studies, if possible, at least once daily to enhance the synthesis of content
It was adequate
USAID Procurement
One session of comparison of World Bank procurement policies/regulations with those borrowers to see if there is a divergence
More training on consultancy services since most World Bank projects is about consultancy



Request for Proposals (QCBS), RFB (Information Systems)

Practical STEP training

Procurement of works. I recommend more content to be covered in the forthcoming program to help procurement practitioners with no experience in procurement of works to understand better in that area of procurement.

More advanced SCM/procurement

How to handle emerging issues including conflict of interest and corruption-related issues

PPADA 2015 UPDATES

More practical on the STEP application more so setting the dates on the roadmap, which documents to be uploaded more so on the supporting documents.

World Bank regulation on the tendering process

Contract Management, Monitoring, and Supervision

STEP Transactions

The area of value engineering systematic and approaches and variations and percentages

Negotiation of a contract. I would want an in depth coverage of the topic

FIDIC trainings

Complex Standard Bidding Documents especially for High value works and

Contracts using FIDIC

More to be taught on practical Monitoring and evaluation of the various contracts by an organization.

Claims

E-GP e-procurement system,

Step System

Contract Management to be given more emphasis as it is always a grey area

Evaluation of tenders

application to turnkey projects

Response to clarifications during the tendering period and dispute resolution during the implementation stage

e-Procurement

A thorough tackling of bidding documents

In-depth evaluation under works

A more detailed training on procurement of works.

Managing Bank Harmonized FIDIC Conditions of Contract. Some imbalances tend to favor contractors.

Procurement and Social environmental safeguards

Everything amicable covered

Cover more on consultancy and works procurements. From initiation to contract management



More advanced areas in procurement procedures, practical experience, and how to handle the challenges we experience at our workplace.

How to conduct market analysis/ intelligence when preparing the procurement plan given that the market is not static

Step

Procedure for appointing of project implementation team

Training on Procurement of Goods and services for World Bank financed projects needs to be allocated more time

Advanced training for Special projects documentation. eg PPP

The workshops should also incorporate other departments like finance and accounts topics since they also must work with procurement and thus need to understand the whole procurement process

More on contract management

A practical (case study) approach would enrich learner understanding of World Bank project procurement from start to finish.

Detailed case studies on RFB for works and claims and or dispute resolutions

Tender Evaluation because I needed some more practices

World Bank Act and regulations

Procurement for large works

Disposal of assets, Audit, and ICT in procurement

The program should have widely covered consultancy. Presentations on consultancy were more interactive with a lot of questions an indication that the team needed more time on the topic

Public Private Partnerships

In the future let there be refresher courses on procurement practitioners to enable them to work with the updated guidelines and also create discussion sessions at workplaces and in colleges

PPDA trainings

STEP

11. Comment on the cost of the training, timing, and how often KISM should conduct similar trainings?

Cost exorbitant - Twice a year

The cost was slightly high...the training should be conducted at least twice a year

The cost was slightly high. Training every 3months

The cost was a bit high

We paid for 10 days but one day was a holiday of which we didn't learn, so the actual training days was 9 days.

Cost and timing are quite in order. Need for a refresher of the training given the many concepts



Given that we are always accompanied by users among other stakeholders in the supply chain, let's make it more affordable in terms of costs.

The cost is quite high and thus it could not accommodate more people

Within budget

The cost is relatively high. The same cost can be spread to 3 weeks with a bit relaxed time table.

Cost is on the higher side, duration prefer one week, conduct similar trainings annually

The cost was too high. July-August is more appropriate

The cost is favourable but the timing may not have been appropriate since it coincided with June when most operations on Procurement are supposed to be concluded.

Compared with the costs of trainings organized by ICPAK, those of KISM trainings are a bit high. The timing was appropriate since the Financial Year was coming to an end hence the ease of sponsorship for a long period.

The cost was high, to be reduced and KISM to conduct such more frequently to enable new professionals attached to the projects to avoid mistakes committed due to ignorance of the law. At least twice a year

At least after six months, charge 100,00 kes

Cost fair, timing not very appropriate for Government officers. The training maybe held twice per ear

The cost was reasonable, given the activities involved in conducting the workshop.

This kind of workshop should at least be done twice per year.

The cost was reasonable. Similar trainings be conducted every six months

The cost of the training was found to be slightly high though worth it when considering the lessons learned and the materials issued. The timing was a bit risky because it came in the last month of the financial year where securing funds could be a challenge. This could however be cured if KISM releases the annual training calendar early for those interested to plan and secure funds in good time. KISM should be conducting such courses at least twice a year to cater for different groups in a year.

The cost is commensurate with the training, the timing was not good since the financial year was coming to an end with a lot of activities at the workplace, similar training is recommended so that many procurement professionals can attend

The cost of the training is a little bit higher. KISM should conduct similar trainings at least in the counties.

Reasonable cost

The cost of training was too high and this limited many who wished to attend this training also KISM should arrange more on this training for they are crucial, especially to procurement staff dealing with World Bank projects.



The cost is slightly high, if possible bring it down by 10%. The training should be conducted twice in a Financial year, early December and March, not close the closure of FY.

The cost was commensurate. Conduct annually

The cost was fair and I encourage more of such trainings in future probably to other countries

The cost is ok. The elementary and advanced be done once a year.

The cost was reasonable, but time was limited, KISM should hold similar training at least four times a year

Expensive for self-sponsored professionals

The training cost was reasonable with the training schedule

Reasonable

Reasonable

Cost is relatively high because some members meet their costs. Time ok based on what is to be covered

The cost is okay. KISM to conduct training twice

If the cost is high, then timing should be set when it's not approaching financial Closure as this period supply chain staff seems to be having much work

The cost would include accommodation as optional so that I will know how to plan my budget before I attend

Costing for Non-KISIM members are rather high, trainings should happen at least every 6 months

The cost is affordable but the timing should be extended to two weeks instead of 10 days

The forum was a very healthy and high-bread session, the cost is only affordable for sponsored but not individual effort. The time was insufficient

Should not charge more for non-members to encourage more people to attend the course since procurement in an organization involves many players who are not procurement professionals including those who chair the evaluation committee.

The training is cost friendly, the timing and duration were sufficient and the training should be held quarterly

The cost is relatively fair. The training can be changed to biannual for wide coverage and inclusion of Procurement and Supply Chain Professionals.

At least twice a year so that the difference between the inception training is not too far from the second training

The course is fairly costed and at least yearly refresher should be available biannual or when there is any review

Maybe incorporate other areas to break monotony eg financial management

The trainings should be at least yearly

Fair enough though getting cards after renewal takes quite some time. Training fee is quite high for most of us.



annually.

The cost of the training was ok. Timing was fine and KISM should conduct similar training regularly targeting a wider scope of participants

Frequently

Timing was right and this should be more regular

Bi annually

The cost of training was considerably high based on GOK parameters. Closed out GOK colleagues' who wanted to join.

The timing was also tricky for GOK officers considering the close of the Financial Year.

July-August would be more favorable.

Annual training for both basic and advanced training would be great.

Training well structured and should be bi-annual

Fair

Very high if self-sponsored

The cost should be reduced to cover even those who are unable to secure sponsorship and have to pay from their pockets. Reconsider moving the training to months other than June due to activities that take place as we close the financial year and require procurement officers to be in office and to avoid unnecessary interruptions. Similar trainings should be held at least twice a year to have maximum impact on the participants

The cost was higher compared with other professionals. I prefer any other time apart from June due to the closure of the Financial Year as per GoK (Suggestion, Early May) Training is to be done at least twice a year.

The timing was not the best given that this is the busiest time in the procurement unit i.e. closure of the financial year. the cost should be reasonable so that the participants can pay from their pocket if not facilitated by their employers

The cost was favorable, timing was ok. Twice a year

The daily program should run from 8.30 AM TO 4.30PM

Good

Fair

The cost was fairly good but KISM should take into account public holidays especially if the holiday falls on a weekday. KISM should find a way to cater to the participants. The trainings should be conducted at least twice a year. There is so much to cover and learn

The training fee bit exorbitant, timing was good and to do it quarterly

The cost is acceptable if within industry standards. The timing is good as we begin a new financial year/procurement plan. Given the number of participants, KISM could consider conducting similar trainings biannually to increase learner focus/participation.

The cost was fair, frequency should be every two years



The cost of training was a bit high, timing was okay, similar training should be after one year so that the trained staff should have more experience.

Cost is not affordable, especially for corporations. Training should be conducted annually

The cost was commensurate with the kind of training, timing perfect given the many ongoing World Bank projects the in country. KISM should conduct similar trainings On a quarterly basis every year.

The cost was reasonable. May twice a year

The cost was rather high, maybe KISM should consider a moderate cost

The cost of training was fair to those who were being sponsored by their institutions but as for those who wished to attend as individuals, it wasn't favourable.

KISM should be conducting such trainings at least twice a year

The cost of the training was too high. It was not friendly to self-sponsored students. Annually

12. Any other additional comments related to the Training?

Thank you so much for your valuable training, I enjoyed it and appreciated it.

It was too informative in all areas of procurement practice

I highly appreciate the opportunity provided and the course did impact additional knowledge on

The training is to be widely advertised and facilitators are to avoid using the local language in most cases during presentations as that puts off the participants who do not understand the language. Furthermore, KISM to improve its advertising strategy.

Also, consider gender balancing while selecting the facilitators

Invite non-KISM members, especially accountants and monitoring and evaluation

Also, consider gender balancing while selecting the facilitators,

Invite non-KISM members, especially accountants and monitoring and evaluation officers

More trainings on World Bank Procurement Regulations should be offered by KISM

Training expectations fully met

The facilitators to be more equipped with relevant information in regard to the topics to handle, otherwise, I am better than I came. thank you and be blessed

The chief consultant Joel, was very well versed with the procedures. The other trainers were relatively good. More consultants from the World Bank could be incorporated to ensure we get the best content. KISM could consider other outdoor activities during the trainings

seems the main trainer was one, others were depending on him to boost them.

The training is good



The training covered the introduction part of all the procurement processes for World Bank-financed projects. I would like to request for an advanced training to cover more on the same.

Closing the training daily after 5 pm was too exhausting.

The workshop was very informative. A job well done. Nonetheless, future programs to end slightly earlier in the day

It is a critical training. organizations should be encouraged and sensitized on the importance of having their officers attend the course.

Open the training to other professionals in project implementation

Well-organized training. Very experienced trainers

Need to consider other key players in procurement for the training

The training was well articulated and very informative

KISM to enhance the issue of compliance so that only licensed people can practice

The training offered important insight into the procurement processes and the applicable laws.

Joel articulated issues perfectly even when one of the facilitators fumbled and gave a different approach to an issue. Joel swiftly came in and rescued the situation. It is therefore important to ensure that the Facilitators understand the presentations well before standing in front of the participants and then giving conflicting information. There is a need for consistency.

My additional comment is that when conducting such trainings at an advanced stage KISM Should make priorities those who have attended the first training on the same

Very well conducted

Thank you for the training

KISM and the World Bank should continue fostering knowledge in relevant areas such as this

The facilitators were excellent.

The use of case studies in the training is highly effective and therefore recommended Thank you for this opportunity and for conducting a successful training. Special mention of Mr. Joel for the excellent presentations.

I must appreciate KISM in conjunction with the World Bank for organizing for this training and the knowledge imparted which for sure met and even exceeded my expectations. I have benefited a lot considering the activities I'm facilitating to procure for the Implementing Entity and various Beneficiary Entities in a fairly new project without prior training on World Bank Regulations and Procedures. It was also very beneficial to have Joel throughout the training period because he came in handy in responding to issues that have been bringing confusion in the course of Project procurement using World Bank Funds.

Overall training was necessary to increase efficiency in procuring for existing World Bank Projects and inform future projects.



The venue holder to improve on the conference facilities

The forum was excellent and healthy

Thanks to the KISM fraternity and the World Bank team for this productive initiative.

Very relevant and useful in the day-to-day running of my work

The advance one should now be held in Arusha if possible

The training was very informative, especially for myself who was being introduced to the whole Process of World Bank procurement principles and rules

This was my first time attending such a meeting held in collaboration with the World Bank and KISM and it has enlightened me so much that once I go back to my institution I will implement most of the things I have learned from this training,

The supply chain and procurement personnel came up with an effective mechanism to protect the external force from interfering with the procurement process

The delivery was good. the facilitators had mastery of the content. and the choice of venue was good

The training was so intense as adults we needed quality time to digest what was taught and practice. The cocktail should have been on a Friday not mid-week which also affected our learning

The mastery of information by the Chief trainer was amazing. The ease of transfer of the knowledge from him to the trainees was amazing. I have personally learnt and I am better than prior. Asante!

KISM to continue offering the courses to relevant staff and other staff like Engineers and M&E experts.

The training should be covered within one week.

Provide a better venue

The training was relevant to my area of expertise

Superb work done by both the bank and KISM

The training was very educative, and the facilitators were good, detailed, and elaborate. I have learned a lot.

The facilitators were well conversant with the training and this made the training delivery to be very well covered and I have appreciated, learned a lot in this training and it is going to bring much change in how I handle my activities as far as procurement procedures are concerned.

It was very interactive

Proud to be part of the supply chain family

Cost of the training to be reduced

The facilitators did the best job

Very informed World Bank representative.

Congratulations to KISM for leveraging WB expertise. Consider gender balance in the team of facilitators in future trainings



The points gained in trainings should be increased because most organizations are financially handicapped especially those that get their finances from the Exchequer. This was a broad topic and requires more time or training to understand better for perfection.

Propose KISM to give more goodies like bags, and water bottles once we attend the workshops.

Incorporate the practical part of preparing the procurement documents.

We need advanced training for Procurement of World Bank Financed Projects.

The Facilitators were very knowledgeable in World Bank-related Procurements and very resourced. Am grateful.

I am very grateful to have undergone the training since it will enhance my skills at the workplace when implementing World Bank procurement.

I would like to thank the trainers headed by Mr Joel for the effective delivery of knowledge and KISM for the excellent work you are doing. Kudos 👍

The training should be in a way that it should have a better bonding package.

More practical work on bidding documents.

The trainers are well vast with the topics they are handling.

I highly appreciate/am glad to participate in this training.

The training was good.

Next Steps

Following the completion of the intermediate class, KISM should begin preparations for the advanced class. The Bank should consider lessons and observations made in the intermediate class and work in consultation with the facilitators in developing the material for the advanced class.

Conclusion

The training ended with remarks from the KISM Chairman, Mr. John Karani, and the issuance of certificates. The Chairman welcomed all participants to attend the advanced course scheduled for 23rd September – 4th October 2024, in Kisumu.



KISM Chairman, John Karani making a presentation during the closure of the World Bank training



Annex I: Course Outline

 **KENYA INSTITUTE OF SUPPLIES MANAGEMENT**
Promoting Professionalism in Supply Chain Management

 **THE WORLD BANK**
IBRD • IDA | WORLD BANK GROUP

PROCUREMENT OF GOODS, WORKS, AND CONSULTING SERVICES FOR WORLD BANK FINANCED PROJECTS

INTERMEDIATE COURSE

Leading Africa to Achieve Value, Quality, and Sustainable Projects



Introduction

Join professionals from across Africa engaged in diverse World Bank projects and acquire an in-depth understanding of the Bank's Procurement Framework. This intermediate class will discuss how to develop and successfully implement procurement strategies and plans that meet the desired goals for country-specific organizations across the continent. It will highlight the Project Procurement Strategy for Development (PPSD) for analyzing needs and risks; evaluation of bids for value for money; resolving procurement-related complaints, and contract management.

Target Group

Senior, Mid-level, and other officials in Africa region involved in implementing projects funded directly or indirectly by the World Bank. Specifically, the program is structured to guide accounting officers, procurement and supply chain management staff, members of committees involved in procurement processing, contract implementation teams, project managers and administrators, and user department staff involved in planning and managing procurement activities. The training will also be of significant benefit to project accountants, finance, lawyers, engineers, and any other personnel supporting procurement processes in donor-funded projects.

General Training Objectives

At the institutional level, this course aims at assisting National and County Government Ministries, Departments and Agencies (MDAs) and Public Sector Entities to increase their efficiency and cost-effectiveness in conducting, monitoring and reporting procurement under

World Bank funded projects. Participants will acquire the pre-requisite knowledge on internationally accepted best procurement practices.

Course Sub-themes

Preparation of Project Procurement Strategy for Development (PPSD)

- Approved Selection Methods for Goods, Works & Non-Consulting Services
- Approved Selection Methods for Consulting Services
- Advancing the Use of Rated Criteria in Bank Financed Projects
- Rated Criteria ~ Evaluation of Bids & Proposals
- Establishing Framework Agreements
- Evaluation & Comparison of Bids- Works Contracts
- Preparation of TOR & REOI for Consulting Services
- Evaluation of EOI and Shortlisting of Consultants
- Evaluation of Technical Proposals
- Financial Evaluation, Negotiations & Contract Award
- Mechanisms for Monitoring Contract Performance



Training Approach

1. The course is learner-oriented. The methodology includes short lectures given by highly experienced experts followed by individual exercises and group assignments contained in the modules.
2. **Pre-programme Preparation**
Each participant is requested as part of his/her pre-programme preparations to prepare a brief report describing: A specific procurement related problem, which occurred in his/her agency or country.

What You Need

Each participant/nominee is encouraged to come along with a Laptop/iPad to be used for assignments during the programme.

Trainers

Training team will comprise Senior Procurement Advisors from the World Bank and Senior KISM Trainers.

Programme Commencement

Participants are expected to arrive on Sunday, 2nd June 2024 so that the course commences on Monday 3rd June 2024

Course Structure

For effective learning, the entire course is structured in three progressive levels – foundation, intermediate, and advanced classes. This intermediate course is highly recommended for participants who have not undertaken this training before. Those who have undergone

the intermediate class should proceed to the advanced class scheduled for September and first-time participants should begin with the foundation class conducted in February.

Training Certificate & Training Materials

- a. A certificate of participation will be issued to participants who COMPLETE THE TWO-WEEK TRAINING
- b. Training presentations and working documents will be sent to participants via e-mail

Financial Investment

(a) Training Fees:

	KSHS.	KSHS.	USD	USD
	+16% VAT	VAT inclusive	+16% VAT	VAT inclusive
KISM MEMBER	160,000	185,600	1,600	1,856
KISM NON-MEMBER	180,000	208,800	1,800	2,088

(b) How to pay:



BANK NAME : STANDARD CHARTERED
 BRANCH : WESTLANDS
 ACCOUNT NAME : KENYA INSTITUTE OF SUPPLIES MANAGEMENT
 ACCOUNT NUMBER : KSH-0102096929100
 : USD-8702096929100
 SWIFT CODE : SCBLKENXXX

MPESA PAYBIL (BUSINESS NUMBER): 552500
 ACCOUNT NUMBER: YOUR NAME WITHOUT SPACING

Evidence of payment must be produced during registration on the first day of the course. All payments should be made in form of; Banker's cheque (Personal cheques will not be accepted), bank deposit slip, money order, M-Pesa payment reference, and evidence of

funds transfer. LSO'S AND COMMITMENT LETTERS ARE NOT ACCEPTABLE. Participants are required to make their own travel and accommodation arrangements.

Weather



Current temperatures in the Coastal region of Kenya range from 30°C – 35 °C

Programme Bookings

Book online via events.kism.or.ke. For workshop inquiries and registration, please contact +254 111 024 800/ +254 769 878 227 or e-mail programs@kism.or.ke



Annex II: Attendance List

Name	Organization
Wildmark Trindade De Graca Trovoada	Agencia Fiduciaria de Administracao de Projectos
Jacqueline Wanjiru Nderitu	AGRICULTURE LIVESTOCK FISHERIES AND VETERINARY SERVICES-NAVCDP
Everlyne Akoth Ayoroh	Busia County Government
Henry Willy's Ouna	CEMASTEAM
Kipkirui Ngeno Kevin	County Government of Bomet
Daniel Lwangu	County Government of Bung
Sophia Gure Yussuf	County Government of Garissa
Kipyegon Korir Kenneth	County Government of Kericho
Caren Vuhya Adwenya	COUNTY GOVERNMENT OF KISUMU
Apollo Oguda Otieno	COUNTY GOVERNMENT OF MIGORI
Kirwah Kibet Joash	County Government of Nandi
Mohamed Ibrahim Ali	Damal caafimaad project
Ruth Mutitu Mugo	EMBU COUNTY GOVERNMENT
Patricia N. Magutshwa	Eswatini Water Services Corporation
Ayanda M. Dlamini	ESWATINI WATER SERVICES CORPORATION
Zandile Mamba	Eswatini Water Services Corporation,
Abdikadir Gudle Abdi	GARISSA COUNTY GOVERNMENT
Moinket Morompi Stephen	Kajiado county(NAVCDP)
Bonaya Kinywii Muatwa	KEMFSED
Annastacia Mwikali Maithya	KEMFSED kwale county
Mbwana Lali Muhsin	KEMFSED PROJECT
Eng.Stephen Angwenyi	KEMFSED-NAIROBI HQ
Peter Kabugu Ndichu	KeNHA
Wanjiku Wang'ondou Meralien	KeNHA
Eng. Paul Omondi	KeNHA
Eng. James Kimemia	KeNHA
Eng. Caroline Mbengei	KeNHA
Eng. Pauline Gathumbi	KeNHA
Ms. Lucy Wainaina	KeNHA
Mr. Glenfield Tubei	KeNHA
Mr. Kelvin Kiage	KeNHA
Ms. Judith Odhiambo	KeNHA
Mr. Mahat Luqman	KeNHA
Mr. John Mwangi	KeNHA



Mr. Boaz Muia	KeNHA
Walter Machogu	Kenya Bureau of Standards
Valary Akinyi Otieno	Kenya Institute of Supplies Management
Levina Kulundu Wanyonyi	Kenya National Highways Authority
Isaac Kigen Kiplagat	Kenya National Highways Authority
Lolkidiane K Richard	Kenya National Highways Authority
Ngila Edna Chepngetich	Kenya National Highways Authority
John Mwaura Ndegwa	Kenya National Highways Authority
Tobias Nabwana Wakoli	KENYA NATIONAL QUALIFICATIONS AUTHORITY
Pamela Malenya Malenya	KENYA PORTS AUTHORITY-NAIROBI
Ahmed Mohamed Dahir	Kenya Revenue Authority
Njeri Njoroge Abygael	KENYA REVENUE AUTHORITY
Lilian Gesare Ontweka	Kenya Revenue Authority
William Wanyama Buluma	Kenya Revenue Authority
John Muriuki	Kenya Revenue Authority
Eric Ogola	Kenya Revenue Authority
Paul Lentupuru	Kenya Revenue Authority
Catherine Okoth	Kenya Revenue Authority
Mary W. Mwangi	Kenya Revenue Authority
Wakio Njuguna Martha	Kenya Revenue Authority
Freda Mwebia	Kenya Revenue Authority
Yvonne Diminah Elijah	Kenya Revenue Authority
Peter O. Nyangwara	Kenya Rural Roads Authority (KeRRA)
Jacob Muigai Gacheru	KERRA KIAMBU
Nancy Wambugu	Kiambu County Government
Philis Njambi Njihia	Kiambu County Government
Michael Mwangi	Kiambu County Government
Nyaberi Judith Nyanchama	KICC
Jackson Koitalel Letirok	KICC
Riziki Nzaro Mary	Kilifi County Government
Reuben Mwenda Mauki	KIPPRA
Nyamaera Nyangau Martha	Kisii county government
Mika Ondieki Ogaro	Kisii National Polytechnic
Elijah Mathungii	Kitui County
Viata Simon	Kitui County
Stanslus Jira Mwayongo	KNEST
Tina Mueni	KRA
Risper Nyamoita	KURA



Aisha Abdulkadir Marumu	kwale county
Winfred Nzula Mukula	MAKUENI COUNTY
Esnat Janet Tureva	Maputo Metropolitan Area Urban Mobility Project
Harmton Kithinji Karira	Meru County NAVCDP
Mark Werimo Sambo	Ministry of Agriculture
Lungile Penelope Dlamini	Ministry of Education - Eswatini
Lomakhosi Wendy Magagula	Ministry of Education - Eswatini
Mustaf Idiris Ali	Ministry of Finance Somalia
Yusuf Abdulahi Ibrahim	Ministry of Health
Mayow Abdulkadir Ahmed	Ministry of Health, Federal Government of Somalia
Mahdi Abshir Mohamed	Ministry of Health, Federal Government of Somalia
Nancy Chemutai Mutai	Nairobi Rivers Commission
Lindah Chepkurui Bungei	NANDI COUNTY GOVERNMENT
Zuhura Achieng Shaban	NARIGP
Alice Wanjiru Nyambura	NARIPG-MURANGA
Daniel Ntiyieki Sire	Narok County Assembly
Janet Bahati Leinte	National Drought Management Authority
Hussein Adan Bilala	National Drought Management Authority
Joy Adhiambo Odhiambo	National Drought Management Authority
Julius Kihara Njoroge	National Transport & Safety Authority (NTSA)
Linda Achieng Gor	NATIONAL TREASURY
Lidonde Nancy Sagara	NATIONAL TREASURY
Salome Wanjiku	NAVCDP
Wafula Wasike Wycliffe	NAVCDP
Vincent Nyakoe	NAVCDP
Teresia M Kubai	NAVCDP- NYANDARUA COUNTY
Wanyundi Wesonga Mary	NAVCDP-HOMABAY
Parkesui Joseph Sopiato	NAVCDP-NAROK
Jentah Wamvua Mlambo	NAVCDP-Taita Taveta County
Muse Guhad Affey	NIRA
Stella Chepkoech	NSSF
Dr. Stephen Obare	NSSF
Rose Sogomo	NSSF - KENYA
Jonathan Wambua Kiilu	NSTS
Naipai Mpaayei Grace	NTSA
Jared Onsoti Rangeria	NTSA
Victor Ogutu Magolo	NTSA
Maria Clotilde De Jesus Elias Mangujo	Projecto Mobilidade Urbana na Área Metropolitana de Maputo



Lebogang Tawana	SADC
Amelia Matete	SADC
Purpose Chifani	SADC SECRETARIAT
Sammy Otemo Okonji	sammote@gmail.com
Japhet Thathi Njiru	SDTVET
Diana Nekesa Kitui	SDTVET
Evans Samoita Nyakundi	SDTVET
Samuel Kimingi Njogu	SDTVET
Gladys Chepkoech Mutai	STATE DEPARTMENT FOR PETROLEUM
Joseph Muriithi Nyathore	STATE DEPARTMENT FOR PETROLEUM
Johnson Njoroge	STATE DEPARTMENT FOR PETROLEUM
Irene Adhiambo Arwa	State Department for social protection
Anne Kivuva	state department for social protection
Felista Njoki Ng'ang'a	state department for social protection
Omondi Nombi George	State Department for Youth Affairs
Jared Gitamo King'oina	STATE DEPARTMENT FOR YOUTH AFFAIRS
Mr. Charles Juma Wekesa	State Department for Youth Affairs & Creative Economy
Caroline Nkirote Gacheke	State Department of Agriculture
Irungu Catherine Wangechi	STATE DEPARTMENT OF IMMIGRATION AND CITIZEN SERVICES
Urbanus Kioko Munyao	state department for social protection
Haruna Mtemle	TANZANIA NATIONAL PARKS
Andrew Bosire Meraba	The Kenya Marine Fisheries and Socio-Economic Development (KEMFSED) project



Annex III: Training Programme

HRS	MONDAY June 03, 2024	TUESDAY June 04, 2024	WEDNESDAY June 05, 2024	THURSDAY June 06, 2024	FRIDAY June 07, 2024
	<i>Morning Q/A session</i>				
09.00 – 09.30	Introduction & Objectives of the Workshop	Recap of Day 1	Recap of Day 2	Recap of Day 3	Recap of Day 4
09.30 – 10.30	<i>Preparation of Project Procurement Strategy for Development (PPSD)</i>	Approved Selection Methods for Goods, Works & Non-Consulting Services	Approved Selection Methods for Consulting Services	Advancing the Use of Rated Criteria in Bank Financed Projects	Rated Criteria ~ Evaluation of Bids & Proposals
10:30 - 11:00	<i>Health Break – Tea/Coffee</i>				
11:00 - 13:00	Preparation of PPSD & Procurement Plan (Contd.)	Approved Selection Methods for Goods, Works & Non-Consulting Services (Contd.)	Approved Selection Methods for Consulting Services (Contd.)	Advancing the Use of Rated Criteria (Contd.)	Rated Criteria – Evaluation of Bids & Proposals



13:00 - 14:00	Lunch break				
14:00 – 16.00	Case Study No.1	Case Study #2	Case Study #3	Case Study #4	Case Study #5
16.00 - 16:30	Health Break – Tea/Coffee				
16:30 - 17:00	Group Discussions – Case Study No.1	Group Discussions – Case Study #2	Group Discussions – Case Study #3	Group Discussions – Case Study #4	Group Discussions – Case Study #5
	Plenary & End of Day One	Plenary & End of Day 2	Plenary & End of Day 3	Plenary & End of Day 4	Plenary & End of Day 5
HRS	MONDAY June 10, 2024	TUESDAY June 11, 2024	WEDNESDAY June 12, 2024	THURSDAY June 13, 2024	FRIDAY June 14, 2024



Morning Q/A Session					
9.00 - 10:30	Establishing Framework Agreements	Evaluation & Comparison of Bids~ Works Contracts	Preparation of TOR & REOI for Consulting Services	Evaluation of Technical Proposals	Course Overview & End of Training Quiz
10:30 - 11:00	Health Break - Coffee/Tea				
11:00 - 13:00	Establishing Framework Agreements (Contd.)	Evaluation & Comparison of Bids ~ Works Contracts (Contd.)	Evaluation of EOI and Shortlisting of Consultants	Financial Evaluation, Negotiations & Contract Award	End of Training Course Evaluation; Plenary, Closing Session & Departure
13:00 - 14:00	Lunch Break				
14:00 - 15:30	Case Study #6	Case Study #7	Case Study #8	Mechanisms for Monitoring Contract Performance	
15:30 - 16.00	Health Break - Coffee/Tea				
16:00 - 17:00	Group Discussions - Case Study #4	Group Discussions – Case Study #5	Group Discussions – Case study #6	Mechanisms for Monitoring Contract Performance (Contd.)	

