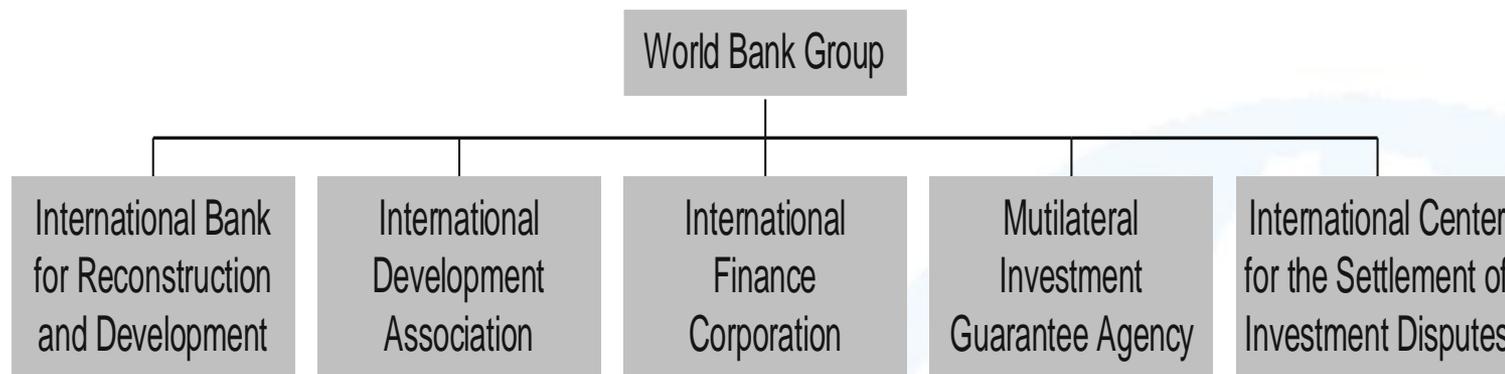


Le aziende italiane e i finanziamenti della Banca Mondiale

*Tindaro Paganini
Mestre,
19 febbraio 2013*

The World Bank



Established in 1944 to promote institutional, legal and regulatory reform

Clients: Governments of middle income developing countries

Products:

- Technical Assistance
- Loans
- Policy Advice



Established in 1960 to promote institutional, legal and regulatory reform

Clients: Governments of member countries with per capita income of less than \$ 1,025

Products:

- Technical Assistance
- Loans
- Policy Advice



Established in 1956 to promote private sector development

Clients: Private companies in member countries

Products:

- Equity / Loans
- Risk Management
- Advisory Services



Established in 1988 to reduce political investment risk

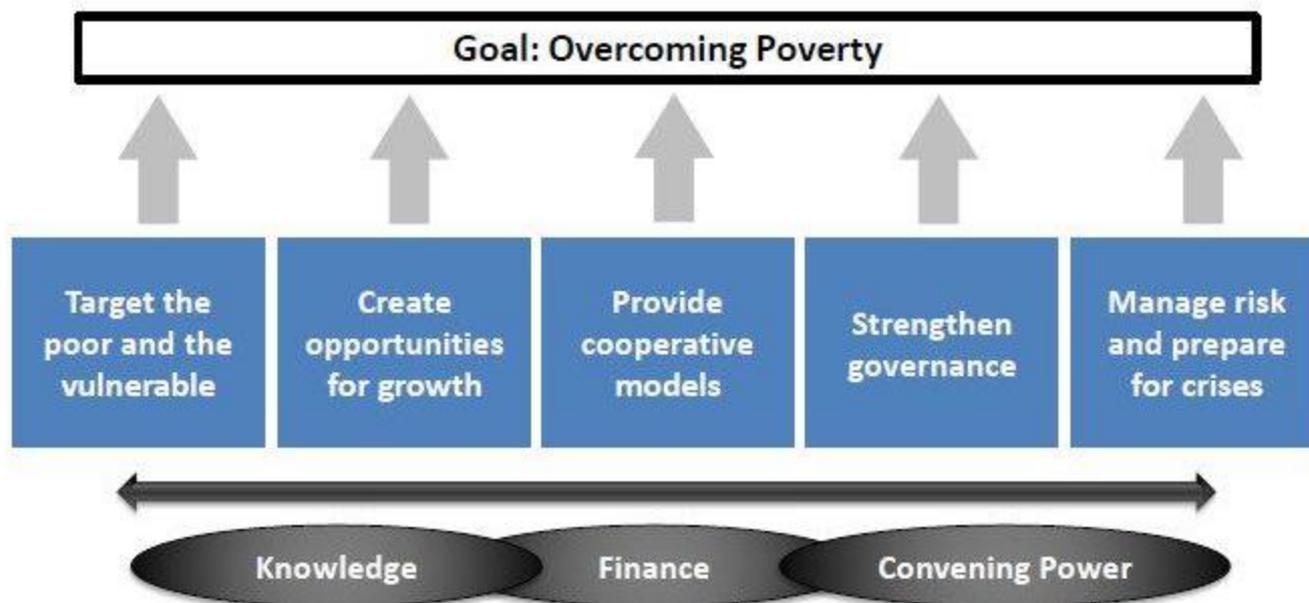
Clients: foreign investors in member countries

Products: Political Risk Insurance



Established in 1966 to provide guarantees to foreign investors against non-commercial risk

La mission della Banca Mondiale





Working for a World Free of Poverty

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:

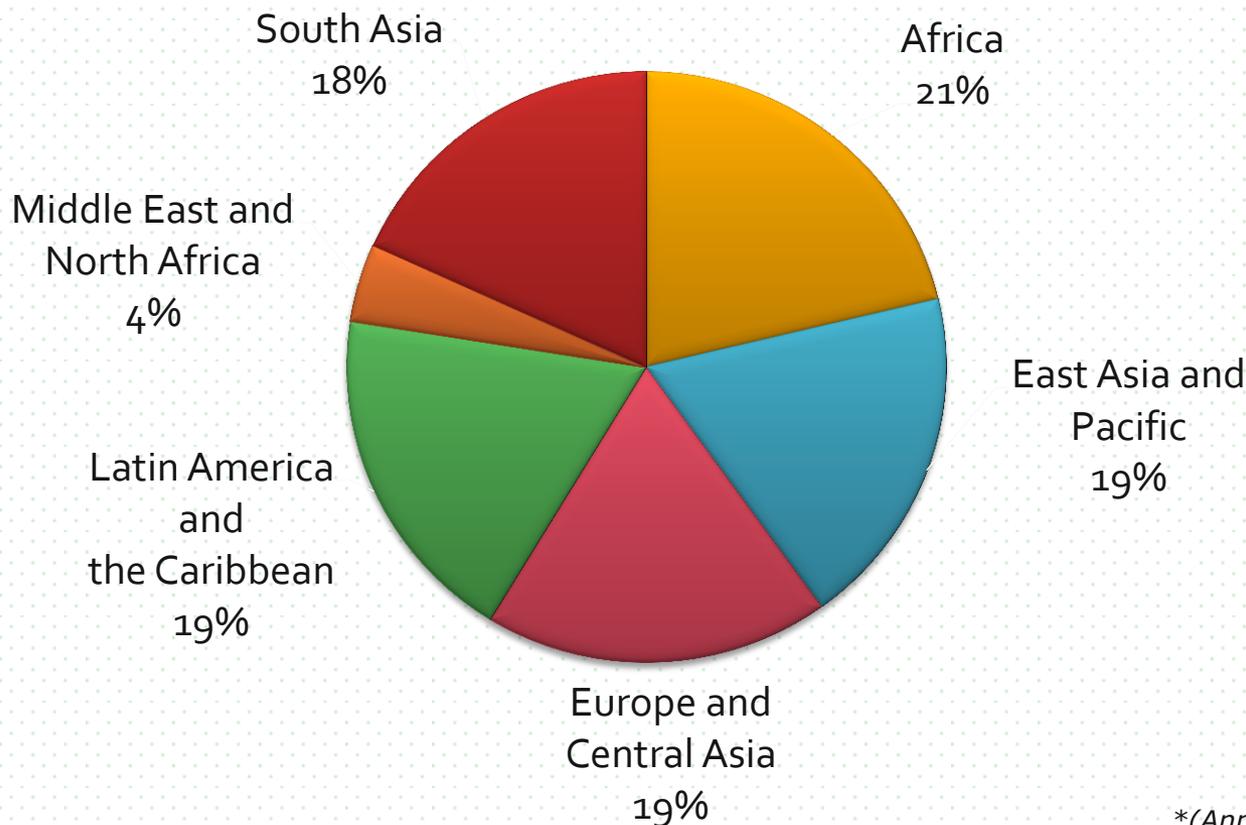
- Varia molto a secondo del paese (es. se paese IBRD o IDA)
- Solo paesi low and middle-income
- Una media di 50 basis points sul libor
- Durata variabile (anche oltre 12 anni)

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*

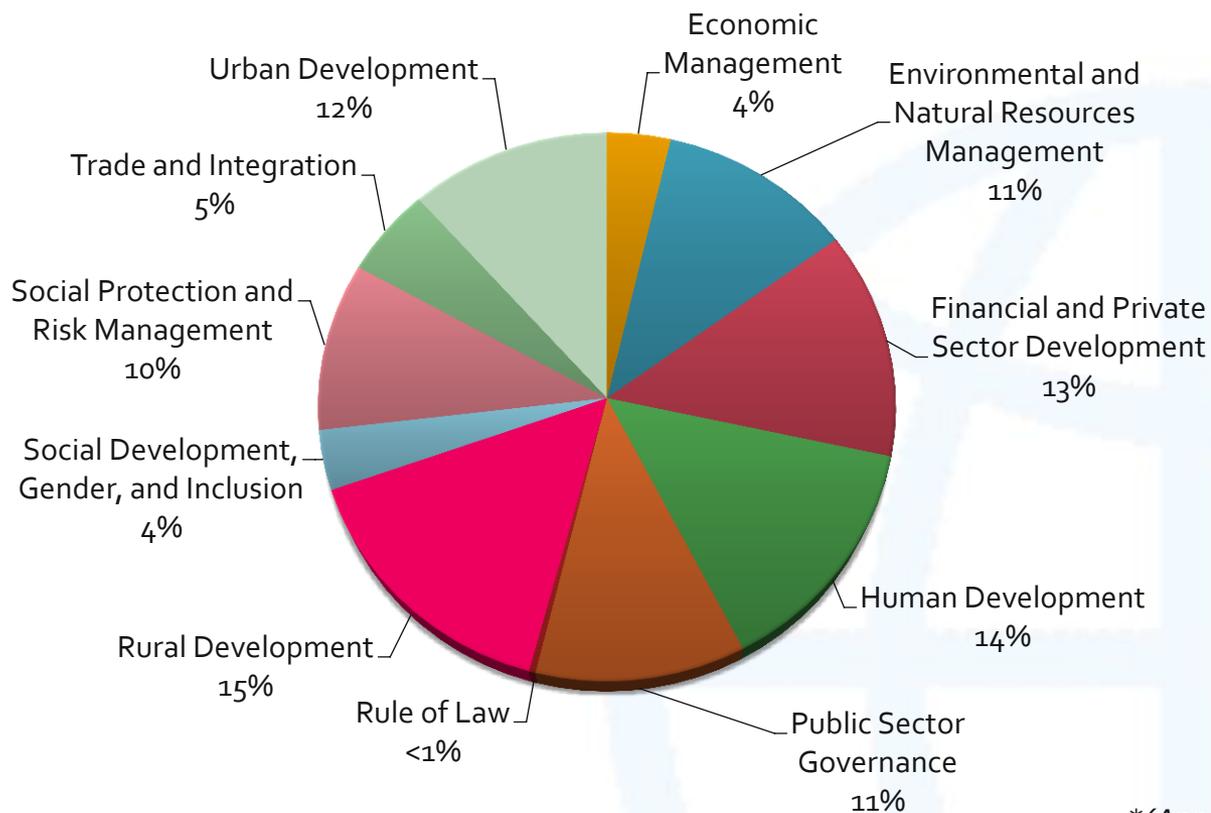
**I totali possono non coincidere esattamente con la somma delle singole voci a causa di arrotondamenti*

Flussi finanziamenti per aree geografiche



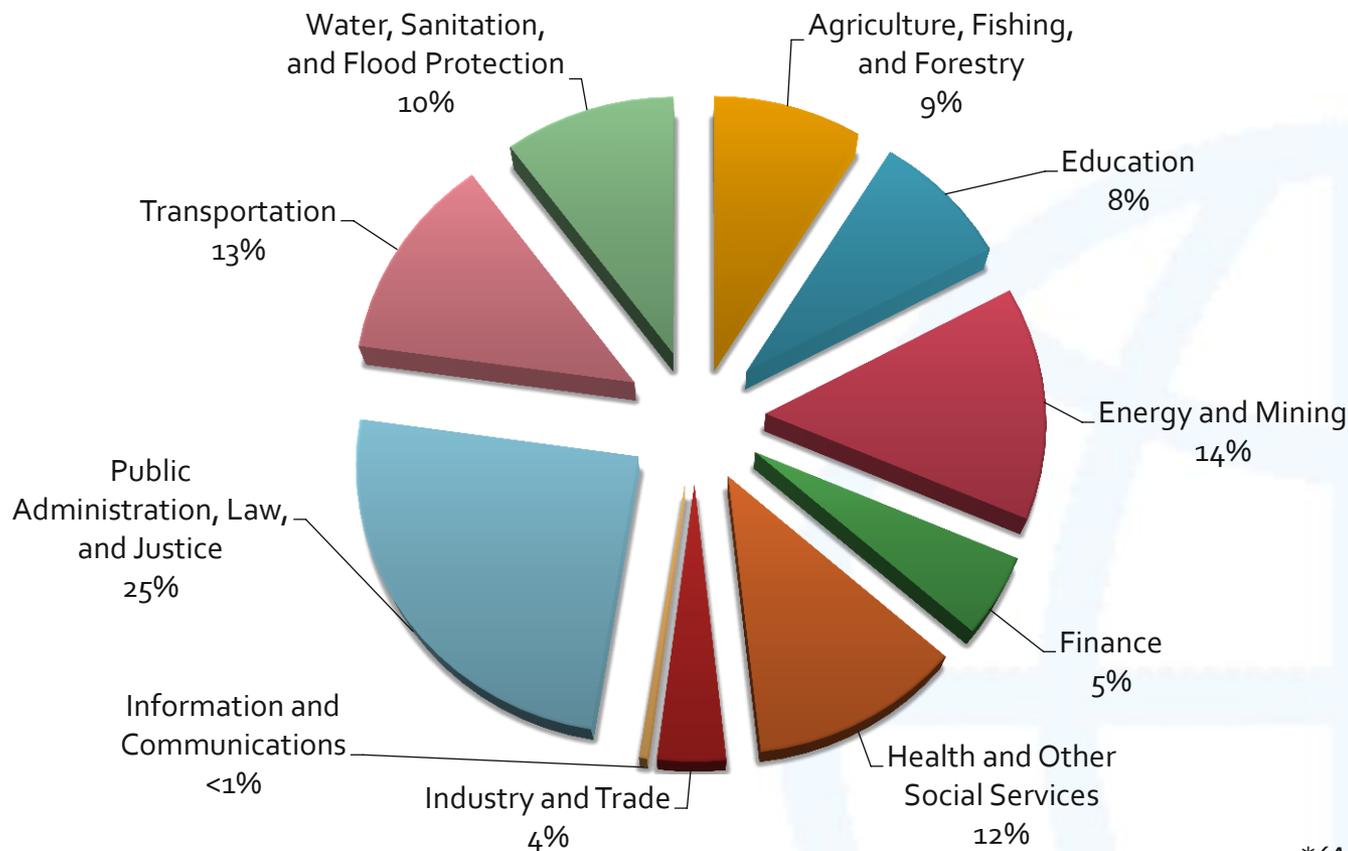
*(Anno fiscale 2012)

Flussi finanziari per argomenti



*(Anno fiscale 2012)

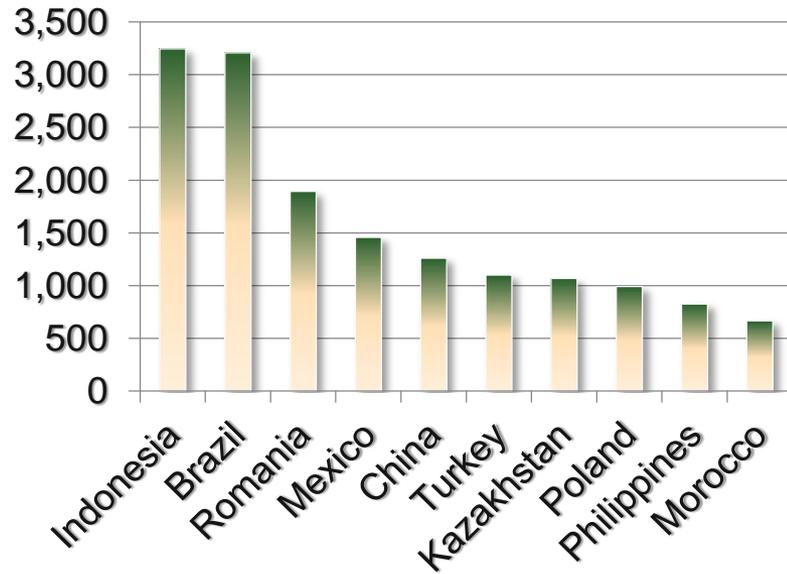
Flussi finanziari per settori



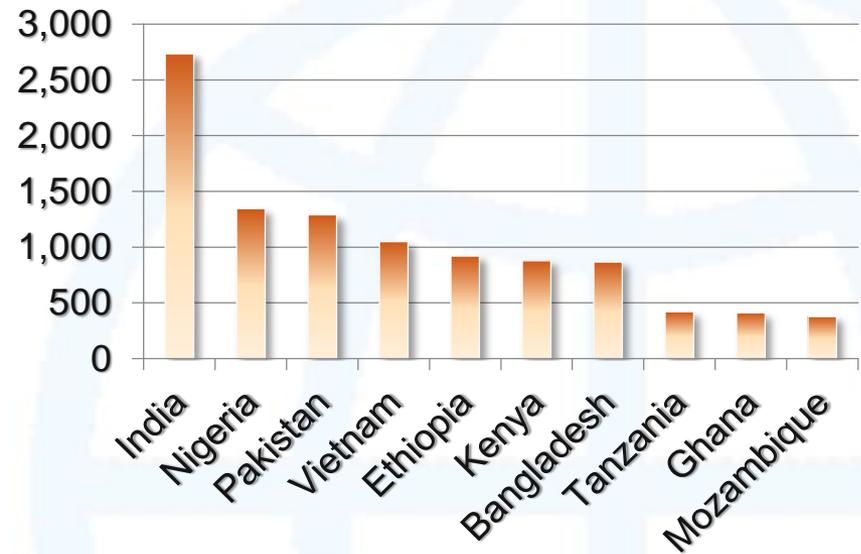
*(Anno fiscale 2012)

Top Ten Borrowers

IBRD
(Milioni di dollari)



IDA
(Milioni di dollari)



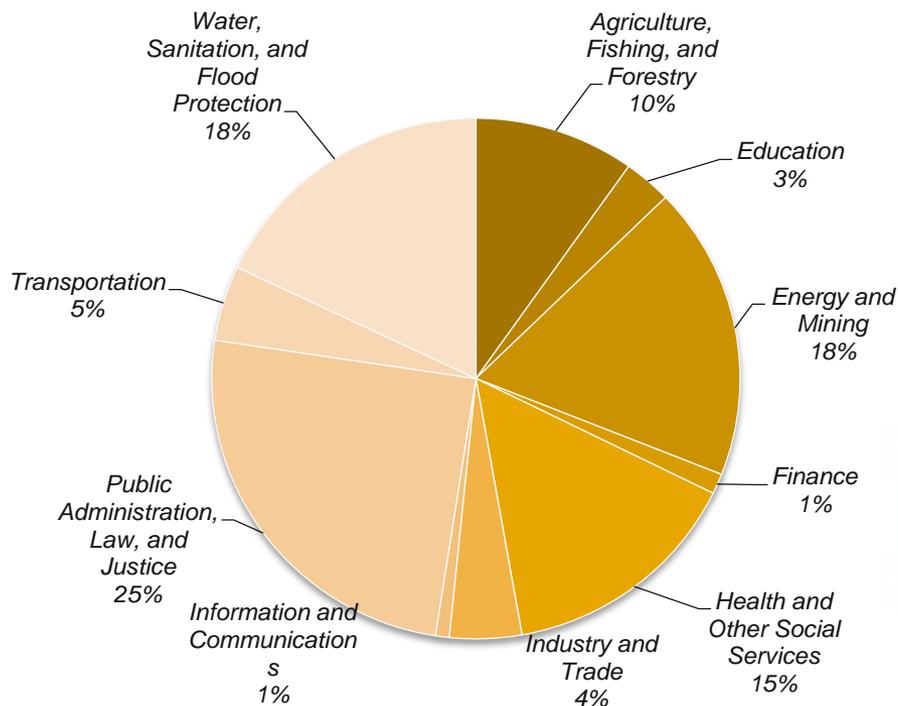
*(Anno fiscale 2012)

Tre aree geografiche di particolare importanza

- 1) Africa**
- 2) Eastern Europe and Central Asia**
- 3) Middle East and North Africa**

La Banca Mondiale in Africa

*Impegni IBRD/IDA per settore
Anno fiscale 2012*



<u>Total Fiscal 2012</u>		<u>Total Fiscal 2012</u>	
New Commitments		Disbursements	
IBRD	\$147 million	IBRD	\$488 million
IDA	\$7,379 million	IDA	\$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'.

Priorita' 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

Competitivita'

- Settore agricolo: 0,9 miliardi per finanziamenti
- Infrastrutture: Corridoi di trasporto, trade facilitation, ICT, energia (1,4 milioni di persone hanno avuto accesso all'elettricitá'), acqua
- Sanita', 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 siccita' (piu' 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

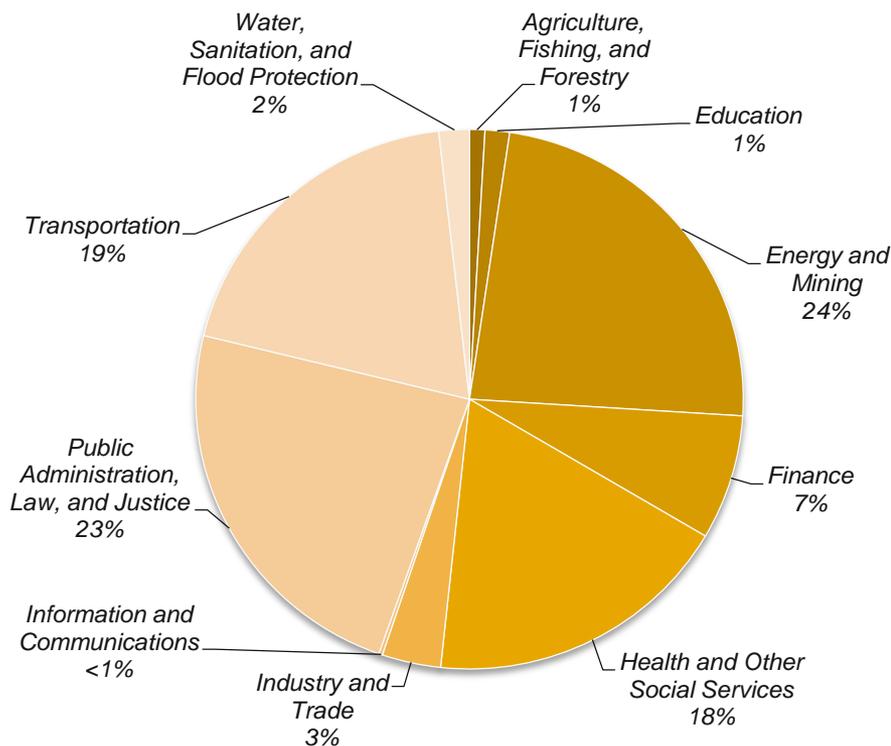
- Lesotho Highlands Water Project - Phase 2
- Africa Hydromet Program
- Regional Agricultural Research Programs
- Africa Sustainable Land Management Program

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 **pipéd 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 Europa Orientale e Asia Centrale (ECA)

Impegni IBRD/IDA per settore
Anno fiscale 2012



Total Fiscal 2012		Total Fiscal 2012	
New Commitments		Disbursements	
IBRD	\$6,233 million	IBRD	\$5,654 million
IDA	\$362 million	IDA	\$482 million

Portfolio of projects under implementation as of June 30, 2012: \$23.0 billion

La Banca Mondiale in Europa Orientale e Asia Centrale (ECA)

Contesto regionale: La performance economica differisce fortemente tra paesi europei e CIS.

Priorita' strategiche

Competitivita'

- **Governance, Investment Climate, Sistema Finanziario, Formazione della forza lavoro, energia e sistemi di trasporto, spesa pubblica**
- **Esempi recenti: Sistema finanziario in Montenegro e Macedonia; Accesso al credito per PMI in Armenia, Bosnia Erzegovina, Moldavia e Turchia; Infrastrutture di trasporto in Kazakhstan, Kyrgyzstan, Ucraina; Modernizzazione settore pubblico in Romania; Business Environment in Armenia, Kosovo, Polonia e Federazione Russa.**

Settore sociale

- **Per sostenere i paesi piu' direttamente colpiti dalla crisi europea e fronteggiare l'invecchiamento della popolazione.**
- **Esempi recenti: Romania, Tajikistan; Sistemi Sanitari in Moldavia, Polonia e Romania, Modernizzazione early childhood networks in Jacuzia.**

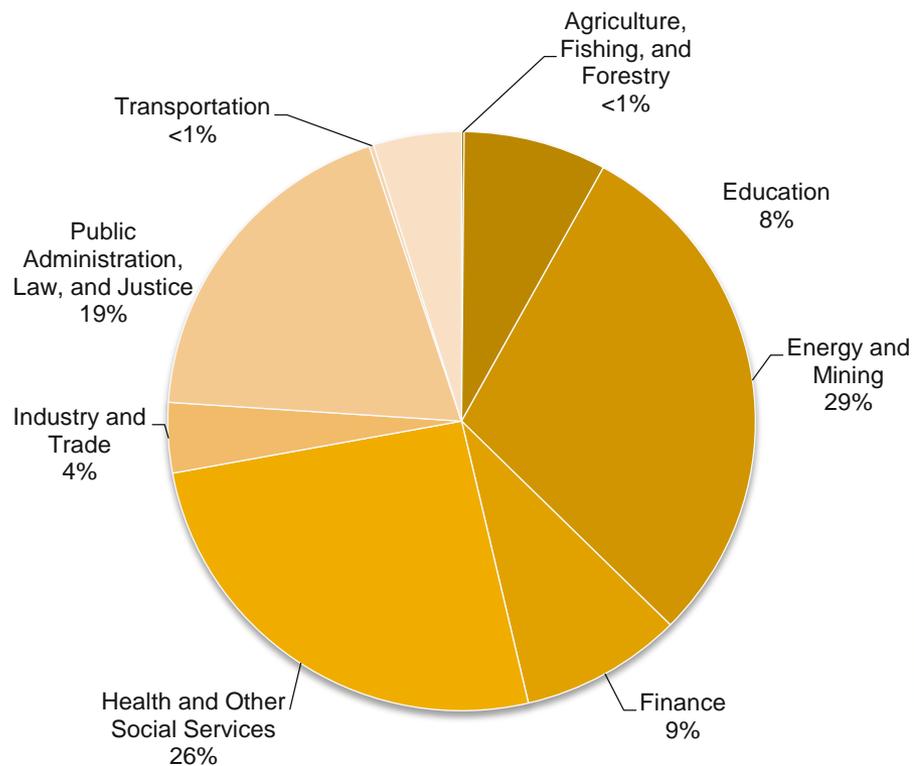
Cambiamenti Climatici

- **Efficienza energetica ed infrastrutture**
- **Esempi recenti: Polonia, Serbia, Turchia, Ucraina; Studio e previsioni cambiamenti climatici in Moldavia, Federazione Russa e Asia Centrale. Sviluppo urbano in vari paesi.**

La Banca Mondiale in Europa Orientale e Asia Centrale (ECA): Risultati recenti

	Competitivita'	Social Inclusion	Cambiamenti climatici
Competitivita'	<p>Business environment: Business licenses and inspections simplified; insolvency framework improved in Kazakhstan.</p> <p>Infrastructure:</p> <ul style="list-style-type: none"> Public-Private Partnership for Pulkovo airport (Russia), prepared with WB/IFC advisory support, secured €1.2 billion in investments. Travel time on Georgia's roads reduced by 35-50% and transport costs cut by 10-38%. Power transit through Macedonia up by 200% thanks to new transmission line to Greece. <p>Financial sector: Deposit insurance in Kosovo</p>	<p>Golden Growth report: Strong influence on policy debates on regaining competitiveness and adapting Europe' social model to the challenges of the economic crisis and demographic change.</p> <p>Safety nets/education: 8,000 poor children regularly attended secondary school thanks to conditional cash transfers in Macedonia.</p> <p>Access to infrastructure: IFC investments brought power to 14.8 million people in Turkey</p>	<p>Energy efficiency: Over \$100 million invested in making residential and public buildings in Poland more energy efficient.</p> <p>Renewables: IFC committed \$436 million in clean energy finance, avoiding 460,000 tons/year of CO2 emissions</p>
Social Inclusion	<p>Access to finance:</p> <ul style="list-style-type: none"> Credit lines provided access to finance for over 1,200 SMEs, creating an estimated 12,700 jobs, mostly in Turkey's less developed regions. IFC provided financing for 240,000 microbusinesses. MIGA guarantees (\$250 million) enabled SME financing in Croatia's fragile banking sector. <p>Agribusiness: Following Bank policy advice for simplifying agricultural export procedures, IFC invested in agribusiness firms, generating 42,000 jobs in Ukraine</p>	<p>Social safety nets:</p> <ul style="list-style-type: none"> 45% of social assistance goes to poorest 20% of households in Romania (from 38%). Social assistance to the poor tripled in Moldova. <p>Social spending reforms: Latvia introduced per student financing in education and re-oriented health spending toward primary care.</p> <p>Healthcare:</p> <ul style="list-style-type: none"> IFC financed new diagnostic center for 100,000 patients in Moldova. State-funded basic healthcare benefits package introduced in Kazakhstan 	<p>Forestry: 48,000 hectares of forestry rehabilitated and 10,000 people employed in Kazakhstan</p>
Cambiamenti Climatici	<p>Energy pricing reform adopted in Romania based on Bank (RAS) advisory support.</p> <p>Pollution remediation: Gas flaring in Kazakhstan reduced by two thirds</p>	<p>Climate-smart agriculture: 40,000 households raised their income by \$100-300 per year thanks to investments in 'climate-smart' agriculture in Tajikistan.</p> <p>Pollution remediation: 2 million tons of mercury removed from contaminated sites in Kazakhstan, increasing access to safe, affordable water.</p>	<p>Solid waste management</p> <p>Over 50% of solid waste disposed in environmentally sound manner with 15% fewer wild dumpsites, lowering GHG emissions in Bosnia - Herzegovina</p>

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



*Impegni IBRD/IDA per settore
Anno fiscale 2012*

Total Fiscal 2012		Total Fiscal 2012	
New Commitments		Disbursements	
IBRD	\$1,433 million	IBRD	\$1,901 million
IDA	\$80 million	IDA	\$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

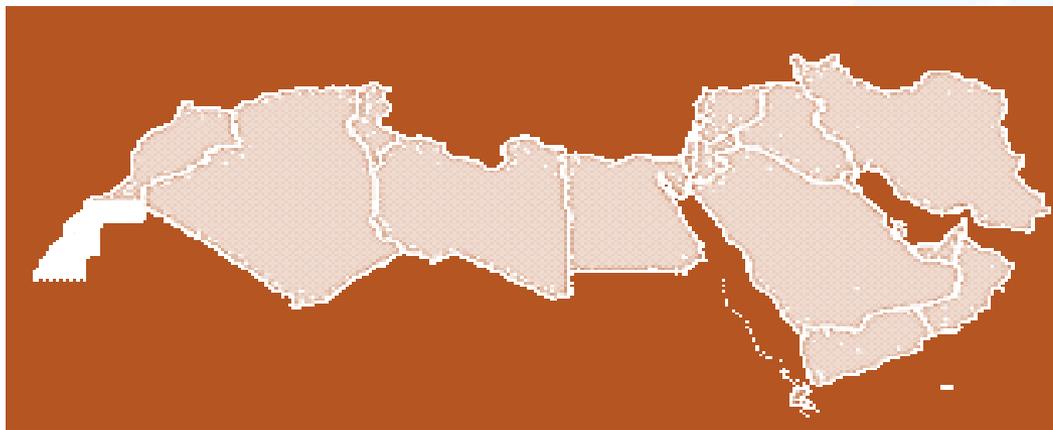
Elections in July. Negotiations on composition of Cabinet concluded in October. Constitutional Committee yet to be appointed. WBG support on public financial management to help strengthen governance, institutions.

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

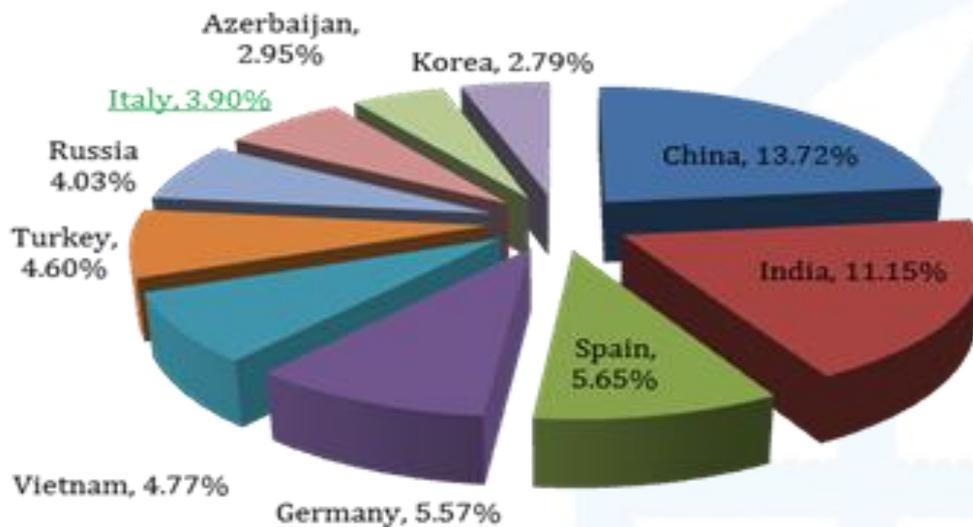
Nell'anno fiscale 2010-2011, la Banca Mondiale ha:

- 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**;
- Condotto **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
- Condotto 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



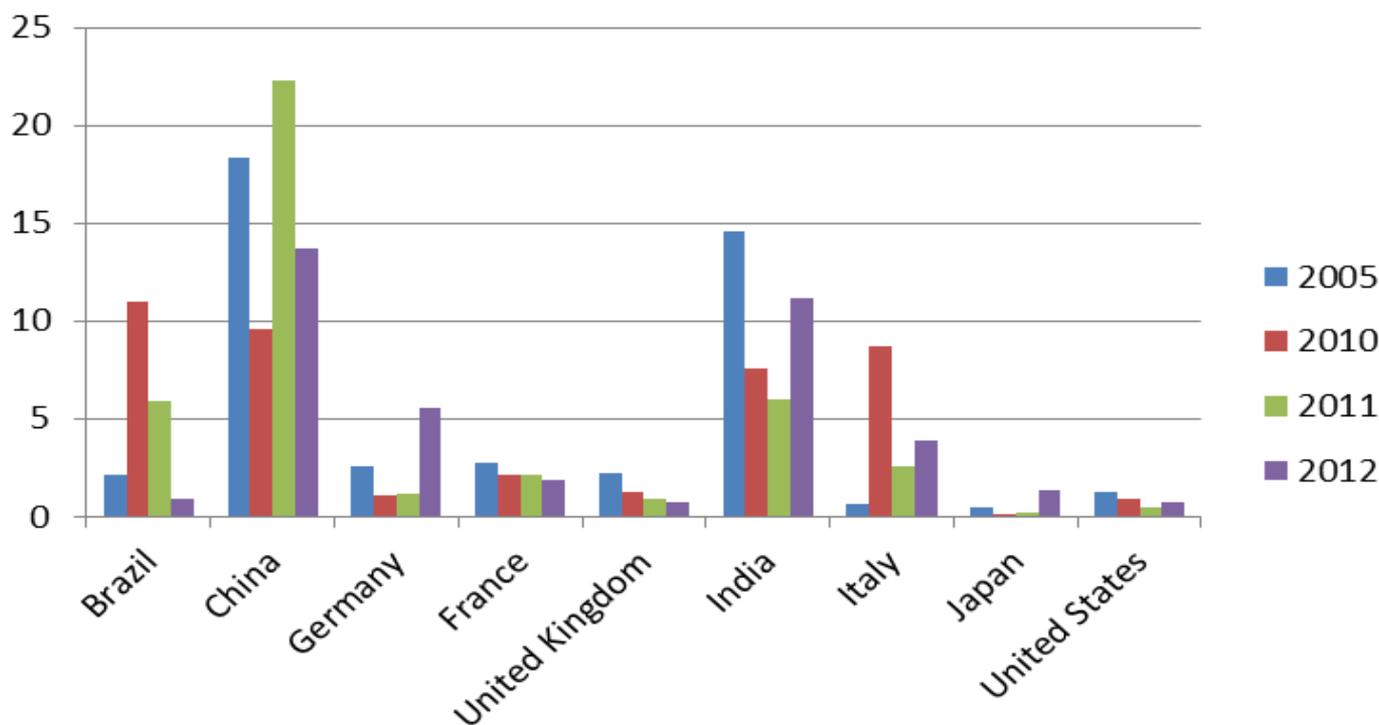
Principali paesi aggiudicatari dei bandi della Banca Mondiale

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

* 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: 502,413,862 (US\$)

Tipo di contratti	Numero	Valore
Servizi di consulenza:	14	5,773,875
Fornitura di beni	13	235,066,428
Lavori civili	15	261,573,559
TOTALE	42	502,413,862

Principali contratti assegnati

- **Egitto, Giza North Power Project , Ansaldo Energia** **125,707,692**
- **Egitto, Giza North Power Project, Salvatore Trifone e figli** **103,570,068**
- **Bielorussia, Road Upgrade, Todini Costruzioni** **34,715,166**

Suggerimenti per le aziende italiane

- 1) Analisi preliminare**
- 2) Ricerca del progetto**
- 3) Ciclo di vita del progetto**
- 4) Tempistica**
- 5) Le gare di appalto**
- 6) Il processo di revisione delle regole**

Analisi preliminare

- 1) Esame del trend recente dei prestiti della BM
per settori e paesi**
- 2) 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



Projects - Project Database

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Database | Glossary | IFC & MIGA Projects

What's New

Recent Approvals

- OT Education Productivity of MOPES Project - 03-MAR-2011
- ROADS - 03-MAR-2011
- South-East Europe and Caucasus Catastrophe Risk Insurance Facility - 03-MAR-2011
- EU Joint Initiative: Children's Health - 01-MAR-2011
- Development of labor statistics at the local level - 01-MAR-2011

Useful Lending Reports

Contract Awards: lists firms which won procurement tender/bids

Country Lending Reports: aggregate and individual country information on Bank loans, credits, and grants

Estimated Debt Service Reports: estimated amounts of future debt service payments for specific countries

Permanent URL for this page: <http://go.worldbank.org/CTFC106L2D>

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Ricerca del Progetto

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Contract Awards Search

Procurement under World Bank-financed projects results in the award of about 20-30,000 contracts with a total value of about \$20 billion each year. Of these, about 7,000 contracts (particularly large-value contracts) are reviewed by Bank staff prior to contract award. Information on the winning contracts, which were subject to the Bank's review, is publicly available after contract signature. The search function below allows searches of major contracts that were reviewed by Bank staff and awarded. Major contracts financed under investment lending are subject to this prior review. The thresholds for prior review vary from loan to loan, and country to country, as specified in the procurement schedule of the Legal Agreement. Contracts not subject to prior review by the Bank, and contracts that were signed before 7/1/2000 are not included in this database. The name of contractor, supplier, or consultant shown is the name of the entity who submitted the winning bid or proposal. The name of the manufacturer, Joint Venture partners, sub-contractor, and/or sub-consultants may not appear in this database.

The **Keyword** search includes words from the following fields: supplier, contract name, project name, Project ID, major loan or credit number, procurement group, procurement type, procurement method, project country, project sector, supplier country. For more details, see [About the Contract Awards database](#).

* Hold 'Ctrl' key to select multiple choices

View Results By: Contract Contractors/Suppliers/Consultants

Keywords:

Project Country/Region*:

 Africa
 East Asia And Pacific
 Europe And Central Asia
 Latin America And Caribbean
 Middle East And North Africa

Project Major Sector/Sector*:

 Agriculture, fishing, and forestry
 --Agricultural extension and research
 --Animal production
 --Crops
 --Forestry

Supplier Country*:
 (Contractor represents contractor, supplier, or consultant)

 Abu Dhabi
 Afghanistan
 Africa
 Albania
 Algeria

Contract Signing Date: To

Procurement Group: All Consultants Goods and Works

Procurement Method*:

 -----*****CONSULTANTS*****
 CQB-Selection Based On Consultant's Qualific
 FBS-Selection Under a Fixed Budget
 INDV-Individual
 LCS-Least Cost Selection

Procurement Type*:

 -----*****CONSULTANTS*****
 CIC-Construction Supervision, Quality Manage

Esempio di progetti

Quali sono i progetti attivi in Marocco?

Morocco - Projects & Programs

Staff Connections- World Bank Intranet

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Morocco Search:

Home > Countries > Middle East and North Africa > Morocco > Projects & Programs

Projects and Programs
Available in: [Français](#)

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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- [Lending Summaries](#)

[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]

Esempi di progetti

Marocco - Sistema regionale per la fornitura di acqua potabile

Morocco - Active Projects

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Topics

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Home > Countries > Middle East and North Africa > Morocco > Projects & Programs > Active Projects Print Version

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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 before... [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) (3%)
	Rural services and infrastructure (80%)
	Access to urban services and housing (20%)
Environmental Category	B
Bank Team Lead	Chauvot De Beauchene, Xavier
Borrower/Recipient	GOVERNMENT OF MOROCCO
Implementing Agency	MINISTRY OF FINANCE

Project Goals

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

Available Project Documents

Environmental Assessment (EA)	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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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

Tempistica

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



Opportunita' solo di **consulenze**
(design del progetto, studi di pre-fattibilita' e fattibilita')

Tempistica

b) Il **credito ha una 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). Talvolta escono anche prima**
- **gran parte delle gare per la fornitura di beni (inclusi i lavori civili) avvengono nei primi 24 mesi**

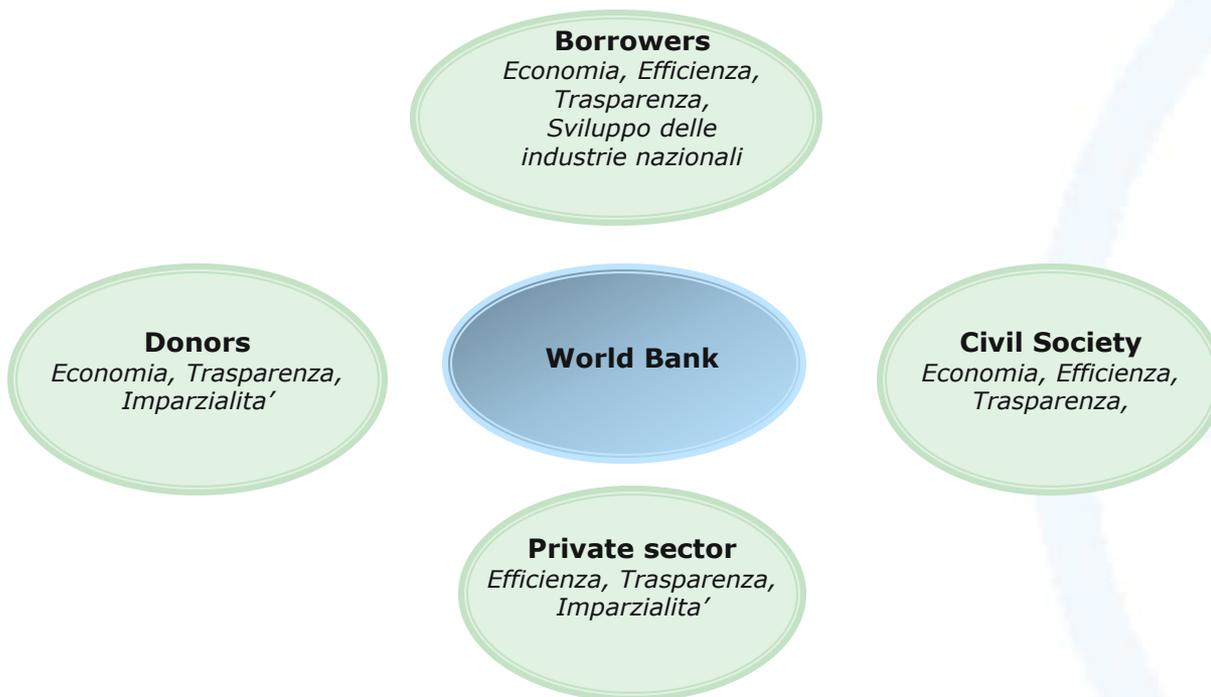
Alcuni Suggerimenti

1. Controllare che **il progetto sia ancora attivo** e/o non bloccato
2. **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) e presa di contatto per avere tempi e volumi precisi (nome del TTL e contatti sono riportati nel PID);



Le gare di appalto

Perche' il "Procurement" e' importante per la Banca Mondiale?

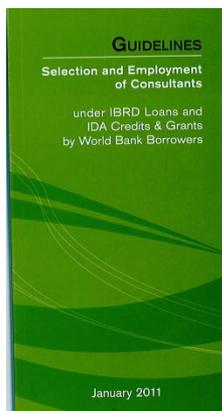
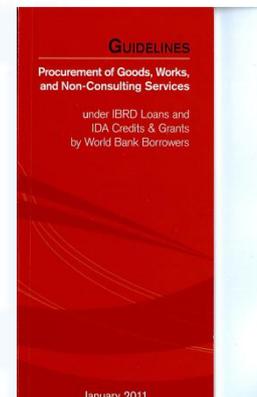


Le gare di appalto

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**

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.

Le aziende italiane e gli investimenti finanziati da IFC

- Il portafoglio totale di IFC verso progetti che vedono la partecipazione di aziende italiane ammonta a circa US\$1.1 billion.
- Storicamente, l'esposizione e' indirizzata verso il settore finanziario, che rappresenta circa l'86% degli impegni totali.
- Il resto e' indirizzato verso il settore manifatturiero, in particolare settore automobilistico e componentistica, e macchine agricole.
- In termini di esposizione regionale, gli investimenti si concentrano su Europa orientale e Asia Centrale (69% dell'esposizione totale).
- Recenti investimenti nel settore manifatturiero hanno ampliato il portafoglio in Asia Orientale e Meridionale.
- Nell'anno fiscale 2012, IFC ha finanziato 6 investimenti di societa' italiane per un totale di 182 milioni di dollari, di cui il 77% in favore del settore finanziario, il resto in favore del settore manifatturiero.

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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