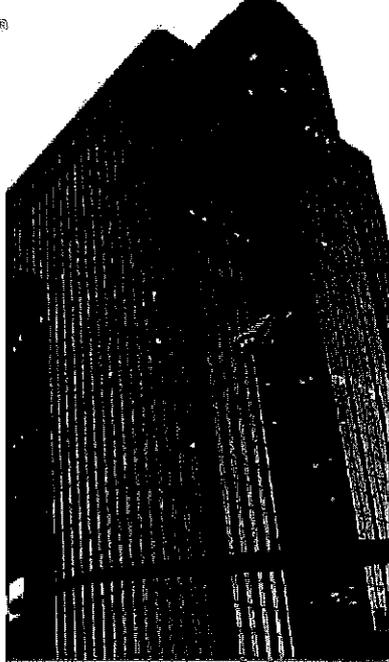




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UTAH**

Helping  
Utah Companies  
Think,  
Act,  
Succeed  
Globally

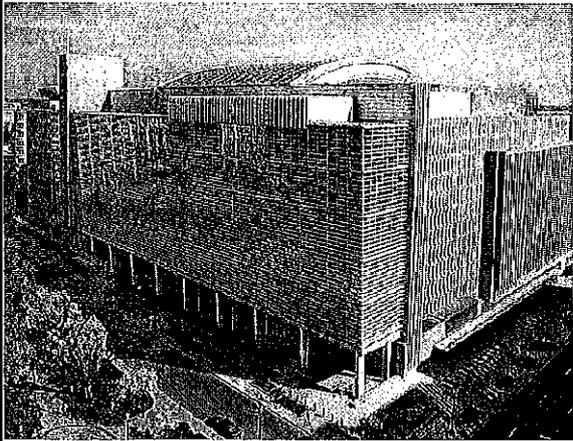
One of 9  
U.S. Private Sector  
Liaison Officers  
to the World Bank  
Group



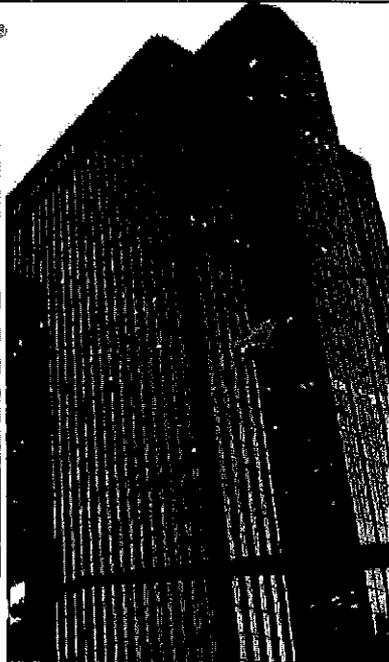
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World Bank Headquarters,  
Washington D.C.



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### The World Bank Group

**DOES NOT LEND MONEY DIRECTLY TO INDIVIDUALS OR COMPANIES**

International Bank for Reconstruction and Development (IBRD)	1944	Loans to middle-income countries	
International Development Association (IDA)	1960	Loans, credits and grants to poorest countries	
International Finance Corporation (IFC)	1956	Equity, debt, and advisory for private businesses	
Multilateral Investment Guarantee Agency (MIGA)	1988	Political risk insurance	
International Center for the Settlement of Investment Disputes (ICSID)	1966	Investment dispute resolution	

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### The World Bank Group

**DOES NOT LEND MONEY DIRECTLY TO INDIVIDUALS OR COMPANIES**

**DOES LAND MONEY TO GOVERNMENTS OF DEVELOPING COUNTRIES FOR PROJECTS**

**PROJECTS REQUIRE SPECIALISTS**

↓

**GOVERNMENTS ISSUE RFPs**

↓

**SPECIALISTS/COMPANIES BID ON PROJECTS**

↓

**WINNERS IMPLEMENT PROJECTS AND GET PAID**

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## **WORLD BANK PROCUREMENT**

- Total WB lending in 2011: \$43 billion
- Each year, the World Bank Group spends approximately \$1.3 billion for products and services for its own internal requirements
- U.S. firms directly secured over \$1.6 billion in World Bank contracts in last 10 years.
- Utah firms directly secured approximately \$3 M in the past 5 years

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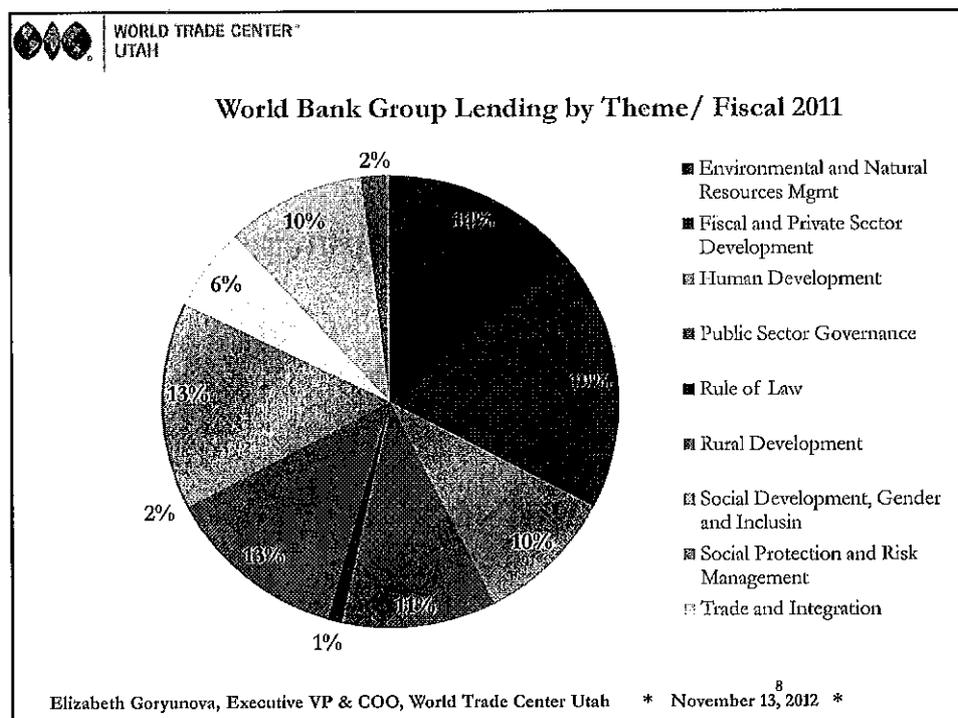
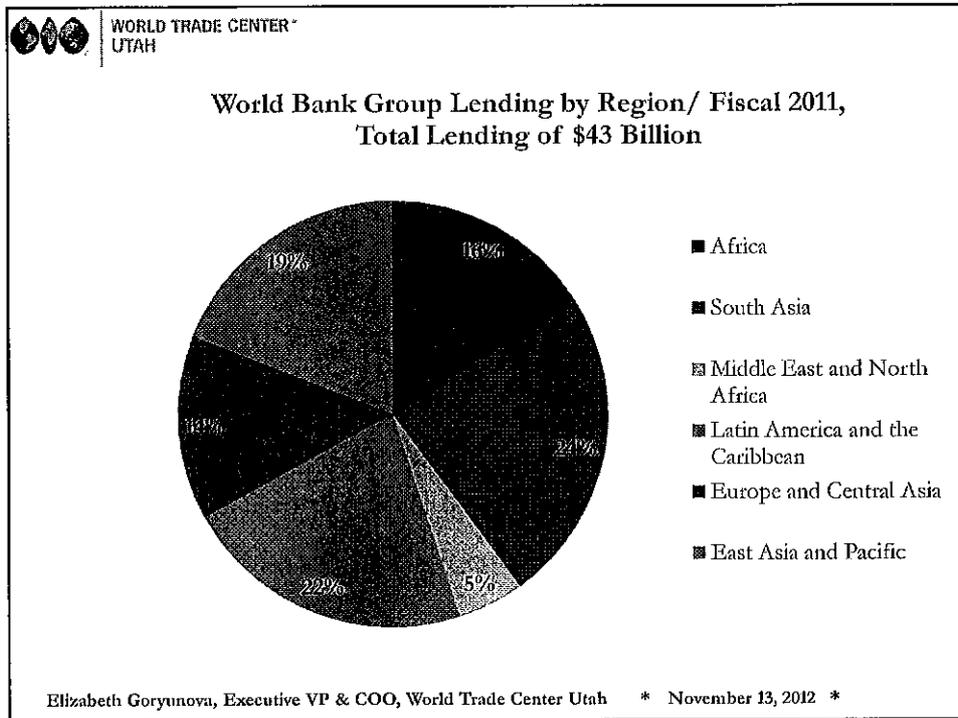
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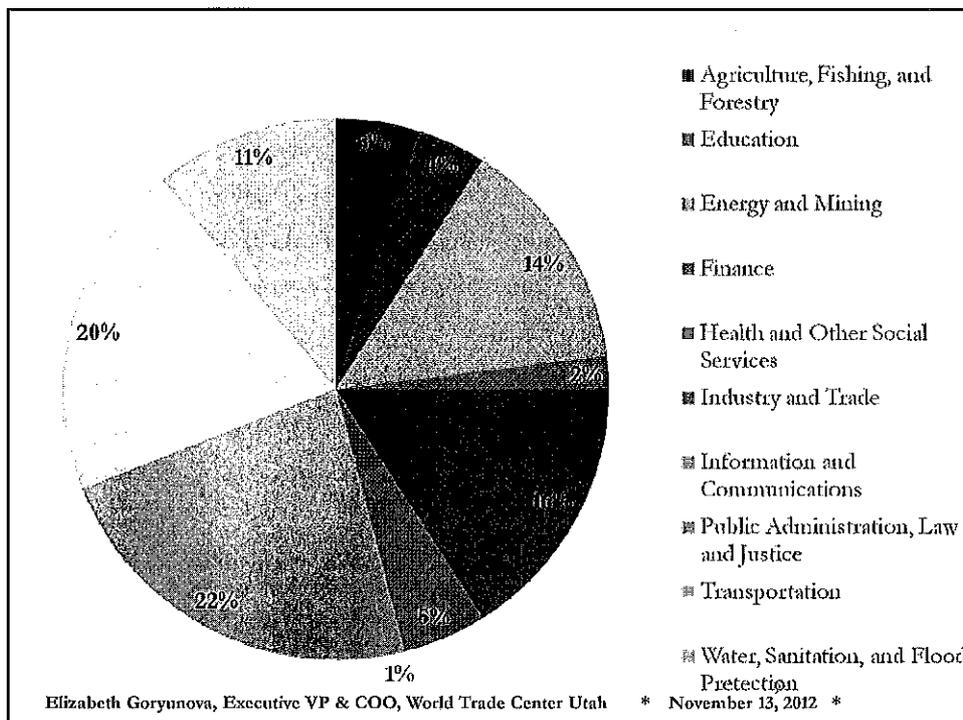
## **YOU CAN BID ON:**

- **GOODS, WORKS and  
NON-CONSULTING SERVICES**
- **CONSULTING SERVICES**

**BOTH: EXTERNAL AND INTERNAL**

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Sector	Country	Title	Institution	Deadline
Miscellaneous	Azerbaijan	UPDATE - Partner(s) for Seed and Early Stage Venture Fund	WB	26-Nov-12
Miscellaneous	Mozambique	eConsult: Mozambique Civil Society Capacity Building for EITI Engagement	WB	1-Nov-12
Social Protection	Nicaragua	Baseline data collection for impact evaluation	IDB	6-Nov-12
Power/Energy	Sierra Leone	Consultancy Services for the Upstream Petroleum sector	WB	30-Nov-12
Water Supply and Sanitation	Panama	Construcción de Treinta (30) Obras Integrales de Agua y Saneamiento en la Región de Bocas del Toro y Chiriquí y Construcción de un Acueducto Nuevo, Mejora de Tres y Construcción de 129 Unidades Sanitarias en La Región de Veraguas	WB	11-Dec-12
Finance	Russian Federation	Establishment of Efficient and Accessible Information and Educational Resources to Improve Financial Literacy and Consumer Protection in Financial Services for Different Groups of Population (National Information and Educational Portal)	WB	12-Nov-12
Public Sector Management	Panama	Diseño del Modelo de Gestión para el Ministerio Público y reorganización de los despachos en el marco de la implementación del Sistema Penal Acusatorio para el Tercer Distrito Judicial (Provincias de Chiriquí y Bocas del Toro)	UN	31-Oct-12
Miscellaneous	Macedonia, the Former Yugoslav Republic of	Supply, Customization, Installation and Implementation of Management Information System (MIS) for The Authority for Legal and Property Affairs (MF-ALPA)	WB	12-Dec-12
Power/Energy	Belize	Consulting Services - Developing and Supporting a Sustainable Energy and Energy Conservation Program	IDB	7-Nov-12
Consultants	Various	UPDATE - Study on the Free Movement of Persons in the COMESA, EAC and SADC Tripartite Area - Analysis of the Policy And Legal Arrangements	AfDB	5-Nov-12
Water Supply and Sanitation	Tanzania, United Republic of	UPDATE - Provision of Technical and Facilitation Consultancy Services for Rural Water Supply and Sanitation Sub Projects	WB	27-Nov-12
Consultants	Ecuador	Fiscalización de las campañas de barrido predial	IDB	29-Oct-12
Consultants	Brazil	e-Consult: Brazil Hotel Energy Efficiency Finance Project	WB	5-Nov-12
Tourism	Dominican Republic	Diseño de un Plan de Movilidad Urbana Sostenible en la Ciudad Colonial	IDB	7-Nov-12
Consultants	Regional - Latin America and The Caribbean	Consulting Services - Providing Specialized Advisory Services and Training to Strengthen Government and Private-Sector Capacity in Latin America and the Caribbean	IDB	1-Nov-12
Finance	Moldova	International Technical Assistance - Organizing an International Study Tour on Microfinance	UN	5-Nov-12

1855 matches; Displaying # 1 - 25			
World Bank	China, Power	NANNING-GUANGZHOU RAILWAY PROJECT	28 March 2012
World Bank	China, Miscellaneous	DIOXINS REDUCTION FROM THE PULP AND PAPER INDUSTRY	28 February 2012
World Bank	China, Miscellaneous	RURAL MIGRANT SKILLS DEVELOPMENT AND EMPLOYMENT PROJECT	21 March 2012
World Bank	China, Consultants	FIRM CONTRACT-INSTITUTIONAL AND POLICY ANALYSIS OF GREEN FREIGHT IN CHINA	21 February 2012
Asian Development Bank	China, Power	CHONGQING-LICHUAN RAILWAY DEVELOPMENT PROJECT	15 March 2012
Asian Development Bank	China, Railways	CHONGQING-LICHUAN RAILWAY DEVELOPMENT PROJECT	15 March 2012
World Bank	China, Water Supply/Sanitation	XINJIANG TURPAN WATER CONSERVATION PROJECT	19 March 2012
Asian Development Bank	China, Pipelines	XINJIANG ALTAY URBAN INFRASTRUCTURE AND ENVIRONMENT IMPROVEMENT PROJECT	2 March 2012
World Bank	China, Consultants	REVIEW OF THE RESULTS OF IFCS FINANCIAL MARKETS OPERATIONS IN CHINA	30 January 2012
World Bank	China, Consultants	REVIEW OF THE RESULTS OF IFCS FINANCIAL MARKETS OPERATIONS IN CHINA	30 January 2012
World Bank	China, Consultants	ESCO MARKET STUDY	7 February 2012
World Bank	China, Miscellaneous	SUSTAINABLE MANAGEMENT AND BIODIVERSITY CONSERVATION OF THE LAKE AIBI BASIN PROJECT	not specified
World Bank	China, Population, Health and Nutrition	SHANDONG CONFUCIUS AND MENCIUS CULTURAL HERITAGE PRESERVATION AND DEVELOPMENT PROJECT	not specified
World Bank	China, Infrastructure	SECOND LIAONING MEDIUM CITIES INFRASTRUCTURE PROJECT	28 February 2012

744 matches			
World Bank	Kenya, Consultants	HEALTH SECTOR SUPPORT PROJECT	23 February 2012
World Bank	Kenya, Consultants	CONDUCT COMPETITIVE BENCHMARKING AND IN-DEPTH MARKET DEMAND ANALYSIS FOR SPECIAL ECONOMIC ZONE (SEZ) PROGRAM IN KENYA	13 February 2012
World Bank	Kenya, Consultants	TRANSPORT SECTOR SUPPORT PROJECT (KTSSP)	13 March 2012
World Bank	Kenya, Information Technology	TOTAL WAR AGAINST AIDS (TOWA) PROJECT	17 February 2012
African Development Bank	Kenya, Power	MENENGAI GEOTHERMAL DEVELOPMENT PROJECT	not specified
World Bank	Kenya, Consultants	COASTAL DEVELOPMENT PROJECT	14 February 2012
World Bank	Kenya, Transport	COASTAL DEVELOPMENT PROJECT	14 March 2012
World Bank	Kenya, Consultants	CONSULTANCY SERVICES TO DEVELOPMENT THE INSTITUTIONAL STRENGTHENING ACTIVITIES OF THE KENYA URBAN PROGRAM	6 February 2012
African Development Bank	Kenya, Consultants	SMALL TOWNS AND RURAL WATER AND SANITATION PROJECT	10 February 2012
World Bank	Kenya, Consultants	FINANCIAL AND LEGAL SECTOR TECHNICAL ASSISTANCE PROJECT	2 February 2012
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World Bank Group internal needs (\$1.3 billion/year spent for products and services)

- Information Technology
- Communication Equipment and Services
- Professional and Technical Consulting Services
- Office Equipment and Supplies
- Paper and Paper Products
- Graphic Design and Print Services
- Construction and Facilities Services

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## ADDITIONAL OPPORTUNITIES

- *2011 WORLD BANK PSLO ENERGY MISSION TO DC*
- *2011 WORLD BANK PSLO TRADE MISSION TO COLOMBIA, PERU, HAITI 57 companies from 4 countries*
- *2012 WORLD BANK PSLO SUSTAINABLE DEVELOPMENT MISSION TO DC*
- *2012 WORLD BANK PSLO TRADE MISSION TO INDONESIA, VIETNAM 43 companies from 7 countries*
- *2012 ANNUAL MEETING of the WORLD BANK & IMF*
- *2013 SPRING MEETING of the WORLD BANK GROUP in DC*

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## INTERMOUNTAIN REGION CONTACT

Elizabeth Goryunova

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**Dir. Int'l Relations, Salt Lake Chamber,**

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Elizabeth Goryunova, Executive VP & COO, World Trade Center Utah \* November 13, 2012 \*