

# **AFRICA INFRASTRUCTURE BUSINESS OPPORTUNITIES**

***PRIMER TO PROJECTS FUNDED BY  
THE WORLD BANK AND  
THE AFRICAN DEVELOPMENT BANK***

**PREPARED FOR THE  
CORPORATE COUNCIL ON AFRICA  
U.S. - AFRICA INFRASTRUCTURE CONFERENCE**

**BREAKFAST WORKSHOP  
29 SEPTEMBER 2006**



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## INTRODUCTION TO WORKSHOP PRIMER

The World Bank and the African Development Bank have been, and for the foreseeable future will be, among the largest funders for public sector infrastructure in Africa. Together with the Breakfast Workshop presentation, the materials in this Primer profile the commercial business opportunities that make up nearly \$25 Billion in infrastructure projects approved (or pending approval) by these two institutions since 2004 across Africa.

As multilateral development banks, these institutions generally follow international best procurement practice and encourage international competition for project procurement and implementation. The World Bank procurement guidelines and standard bidding documents are at the heart of these best practices.

The Breakfast Workshop will profile funded project opportunities and walk companies step-by-step through the processes required to identify projects and qualify your interest, design and implement a project pursuit strategy, and provide a winning tender response.

This Primer is designed to open the door to a vast array of funded project opportunities – once through the door, success requires focus and prioritization, committed time and resources, and a keen understanding of the project cycle and procurement processes.

Thank you for your attention. Please enjoy a productive Conference.

Diane M. Willkens  
President and CEO  
Development Finance International, Inc.

## Key World Bank Country and Project Documents

Throughout the project development and procurement cycle, the World Bank and the Borrower develop numerous documents relating to sector policy and investment projects. This section of the Guide outlines the key World Bank documents and resources that are “required reading” for firms to begin to understand:

- The broad direction and objectives of the World Bank in a selected region, country, and sector
- Specific project plans including the scope of the project, components, associated costs, timelines, procurement requirements, and thresholds
- Guidelines and requirements underpinning procurement procedures
- Services available to alert and monitor procurement opportunities

Three broad types of documents are outlined below in categories related to: (a) strategy and policy; (b) project specific; and, (c) procurement. Please be advised that new processes and documents are under continual development. The following are only a few of the routine documents of interest.

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### **STRATEGY / POLICY PAPERS**

World Bank publishes many documents that are pivotal to understanding country processes, sector approaches, and projects that are ultimately approved by the World Bank Board of Directors. The two most widely used by World Bank staff and Borrowers are the “Country Assistance Strategy” (CAS) and “Sector Strategies and Policy Papers”. Specific projects generally originate from these documents. Firms should review these documents to understand the World Bank’s approach and to design marketing strategies for targeted countries and sectors, accordingly.

#### **Country Assistance Strategy (CAS)**

The CAS is prepared by the World Bank, typically every four years, and is the background document referred to when preparing a project. Although the preparation of programs by the World Bank and Borrowers begins with a needs assessment, a project will only be prepared if the project goal is in line with the CAS. When a company is interested a country, it is recommended that the CAS is reviewed to understand which sectors and projects will be highlighted and programmatically targeted for funding by the World Bank. Although most countries have a CAS, there are some cases, such as with conflict countries, where the World Bank does not have an assistance program in place. In this

case, the World Bank may choose to prepare an Interim Strategy Note that will apply for a 12-24 month period.

### **Sector Strategy / Policy Papers**

The Sector Strategy / Policy Papers are sector-related rather than country specific. These documents present an overarching policy framework for a specific sector (e.g. infrastructure) and strategic objective (e.g. environment) that guide programming and investment activities of the World Bank. Companies should use these papers to understand best-case practices in various regions or in cooperation with other development institutions. For low-income countries, the most typical of these papers is the *Poverty Reduction Strategy Paper (PRSP)*, which is written by the country, in consultation with the donor community, civil society in the borrower country, and the private sector. Sector strategy / policy papers include:

- Environment Strategy
- Forest Policy Implementation Review and Strategy
- Rural Strategy: Reaching the Rural Poor
- Social Development Strategy
- Water Resources Sector Strategy Paper



### **PROJECT DOCUMENTS**

The World Bank prepares project documents and makes them available to the public in the World Bank website or through the *InfoShop*, the World Bank Bookstore. At certain points in the project cycle, project documents are prepared with varying levels of specificity about the project scope and implementation plans. Companies should review these documents periodically to learn more about projects of interest and related procurement opportunities:

#### **Project Information Document (PID)**

The PID is an initial project document that is written by World Bank project team, led by the project Task Manager. The PID is normally 5-10 pages and is usually available from the World Bank website for all pending projects. The information in a PID will, in most cases, include the following sections and details:

- Implementing Agency
- Anticipated date of World Bank Board approval
  
- Country and sector background
- Project Objectives
- Rationale for Bank Involvement

- Project Description (including proposed components)
- Financing
- Implementation Plans
- Sustainability
- Lessons learned from past operations in the country/sector
- Safeguard policies
- List of factual technical documents
- Task Manager (Team Leader)

### **Project Appraisal Document (PAD)**

The PAD is prepared by the World Bank project team in cooperation with the Borrower. The PAD describes how the project will be implemented, the reason for the World Bank's involvement, the anticipated budget, project partners, the procurement procedures, items to be purchased, and the expected timing of implementation. The PAD is a very important document, as it, alongside the procurement plan and budget, serves as the map during project implementation. The PAD is very detailed and can be 80-150 pages, depending upon the project and sector.



## **PROCUREMENT DOCUMENTS**

### **World Bank Procurement Guidelines**

The role of the World Bank in procurement is to ensure that the process is carried out with efficiency, fairness, transparency and impartiality. To assist Borrowers, the World Bank has created procurement guidelines and bidding documents that detail how procurement is to be conducted by Borrowers. In addition to the procurement guidelines, the World Bank has prepared standard bidding documents (SBDs) that must be used by Borrowers for World Bank-funded procurement. Businesses will want to become very familiar with these procurement rules and applicable SBDs.

World Bank procurement guidelines are described in two brochures:

*Guidelines, Procurement under IBRD Loans and IDA Credits (May 2004).*  
Providing the guidelines on the procurement of goods and works.

*Guidelines, Selection and Employment of Consultants by World Bank Borrowers (May 2004).* Providing the guidelines on procurement of consultants.

## Standard Bidding Documents (SBDs)

SBDs are prepared by the World Bank for use by borrowers in the procurement of goods, works, and consulting services. The SBDs contain mandatory provisions as well as sample provisions and advice for Borrowers to use when preparing bid documents. SBDs cover many different types of projects and equipment the Bank finances. A partial list of SBDs is provided below. These documents can be obtained through the World Bank website or ordered through the World Bank InfoShop. The following is a partial list of the current standard bidding documents:

- Procurement of Goods - Revised May 2005
- Procurement of Information Systems – Single Stage
- Procurement of Information Systems – Two-Stage
- Procurement of Works and User’s Guide - May 2005
- Procurement of Works – Smaller Contracts
- Supply and Installation of Plant and Equipment – Turnkey – May 2005
- Supply and Installation Plant and Equipment – May 2005
- Design Build & Operate Solid Waste Facility
- Output and Performance Based Road Contracts

These procurement documents provide valuable guidance in two ways. First, a bidder should be familiar with the provisions of the relevant SBD, particularly the *Instructions to Bidders* and *General Conditions of Contract*. Familiarity with these sections lets the bidder know what to expect long before the firm obtains the actual bid documents. This can save valuable time in bid preparation.

Second, the Borrower may have made changes to the bid documents that do not agree with the provisions of the SBD. When the bidder understands the basics of the SBD, the bidder is able to identify these changes and work with the Borrower and the World Bank to correct the inappropriate changes.

The timing for this action is important for success. During the time period provided for questions and clarifications of a tender, a letter may be sent to the Executing Agency, copied to the World Bank, explaining the problem and citing the relevant text. It is important to remember that bidders must raise concerns or questions to the Borrower and changes should be made to bid documents by the Borrower and notified to all bidders **before** bids are submitted.

## General Procurement Notice (GPN)

GPNs outline the general nature of a project being undertaken by the World Bank and a Borrower. The project GPN is issued by the Borrower and published in the

United Nations *Development Business* and *dgMarket* (see details on *Key On-Line Resources*). Interested bidders may use GPNs as a means by which to contact the borrower if interested in supplying goods or services.

### **Specific Procurement Notice (SPN)**

SPNs inform potential bidders of specific items or works to be procured under international competitive bidding during project implementation. SPNs detail what items will be needed, the amount needed, information on bidding procedures, bid deadlines, and any other requirements. Interested bidders can track SPNs in *UN Development Business* or *dgMarket* (if large contracts).

## **Successful Strategies to WIN World Bank Funded Projects**

A number of important steps can be taken to improve a company's chances of winning World Bank-funded procurement. The list below reflects advice from DFI drawn from our years of working with highly successful firms active in these markets.

### **BUSINESS DEVELOPMENT AND POSITIONING**

- Understand the basics about the World Bank and African Development Bank: the mission, organizational structure, project development cycle, sector focus and relationship with borrowers.
- Get informed - stay informed. Take advantage of all subscription and web-based World Bank and African Development Bank project information services to gain early knowledge of potential opportunities. Focus on key projects and allocate your time and resources accordingly.
- Focus your efforts in a country, region, or sector where you have a competitive advantage such as a strong local sales force, successful past experiences in government contracts, or other feature that can distinguish you from the competition.
- Assess which of your products, services and/or solutions best fit the \$20+ billion per year in procurement from World Bank funded projects and your readiness for this business (international experience, technical and financial capabilities, knowledge of this market niche, etc.)

- Engage early in a project in which you are interested and map out the relationships you need to build to position your company (such as World Bank officers, Executing Agency team, Local Partners, Government Support Services, etc). Build those relationships and understand who your champions are.
- Monitor project development and progress on a bi-monthly or quarterly basis as the project is being prepared, and more frequently once the loan gets approved. Sign up for the services suggested in this guide to track notifications and alerts of relevant project information.



## **BIDDING PROCESS**

- Learn the procurement guidelines and rules and how to use them to your advantage.
- Find out who is developing and writing the terms of reference and technical specifications for the items you are interested, and make sure they fully understand your product offering, experience, and capabilities for the upcoming bid.
- Purchase the bid documents as soon as they are issued (draft versions are sometimes posted in advance for bidders' comments). Have your team spend quality time reading and understanding them. Even a fairly simple bid document may contain provisions which favor one bidder. Occasionally, other provisions may be unreasonable or impractical due to a Borrower's lack of experience working in a particular sector. Your firm will need time prior to the submission of the bid to ask the Borrower to make appropriate changes.
- Understand who your competition will be and what are their weaknesses and strengths (technical or financial capacity, price offering, bidding experience, local presence)
- Pay special attention to formal requests and issues such as the bid bond, signing your offer and properly completing all required bid forms. Participate directly or through a bidding partner in any clarification meeting and the public bid opening.

**Bid Security:** Pay particular attention to requirements related to bid security. Many firms have lost bids due to errors in the bid security. A bid with an invalid bid security is to be disqualified immediately and there is no recourse once this happens. Some frequent mistakes:

- Amount of the bid security is incorrect
  - Bid security is not valid for required length of time
  - A copy, rather than the required original, is included with the bid
  - Bid security is missing entirely!
- 
- Adhere exactly to the terms of the tender. For example, bid exactly the level and functionality of equipment asked in the tender specifications. A bidder will not be awarded extra points in the evaluation for providing better performing equipment (and the bid price will probably be driven up by the substitution). If a firm wants to offer an alternative that provides better functionality or performance, the firm must adhere to the provision of the tender regarding alternative. When alternatives are permitted, a firm must win the original bid on its own merits before the Borrower is able to consider an alternative offer.
  - Issues with Product registration should be brought to the attention of the borrower and the appropriate MDB before the deadline for bid submission. If product registration in the country of the Borrower is an issue, the bid document cannot require that the product be registered before a bid can be submitted. However, it can require that the product be registered before the contract is signed.
  - Tender documents for project funded by the World Bank are based on World Bank Standard Bidding Documents (SBDs). (See Key Procurement Documents – Section VII, C.). The SBDs contain provisions that state certain sections cannot be changed. Therefore, a firm may be disqualified if its bid requests, or is contingent upon, the Borrower making significant change in the contract documents. Firms should be aware of the problems associated with proposing significant changes to World Bank bidding documents. Any potential changes should be reviewed with World Bank in advance of bid submittal.
  - Once awarded the contract, firms must still pay attention to the detail:
    - a) Submit any required performance guarantee on time and for the correct amount.
    - b) Provide exactly the equipment identified in the bid, no substitutions without agreement in advance by the Borrower and the World Bank. Be sure that service and warranty support are delivered as required.
    - c) Be careful about the terms of the contract. If a provision does not seem reasonable, ask the Borrower and potentially the World Bank.

- d) The contract will be between the firm and the Borrower's government, not the World Bank. Therefore, the World Bank is not a party to the contract and the World Bank will not become involved in day-to-day contract issues. Occasionally, depending upon the nature of the problem, the World Bank may be willing to lend its weight and inquiry to encourage problem resolution.
  - e) In the case of a consulting contract, be sure to get in written approval by the World Bank to any extensions to the scope of the contract. Many firms have not been paid when for providing additional services because the Borrower did not obtain advance approval of the World Bank and because there were no additional funds available for work outside of the agreed upon scope.
- Do ask questions. Every bid documents sets forth the period for clarifications. Bidders should use the designated time to raise any ambiguity, contradiction, omission, or other point that may be unclear.



**Key Resources for U.S. Companies**

**THE WORLD BANK**

[www.worldbank.org](http://www.worldbank.org)

The World Bank  
1818 H Street, NW  
Washington, DC 20433 USA  
Tel: (202) 473-1000  
Fax: (202) 477-6391

Ms. Jenna Dorn  
Alternate Executive Director  
The World Bank  
1818 H Street, NW  
Washington, DC 20433  
Tel: (202) 458-1982

Mr. Will Center  
Senior Commercial Officer  
(U.S. Advocacy Center)  
Washington, DC  
Tel. 202-458-0120  
[wcenter@worldbank.org](mailto:wcenter@worldbank.org)

**U.S. ADVOCACY CENTER**

Mr. Daniel J. Bloom  
Director  
U.S. Advocacy Center  
Herbert Clark Hoover Building  
14<sup>th</sup> Street and Constitution Ave, NW  
Room 3814-A  
Washington, D.C. 20230  
Tel. 202-482-3896  
Fax 202-482-3508  
[Dan\\_Bloom@ita.doc.gov](mailto:Dan_Bloom@ita.doc.gov)

**AFRICAN DEVELOPMENT BANK**

[www.afbd.org](http://www.afbd.org)

ADB Temporary Relocation Agency  
(Tunis)  
African Development Bank Angle des trois  
rues: Avenue du Ghana, Rue Pierre de  
Coubertin, Rue Hedi Nouira  
BP. 323 1002  
Tunis Belvédère  
Tunisia  
Tel: (+216) 71 333 511 / 7110 3450  
Fax: (+216) 71 351 933

Ambassador Cynthia Perry  
U.S. Executive Director  
African Development Bank  
African Development Fund  
B.P. 323  
Tunis Belvedere 1002  
(216) 98-461-366

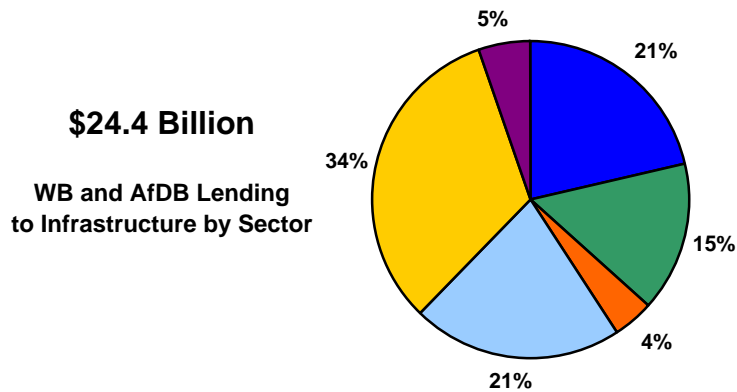
Ms. Christel Fredrikson  
Acting Senior Commercial Officer  
(U.S. Advocacy Center)  
Tunis, Tunisia  
Tel. 216-21-17-32-37  
[Christel.Fredrikson@mail.doc.gov](mailto:Christel.Fredrikson@mail.doc.gov)

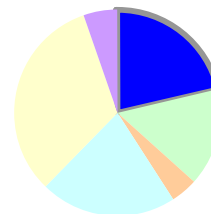
**Representative Projects: World Bank and African Development Bank**

The table below is a current summary of projects being funded by both the World Bank and the African Development Bank. These projects were either approved in 2004, 2005 and 2006 and are currently being implemented or are in the pipeline for approval at the Banks. Remember to check

The pages following this summary list representative samples of projects for each sector below. These projects were chosen from among the best examples of potential business opportunities of interest to conference participants.

<b>Africa Infrastructure Lending by Sector by Development Bank</b> Includes all pending and active projects (approval in 2004 and forward)				
Infrastructure	World Bank		African Development Bank	
	Project #	Amount (M,\$)	Project #	Amount (M,\$)
Roads	49	\$4,741.36	9	\$477.17
Railways	5	\$3,201.07	4	\$503.74
Ports	9	\$1,067.15	-	-
Power	62	\$4,569.32	5	\$620.17
Water	58	\$7,283.97	17	\$679.44
ICT	18	\$1,126.19	5	\$157.47
<b>TOTAL</b>	201	\$21,989.06	40	\$2,437.99
<b>GRAND TOTAL</b>	<b>241</b>		<b>\$24,427.05</b>	





### Representative Projects for Africa Roads Development Sector

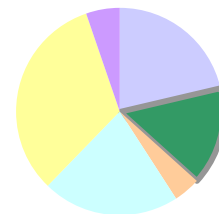
Below is a representative list of projects funded by the World Bank and African Development Bank in the Roads sector. This list was compiled by DFI from among many examples of opportunities for potential tendering. As a first level review of the project scope and to determine your company's interest in a particular project, begin with the public information on the Banks' websites.

For example, information about the **Burundi Transport Infrastructure Rehabilitation Project**, can be found at [www.worldbank.org](http://www.worldbank.org); select the Projects tab, type in the project title and submit, select the PAD or PID to review the project information. You can also select Advanced Find from the Projects tab and follow the steps to create a list of projects of interest by region, country, or sector.

More complex marketing and sales strategies were outlined in the DFI Workshop presentation or contact DFI.

COUNTRY	PROJECT NAME	FUNDING INSTITUTION	SECTOR	APPROVAL DATE	TOTAL PROJECT COST
Burundi	Transport Infrastructure Rehabilitation Project	WB	Roads	18-Mar-04	\$51.54
Cape Verde	Road Sector Support Project	WB	Roads	19-May-05	\$17.48
Eritrea	Road Sector Development Program, Phase 1	WB	Roads	Pipeline	\$120.00
Ethiopia	Road Sector Development Support Program II (RSDSP II-APL 2)	WB	Roads	22-Sep-04	\$255.90
Ethiopia	Road Sector Development Phase II Project in Support of RSDP II Supplement	WB	Roads	22-Jun-06	\$132.30
Kenya	Northern Corridor Transport Improvement Project	WB	Roads	17-Jun-04	\$275.00
Lesotho	Lesotho Integrated Transport Project	WB	Roads	N/A	\$37.70
Madagascar	Toliari Province Road Project	AfDB	Roads	2004	\$48.73
Mozambique	Roads and Bridges Management and Maintenance Project	WB	Roads	Pipeline	\$85.00
Multinational	Ethiopia-Djibouti Interconnection Project	AfDB	Roads	2004	\$56.76
Multinational	Kenya/Ethiopia/Isiolo/Moyale Road	AfDB	Roads	2004	\$53.32
Namibia	Kamanjab Omakange Road	AfDB	Roads	2004	\$36.56
Nigeria	Federal Roads Development Project	WB	Roads	Pipeline	\$630.00
Nigeria	Rural Access and Mobility Project (RAMP)	WB	Roads	Pipeline	\$60.00
Senegal	Dakar Diamniadio Toll Road Project	WB	Roads	Pipeline	\$290.00
Tanzania	Zanzibar Roads Upgrading Project	AfDB	Roads	2004	\$24.97
Tunisia	Classified Road Network Rehabilitation Project - Phase IV	AfDB	Roads	2004	\$206.82
Uganda	Third Phase of teh Road Development Program	WB	Roads	2-Sep-04	\$133.00
Uganda	UGANDA: National Roads Management Reform Project (NRM RP)	WB	Roads	Pipeline	\$80.00
Uganda	Road Sector Support Project	AfDB	Roads	2005	\$42.04
Subtotal					\$2,637.12

**Railways: 9 projects**  
**\$3,705 B in lending**



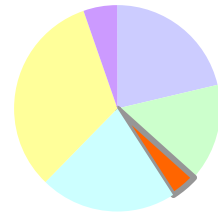
**Representative Projects for Africa Railways Development Sector**

Below is a representative list of projects funded by the World Bank and African Development Bank in the Railways sector. This list was compiled by DFI from among many examples of opportunities for potential tendering. As a first level review of the project scope and to determine your company's interest in a particular project, begin with the public information on the Banks' websites.

For example, information about the **East Africa Trade and Transport Facilitation Project**, can be found at [www.worldbank.org](http://www.worldbank.org); select the Projects tab, type in the project title and submit, select the PAD or PID to review the project information. You can also select Advanced Find from the Projects tab and follow the steps to create a list of projects of interest by region, country, or sector.

More complex marketing and sales strategies were outlined in the DFI Workshop presentation or contact DFI.

COUNTRY	PROJECT NAME	FUNDING INSTITUTION	SECTOR	APPROVAL DATE	TOTAL PROJECT COST
Africa	East Africa Trade and Transport Facilitation Project	WB	Railways	24-Jan-06	\$60.00
Mauritius	MU-Environmental Urban Transport Project	WB	Railways	Pipeline	\$145.00
Morocco	Transport sector Reform Program (TSRP)	AfDB	Railways	2004	\$306.42
Mozambique	Beira Railway Project	WB	Railways	14-Oct-04	\$158.00
Multinational	Feasibility Study on the Isaka-Kigali Railways Project (Rwanda / Tanzanie)	AfDB	Railways	2004	\$2.45
Multinational- UEMOA- Sénégal et Mali	Programme D'aménagement Routier Et De Facilitation Du Transport Sur Le Corridor Bamako-Dakar Par Le Sud	AfDB	Railways	2005	\$97.44
Multinational- UEMOA- Sénégal et Mali	Programme D'aménagement Routier Et De Facilitation Du Transport Sur Le Corridor Bamako-Dakar Par Le Sud	AfDB	Railways	2005	\$97.44
Tanzania	Transport Sector Support Program	WB	Railways	Pipeline	\$2,700.00
Tanzania	Central Transport Corridor Project	WB	Railways	29-Apr-04	\$138.07
Subtotal					\$3,704.81



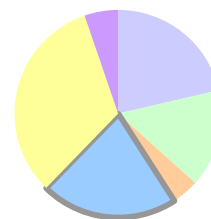
**Representative Projects for Africa Ports Development Sector**

Below is a representative list of projects funded by the World Bank and African Development Bank in the Ports sector. This list was compiled by DFI from among many examples of opportunities for potential tendering. As a first level review of the project scope and to determine your company's interest in a particular project, begin with the public information on the Banks' websites.

For example, information about the **Mali Transport Corridors Improvement Project**, can be found at [www.worldbank.org](http://www.worldbank.org); select the Projects tab, type in the project title and submit, select the PAD or PID to review the project information. You can also select Advanced Find from the Projects tab and follow the steps to create a list of projects of interest by region, country, or sector.

More complex marketing and sales strategies were outlined in the DFI Workshop presentation or contact DFI.

	PROJECT NAME	FUNDING INSTITUTION	SECTOR	APPROVAL DATE	TOTAL PROJECT COST
Africa	East Africa Trade and Transport Facilitation Project	WB	Ports	24-Jan-06	\$281.67
Africa	CEMAC - Transport-Trade Facilitation	WB	Ports	Pipeline	\$110.00
Africa	GEF-Marine Highway and Coastal Contamination Prevention	WB	Ports	Pipeline	\$26.00
Liberia	Liberia Infrastructure Rehabilitation Project	WB	Ports	Pipeline	\$8.50
Mali	Transport Corridors Improvement Project	WB	Ports	11-Mar-04	\$131.50
Mali	Second Transport Sector Project	WB	Ports	Pipeline	\$76.83
Sierra Leone	SL Infrastructure Development Project (Transport)	WB	Ports	6-Dec-05	\$49.79
Zambia	Road Rehabilitation and Maintenance Project	WB	Ports	9-Mar-04	\$380.86
Subtotal					\$1,065.15



### Representative Projects for Africa Power Development Sector

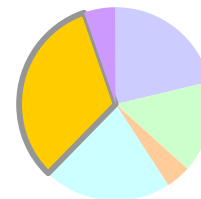
Below is a representative list of projects funded by the World Bank and African Development Bank in the Power sector. This list was compiled by DFI from among many examples of opportunities for potential tendering. As a first level review of the project scope and to determine your company's interest in a particular project, begin with the public information on the Banks' websites.

For example, information about the **3A-West African Gas Pipeline (IDA S/UP)**, can be found at [www.worldbank.org](http://www.worldbank.org); select the Projects tab, type in the project title and submit, select the PAD or PID to review the project information. You can also select Advanced Find from the Projects tab and follow the steps to create a list of projects of interest by region, country, or sector.

More complex marketing and sales strategies were outlined in the DFI Workshop presentation or contact DFI.

COUNTRY	PROJECT NAME	FUNDING INSTITUTION	SECTOR	APPROVAL DATE	TOTAL PROJECT COST
Africa	3A-West African Gas Pipeline (IDA S/UP)	WB	Power	23-Nov-04	\$590.00
Africa	WAPP APL 2 - OMVS Felou Hydroelectric Project	WB	Power	29-Jun-06	\$125.00
Africa	Regional Eastern Nile Power Project - Stage 1: Ethiopia-Sudan Interconnector	WB	Power	Pipeline	\$66.00
Benin	Electricity Services Delivery Project	WB	Power	6-Jul-04	\$95.70
Burkina Faso	Power Sector Development Project	WB	Power	30-Nov-04	\$130.34
Burkina Faso	Burkina Faso Energy Access Project	WB	Power	Pipeline	\$40.00
Egypt	El Kureimat Cc Power Plant Project	AfDB	Power	2005	\$222.44
Eritrea	Eritrea Power Distribution and Rural Electrification Project	WB	Power	6-Jul-04	\$57.20
Ethiopia	Accelerated Electricity Access (Rural) Expansion	WB	Power	22-Jun-06	\$184.21
Ghana	Ghana: Energy Development and Access Project	WB	Power	Pipeline	\$160.00
Kenya	Energy Sector Recovery Project	WB	Power	13-Jul-04	\$225.52
Morocco	Ain Beni Mathar Thermo Power Station Project	AfDB	Power	2005	\$263.77
Mozambique	Electricity IV Project	AfDB	Power	Pipeline	\$56.10
Nigeria	Nigeria National Energy Development Project	WB	Power	1-Jul-05	\$181.00
Senegal	SN - Electricity Sector Efficiency Enhancement - Phase 1, APL-1	WB	Power	17-May-05	\$95.37
Senegal	SN-Elec. Serv. for Rural Areas (FY05)	WB	Power	9-Sep-04	\$66.70
Senegal	Kounoune Thermal Power Project	AfDB	Power	2005	\$73.98
Sierra Leone	SL Completion of Bumbuna Hydropower	WB	Power	16-Jun-05	\$53.80
Sierra Leone	SL Completion of Bumbuna Hydroelectric	WB	Power	16-Jun-05	\$38.00
Zambia	Zm: Increased Access to Electricity & ICT Services	WB	Power	Pipeline	\$35.00

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### Representative Projects for Africa Water/Sanitation Development Sector

Below is a representative list of projects funded by the World Bank and the African Development Bank in the Water sector. This list was compiled by DFI from among many examples of opportunities for potential tendering. As a first level review of the project scope and to determine your company's interest in a particular project, begin with the public information on the Banks' websites.

For example, information about the **Senegal River Basin Multipurpose Water Resources Development Project**, can be found at [www.worldbank.org](http://www.worldbank.org); select the Projects tab, type in the project title and submit, select the PAD or PID to review the project information. You can also select Advanced Find from the Projects tab and follow the steps to create a list of projects of interest by region, country, or sector.

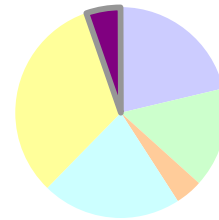
More complex marketing and sales strategies were outlined in the DFI Workshop presentation or contact DFI.

COUNTRY	PROJECT NAME	FUNDING INSTITUTION	SECTOR	APPROVAL DATE	TOTAL PROJECT COST
Africa	Senegal River Basin Multi-purpose Water Resources Development Project	WB	Water	8-Jun-06	\$142.17
Africa	Niger Basin Water Resources Development and Ecosystems Management	WB	Water	Pipeline	\$46.00
Burundi	The Watershed Management Project (PABV)	AfDB	Water	2006	\$15.14
Cameroon	Purification Project of Yaoundé	AfDB	Water	2005	\$42.02
Chad	The National Rural Drinking Water Supply and Sanitation Project	AfDB	Water	Pipeline	\$23.52
Congo, Democratic Republic of	Urban Water Supply Project	WB	Water	Pipeline	\$130.00
Ethiopia	Ethiopia Water Supply and Sanitation Project	WB	Water	11-May-04	\$120.00
Ethiopia	Rural Water Supply and Sanitation Program	AfDB	Water	2005	\$64.32
Gambia	Participatory and integrated watershed management project	AfDB	Water	2004	\$7.30
Ghana	Urban Water Project	WB	Water	27-Jul-04	\$120.00
Ghana	Rural Water Supply and Sanitation Initiative	AfDB	Water	2004	\$18.88
Kenya	Rift Valley Water Supply and Sanitation Project	AfDB	Water	2004	\$26.64
Malawi	National Water Development Project	WB	Water	Pipeline	\$25.00
Mauritania	Water Supply and Sanitation Sector Project	WB	Water	Pipeline	\$33.00
Mozambique	Second National Water Development Project - Supplemental Credit	WB	Water	26-Feb-04	\$15.00
Nigeria	National Urban Water Sector Reform Project 1	WB	Water	15-Jun-04	\$140.00
Nigeria	Second National Urban Water Sector Reform Project	WB	Water	1-Jul-05	\$220.00
Sierra Leone	Power and Water Project	WB	Water	1-Jul-04	\$47.16
Tanzania	Water Sector Support Program	WB	Water	Pipeline	\$670.00
Uganda	Rural Water Supply and Sanitation Program	AfDB	Water	2005	\$230.68

Subtotal	\$2,136.83
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ICT: 23 projects  
 \$1,284 M in lending



### Representative Projects for Africa ICT Development Sector

Below is a representative list of projects funded by the World Bank and African Development Bank in the ICT sector. This list was compiled by DFI from among many examples of opportunities for potential tendering. As a first level review of a project scope and to determine your company's interest in a particular project, begin with the public information on the Banks' websites.

For example, information about the **Burkina Faso Development of the National Statistical System**, can be found at [www.worldbank.org](http://www.worldbank.org); select the Projects tab, type in the project title and submit, select the PAD or PID to review the project information. You can also select Advanced Find from the Projects tab and follow the steps to create a list of projects of interest by region, country, or sector.

More complex marketing and sales strategies were outlined in the DFI Workshop presentation or contact DFI.

COUNTRY	PROJECT NAME	FUNDING INSTITUTION	SECTOR	APPROVAL DATE	TOTAL PROJECT COST
Burkina Faso	Development of the National Statistical System	WB	ICT	25-Mar-04	\$13.00
Burundi	Economic Management Support Project	WB	ICT	29-Jan-04	\$27.53
Chad	CB for Modernization of Public Financial Management	WB	ICT	Pipeline	\$9.00
Ethiopia	Public Sector Capacity Building Program Support Project	WB	ICT	11-May-04	\$397.80
Ethiopia	Post Secondary Education Project	WB	ICT	16-Sep-04	\$40.00
Ethiopia	ET-ICT Assisted Dev SIM (FY05)	WB	ICT	16-Sep-04	\$31.80
Ghana	eGhana	WB	ICT	1-Aug-06	\$42.00
Guinea	Community-Based Land Management Project	WB	ICT	22-Jun-06	\$26.20
Kenya	Development of The National Statistical System Project	WB	ICT	Pipeline	\$66.60
Mozambique	Technical and Vocational Education and Training	WB	ICT	21-Mar-06	\$37.50
Niger	Financial Sector Technical Assistance Project	WB	ICT	19-Feb-04	\$25.42
Rwanda	RW-Public Sector Capacity Building Project	WB	ICT	8-Jul-04	\$20.80
Rwanda	eRwanda Project	WB	ICT	Pipeline	\$10.00
Senegal	Quality Education for All Project - Phase 2	WB	ICT	Pipeline	\$85.00
Uganda	Millennium Science Initiative	WB	ICT	25-May-06	\$33.35
Mozambique	Financial Sector Technical Assistance Project (FSTAP)	AfDB	ICT	2005	\$26.41
Rwanda	Support Project to Scientific and Technical Teaching	AfDB	ICT	2005	\$24.58
Morocco	Administrative Reform Support Program, Phase II	AfDB	ICT	Pipeline	\$102.95
Subtotal					\$1,019.94