

# EFCA webinar on KfW and AFD Procurement Procedures Comments from VBI

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# VBI – Verband Beratender Ingenieure

## Facts and Figures

### VBI (since 1903)



2.000  
associated  
member  
companies



40.000  
employees



know-how  
training  
representation  
networking



member of  
EFCA and  
FIDIC

### International Business Committee



40  
member  
companies



business  
activities  
worldwide



strong  
experience in  
international  
developing  
cooperation



Task Forces:  
cooperation  
with KfW, GIZ,  
EFCA, EEAC,  
etc.

# Experience with KfW Procurement for Consultancy Services

**1 Transparency**  
Procurement notices and results published on gtai

**2 Tender Agents**  
Involvement of Tender Agents in all procurement stages

**3 Prequalification**  
Usually 2-staged tendering  
Labour-intensive despite standardization

**4 Shortlist**  
Usually up to 5 shortlisted companies

**5 Technical Proposal**  
Detailed Terms of Reference  
Importance of comments on ToR and Methodology

**6 Financial Proposal**  
T:F = 80:20  
Local taxes

# Experience with KfW Contracts/ Projects

## 1 Standard Contract

Largely harmonized with contracts of other IFIs  
Usually between Consultant and Beneficiary

## 2 Cooperation with KfW

Cooperative with high expectations, particularly re  
technical quality and ESHS

## 3 Implementation of Projects

Strong commitment/ involvement of KfW-teams

## 4 Specialization of KfW-Teams

Project Manager, Procurement Expert,  
Techn. Advisor(s), ESHS Expert, etc.

## 5 Backstopping/ Head-Office Support

Important for quality control

## 6 Payments

Secure but sometimes slow  
Mainly direct disbursement by KfW



# Contact

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