Guidance Steps on Procurement Strategy During Project Preparation/ Appraisal

1. Project Overview
Country, Full Project Name, Total Finance, Project Number, Summary of Project Development Objectives

2. Overview of Country, Beneficiary and Marketplace
   a. Operational Context
      • Governance aspects
      • Economic aspect
      • Sustainability aspects
      • Technological aspects
      The model PESTLE is used.

   b. Market Research and Analysis
      Supply Positioning Model - Identify the risk and value thresholds of the project;
      Segmentation of the market by geography (local, national, international), specialization or differentiation;
      Market sector dynamics - Supplier Preferencing
      Analysis and Action
      At the end of the Market Research stage, Beneficiary should develop a range of Procurement Approach Options and a Market Engagement Plan.

   c. Capacity of Executing Agency
      The model SWOT Analysis is used.

3. Procurement Risk Analysis
   Remedial measures through a risk mitigation plan

4. Procurement Approach Options
   Please detail the options and the recommended procurement arrangement for the contracts detailed in the Project description.

5. Preferred Arrangement for Low Value Low Risk Activities
   This Section of the PS is used to record the procurement approaches for contracts that were identified as part of the Supply Positioning analysis in Section 2 as not requiring a detailed assessment and justification for the selected procurement approach.

6. Summary of the PS to be part of the PAD
   The final stage of the PS is to provide a short summary of the recommended procurement approach, which the Bank will use as part of preparing its PAD.

7. Procurement Plan
   The Beneficiary shall prepare a procurement plan for the initial 18-month period of the project

Not to Indicate: sensitive Information (Money Laundering, Financing of Terrorism, Fraud and Corruption aspects etc)