

# PROCUREMENT PLAN

## Textual Part

**Project information:** North Macedonia Emergency COVID-19 Response Project (P173916)

**Project Implementation Agency:** Ministry of Labor and Social Policy and Ministry of Health

**Date of the Procurement Plan:** April 2020

**Period covered by this Procurement Plan:** First 12 months of project implementation

In accordance with paragraph 5.9 of the “World Bank Procurement Regulations for IPF Borrowers” (July 2016, revised in November 2017 and August 2018) (“Procurement Regulations”) the Bank’s Systematic Tracking and Exchanges in Procurement (STEP) system will be used to prepare, clear and update Procurement Plans and conduct all procurement transactions for the Project.

This textual part along with the Procurement Plan tables in STEP constitute the Procurement Plan for the Project. The following conditions apply to all procurement activities in the Procurement Plan. The other elements of the Procurement Plan as required under paragraph 4.4 of the Procurement Regulations are set forth in STEP.

**The Bank’s Standard Procurement Documents:** for all procurement activities - both with international and national approach, including the sample templates for Procurement under COVID-19 Emergency Response Operations.

**The proposed procurement approach prioritizes fast track emergency procurement for the emergency goods, works and consulting and non-consulting services needed.** Key measures to fast track procurement include: (i) use of simple and fast procurement and selection methods fit for an emergency situation including direct contracting, as appropriate, (ii) streamlined competitive procedures with shorter bidding time, (iii) use of framework agreements including existing ones, (iv) procurement from UN Agencies enabled and expedited by Bank procedures and templates, (v) use of procurement agents, (vi) force account, as needed, and (vii) increased thresholds for Requests For Quotations and national procurement among others, as well as minimal or no prior review for emergency procurement. If requested by the borrower, the Bank may consider the option of procurement hands-on expanded implementation support to help expedite all stages of procurement - from help with supplier identification, to support for

bidding/selection and/or negotiations to contract signing and monitoring of implementation. In addition, Bid Securing Declaration may be asked in lieu of a Bid Security; Performance Security may not be required for small contracts; Advance payment may be increased to 40 percent while secured with the advance payment guarantee. The time for submission of bids/proposal can be shortened to 15 business days in competitive national and international procedures, and to 5 business days for the Request for Quotations depending on the value and complexity of the requested scope of bid and capacity of firms (local and international) to prepare responsive bids in the proposed periods; Standstill period will not apply in any procurement under the project. For international procedures the procurement notices will be published automatically through STEP on the Bank's external website and UNDB, as well as locally on the Ministry's website, daily newspaper as relevant, and on the portal of Public Procurement Bureau at:

(<https://e-nabavki.gov.mk/PublicAccess/home.aspx#/notices>)

**Retroactive financing and advance procurement may be considered under the project, subject to the conditions set out in paragraphs 5.1 and 5.2 of the World Bank's Procurement Regulations for Borrowers.**

In accordance with the Procurement Regulations, the Bank requires the application of, and compliance with, the Bank's Anti-Corruption Guidelines, including without limitation the Bank's right to sanction and the Bank's inspection and audit rights. To ensure compliance with the above provisions in bidding processes that have already been conducted and for which the awarded/signed contracts did not include the relevant fraud and corruption (F&C) provisions, the MLSP and MOH shall require such suppliers/consultants and contractors to sign the Letter of Acceptance of the World Bank's Anticorruption Guidelines and Sanctions Framework so that these contracts can be eligible for financing under this project. The Bank will not finance any contracts that do not include the Bank's F&C-related clauses. The MLSP and MOH will also provide to the Bank the list of contractors/suppliers and subcontractors/sub-suppliers under these contracts for the Bank to ensure that the firms chosen are not and were not at time of award or contract signing on the Bank's List of Debarred Firms. Contracts awarded to firms debarred or suspended by the Bank (or those that include debarred or suspended subcontractors/sub-suppliers) will not be eligible for the Bank's financing.

**Retroactive financing.** Withdrawals up to an aggregate amount not to exceed EUR 27,000,000 may be made for payments made prior to the signing of the Loan Agreement but on or after February 1, 2020 for eligible expenditures.

**Procurement of secondhand goods may be considered under the project where justified and needed to respond to the emergency.** A procurement process for goods should not mix secondhand goods with new

goods; the technical requirements/specifications should describe the minimum characteristics of the items that could be offered secondhand—that is, age and condition (e.g., refurbished, like new, or acceptable if showing normal wear and tear); and the warranty and defect liability provisions in the contract should be written or adapted to apply to secondhand goods. Any risk mitigation measures that may be necessary in relation to the procurement and use of secondhand goods will be reflected in the PPSD.

**Hands on Expanded Implementation Support (HEIS) may be considered in the procurement of the initial needs of medical equipment and supplies, if requested by the borrower.** As part of HEIS, at the borrower’s request the Bank will provide Bank-facilitated procurement (BFP) to proactively assist in accessing existing supply chains. Once the suppliers are identified, the Bank could proactively support the borrower with negotiating prices and other contract conditions. The borrower will remain fully responsible for signing and entering into contracts and implementation, including assuring relevant logistics with suppliers such as arranging the necessary freight/shipment of the goods to their destination, receiving and inspecting the goods, and paying the suppliers, with the option of using the World Bank’s system of making direct payment to the contractors or suppliers or consultants on behalf of the client from the proceeds of the financing, in accordance with the terms of the Loan Agreement. The BFP would constitute additional support to the borrower over and above the usual HEIS, which will remain available. If needed, the Bank could also provide hands-on support to the borrower in contracting to outsource logistics. However, procurement execution remains the responsibility of the borrower, and HEIS does not result in the Bank’s carrying out procurement on behalf of the borrower. BFP to access available supplies may include aggregating demand across participating countries, whenever possible, and extensive market engagement to identify suppliers from the private sector and UN Agencies. The Bank is coordinating closely with WHO and other UN Agencies (specifically WHO and UNICEF) that have established systems for procuring medical supplies and charge a fee that varies across agencies and type of service and can be negotiated (around 5 percent on average). In addition, the Bank may help the borrower access governments’ available stock. In providing BFP the Bank remains within its operational boundaries and mandate, which already includes HEIS to help the borrower achieve the project’s development objectives. Procurement for goods/works and services outside this list will follow the Bank’s standard procurement arrangements, with the borrower responsible for all procurement steps (or with normal HEIS, as applicable).

The threshold for procurement approaches and methods are indicated in the table below.

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<b>Thresholds for Procurement Approaches and Methods</b>							
<b>(€ thousands)</b>							
<b>Works</b>			<b>Goods, IT and non-consulting services</b>			<b>Shortlist of national consultants</b>	
<b>Open international</b>	<b>Open national</b>	<b>RfQ</b>	<b>Open international</b>	<b>Open national</b>	<b>RfQ</b>	<b>Consulting services</b>	<b>Engineering and construction supervision</b>
<b>≧</b>	<b>&lt;</b>	<b>≧</b>	<b>≧</b>	<b>&lt;</b>	<b>≧</b>	<b>≧</b>	<b>≧</b>
5,000	5,000	200	1 000	1 000	100	300	N/A



