



Preparing Bankable Proposals (and getting them approved...)

Technical Workshop

Friday June 04, 2010, Phnom Penh



OBJECTIVES

- By the end of this workshop, interested and eligible Implementing Agencies should be able to develop and submit robust bankable proposals to the TDSP, in support of Cambodia's Trade SWAp.



CONTENTS

- Introduce TDSP and Pillar Roadmaps
- TDSP Appraisal & Endorsement Process
- Present proposal request, approval and implementation processes
- Questions and Answers



SECTION I

INTRODUCE TDSP AND PILLAR ROADMAPS



Framework for the Trade SWAp

Reform and Cross-Cutting Issues for trade Development.

Pillar Goal I:

Strengthening competitiveness in existing export industries and promoting export diversification by improving formulation and implementation of trade policies and regulations

Product and Service Sector Export Development.

Pillar Goal II:

Strengthen the supply capacity of the 19 product and service sectors identified in the 2007 Trade Integration Strategy

Pillar III Capacity Development.

Pillar Goal III:

Strengthening and Cambodian Trade Stakeholders to implement, update and manage RGC's trade development agenda and to negotiate the country's interests in trade and trade-related investment forums.



TDSP PRIORITIES

1. FROM THE TRADE SWAP Pillar work, itself coming from the DTIS 2007
2. From the priorities of the TDSP, reviewed on a yearly basis
3. Addressing cross-cutting issues and capacity constraints is a priority which will be reflected in selection of proposals



Operationalizing the SWAp: the TDSP

- Trade policy formulation and implementation
 - TBT/SPS
 - Trade Facilitation
 - Legal Reforms and WTO obligations
- Performance Monitoring
- Strengthening Institutional and Human Capacity
- (Sectors)

Organizations Outcome Areas	SSC	MDC	D/CO (MDC)	Line Ministries	Provincial Departments of Commerce	Partner Agencies
Leading Change			n/a	n/a	n/a	n/a
Managing and Coordinating Change	n/a	n/a				n/a
Monitoring and Evaluating	n/a	n/a				n/a
Communicating Trade SWAp	n/a	n/a				n/a
Informing Trade Policies through Applied Research**	n/a		n/a		n/a	
Implementing Policies	n/a		n/a			n/a
Managing Finances	n/a			n/a	n/a	n/a
Managing and Developing Human Resources	n/a					
Negotiating in Trade Fora	n/a		n/a		n/a	n/a



KEY PLAYERS IN SWAp

- IAs/Trade SWAp: Line Ministries propose and execute project activities.
- D/ICO: Officers work to facilitate program delivery, supported by national and int'l consultants
- IPA: selected independent company work on Procurement packages over a limited amount
- MEF: facilitate the fund from WB/donors and monitor the implementation process.



DICO, Trade SWAp & TDSP

- DICO is a new Department of MoC, established in 2008 to work on TRTA and Aid for Trade.
- DICO is the secretariat to SWAp, TDSP, EIF & future other TRTA.
- Apply the WB/ADB-MEF rule and regulation on Procurement and Financial Management



Cambodia Trade Sector Wide Approach (Trade SWAp)

SECTION II

TDSP APPRAISAL & ENDORSEMENT PROCESS



HOW TO REQUEST ASSISTANCE FROM TDSP ?

1. Get yourself knowledgeable on what the TDSP can and cannot do
2. Be active in Pillar/WG work
3. Develop project ideas/concepts on basis of Pillar/WG priorities
4. Use TDSP templates to develop proposals
5. Formally submit proposals to D/ICO
6. Be ready to adjust proposals



WHAT INPUTS ARE NEEDED FOR PROPOSALS ?

Requesting agency:

- Justification
- Link to trade
- Proposed outcomes and results
- Type of inputs needed + budget

➤ The requesting is the beneficiary, not the executor

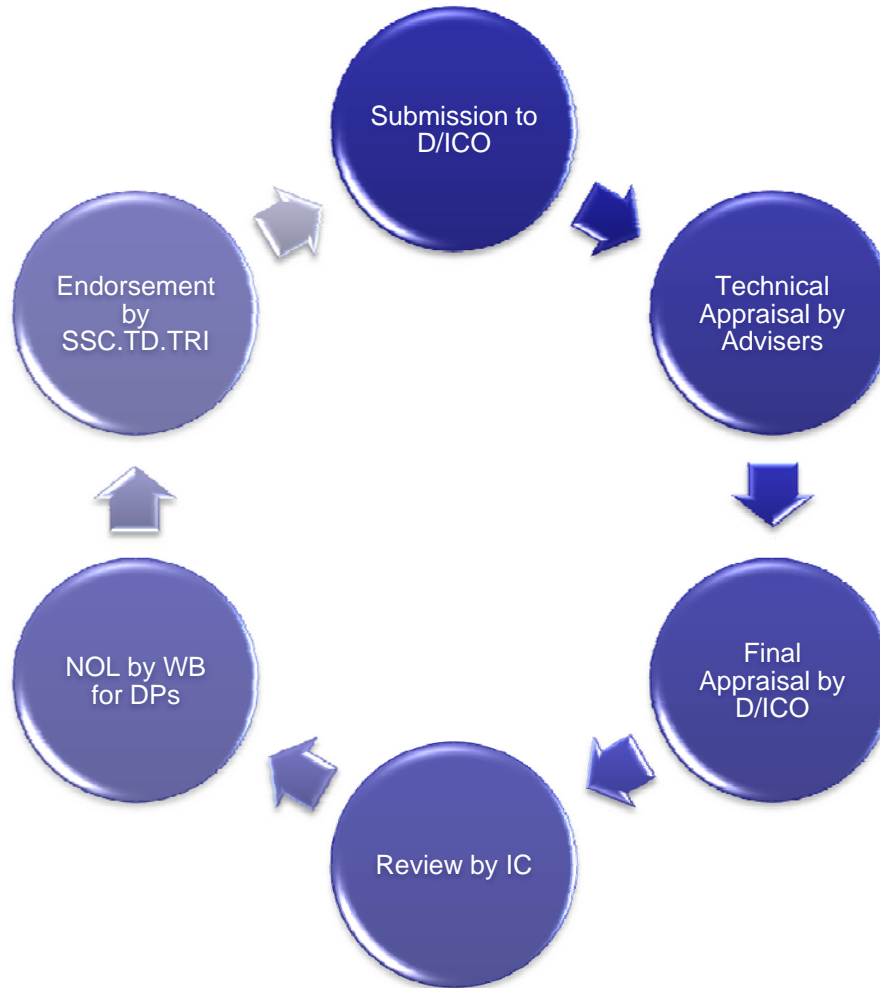
D/ICO:

- Eligibility to TDSP
- Can provide consultant to help drafting proposals and budgets
- Fine-tuning for submission to IC

➤ D/ICO acts as TDSP coordinating entity



Appraisal and Endorsement Process





1. APPRAISAL BY ADVISERS AND D/ICO

15 CRITERIA IN 5 CATEGORIES

- 1. STRATEGIC RELEVANCE AND COHERENCE WITH SWAP AND TDSP**
- 2. TECHNICAL FEASIBILITY**
- 3. COST EFFECTIVENESS**
- 4. IMPLEMENTIBILITY**
- 5. ACCOUNTABILITY / M&E**



1. APPRAISAL BY ADVISERS AND D/ICO (CONT'D)

- Trade link / justification
- Consultation with WG / Road Maps
- Assessment / origins of proposals
- Ownership
- Costing of inputs
- International vs. National input ratio
- Sustainability
- Overall, duplication, synergies with others



2. APPRAISAL BY IC

- Review coherence with to government strategies, orientations
- Balance among line ministries
- Possible duplication with existing initiatives
- Support to individual IAs proposals
- Can ask for further analysis or details on proposals



3. REVIEW BY DONORS AND WB

- Link to SWAp and TDSP components
- Sustainability
- Good governance
- Alignment with government policies
- Implementability
- Piecemeal vs. Long term projects



2010 DEADLINES

- To be considered for inclusion in 2010: 2nd round ends June 11, 3rd round Sep 30, 2010
- Proposals eligible to TDSP funding to be included in 2010 TDSP procurement plan
- Selection criteria will be applied as per SWAP and TDSP objectives
- Consultant is available for fine-tuning draft proposals



2010 DEADLINES

CALL #	DEADLINE	PROJECT STARTING DATE
SUMMER 2010	JUNE 11, 2010	OCTOBER 1, 2011
WINTER 2010	OCTOBER 15, 2010	JANUARY 1, 2011
SPRING 2011	FEBRUARY 2011	MAY 2011



SECTION III

PREPARING BANKABLE PROPOSALS



The Package

- A concept note
- Tentative work plan for the whole project duration
- Tentative budget plan for the whole project duration



Concept Note

3 parts:

A. GENERAL INFO

B. PROBLEM ANALYSIS

C. PROJECT CONCEPT

- This is the most important part
- Assessment needs to be clear: continuation of existing project, capacity assessment, feasibility studies, road map



The Work Plan

- Detailing output/activity/steps
- Providing start, due, and completion dates
- Providing M&E markers
 - ❑ Only use TDSP templates
 - ❑ Used to compile TDSP work plan
 - ❑ Can be fine-tuned later on



The Budget Plan

- Indicative ceiling is 100K<c<1 million
- Budget should be in accordance with TDSP financial rules.

- ❑ TDSP proposals **cannot** support official salaries, top-up or salary supplement
 - ❑ Inputs fall within 5 approved categories
 - ❑ Avoid study tours, training abroad, etc
 - ❑ Equipment shall be for project needs only



Legal Obligations

- An MoA will be signed between D/ICO (on behalf of TDSP) and IAs

- MoA will include:
 - The MoA text (narrative)
 - The agreed work plan (with M&E indicators)
 - The agreed budget plan (in accordance with SFMM and Operations Manual)
 - A signatory!



TDSP Procurement

- Procurement TDSP will be carried out in accordance with the World Bank's

"Guidelines: Procurement Under IBRD Loans and IDA Credits" dated May 2004, revised October 2006

and

"Guidelines: Selection and Employment of Consultants by World Bank Borrowers" dated May 2004, revised October 2006.

D/ICO's RESPONSIBILITIES

APPRAISE

PROCURE

MONITOR

ENGAGE IMPLEMENTING
AGENCIES
REGISTER PROPOSAL
REVIEW PROPOSAL
UPDATE PROPOSAL
FORWARD PROPOSAL
ADVISE IC

ALL GOODS AND
SERVICES UNDER
CERTAIN CEILINGS MUST
BE PROCURED BY D/ICO

M&E AT PROJECT,
PROGRAMME, PILLAR
AND SWAP LEVELS
UPDATE SWAP ROADMAP
BASED ON
ACHIEVEMENTS



Types of Procurement

Procurement is divided into three major categories, being:

1. Procurement of Goods
2. *Procurement of Civil Works*
3. Procurement of Services

TDSP does not include Procurement of Civil Works



Services

What are Consultancy Services?

“the procurement of knowledge”

Consultancy Services are provided on a professional basis by specialist companies and individuals. Examples of services:

- *policy advice*
- *studies*
- *technical assistance*
- *engineering & supervision*
- *project preparation*
- *project implementation*
- *trainingetc*



Who can deliver the Services?

Eligible private and public entities which include:

- *Individual Consultants*
- *Consulting firms (engineering, construction, management, procurement & inspection agents, auditors, legal advisors, financial institutions etc.)*
- *Universities (education & research bodies)*
- *Government Agencies*
- *NGOs*
- *International Organisations*



SECTION IV

QUESTIONS AND ANSWERS



Thank you very much



Trade Development Support Program



www.moc.gov.kh/tradeswap/