REQUEST FOR EXPRESSION OF INTEREST FOR SELECTION # 1048233

Selection Information

Assignment Title | IFC GLOBAL TRADE FINANCE PROGRAM - ASIA

Publication Date | 31-Aug-2011

Expression of Interest Deadline | 14-Sep-2011 at 11:59:59 PM (EST)

Language of Notice | English

Selection Notice

Assignment Country
AF - Afghanistan
BD - Bangladesh
BT - Bhutan
KH - Cambodia
FJ - Fiji
ID - Indonesia
IQ - Iraq
LA - Lao People's Democratic Republic
TP - Timor-Leste
VN - Vietnam
NP - Nepal
PG - Papua New Guinea
WS - Samoa
SB - Solomon Islands
LK - Sri Lanka
PH - Philippines

Funding Sources
The World Bank intends to finance the assignment/services under Trust Funds:

BB - BANK BUDGET
TF057765 - IFC GLOBAL TRADE FINANCE PROGRAM TECHNICAL ASSISTANCE INITIATIVE

Individual/Firm
The consultant will be a firm.

Assignment Description

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IFC GLOBAL TRADE FINANCE PROGRAM

IFCs Global Trade Finance Program (GTFP), approved by the World Bank Board in November 2004, has been established to promote trade flows between emerging markets, increase developing countries share of global trade, and support South-South flows of goods and services. This program guarantees trade instruments to help mitigate the payment risk of Issuing Banks in emerging markets in trade transactions. The GTFP also provides technical assistance to banks, with a focus on institutional capacity building in Trade Finance and International Trade Operations.
Trade Finance Advisory Program

Institutional capacity building offered to banks that join the program is an integral component of the GTFP. In this advisory component, IFC provides training to banks in various functional areas related to trade finance. The objective of the advisory program is to: (i) upgrade skills in structuring both basic and complex trade finance transactions; (ii) improve knowledge of trade finance risk mitigation techniques; (iii) upgrade operational and technical skills of trade finance back offices; and, (iv) transfer current international best practices in trade finance to local markets.

With funding support provided by the Japanese Government, IFC aims to keep the underserved markets updated of changes in trade finance rules and practices in the international markets to introduce trade solutions to SMEs. There are no restrictions on the citizenship of firms/trainers (funds untied).

IFC now invites eligible consultants to indicate their interest in providing their services by submitting a response to this Request for Expressions of Interest (REOI). Please note that Consulting Firms may associate with other interested firms or individuals to enhance their qualifications. Firms that have been determined to be qualified through the evaluated results of this first stage may be invited to submit proposals for the Request for Proposals (RFP).

Description of work

IFC-GTFP is planning to carry out training programs in the following countries (but not limited to) in Asia prior to June 30th, 2013: Bangladesh, Cambodia, Timor-Leste, Indonesia, Lao PDR, Nepal, Papua New Guinea, Solomon Islands, Sri Lanka, Vietnam, Samoa, Fiji, Bhutan, Philippines, Afghanistan and Iraq.

Training modules to be covered are (but not limited to):
- Trade Products: This course covers all aspects of trade finance and will go through all the methods of payment in trade. At the end of the course, participants will have a very good understanding of all the Trade Products with an emphasis on the more commonly used products and an overview of the more sophisticated products used internationally.
- Trade Operations: A back Office Operations training, is a one-week operations course designed to enhance skills in back-office procedures and operations.
- Trade Sales: An intermediate to advanced one-week training program for front-office staff and sales managers of local banks on marketing and outreach to clients to build knowledge and provide solutions for increasing trade business.
- Applied Trade Finance: An advanced course which highlights the concept of Risk and the dimension it introduces in the usage and application of Trade Finance practices. Participants will be exposed to the rationale behind certain banking practices, be instructed on desirable practices and have the opportunity to examine the mechanics of certain products. The key objective is that participants recognize the reality of business conditions and adopt a problem-solving approach towards their clients.
- Risk Management: A course designed for Credit/Risk Managers covering the management of risks in International Trade.
- SME Workshops: A one to three day workshops designed to heighten awareness of the viability of trade finance as a financing option among existing and prospective exporters and importers who are banking with IFC client banks.
- Bank Supervision and Internal Controls: This course is designed to enhance skills of Commercial Bankers working in Internal Control departments and Bank Supervision staff of Central Banks.
- Documentary Credit: One week training program focusing on Documentary Credit as a trade finance instrument, and related guidelines.
- Know Your Client: A training program designed to emphasize the importance of conducting due diligence and introduction of the KYC toolkit as a resource.
- Short term and long term advisory services: in-house placement of trade finance professionals to provide training and advisory services in back-office operations, compliance and best practices. The duration is determined based on the needs of client banks, and can range from 1 to 12 months.

Scope of work

IFC-GTFP is seeking the services of firms/consultants to conduct the following tasks (but not limited to) in Asia:
- Localizing and delivering existing/standardized course materials for existing programs to illustrate market needs in Asia
- Developing new programs on demand
- Delivering trade related training programs in Asia
- Managing entire training program including logistics.

Evaluation Criteria

The responses will be reviewed and firms/consultants deemed best qualified in IFCs judgment will be short-listed according to the following criteria:
The following qualifications are mandatory:
- At least 10 years working experience in trade finance and in emerging markets
- Strong expertise in designing and delivering training programs on trade finance to financial institutions (provide supporting documents)
- Demonstrate familiarity with Asian Market
- Language proficiency in English
- Provide evidence of previous experience or existing resources and capability to organize events in Asia.

The following qualifications are desirable:
- Ability to hire a local trainer/translator with a strong background in Trade finance where necessary.

Additional Instructions
Expressions of Interest must be submitted through World Bank Group eConsultant2
no later than September 14th, 2011 and shall not exceed 4 pages. If the submitted response exceeds 4 pages, IFC reserves the right to read only the first 4 pages.

By responding to this REOI, you are confirming compliance with the World Bank Group Procurement Policy.

IFC reserves the right to limit the number of qualified firms shortlisted for efficiency. IFC reserves the right to verify any information provided, or to request additional information after REOI packages are received. IFC reserves the right to proceed, or to not proceed, with issuing an RFP. IFC reserves the right to modify the scope of work for the RFP as necessary to meet Project requirements.

All data and information received from IFC for the purpose of this assignment are to be treated confidentially and are only to be used in connection with the execution of these Terms of Reference. The contents of written materials obtained and used in this assignment may not be disclosed to any third parties without the expressed advance written notice of IFC.

Interested consultants are hereby invited to submit expressions of interest through World Bank Group eConsultant2

Any questions related to this REOI should be addressed in writing only by sending an e-mail to Gimhani Talwatte Seneviratne at GTalwatte@ifc.org and Astou Sylla at Asylla@ifc.org. IFC is not responsible for any verbal explanation or interpretation of these documents.

Sincerely,

Gimhani Talwatte Seneviratne
Head, Short Term Finance/Trade Finance Coordinator, Asia
GTFP Advisory Services Program, Global IFC
Global Trade Finance Program

IFC Global Trade Finance Program

Qualification Criteria

1. At least 10 years working experience in trade finance and in emerging markets;
2. Strong expertise in designing and delivering training programs on trade finance to financial institutions (provide supporting documents);
3. Demonstrate familiarity with Asian Market
4. Language proficiency in English
5. Provide evidence of previous experience or existing resources and capability to organize events in Asia.
6. Provide information showing that they are qualified in the field of the assignment.
7. Provide information on the qualifications of key staff.
8. Provide information on the technical and managerial capabilities of the firm.
9. Provide information on their core business and years in business.

* - Mandatory

Selection and contracting will normally be made from responses to this request for expression of interest. The consultant will be selected from a shortlist, subject to availability of funding.