REQUEST FOR EXPRESSION OF INTEREST FOR SELECTION # 1051618

Selection Information

<table>
<thead>
<tr>
<th>Assignment Title</th>
<th>IFC Global Trade Finance Program in Asia - Bangladesh, Bhutan and Sri Lanka</th>
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<tbody>
<tr>
<td>Publication Date</td>
<td>10-Oct-2011</td>
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<tr>
<td>Expression of Interest Deadline</td>
<td>27-Oct-2011 at 11:59:59 PM (EST)</td>
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<tr>
<td>Language of Notice</td>
<td>English</td>
</tr>
</tbody>
</table>

Selection Notice

<table>
<thead>
<tr>
<th>Assignment Country</th>
<th>BD - Bangladesh</th>
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<td></td>
<td>BT - Bhutan</td>
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<td>LK - Sri Lanka</td>
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<td>Funding Sources</td>
<td>The World Bank intends to finance the assignment/services under Trust Funds:</td>
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<td></td>
<td>BB - BANK BUDGET</td>
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<td>TF057765 - IFC GLOBAL TRADE FINANCE PROGRAM TECHNICAL ASSISTANCE INITIATIVE</td>
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<tr>
<td>Individual/Firm</td>
<td>The consultant will be a firm.</td>
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Assignment Description

Request for Expressions of Interest

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 (back-office) in the following countries in Asia prior to June 30th, 2013: Bangladesh, Bhutan and Sri Lanka.

The training module to be covered is:
Trade Operations: A back Office Operations training is a one-week operations course designed to enhance skills in back-office procedures and operations.

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
- Managing entire training programs 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 the Asian Market
- Language proficiency in English
- List of related training programs (back office) provided to financial institutions especially in Asia
- Provide evidence/information on 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.

There are no restrictions on citizenship.

Additional Instructions
no later than October 27th, 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 - https://wbgeconsult2.worldbank.org/wbgec/index.html

Any questions or correspondence related to this REOI should be sent via eConsultant2 using the link provided above.
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.

Sincerely,

Gimhani Talwatte Seneviratne
Head, Trade Advisory
IFC Short Term Finance, Global Trade Finance Program

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**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 the Asian Market.
4. Language proficiency in English.
5. List of related training programs (back office) provided to financial institutions especially in Asia.
6. Provide evidence/information on previous experience or existing resources and capability to organize events in Asia.
7. Provide information on the qualifications of key staff.

*Mandatory*