



16 March 2017

MA 08/17

TO ALL FIDIC MEMBER ASSOCIATIONS

Dear Colleagues

Annual Visit to Multi-lateral Development Banks (MDBs)

As you know, one of the more important regular items on the FIDIC agenda is our relationship with the Multi-lateral Development Banks (MDBs). Collectively they represent only a small portion of global investment in infrastructure, but their influence on good procurement practice internationally and at the national level remains very significant. This is extremely important to all member firms.

Several of the banks have modified their procurement practices and are now introducing these into the marketplace. FIDIC has been closely involved in procurement reforms of the World Bank, African Development Bank (AfDB), European Bank for Reconstruction & Development (EBRD), Asian Development Bank (ADB), Inter-American Development Bank (IADB), and various bi-lateral agencies, in an effort to assist them in developing procurement programs and policies which benefit all stakeholders (the bank, owners, participating firms, and ultimately the public who benefit from MDB funded projects).

Our agenda with these MDBs includes integrity (both compliance and sanction issues), selection of consultants based on quality and qualifications not on price (MDB procurement procedures versus national procedures); Alternative Procurement practices; the benefits of international standards such as FIDIC contracts; the role of professional consultants in investment and procurement strategies (sustainability, capacity building, etc.), as well as collaborative FIDIC training.

In 2017, FIDIC will visit the World Bank and Inter-American Development Bank in mid April, as well as Millenium Challenge Corp, and US Aid. Later in the year there will be visits to the African Bank, the ADB and EBRD, as well as newer players such as NDB and AIIB. Also, a meeting with the Heads of Procurement of all of these banks, plus others, will take place later in the year. As FIDIC reaches the final stages of developing its new suite of contracts, negotiations are taking place with all funding institutions on their adoption and use.

I invite you to contact me at your earliest convenience with any requests or suggested topics or issues you might wish us to raise with the Banks, plus any relevant supporting material. Thank you for assisting us in this endeavor and for your ongoing support of FIDIC programs.

Best regards,



Enrico Vink
Managing Director