

Post Facto Evaluation

The purpose of such retrospective evaluation is to assess the project's impact in terms of its initial goals and to learn from the experience acquired during the process of carrying it out.

Bank Group contracts account for 20 per cent of the Bank's activities, civil engineering works for 30 per cent, and capital equipment for 50 per cent. The annual loan program gives a precise indication of the key sectors of Bank Group participation. Your firm is advised to begin enquiries as soon as projects appear in the quarterly review of operations issued by the Bank group. This will make it possible for you to get a head start by meeting the officers responsible within the executing agencies and project and loan officers at the Bank. It will also allow you, if necessary, to find a good agent in the borrowing country to watch over the project's progress and to anticipate the call for tenders.

Experience has shown that it is important for firms to have information about projects well before the call for tenders. Everything is not necessarily decided at this stage, but the company that discovers a project only when the call for tenders goes out will have a decided handicap in competing with those who have had time to prepare. The deadlines for responding to calls for tenders are usually very short, often six weeks or two months, and much of that time will be taken up obtaining the specifications and sending in the bids. It is, therefore, in the best interest of firms to obtain any information that may be available before the call for tenders.