

1997 WORLD BANK AND IDB CONTRACT AWARD WINNERS

Having examined the context in which Canadian companies compete for IFI-financed contracts, it is enlightening to look at the value of the contract awards and the individual companies that won them.

Canadian companies generally won relatively small contracts. The average value of Canadian World Bank prior review contract awards was US\$ 559,580, yet the *median* Canadian contract award was only US\$ 200,000. Even the largest contracts awarded to Canadian firms were modest in comparison to the World Bank overall. Only 15 Canadian companies won contracts valued over US\$ 1 million, whereas the average World Bank contract award in 1997 was US\$ 1.1 million.

DISTRIBUTION BY VALUE OF CANADIAN WORLD BANK CONTRACT AWARDS
- FY 1997

US Dollar Value	Number of Contracts
0 - 500,000	116
500,000 - 1 million	18
1 million - 5 million	13
over 5 million	2

Source: Procurement Policy & Services Group

Slightly over 50% of the Canadian companies winning World Bank-financed contracts in 1997 had won at least one other World Bank-financed contract in the last 4 years. The average value of the contracts awarded to these companies was US\$ 937,128. The largest contracts were won by established, large Canadian companies like Consumer Gas (US\$ 8,424,940), Nortel (US\$ 9,585,848; US\$ 3,969,315), N. D. Lea International (US\$ 4,519,939) and Maloney Industries (US\$ 3,960,669).

The performance of companies that had not won contracts financed by the World Bank in the last 4 years differs greatly from those that had. Excluding the contracts won by Consumer Gas, Nortel and Maloney Industries, the average value of contracts won by these firms was US\$ 326,892.

The IDB contract awards to consulting firms do appear to illustrate a tendency similar to that of the World Bank overall: larger, Canadian companies with established international experience won 5 out of the 9 contracts and generally won contracts of greater value than the other companies. Stanley International Group and SNC-Lavalin International won the two largest contracts, valued at US\$ 1,136,830 and US\$ 1,348,602 respectively.

Although it is difficult to draw any unreserved conclusions from the contract awards data, one observation can be made. As in previous years, in terms of