



WFEO



AMERICAN COUNCIL OF ENGINEERING COMPANIES



March 14, 2008

Mr. Robert B. Zoellick
President
World Bank
1818 H Street, NW
Washington, DC 20433

Re: World Bank's Country Systems for Procurement Proposal

Dear Mr. Zoellick:

On behalf of the leading U.S. and international architectural, engineering, and construction organizations, we are writing to express concerns over a proposed World Bank pilot program to permit borrowing countries to utilize their own procurement practices on Bank-funded projects.

As a group we represent approximately 10 million professional engineers worldwide, our industry generates about 10% of global GDP, about \$5 trillion annually, and is responsible for designing, building and maintaining the built environment.

The Bank's goal of developing procurement management capacity within borrowing countries is laudable, provided it protects the Bank's reputation for good governance. We believe that the safeguards which are proposed in the pilot program should be augmented by including a component of technical consulting expertise in the review process.

In its development of this proposal, Bank staff relied heavily on donors and development agencies. We would respectfully recommend that the World Bank establish an international technical advisory group to advise the Bank on its country systems proposal. This group would be comprised of private sector stakeholders, including representatives from the architectural, engineering, and construction organizations to assist the Bank in this effort. The members of our respective organizations have a great deal of practical experience with World Bank projects and international competitive procurements, and would serve as an invaluable resource to the Bank.

The Bank has used this approach to good effect in the past. For example, the Biannual Meeting of International Lending Agencies and the Consulting Industry (BIMILACI) provides a forum for an exchange of views between the private sector and the World Bank. In this case, it would

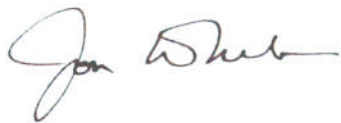
Mr. Robert B. Zoellick, President
World Bank
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be more useful to have an international technical advisory group focused specifically on the improvement of the pilot program.

We are eager to work with you to identify industry experts to join the international technical advisory group to actively support your efforts and to improve the effectiveness of the World Bank as a premier development institution.

Thank you for your consideration, and for your willingness to reach out to the business community on this important issue. We are committed to continuing our constructive engagement with you.

Sincerely,



Jon D. Nelson, P.E.
Chair, American Association of Engineering Societies (AAES)



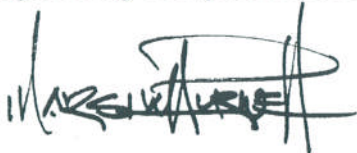
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cc: World Bank: Jeff Gutman, Peter Harold, Bernard Becq, Whitney Debevoise
U.S. Treasury: Mark Jaskowiak