



The World Bank Group (WBG) lends billions of dollars to developing countries to support poverty reduction, economic development and policy reforms in the form of loans, credits, guarantees, and technical assistance. The recipients of these loans require goods, equipment, civil works and consulting services to carry out projects. These projects represent business opportunities for Florida companies and organizations. Each project has the potential to generate thousands to millions of dollars for Florida companies.

How Enterprise Florida can help:

Enterprise Florida Inc. (EFI) is one of only nine U.S. organizations selected by the World Bank to have a designee serve as a Private Sector Liaison Officer (PSLO). With the knowledge of World Bank funding and procurement opportunities, Florida's PSLO helps to create a better understanding of how to bid on World Bank projects, and also guides Florida companies through the procurement process.

What the State of Florida PSLO does:

- Host business opportunities seminars on World Bank Projects & Procurement, International Finance Corporation financing opportunities, and the promotion of foreign direct investment into developing countries through the Multilateral Investment Guarantee Agency.
- Disseminate information and research about projects, private sector engagement and development issues.
- Collaborate with the WBG to encourage Florida companies to join sector specific delegations to Washington D.C. or WBG client countries for meetings with WBG Country offices, government project implementing agencies, and Business-to-Business meetings with local companies.
- Help companies navigate the project and procurement process by facilitating contact with the WBG.

Contact your State of Florida World Bank PSLO for more information:

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(PSLOs are not funded by, nor are they employees of the WBG)

Leading Industry Sectors for World Bank Opportunities

- Water & Flood Protection
- Sanitation
- Transportation
- Law, Justice & Public Administration
- Agriculture, Fishing, & Forestry
- Education
- Energy & Mining
- Health & Other Social Services
- Industry & Trade
- Information & Communication

To learn more about the World Bank Procurement Process for Projects and Programs, [click here](#).



WORLD BANK GROUP

A complete listing of World Bank business opportunities can be found at <http://projects.worldbank.org>