**PROCUREMENT/CONTRACTING PLAN**

**General information**

**Country:** El Salvador

**Beneficiary:** Whole Child International

**Executing Agency:** Whole Child International

**Project Name:** Mejoramiento de la Calidad de Atención en Primera Infancia

**Project and Contract numbers:** ATN/KP-14660-ES

**Brief description of the project’s objectives and components:** El objetivo de éste proyecto, es mejorar la calidad de la atención que reciben niños y niñas pobres de 0 a 6 años a través del fortalecimiento de los actores públicos encargados d este grupo poblacional y la implementación de la primera evaluación a nivel nacional de la calidad de la presentación de servicios.

**Estimated date of project approval: October, 2014**

**Estimated date of signature of the TC agreement: October, 2014**

**Estimated date of the final disbursement: March, 2016**

**A. Introduction**

Procurements for the proposed project will be carried out in accordance with the *Policies for the Procurement of Works and Goods Financed by the Inter-American Development Bank* ([GN-2349-7](http://manuals.iadb.org/pdf/english/GN-2349-7-e.pdf)), of July 2006; and the *Policies for the Selection and Contracting of Consultants Financed by the Inter-American Development Bank* ([GN-2350-7](http://manuals.iadb.org/go.cfm?do=Page.View&pid=1929)), of July 2006, and with the provisions established in the loan contract and this procurement plan.

**B. Procurement plan**

The procurement plan for *Mejoramiento de la Calidad de Atención en Primera Infancia* covering *24* months of project execution has been agreed between the Bank and Whole Child International.The plan, indicates the procedure to be used for the procurement of goods, the contracting of works or services, and the method of selecting consultants, for each contract or group of contracts.

The following documents can also be found on the Bank’s website: [Project Procurement Information](http://condc05.iadb.org/idbppi/aspx/ppProcurement.aspx?pLanguage=SPANISH)

**C. Project procurement**

The following is a general description of the procurement planned for the proposed project.

**Works procurement:** **N/A**

Project works requiring international competitive bidding (ICB) will be contracted using the standard bidding documents (SBDs) issued by the Bank. Procurement subject to national competitive bidding (NCB) will be undertaken using national bidding documents agreed upon with the Bank*.*

**Goods procurement:** The goods to be procured for this project include the following: *Childcare equipment and toys (equipment to stimulate children´s cognitive, fine and gross motor, and communication skills); furniture and furnishings for childcare centers; memory books; furniture (office/residence/training) and computers.*

Project goods requiring ICB will be procured using the SBDs issued by the Bank. Procurement subject to NCB will be undertaken using national bidding documents agreed upon with the Bank*.*

**Procurement of consulting services:** Consulting services for the project include: Country Director, two Program Managers, two Program Coordinators, 16 Trainers, 15 local evaluators, *Consultancy for Diplomados (UCA*)*, Consultancy for the impact assessment (Duke University, USA), Consultancy for Diplomado support (Harvard University).*

The consulting firms to be hired for the project will be selected using the standard request for proposals (RFP) issued by the Bank. Individual consultants will be selected according with the provisions established in chapter V of the policy in document [GN-2350-7](http://manuals.iadb.org/pdf/English/GN-2350-7-e.pdf).

Short lists of consultants for consulting services estimated to cost less than US$ *200.000* equivalent per contract, may consist entirely of national firms.

La Universidad de Duke (Duke) será seleccionada directamente y contratada para la conversión de la herramienta WCI-QCUALS, a una aplicación de teléfono inteligente “*Smart phone*” y evaluación de todos los 217 CDI, CBI y CdP. Duke tiene amplia experiencia de planta en su instituto global Centro para la Política de Salud e Investigación de Inequidades (CHPIR) en áreas diversas como psicología, política, trabajo social, economía, educación, informática y sobre todo programas de primera infancia para poblaciones en riesgo. A través de sus profesionales de diversas áreas con experiencia en realizar investigaciones y desarrollar herramientas (como su sistemas de monitoreo de niños/as para evitar tráfico en Camboya), Duke está preparada para atender las diversas necesidades de la conversión y mejoramiento del WCI-QCUALS para las necesidades de El Salvador. También Duke cuenta con experiencia de renombre mundial en evaluaciones de este tipo. Los resultados de su último trabajo de análisis de calidad de prestación de servicios en instituciones y hogares sustitutos en diez sitios en siete países, fue publicado en la “*PLOS one*”, y se considera un esfuerzo pionero para los académicos y los profesionales de la primera infancia y los servicios para los niños vulnerables de todo el mundo.

La Universidad de Harvard será seleccionada directamente y contratada para aportes al diplomado de Gerencia en Cuido Infantil. El *Center on the Developing Child at Harvard University* cuenta con experiencia de renombre a nivel mundial en estudios de primera infancia y en capacitaciones a ejecutivos. Su trabajo actual en capacitación a líderes brasileños incluyendo políticos, gestores y líderes de la sociedad civil.

WCI busca colaborar con instituciones académicas locales, para apoyar la capacidad local y asegurar sostenibilidad. La Universidad Centroamericana “José Simeón Cañas” (UCA) será seleccionada directamente y contratada como lugar de ejecución del diplomado de Gerencia en Primera Infancia y el Diplomado de Prácticas en Primera Infancia. El Dr. Gaborit, será seleccionado directamente y contratado como investigador principal. El Dr Gaborit quien es investigador y docente en ambos la UCA y la Universidad de San Louis, cuenta con experiencia y renombre a nivel regional y global por su trabajo con niños en riesgo, específicamente aquellos que han sufrido el impacto de violencia e inestabilidad. El departamento de psicología comunitaria, bajo su liderazgo, cuenta con interés y personal dedicado al tema de niños/as en riesgo e intervenciones para mejorar su situación. El trabajo de la UCA en justicia social al nivel nacional lo identifica como lugar idóneo de explorar cómo mejorar la atención en primera infancia al nivel político y operativo.

Para el Componente 2 se contrataran asimismo de manera directa dos expertos internacionales, Ani Shabazian y Janet Gonzalez-Mena en Desarrollo Infantil temprano como asesores temáticos.

Ani N. Shabazian, Ed.M, Ph.D., Director, Children’s Center, School of Education Assistant Professor, Loyola Marymount University, will be directly hired to fill the position of Ciriculum Developer, in order to develop the content and lesson plans for the curriculum for the Diplomados. Ani N. Shabazian has been contributing to this curriculum since 2009 and her experience is fundamental for the continuation and sustainability of the project since she contributed to the development of Whole Child’s methodology, which is the core principle on which this project is based.

Janet Gonzalez-Mena Janet Gonzalez-Mena taught in the California university and community college systems for 35 years.  She was on the full-time faculty at Napa Valley College in the Child and Family Studies Department for 15 years. Janet started her early childhood career in a cooperative preschool as a parent volunteer in 1966.  She became a preschool teacher and taught in three types of programs including Head Start, a program for Spanish-speaking children and their families, and a home-based preschool program.  Later she became a director of child care programs and helped to open several pilot projects including a therapeutic child care program and an infant-center. Recently she has studied at the Pikler Institute in Budapest. Janet is the author of four early childhood education textbooks, plus a book on diversity and two parenting books. In 2002 she co-authored Bridging Cultures in ECE, a training manual for WestEd.  She has been on the faculty of WestEd’s Program for Infant-Toddler Care training trainers since 1991.  Janet earned a B.A. in English from University of California, Davis and a M.A. in Human Development from Pacific Oaks College.

Gabriela Serrano will be hired directly to fill one of the Program Manager positions. Ms. Serrano has worked for Whole Child International since October 2005. She has served in various capacities, including Program Coordinator, and Regional Program Manager for Central America and she has also been and continues to be Whole Child’s legal representative in El Salvador. She has conducted caregiver trainings and technical assistance for the past five years, and is the only current staff who has experience with Whole Child’s specific curriculum.

Tamara Byres will be hired directly to fill one of the Program Coordinator positions. Ms. Byres has a graduate degree in psychology and in the development and management of community social projects, with more than 10 years of experience working with NGOs. Tamara has worked extensively for the rights of at-risk children and participated in the implementation of protection policies for young children, adolescents, and persons with disabilities throughout Nicaragua. As coordinator of child protection teams, Tamara provides technical and general staff assistance in protection centers. Recently Tamara had the opportunity to participate in the Pikler Intensive Training III.

Yader Anderson will be hired directly to fill the position of Financial Administrator. Mr. Anderson, an accountant with a postgraduate degree in business administration and management, has more than 15 years of experience developing and implementing processes and controls, improving and creating better accounting practices. Prior to joining Whole Child, Yader worked for the transparency and successful management including performing internal audits, ensuring compliance with donor regulations of community-based, multinational funded projects focused on the environment and human development. Yader’s biggest contribution to Whole Child's work has been the implementation of replicable systems that facilitate the technical team's intensive focus on their efforts in the childcare institutions.

Leesa Kaplan, PhD will be hired as the Country Director, El Salvador. Dr. Kaplan has more than 30 years of experience in education and training, international development and in project and program leadership, administration and management. She has led numerous education and training programs in El Salvador, Honduras, Kenya-South Sudan and East Timor. These programs have covered all levels of education and training, ranging from early childhood care and education to primary, secondary and tertiary education, to at risk youth. Dr. Kaplan has long-term experience living and working in El Salvador, as the Director of the USAID-funded EDIFAM program, Country Director of U.S. Peace Corps and Program Officer of USAID-funded education and training programs since 1992. A longtime educator, Dr. Kaplan has extensive experience in teaching and facilitating in formal and non-formal settings as well as in the development of curricula and learning competencies, the design of instructional and training materials and assessment instruments and measures, and in the implementation of student achievement and teacher performance evaluations. Dr. Kaplan received her PhD in Education, Masters in Applied Anthropology and Bachelor of Arts in Spanish and Secondary Education from American University in Washington, D.C.

Meghan Lopez is the Whole Child International Director of Programs. Ms. Lopez is a Board-Certified Family Nurse Practitioner who has worked in international program development and management for more than 15 years. Her work has contributed to health and child-development projects ranging from training rural community health workers; primary-care patient education; assessment of and training for quality childcare; and relationship development with local, national, and international partners. Meghan received her Bachelor of Arts in the Politics of Religion from Dartmouth College, after which she spent four years in the Peace Corps in Paraguay. She returned to the United States to pursue a Master of Science in Nursing at Johns Hopkins University where she also became certified as a doula. Meghan is certified by the Inter-American Development Bank as an Online Teacher in Early Childhood Development. Meghan also has received Pikler Intensive Training, gaining key perspectives on the application of best practices for care of children in group care.

**Operating expenses:** The following operating expenses will be financed by the Bank: **N/A**.

Project operating expenses to be financed by the Bank may be contracted using the executing agency’s procedures that have been previously reviewed by the Bank and classified as satisfactory*.*

**Others:**

D. Bank review of procurement decisions

The following contracts will be subject to prior review by the Bank in accordance with Appendix 1 of the policies for the procurement of works and goods and the selection of consultants, respectively:

1. Works contracts with an estimated total cost of US$*25,000* equivalent or more.
2. Goods contracts with an estimated total cost of US$*25,000* equivalent or more.
3. All direct contracting.
4. Contracts for Consulting Services with firms with an estimated total cost of US$*15,000* equivalent or more.
5. Contracts with Individual Consultants with an estimated total cost of US$*15,000* equivalent or more.
6. All Single-Source Selection of Consulting Firms.

The remaining contracts will be subject to ex-post review by the Bank, in accordance with the aforementioned Appendix 1 of the policies.

E. Domestic preference

NA.

Appendix 1

# Procurement plan[[1]](#footnote-1)

**Country:** El Salvador

**Beneficiary:** Whole Child International

**Executing Agency:** Whole Child International

**Project Name:** Mejoramiento de la Calidad de Atención en Primera Infancia

**Project and Contract numbers:** ATN/KP-14660-ES

**Brief description of the project’s objectives and components:** El objetivo de éste proyecto, es mejorar la calidad de la atención que reciben niños y niñas pobres de 0 a 6 años a través del fortalecimiento de los actores públicos encargados d este grupo poblacional y la implementación de la primera evaluación a nivel nacional de la calidad de la presentación de servicios.

**Estimated date of project approval: October, 2014**

**Estimated date of signature of the TC agreement: October, 2014**

**Estimated date of the final disbursement: March 2016**

**Address of the executing agency office responsible for the procurement plan:**

Whole Child International (Niñez Integral Internacional) Calle Circunvalación #265 San Benito San Salvador, El Salvador. +505-2246-3400

**Proyecto: Mejoramiento de Calidad de Atención en Primer Infancia**

**Número del Proyecto: ATN/KP-14660-ES**

| **No. de Ref.[[2]](#footnote-2)** | **Categoría y Descripción del Contrato de Adquisiciones** | **Costo Estimado de la Adquisición** | **Método de Adquisi-ción[[3]](#footnote-3)** | **Revisión (ex-ante ó ex-post)** | **Fuente de Financiamiento y Porcentaje** | | **Preca-lifica-ción[[4]](#footnote-4)**  **(Si/No)** | **Fechas Estimadas** | | **Status [[5]](#footnote-5) (Pendiente, en proceso, adjudicado, cancelado)** | **Comentarios** |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **BID** | **LOCAL** | **Publicación Anuncio Específico de Adquisición** | **Terminación Contrato** |
|  | |  |  |  |  |  |  |  |  |  |  |
| **1. Bienes** | |  |  |  |  |  |  |  |  |  |  |
| **Componente 1: Contribuir al Conocimiento Regional: Evaluación y Monitoreo** | |  |  |  |  |  |  |  |  |  |  |
| 1.1.1 | N/A |  |  |  |  |  |  |  |  |  |  |
| **Componente 2: Mejores Prácticas en Primera Infancia** | |  |  |  |  |  |  |  |  |  |  |
| 1.2.1 | Materiales para mejoramiento de los centros pilotos | 72000 | CP | Ex-ante | 0 | 100 | Si | 10/1/14 | 10/30/16 |  |  |
| **Componente 3: Fortalecimiento de Capacidad en Atención Infantil** | |  |  |  |  |  |  |  |  |  |  |
| 1.3.1 | N/A |  |  |  |  |  |  |  |  |  |  |
| **2. Servicios Diferentes a Consultoría** | |  |  |  |  |  |  |  |  |  |  |
| **Componente 1: Contribuir al Conocimiento Regional: Evaluación y Monitoreo** | |  |  |  |  |  |  |  |  |  |  |
| 1.2.1 | Transporte Local | $3,600 | CP | Ex Ante | 100 | 0 |  | 10/1/14 | 10/30/16 |  |  |
| **Componente 2: Mejores Prácticas en Primera Infancia** | |  |  |  |  |  |  |  |  |  |  |
| 2.2.1 | Transporte Local | $12,300 | CP | Ex Ante | 0 | 100 |  | 10/1/14 | 10/30/16 |  |  |
| 2.2.2 | Edición | $10,008 | CP | Ex Ante | 100 | 0 |  | 10/1/14 | 10/30/16 |  |  |
| **Componente 3: Fortalecimiento de Capacidad en Atención Infantil** | |  |  |  |  |  |  |  |  |  |  |
| **3. Servicios de Consultoría** | |  |  |  |  |  |  |  |  |  |  |
| **Componente 1: Contribuir al Conocimiento Regional: Evaluación y Monitoreo** | |  |  |  |  |  |  |  |  |  |  |
| 3.1.1 | Contratación de firma (la Universidad de Duke) para diagnóstico a los Centros de Desarrollo Infantil, Centros de Bienestar Integral y Centros de Protección del país | $278,980 | SD | Ex Ante | 100 | 0 | Si | 10/1/14 | 10/30/16 |  |  |
| 3.1.2 | Contratación de firma (la Universidad de Duke) para convertir WCI-QCUALS a una aplicación electrónica para teléfono inteligente (“smartphone”) | $68,968 | SD | Ex Ante | 0 | 100 | Si | 10/1/14 | 10/30/16 |  |  |
| 3.1.3 | Contratación de 15 evaluadores para diagnostico a los Centros de Desarrollo Infantil, Centros de Bienestar Integral y Centros de Protección del país. | $108,000 | CCIN | Ex Ante | 100 | 0 | Si | 10/1/14 | 10/30/16 |  |  |
| **Componente 2: Mejores Prácticas en Primera Infancia** | |  |  |  |  |  |  |  |  |  |  |
| 3.2.1 | Servicios de consultoría de 2 expertos en primera infancia | $43,260 | SD | Ex Ante | 100 | 0 | Si | 10/1/14 | 10/30/16 |  |  |
| 3.2.2 | Servicios de 16 técnicos de primera infancia para capacitación, implementación y monitoreo | $122.917 | CCIN | Ex Ante | 100 | 0 | Si | 10/1/14 | 10/30/16 |  |  |
| 3.2.3 | Servicios de traducción para capacitación en primera infancia | $15,000 | CCIN/CCII | Ex Ante | 100 | 0 | Si | 10/1/14 | 1/30/15 |  |  |
| 3.2.4 | Contratación de firma (UCA) para Servicios de diplomado universitario para 60 personal del gobierno quienes trabajen en servicios de primera infancia | $50,000 | SD | Ex Ante | 100 | 0 | Si | 10/1/14 | 8/30/15 |  |  |
| 3.2.5 | Contratación de firma (Harvard) Servicios de consultoría para diseño de evaluación y diplomado universitario | $50,000 | SD | Ex Ante | 0 | 100 | Si | 10/1/14 | 1/30/15 |  |  |
| 3.2.6 | Servicios de consultoría de 1 directora de programas en protección a la niñez | $142,956 | SD | Ex Ante | 0 | 50 | Si | 10/1/14 | 1/30/15 |  |  |
| 3.2.6 | Servicios de consultoría de 1 gerentes de programa en protección a la niñez | $46,160 | SD | Ex Ante | 100 | 0 | Si | 10/1/14 | 1/30/15 |  |  |
| 3.2.6 | Servicios de consultoría de 1 gerente de programa en protección a la niñez | $59,208 | CCIN/CCII | Ex Ante | 100 | 0 | Si | 10/1/14 | 1/30/15 |  |  |
| 3.2.6 | Servicios de consultoría de 1 coordinadoras de programa en protección a la niñez | $32,455 | SD | Ex Ante | 100 | 0 | Si | 10/1/14 | 1/30/15 |  |  |
| 3.2.6 | Servicios de consultoría de 1 coordinadoras de programa en protección a la niñez | $23,683 | CCII | Ex Ante | 100 | 0 | Si | 10/1/14 | 1/30/15 |  |  |
| **Componente 3: Fortalecimiento de Capacidad en Atención Infantil** | |  |  |  |  |  |  |  |  |  |  |
| 3.3.1 | Contratación de firma de auditoria | $18,000 | SBCC | Ex Ante | 100 | 0 | Si | 6/30/15 | 10/30/16 |  |  |
| 3.3.2 | Servicios de consultoría de 1 investigador principal en El Salvador | $12,000 | SD | Ex Ante | 50 | 50 | Si | 10/1/14 | 1/30/15 |  |  |
| 3.3.3 | Contratación de Directora de País | $210,950 | SD | Ex Ante | 40 | 60 | Si | 10/1/14 | 1/30/15 |  |  |
| 3.3.4 | Contratación de Administrador Financiera | $30,875 | SD | Ex Ante | 100 | 0 | Si | 10/1/14 | 1/30/15 |  |  |
| 3.3.5 | Contratación de Asistente Administrativo/a | $7,760 | CCII | Ex ante | 100 | 0 | Si | 10/1/14 | 1/30/15 |  |  |

**Appendix 2**

**Capacity of the executing agency and supervision of procurement by the Bank**

**Assessment of the executing agency’s capacity to administer procurement**

*Whole Child International* will be responsible for carrying out project procurements. Having assessed the capacity of the executing agency to carry out the procurement actions, the Bank rates the overall risk to the project arising from the administration of procurement as *[indicate whether the risk is high, average, or low].*

Significant deficiencies identified and corrective actions agreed upon are summarized below:

|  |  |  |  |
| --- | --- | --- | --- |
| **Deficiencies** | **Corrective action** | **Completion date** | **Comments** |
|  |  |  |  |
|  |  |  |  |

**Frequency of procurement supervision**

*[This section must reflect what the Project Team has indicated before in Section* ***D. Bank review of procurement decisions*** *in this same document, therefore the following paragraph is only a recommendation.]*

*In addition to prior reviews, the Bank will conduct post reviews of procurement every [indicate frequency]. The frequency of post reviews and the thresholds established for the prior review of contracts are consistent with the assessment made of the executing agency’s capacity. These thresholds and the frequency of post reviews may be adjusted in the process of updating and revising the procurement plan, depending on the performance of the executing agency and the progress made in adopting the corrective measures described above.*

1. All project contracts should be included, even if not financed by the Bank, indicating the source of funding in each case. [↑](#footnote-ref-1)
2. Si hubiesen grupos de contratos individuales similares que van a ser ejecutados en distintas localidades o distintas épocas, éstos pueden incluirse agrupados bajo un solo rubro con una explicación en la columna de comentarios indicando el valor promedio individual y el período durante el cual serían ejecutados. Por ejemplo: En un proyecto de educación que incluye construcción de escuelas, se pondría un ítem que diría “Construcción de Escuelas”, el valor total estimado en US$20 Millones y una explicación en la columna Comentarios: “Este es un lote de aproximadamente 200 contratos para construcción de escuelas con valor promedio de US$100.000.00 c/u a ser adjudicados individualmente por las municipalidades participantes en un período de 3 años, entre enero de 2006 y diciembre de 2008.” [↑](#footnote-ref-2)
3. **Bienes y Obras**: **LPI**: Licitación Pública Internacional; **LIL**: Licitación Internacional Limitada; **LPN**: Licitación Pública Nacional; **CP**: Comparación de Precios; **CD**: Contratación Directa; **AD**: Administración Directa; **CAE**: Contrataciones a través de Agencias Especializadas; **AC**: Agencias de Contrataciones; **AI**: Agencias de Inspección; **CPIF**: Contrataciones en Préstamos a Intermediarios Financieros; **CPO/COT/CPOT**: Construcción-propiedad-operación/ Construcción-operación- transferencia/ Construcción-propiedad-operación-transferencia (del inglés BOO/BOT/BOOT); **CBD**: Contratación Basada en Desempeño; **CPGB**: Contrataciones con Prestamos Garantizados por el Banco; **PSC**: Participación de la Comunidad en las Contrataciones. **Firmas Consultoras**: **SBCC**: Selección Basada en la Calidad y el Costo; **SBC**: Selección Basada en la Calidad; **SBPF**: Selección Basada en Presupuesto Fijo; **SBMC**: Selección Basada en el Menor Costo; **SCC**: Selección Basada en las Calificaciones de los Consultores; **SD**: Selección Directa. **Consultores Individuales:** **CCIN**: Selección basada en la Comparación de Calificaciones Consultor Individual Nacional; **CCII**: Selección basada en la Comparación de Calificaciones Consultor Individual Internacional [↑](#footnote-ref-3)
4. Aplicable para el caso de las Políticas nuevas solo para Bienes y Obras. En el caso de las Políticas Antiguas es aplicable a Bienes, Obras y Servicios de Consultoría.

   [↑](#footnote-ref-4)
5. Se utilizará la columna *“Estatus”* para adquisiciones retroactivas y actualizaciones del plan de adquisiciones. [↑](#footnote-ref-5)