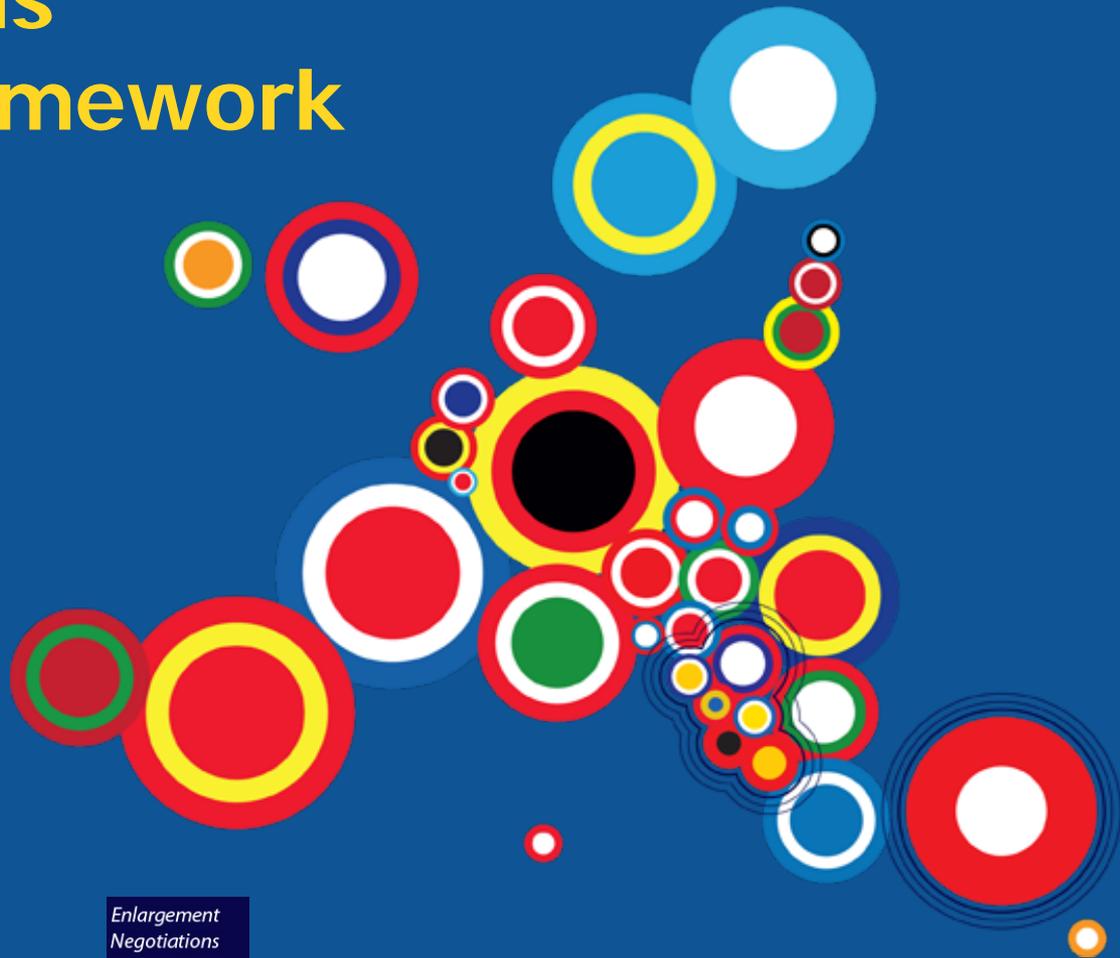




# Western Balkans Investment Framework

## TA Application Workshop

Pristina,  
10 November 2016



# Why a new TA application form?

- ▶ *Improve applications' quality*
- ▶ *Facilitate decision making*
- ▶ *Speed up implementation*
- ▶ *Harmonise and better integrate with INV GAF*

# PGAF weaknesses: examples

- ▶ *Incomplete and unstructured information (project context, concept and description)*
- ▶ *Confusion project/action*
- ▶ *Unconvincing strategic justification*
- ▶ *Maturity for proposed stage not checked*
- ▶ *Inconsistencies, particularly in budget and financing plan*
- ▶ *Imbalance between requested services and budget*
- ▶ *Results, outcomes and indicators: lack of clarity*
- ▶ *Limited/late consultations before submission*
- ▶ *Unclear definition of requested services and deliverables*

# PGAF weaknesses: impacts

- ▶ *Slows down screening, assessment & decision-making*
- ▶ *Creates delays in implementation, blocking limited resources*
- ▶ *Sub-optimal basis for further applications (TA & INV)*

## From PGAF to GAF TA

- ▶ *GAF TA built from GAF INV: to help develop best practice and efficiency through project cycle*
- ▶ *2-step structure: first the project, then the action*
- ▶ *Increased focus on description of both Project and Action*
- ▶ *More user-friendly Budget and Financing Plan tables*
- ▶ *Better description of entities involved (to help draft ToRs, etc.)*
- ▶ *Outcome and results: now harmonised with GAF INV*
- ▶ *Dedicated risk assessment section (to help draft ToRs, etc.)*
- ▶ *Guidance integrated in the application form*
- ▶ *Greater role of Lead IFIs*

# Key GAF TA sections to focus on

▶ *Project description and rationale: 17, 18, 21 & 28*

Present key facts in a concise manner to allow good and easy understanding by a reader with limited familiarity with the matter

▶ *Project maturity: 19 & 20*

Establish that all prerequisites are in place in order to commit additional resources and allow proposed work to go on without delay

▶ *Description and budget of the action: 31 & 32*

Clear description of work required to facilitate implementation; ensure proposed budget is adequate for the requested tasks

# Some suggestions: Project description (I)

*Objective: provide a concise but complete overall picture to an uninformed reader*

- ▶ Present the project and its context clearly
- ▶ Explain why the project is needed, the problem(s) it solves
- ▶ Confirm that the project belongs to the Single Pipeline of Projects and explain what makes it a priority
- ▶ Focus on key facts, all data should be verifiable

## Some suggestions: Project description (II)

- ▶ Include minimum operational characteristics/specific operational needs
- ▶ Use existing documentation (Master Plan, PFS, FS) when available, summarised rather than entire chapters copied
- ▶ If an application follows earlier applications for the same project, ensure that text reflects most current situation
- ▶ If an application covers several sites/sections/phases, all must be listed. An indicative list is not acceptable.
- ▶ Mention of cross-border aspects

## Some suggestions: Maturity (I)

*Objective: ensure that current project development stage supports requested services*

- ▶ Previous phases in project cycle must be completed and necessary conclusions drawn
- ▶ When requesting multiple services, make sure that some are not affected by the outcome of others
- ▶ Supporting surveys must be available
- ▶ No key document should be outdated

## Some suggestions: Maturity (II)

- ▶ Land and permitting issues: fair assessment of the situation, according to the project's position in the cycle
- ▶ Post FS stage: clear commitment of the Beneficiary (including Finance Ministry) and Lead IFI is essential and must be evidenced. No speculative TA work
- ▶ Due consideration of human and environmental & safety issues, in particular regarding site access
- ▶ For a project depending on another project (especially cross border projects), fair assessment of that project's stage required

# The TA Action: clarify the scope

*Objective: define the scope as clearly as possible to facilitate implementation and ensure adequate budget*

- ▶ Well defined activities and deliverables will ensure budget is adequate and help ToRs preparation and delivery
- ▶ Watch out for internal coherence: for instance no DD request for a FIDIC Yellow Book project or no DD request for a project component not listed in the Project budget
- ▶ Realistic planning: start & end dates, duration of (sub-) activities, deadlines for deliverables
- ▶ Responsibilities of all parties clearly identified

# The TA Action: preparing the budget

- ▶ Clear scope of work and deliverables for accurate budget estimate
- ▶ Breakdown of major components
- ▶ Fair assessment of age and quality of supporting studies required
- ▶ Review the situation of maps and data necessary for services implementation
- ▶ Estimates to be based on similar projects requiring equivalent quality (IFI loan or international grant), mention indicative man/days supporting the estimate

## On a final note...

*The GAF application is the marketing tool of the project*

- ▶ *Allow ample time from the announcement of the call*
- ▶ *Involve the Lead IFI and the EUD early*
- ▶ *Use information from the SPP project fiche and existing documents*
- ▶ *Use the Guidelines for WBIF Technical Assistance Grants*
- ▶ *Seek assistance from IPFs for applications that follow on previous IPF-performed services or from IFICO, if needed*

## On a final note...

- ▶ *Avoid copy and paste, whether from project documentation or between applications*
- ▶ *If the applications are filled by the lines ministries, the final quality review remains the NIPAC's responsibility*
- ▶ *Proofreading for language but also critical review to spot potential inconsistencies or mistakes (for example in the budget)*

*Ease comes with practice*



**Thank You!**