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Policy Guidelines for Managing Unsolicited Proposals in Infrastructure Projects - Volume I, Volume II, and Volume III

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Many projects that originate as USPs experience challenges, including diverting public resources away from the strategic plans of the government, providing poor value for money, and leading to patronage and lack of transparency, particularly in developing countries. To ensure governments can mobilize the strengths of the private sector while protecting the public interest, USPs, when accepted, should be managed and used with caution as an exception to the public procurement method.

This initiative includes three documents: Main Findings and Recommendations, that is considered as a summary; Policy Guidelines for Managing Unsolicited Proposals in Infrastructure Projects, which provides key policy decisions and considerations for the USP policy; and Review of Experiences with USPs, an in-depth review of global best practices with USP policies and projects, the findings of which informed the development of considerations and recommendations in the Guidelines. [Read More](#)

Also available in Spanish and French.

WB. 2017d. Guidelines for the Development of a Policy for Managing Unsolicited Proposals in Infrastructure Projects. Washington, DC: World Bank and Public-Private Infrastructure Advisory Facility. [#4580]

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