

**IAN NIGHTINGALE**  
**PROCUREMENT EXPERT**  
*Eur.Ing, BSc. C.Eng. MIMechE, MCIPS*

*25 years senior management experience of global procurement practices in the international development and private sectors*

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**SUMMARY OF EXPERTISE**

- **Assessing Procurement implementation risk** associated with the commissioning of major projects financed by International Finance Institutions and Multilateral Development Banks.
- **Fiduciary oversight and audit** of tendering processes, contract award and contract management
- **Project procurement of large and complex contracts** for civil works, supply and installation of plant and equipment, goods, commodities and consultancy services. This also includes significant experience of contracting under PPPs for infrastructure and transportation projects.
- Development and implementation of **project delivery and supply chain strategies**.
- Procurement **governance and anti corruption**
- Conducting **Independent Procurement Reviews** of projects financed by Multilateral Development Banks
- **Global public sector procurement practices** and **Procurement reform**.
- **Drafting and review of bidding documents** utilising international model forms of contract.
- **Sound understanding of project financing structures** in public, public/private and private sector operations.
- Procurement under **nuclear safety** projects
- Procurement in **fragile and conflicted situations** and **emergency operations**.
- Procurement and project delivery **training**
- **Proven ability to effectively communicate** with high level government officials, clients, contractors and executive board members of multilateral development banks.
- **Team oriented person** with proven leadership skills in multi-cultural and multi-discipline professional environments.

**COUNTRIES OF WORK EXPERIENCE**

USA, China, Russia, Central Asia, Central and Eastern Europe, East and Southern Africa, Middle East

**EDUCATION**

BSc Mechanical Engineering  
University of Portsmouth - 1975

**PROFESSIONAL QUALIFICATIONS**

Eur Ing - Federation d'Associations Nationales d'Ingenieurs  
Chartered Engineer  
Member of the Institution of Mechanical Engineers  
Member of the Chartered Institute of Purchasing and Supply

## Employment

### **Ian Nightingale Procurement** ( October 2013 to Date)

Procurement Services

*Position*

**Procurement Expert**

**Clients:**

**Asian Infrastructure Investment Bank**

Procurement Advisor

**Linpico**

Key Procurement Expert – Lesotho Public Financial Management Reform Project (EU Funded)

**European Bank for Reconstruction and Development**

Independent Procurement Review of Moldova Road Rehabilitation III Project.

Independent Procurement Review of South Tajikistan Water Rehabilitation Project

Procurement Support for Gas Procurement Project Ukraine

### **World Bank** (*May 2007 to May 2013*)

**Multilateral Development Bank, financing public and public/private sector projects**

*Positions held*

**Lead Procurement Specialist** - Operational Risk Management Department,  
Washington, DC (*November 2010 to May 2013*)

Responsible for: providing review and advice on procurement and implementation related risk associated with high value /complex projects; co-ordination of the development and drafting of harmonised standard bidding documents to be used by the Multilateral Development Banks; developing strategic policy and guidance for procurement in fragile and conflict affected situations; delivery of training to bank staff on successful procurement delivery strategy; maintaining procurement related relationships with other multilateral development banks, financial institutions and the global business sector.

**Procurement Hub Leader for China and Mongolia**

World Bank Office Beijing (*May 2007 to October 2010*)

Responsible for: the supervision and performance of the procurement fiduciary and service functions to the Bank's portfolio in China and Mongolia; the review of selected high value or particularly complex procurement transactions and procurement complaints; providing advice and guidance to colleagues and clients on handling complex supply chain strategy and issues; leading the Bank's dialogue with the Chinese and Mongolian authorities on procurement reform and the development of their national procurement systems and legislation; undertaking public sector expenditure reviews; the day to day supervision, guidance and mentoring of locally recruited procurement staff.

### **European Bank for Reconstruction and Development**

London (*Nov 1996 to May 2007*)

**Multilateral Development Bank financing public, private and public/private sector projects**

*Positions held*

**Deputy Director - Procurement** (*Nov 1997 to May 2007*)

Responsible for: advising on action to be taken by Bank staff and clients, so as to ensure that tendering and contracting under the Bank's operations fully comply with the Bank's procurement policies and rules; review and strategic advice on procurement and contracting strategy for the Bank's public, private and public/private infrastructure projects; providing input to the development of the Bank's procurement policies and guidelines; investigating supplier complaints emanating from procurement

conducted under Bank financed operations; investigating cases of procurement related fraud and corruption; ensuring that the quality and efficiency of the Bank's procurement function is maintained; developing standard tender documentation and guidelines; briefings to the business community and Board members on the application of the Bank's procurement policies and rules

## **Crown Agents, Sutton, Surrey, UK** *(Sept 1988 to Oct 1996)*

**International development specialist in procurement and supply chain management**

*Positions held*

### **Head of Technical Procurement** *(1992 to 1996)*

(Reporting to Director of Purchasing)

Responsible for the overall direction and control of a department that purchased goods, works, services and commodities to be supplied to a worldwide client base.

### **Engineering Manager** *(1990 to 1992)*

Transportation

Responsible for the management and supervision of a group of professional engineers providing procurement and technical support for the purchasing of transportation, construction and agricultural plant and equipment .

### **Senior Engineer** *(1988 to 1990)*

Transportation

Prepared Technical Specifications for Tenders, evaluated bids and provided internal and external consultancy on procurement of transport , construction and agricultural plant and equipment.

## **Zambia Consolidated Copper Mines, Zambia**

**Open Pit Copper Mining**

*Position*

### **Assistant Engineering Superintendent** *(1983 to 1988)*

Responsible for directing and co-ordinating the operational maintenance of the mobile and static plant associated with a large open pit mining operation, this included the purchasing and supply of capital equipment, spare parts, operational consumables and services.

*Position*

### **Sectional Engineer** *(1976 to 1980)*

## **Murphy Mining Ltd, UK** *(1980 to 1983)*

**Open Pit Coal Mining**

*Position*

### **Regional Plant Manager**

Responsible for directing and co-ordinating all maintenance operations associated with four open cast coal mining operations in Scotland, this included responsibility for the purchasing and supply of capital plant, spare parts, operational consumables and services.

## Summary of Particular Experience

- Purchase and supply of equipment and services required for Nuclear Power Station safety programme in the CIS. Funded by EU (TACIS) - Crown Agents
- Purchase and supply of equipment required for World Bank funded Coal Sector rehabilitation project in the Russian Federation - Crown Agents
- Purchase and supply of police and utility vehicles for the Palestinian National Authority in the Gaza Strip. Funded by UK Government. - Crown Agents
- Supply and Installation of Sub Stations and Transmission lines for Dhaka Power Station Bangladesh – Crown Agents
- St Petersburg Flood Barrier Project -Russia ( EBRD funding value \$350 million +)
- Chernobyl New Safe Confinement Project – Ukraine (financed by the Shelter Implementation Fund value \$ 500 million +)
- Municipal Waste and Water Treatment Plants - China, Central and Eastern Europe (WB, EBRD and ADB financing)
- Road and Bridge Construction - China, Central Asia, Eastern Europe, Russia , Ukraine (EBRD, ADB and WB financing)
- PPP Projects – Hungary, Romania, Russia
- Power Plant – Poland, Ukraine (EBRD financing)
- Rail transportation and maintenance – China, Ukraine, Russia (EBRD and WB financing)
- High Speed Railway line construction- China (WB financing)
- Hydropower Dams – Latvia, China (EBRD and WB financing)
- Energy Efficiency - Ukraine, China (EBRD and WB financing)
- Metro Line Development – Poland (EBRD financing)
- Agricultural Development – China, Mongolia (WB financing)
- Air Navigation Equipment – Ukraine (EBRD financing)
- Data Packaging Network – Russia Railways (EBRD financing)
- School Rehabilitation- Mongolia, China. (WB and ADB financing)
- Bulk oil and coal supply. Tanzania, Ukraine (Crown Agents, EBRD)

### **Procurement Reform**

- Tendering and Bidding Law Regulations – China
- Government E-procurement strategy - China
- Government National Bidding Document Review - China
- Public procurement reform – Poland
- Public procurement reform – Mongolia
- Public procurement review – Sri Lanka
- Member of consultation team for WB procurement policy review

### **Independent Procurement Reviews**

- Moldova Road Rehabilitation III Project. Client: EBRD
- South Tajikistan Waste Water Rehabilitation Project – Client EBRD

### **Procurement in fragile or conflict affected situations**

- Zimbabwe
- Bosnia Herzegovina
- Serbia
- West Bank /Gaza

### **Procurement governance and anti-corruption**

- Investigation of collusive tendering
- Investigation of contract payment fraud
- Investigation of corrupt tender awards

### **Emergency Procurement**

- Wenchuan Earthquake – China

### **Publications**

- Serbia Country Procurement Assessment Report WB/EBRD (Contributor)
- Tajikistan Country Procurement Assessment Report WB/EBRD (Contributor)
- Mongolia Public Expenditure Review WB (Contributor)