

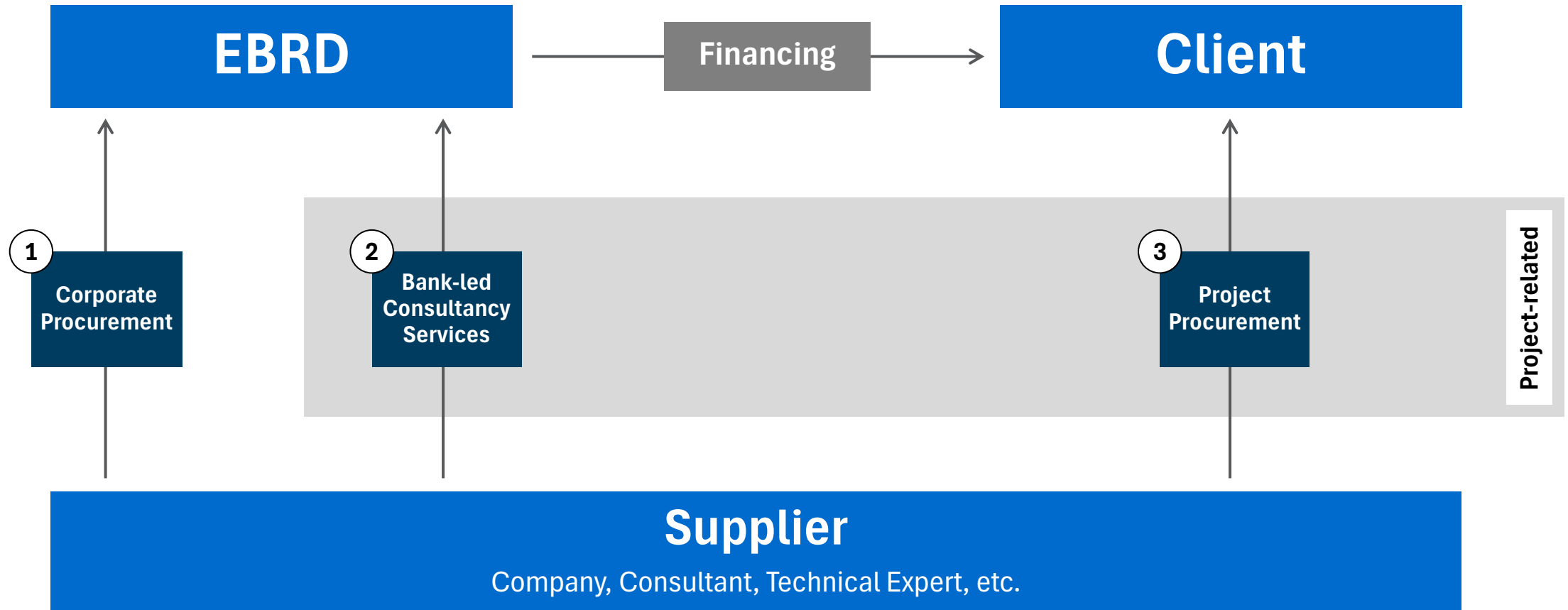


**European Bank**  
for Reconstruction and Development

# EBRD Procurement opportunities

**Board of Directors**  
Constituency of Portugal/Greece/San Marino/India

# 3 ways for PT Companies/Consultants to engage with EBRD



# Each way with specific goal and Procurement approach

| Examples        | ① Corporate Procurement                                                                                                                                                           | ② Bank-led Consultancy Services                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | ③ Project Procurement                                                                                    |                                                                                                                 |
|-----------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------|
|                 |                                                                                                                                                                                   |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | Client-led Consultancy Services                                                                          | Goods and Works                                                                                                 |
|                 | <ul style="list-style-type: none"> <li>• IT</li> <li>• Facilities &amp; Operations</li> <li>• Communications</li> <li>• Corporate Functions</li> <li>• Human Resources</li> </ul> | <ul style="list-style-type: none"> <li>• <b>Project Preparation</b><br/>(business development, due diligence)</li> <li>• <b>Project Implementation</b><br/>(Project risk management, e.g. project monitoring)</li> <li>• <b>Advisory Services</b><br/>(Business Advice; sectoral advice; topical advice - gender, risk and integrity, sustainability)</li> <li>• <b>Policy</b><br/>(Legal and Regulatory; macro-economic policies)</li> <li>• <b>Knowledge Management</b><br/>(Legal, studies and publications)</li> </ul> | <ul style="list-style-type: none"> <li>• <b>Technical assistance</b> – Project implementation</li> </ul> | <ul style="list-style-type: none"> <li>• Provision of <b>Goods and Services</b> for project delivery</li> </ul> |
|                 | <b>Contracts awarded</b><br>Annual                                                                                                                                                | <b>Contracts awarded</b><br>Annual                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | <b>Contracts awarded</b><br>Annual                                                                       | <b>Contracts awarded</b><br>Annual                                                                              |
|                 | ~€ 100 m<br>+2,500 contracts                                                                                                                                                      | ~€ 150 m<br>+3,000 contracts                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | ~€ 70 m<br>+90 contracts                                                                                 | ~€ 4,000 m<br>+200 contracts                                                                                    |
|                 | PODD                                                                                                                                                                              |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | PPAD                                                                                                     |                                                                                                                 |
| EBRD Department |                                                                                                                                                                                   |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |                                                                                                          |                                                                                                                 |
| Paid by         | The Bank                                                                                                                                                                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | The Client (using or not EBRD proceeds)                                                                  |                                                                                                                 |
| Guidelines      | Corporate Procurement Policy                                                                                                                                                      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | Procurement Activities under Procurement Policies and Rules                                              |                                                                                                                 |
| Platform        | <a href="#">SMART</a> by GEP - sign up <a href="#">here</a> for updates                                                                                                           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | <a href="#">ECEPP</a> (EBRD Client e-Procurement Portal)                                                 |                                                                                                                 |

# Procurement steps take ~2-8 weeks for Consultancy Services and at least 8 months for Project Procurement

|                                   | ① Corporate Procurement                                                                                                                                                                      | ② Bank-led Consultancy Services                                                                                  | ③ Project Procurement |
|-----------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------|-----------------------|
|                                   | Open Competition                                                                                                                                                                             | Direct Selection                                                                                                 |                       |
| Threshold                         | <p>≥ 60k £ - Goods, Works or Services, or<br/>≥ 75k € - Consultancy Services, or exception<sup>1</sup></p>                                                                                   | <p>&lt; 60k £ - Goods, Works or Services, or<br/>&lt; 75k € - Consultancy Services, or exception<sup>1</sup></p> |                       |
| Typical process timings           | <p>Advertised: ~2-4 week<br/>Selection: ~2-4 week<br/><b>Total: ~4-8 week</b><br/>(Multi stage processes may take longer and for <u>3. Project Procurement</u> takes a minimum 8 months)</p> | <p><b>Total: &lt;4 week</b><br/>(Dependent on negotiation)</p>                                                   |                       |
| Yearly new contracts <sup>1</sup> | <p>+500 Contracts (15%)<br/><b>+100 M €</b></p>                                                                                                                                              | <p>+4,500 Contracts (85%)<br/><b>+80 M €</b></p>                                                                 |                       |

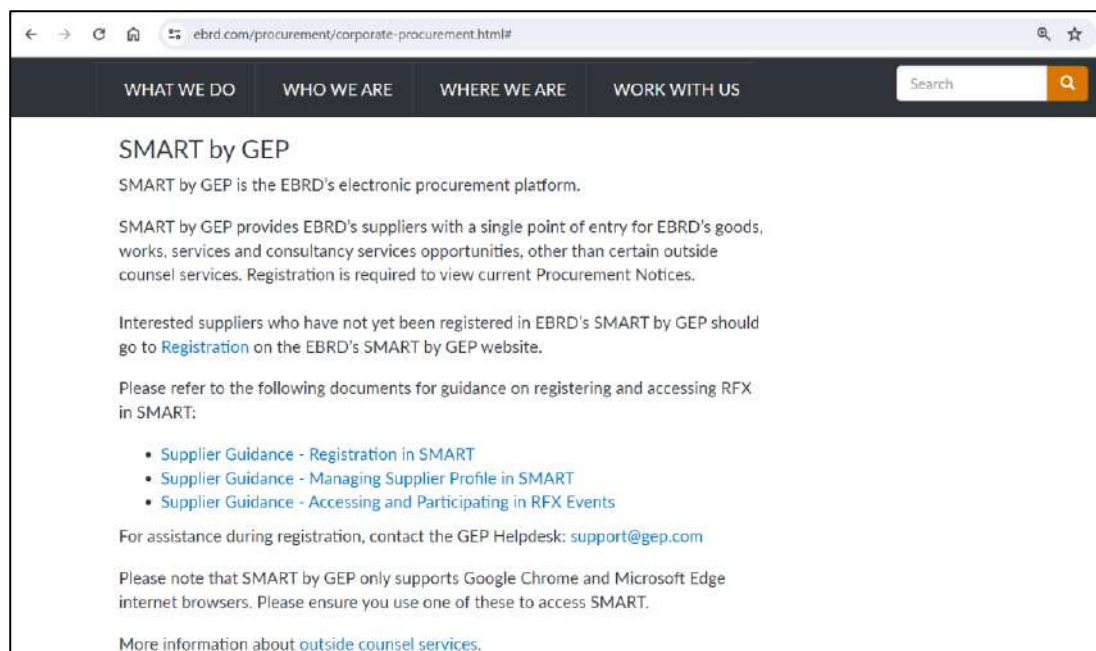
<sup>1</sup> On Corporate Procurement and Consultancy Services  
Source: Procurement policies, Procurement Annual Reports and EBRD teams

# Key steps and main criteria on Procurement process

|                           | ① Corporate Procurement                                                                                                                                                                                                                                                                                                               | ② Bank-led<br>Consultancy Services | ③ Project Procurement                                                                                                                                                                                                                                                                                     |
|---------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|                           | Open Competition                                                                                                                                                                                                                                                                                                                      |                                    | Direct Selection                                                                                                                                                                                                                                                                                          |
| Steps                     | <p>Follow the steps:</p> <ol style="list-style-type: none"> <li>1) <b>Register</b> as soon as possible</li> <li>2) <b>Stay tuned</b> for post opportunities</li> <li>3) Be prepared to <b>apply on time</b></li> </ol>                                                                                                                |                                    | <p>Get in the internal list of providers:</p> <ol style="list-style-type: none"> <li>1) Engage with EBRD through <b>Open Competition</b></li> <li>2) Contact the <b>Procurement Team</b></li> <li>3) Contact the <b>teams involved in the projects</b><br/><i>(including resident offices)</i></li> </ol> |
| Main criteria             | <ul style="list-style-type: none"> <li>• <b>Price competitiveness</b></li> <li>• <b>Geographical</b> Experience</li> <li>• <b>Sector</b> Experience</li> <li>• <b>Working experience</b> with <b>EBRD</b>, or other MDB</li> <li>• Working experience with similar projects</li> <li>• Good <b>partnerships</b> are a plus</li> </ul> |                                    | <ul style="list-style-type: none"> <li>• <b>Availability</b></li> <li>• <b>Price competitiveness</b></li> <li>• <b>Geographical</b> Experience</li> <li>• <b>Sector</b> Experience</li> </ul>                                                                                                             |
| PT representation support | <ul style="list-style-type: none"> <li>• Channel to <b>share the available opportunities</b></li> </ul>                                                                                                                                                                                                                               |                                    | <ul style="list-style-type: none"> <li>• Find the <b>appropriate focal points</b></li> </ul>                                                                                                                                                                                                              |

# Register in EBRD platforms and sign up for email updates

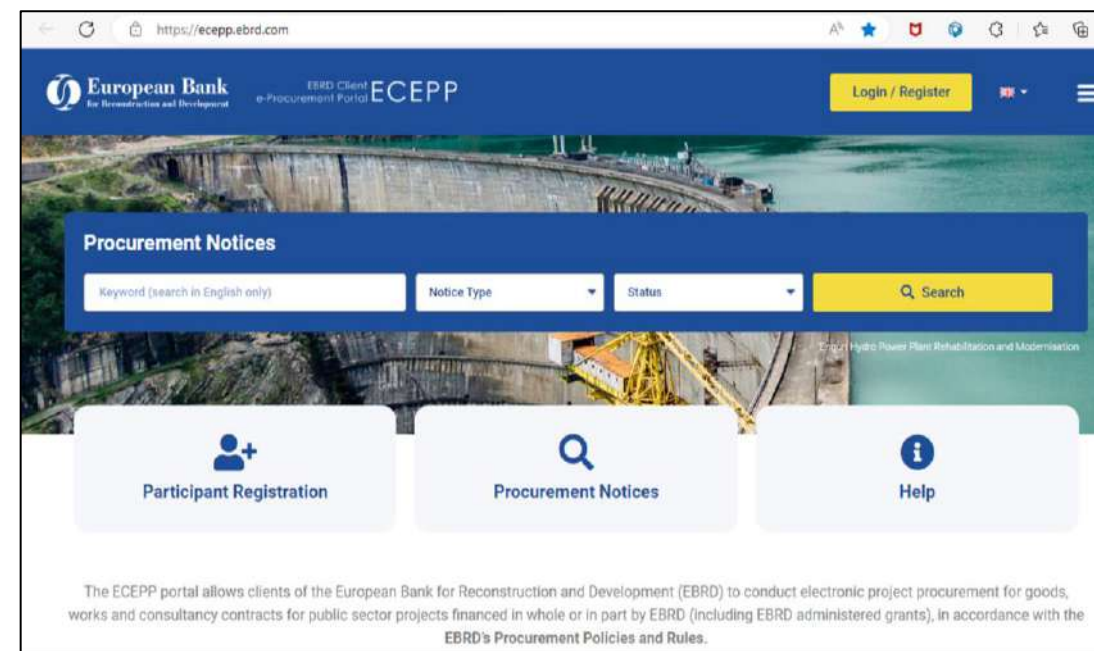
## ① Corporate Procurement



## SMART by GEP

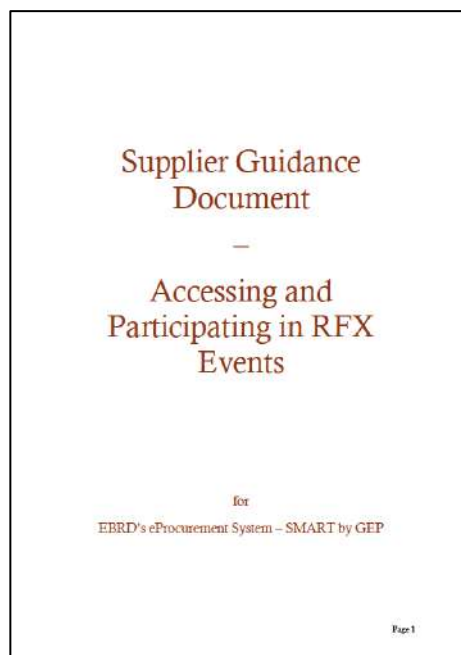
## ② Bank-led Consultancy Services

## ③ Project Procurement

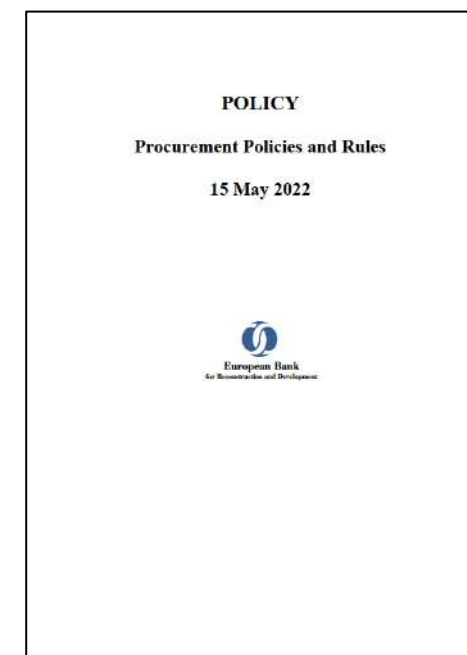
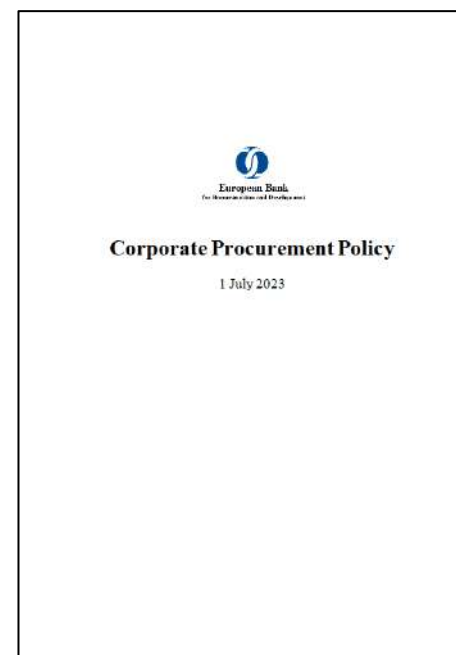


## ECEPP

## Guides (examples)



## Rules



**Support to the Turkish Ministry of Transport and Infrastructure** on Regulatory Setup, Market Mechanisms, and Capacity Building for Maritime Decarbonisation

**Duration:**

18 months

**Cost estimate:**

EUR 525,000

**Supplier profile:**

Team that includes a Project Manager, Transport and Maritime Specialist, Environmental Specialist, ...

**Description:**

This assignment aims to support Türkiye in enhancing the regulatory framework design to align with international maritime decarbonization objectives

**Support for a Pilot Implementation of Private-to Private (P2P) electricity contracting in Egypt**

**Duration:**

15-20 months

**Cost estimate:**

EUR 600,000

**Supplier profile:**

Team that includes a Team Leader, Energy/Economics expert, International legal expert, financial expert, ...

**Description:**

To assist EgyptERA (regulatory agency) with technical assistance to support the ongoing implementation of the P2P framework

**Green Finance Facility - North Macedonia - Verification Consultant**

**Duration:**

~36 months

**Cost estimate:**

EUR 441,252

**Supplier profile:**

Project Manager, Engineers

**Description:**

Verification Consultant to support the implementation of the Green Financial Facility

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