

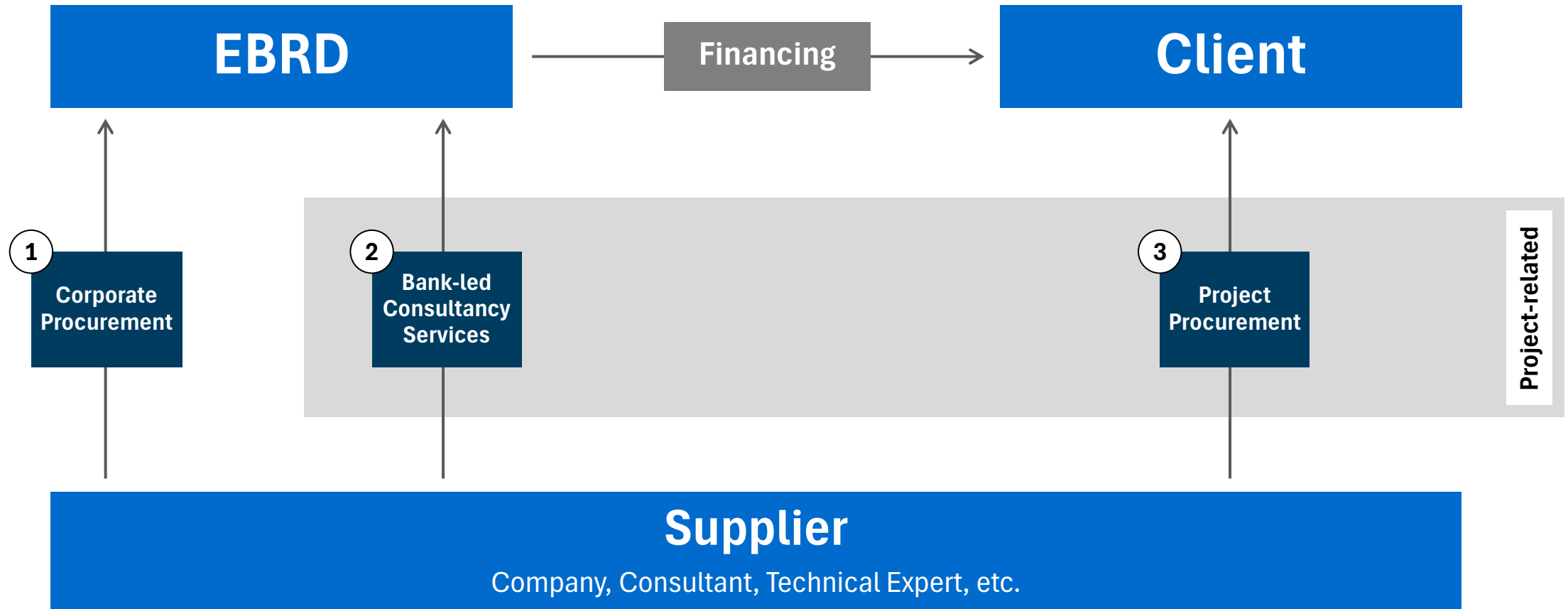


European Bank
for Reconstruction and Development

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
	• IT • Facilities & Operations • Communications • Corporate Functions • Human Resources	• Project Preparation (business development, due diligence) • Project Implementation (Project risk management, e.g. project monitoring) • Advisory Services (Business Advice; sectoral advice; topical advice - gender, risk and integrity, sustainability) • Policy (Legal and Regulatory; macro-economic policies) • Knowledge Management (Legal, studies and publications)	• Technical assistance – Project implementation	• Provision of Goods and Services for project delivery
	Contracts awarded Annual	Contracts awarded Annual	Contracts awarded Annual	Contracts awarded Annual
	~€ 100 m +2,500 contracts	~€ 150 m +3,000 contracts	~€ 70 m +90 contracts	~€ 4,000 m +200 contracts
	PODD		PPAD	
EBRD Department	The Bank		The Client (using or not EBRD proceeds)	
Paid by	The Bank		The Client (using or not EBRD proceeds)	
Guidelines	Corporate Procurement Policy		Procurement Activities under Procurement Policies and Rules	
Platform	SMART by GEP - sign up here for updates		ECEPP (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	≥ 60k £ - Goods, Works or Services, or ≥ 75k € - Consultancy Services, or exception¹	< 60k £ - Goods, Works or Services, or < 75k € - Consultancy Services, or exception¹	
Typical process timings	Advertised: ~2-4 week Selection: ~2-4 week Total: ~4-8 week (Multi stage processes may take longer and for <u>3. Project Procurement</u> takes a minimum 8 months)	Total: <4 week (Dependent on negotiation)	
Yearly new contracts ¹	+500 Contracts (15%) +100 M €	+4,500 Contracts (85%) +80 M €	

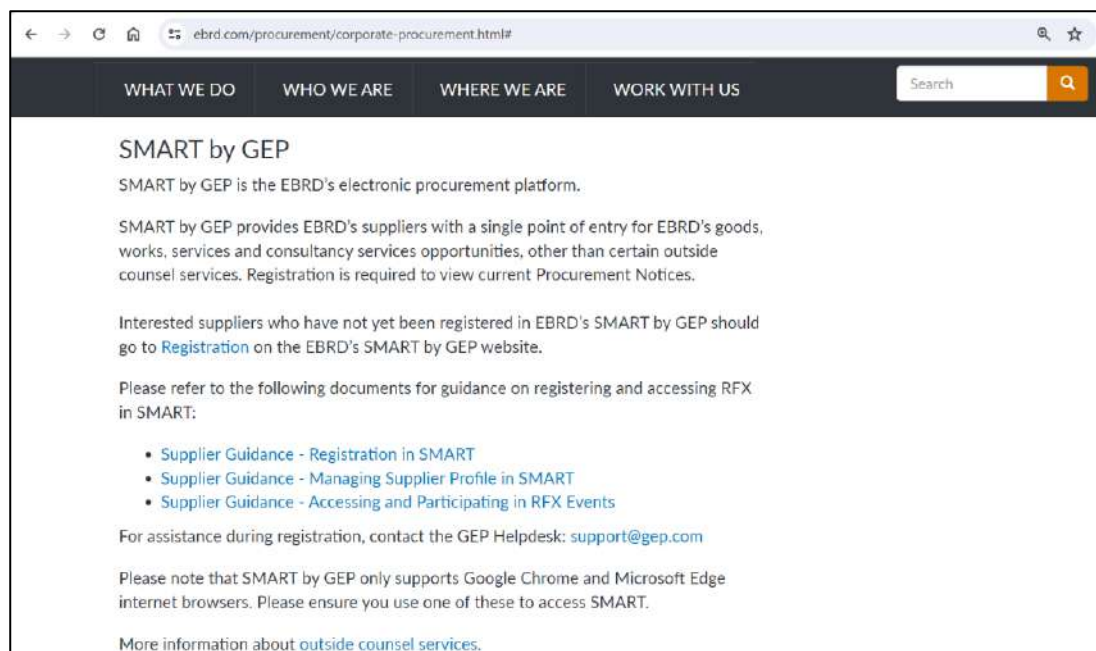
¹ On Corporate Procurement and Consultancy Services
Source: Procurement policies, Procurement Annual Reports and EBRD teams

Key steps and main criteria on Procurement process

	① Corporate Procurement	② Bank-led Consultancy Services	③ Project Procurement
	Open Competition		Direct Selection
Steps	Follow the steps: 1) Register as soon as possible 2) Stay tuned for post opportunities 3) Be prepared to apply on time		Get in the internal list of providers: 1) Engage with EBRD through Open Competition 2) Contact the Procurement Team 3) Contact the teams involved in the projects <i>(including resident offices)</i>
Main criteria	• Price competitiveness • Geographical Experience • Sector Experience • Working experience with EBRD, or other MDB • Working experience with similar projects • Good partnerships are a plus		• Availability • Price competitiveness • Geographical Experience • Sector Experience
PT representation support	• Channel to share the available opportunities		• Find the appropriate focal points

Register in EBRD platforms and sign up for email updates

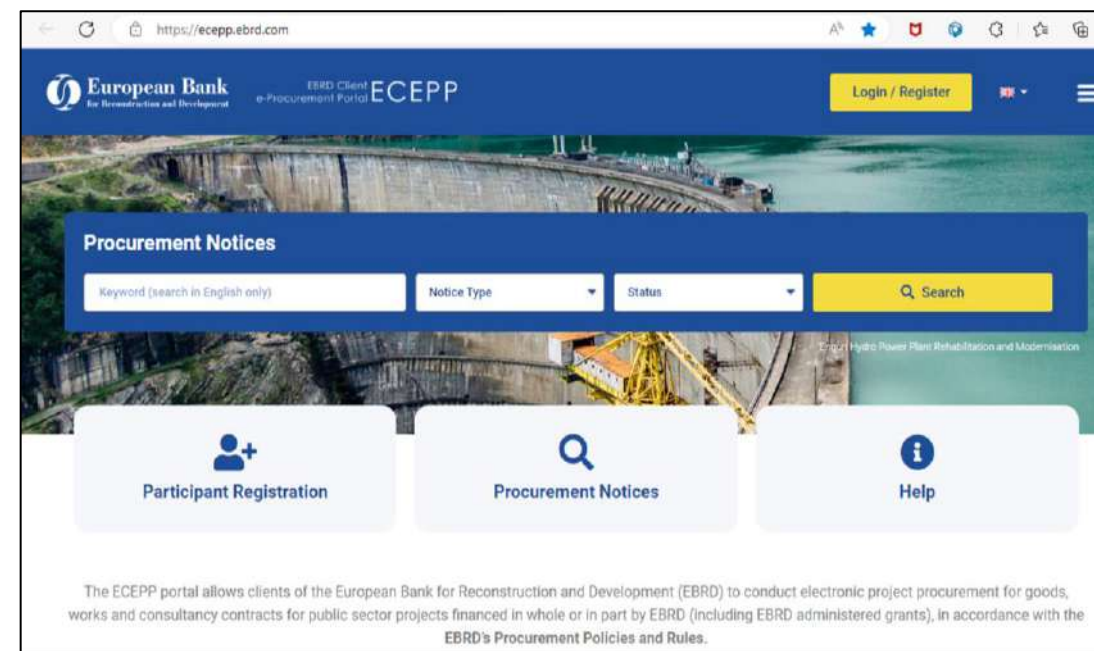
① Corporate Procurement



SMART by GEP

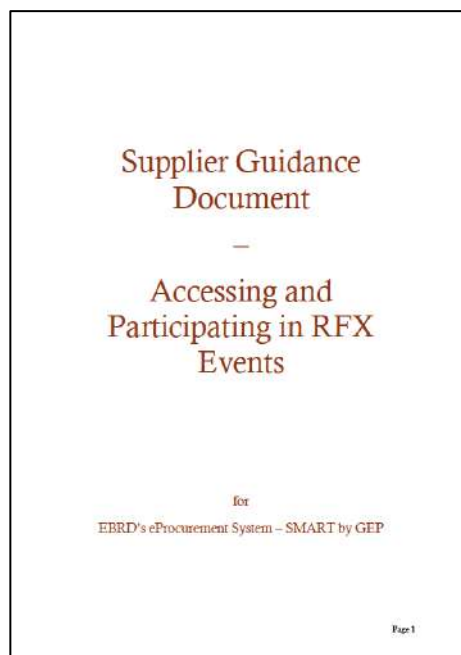
② Bank-led Consultancy Services

③ Project Procurement

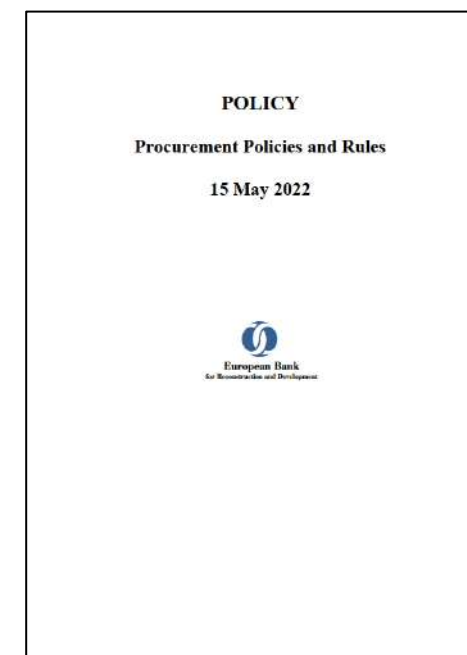
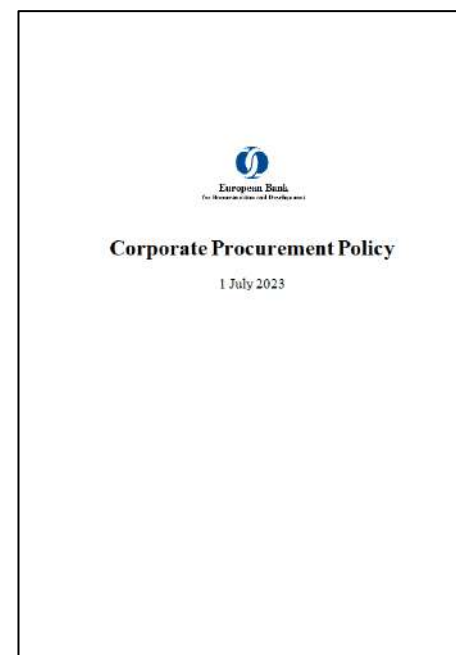


ECEPP

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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