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EBRD Procurement opportunities

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

3 ways for PT Companies/Consultants to engage with EBRD

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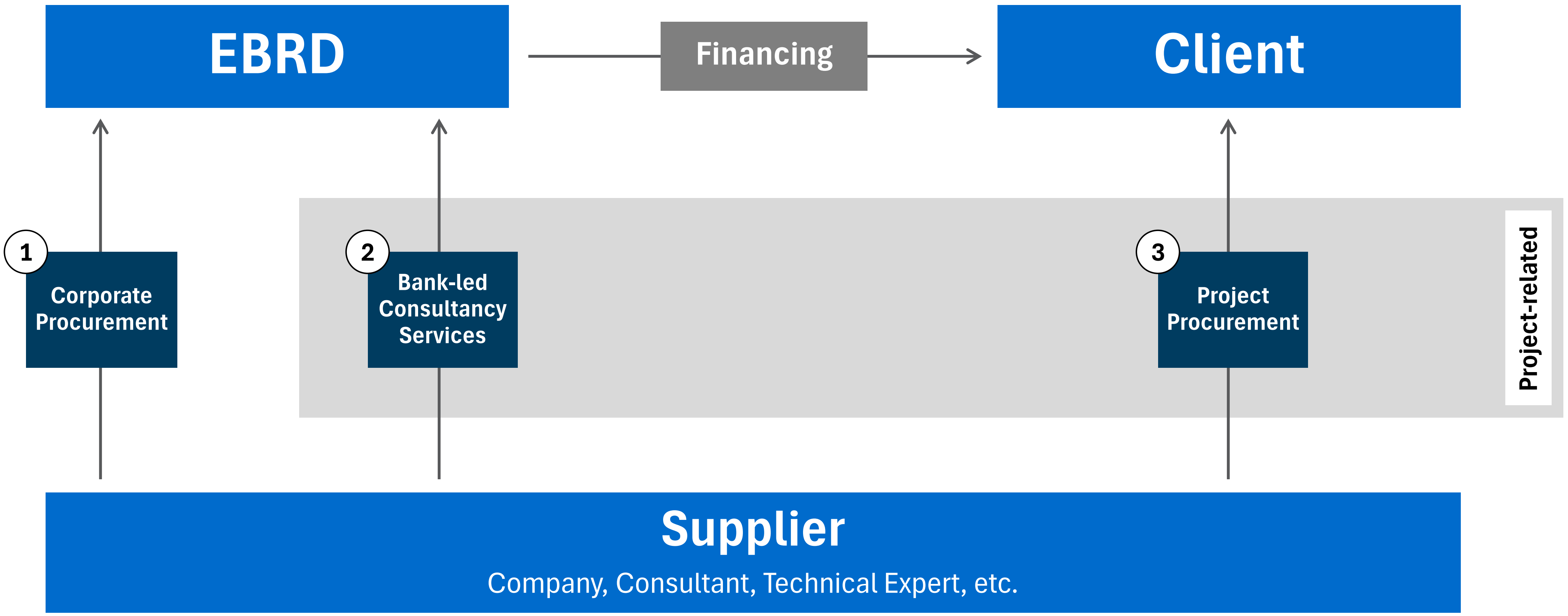

Each way with specific goal and Procurement approach

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	① Corporate Procurement	② Bank-led **Consultancy Services**	③ Project Procurement: Client-led **Consultancy Services**	③ Project Procurement: **Goods** and **Works**
Examples	• **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	**~€ 100 m** +2,500 contracts	**~€ 150 m** +3,000 contracts	**~€ 70 m** +90 contracts	**~€ 4,000 m** +200 contracts
EBRD Department	PODD		PPAD	
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)	

Source: EBRD website, Procurement Annual Reports

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

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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 exception[1]	**< 60k £** - Goods, Works or Services, or **< 75k €** - Consultancy Services, or exception[1]
Typical process timings	Advertised: ~2-4 week Selection: ~2-4 week **Total: ~4-8 week** (*Multi stage processes may take longer and for 3. Project Procurement 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

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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** *(including resident offices)*
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

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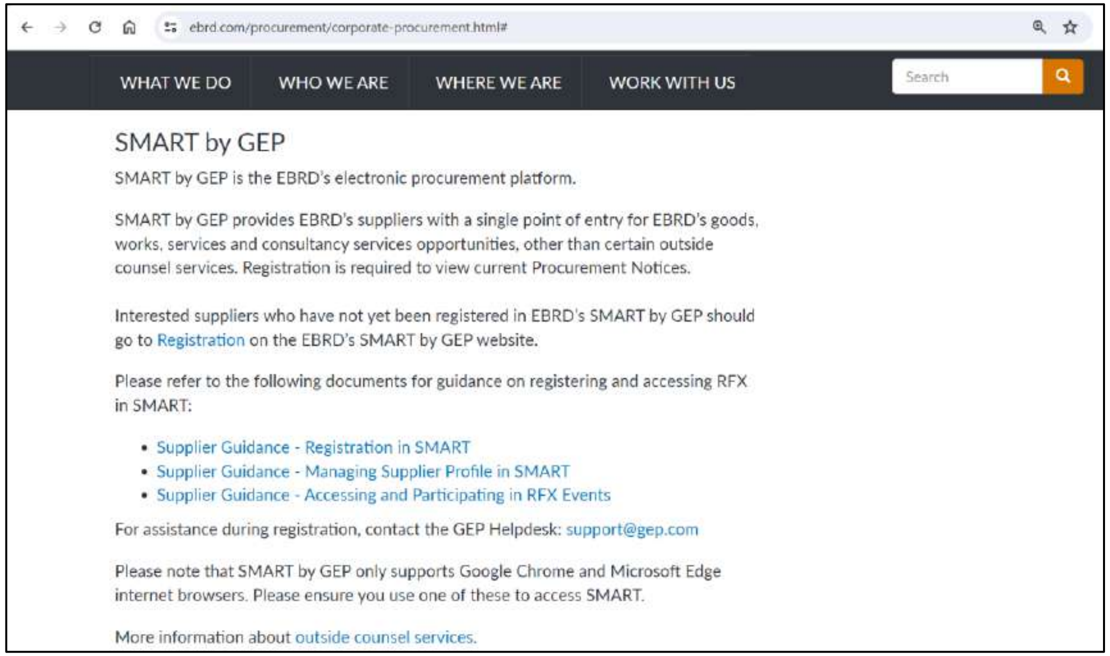
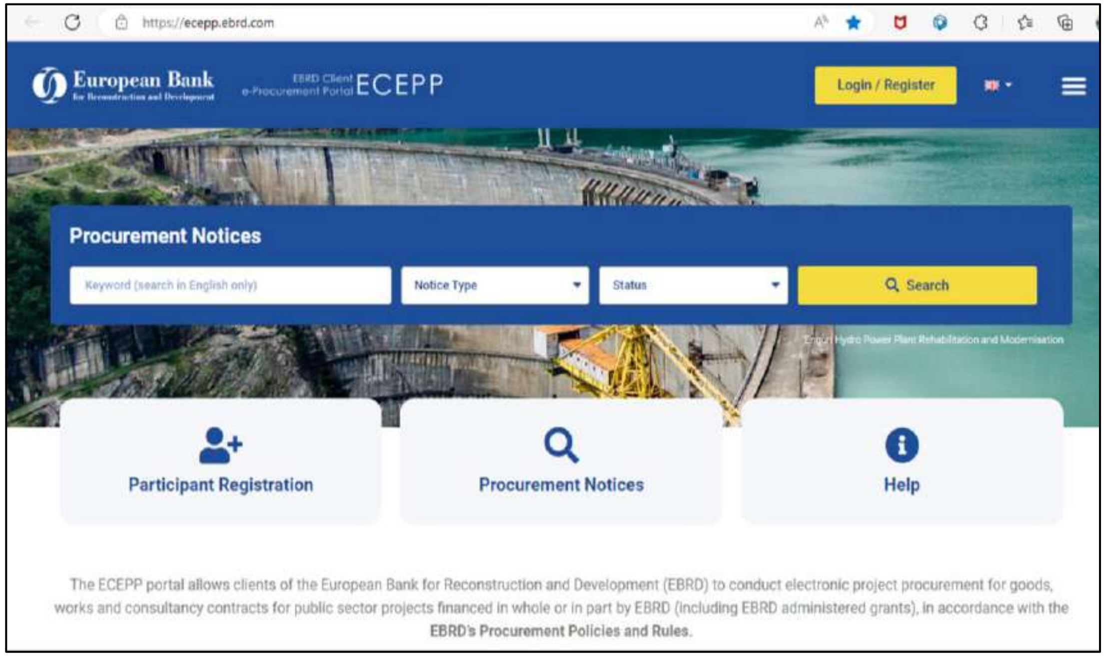
① Corporate Procurement	② Bank-led Consultancy Services	③ Project Procurement





SMART by GEP

ECEPP

Procurement | Guides and Rules

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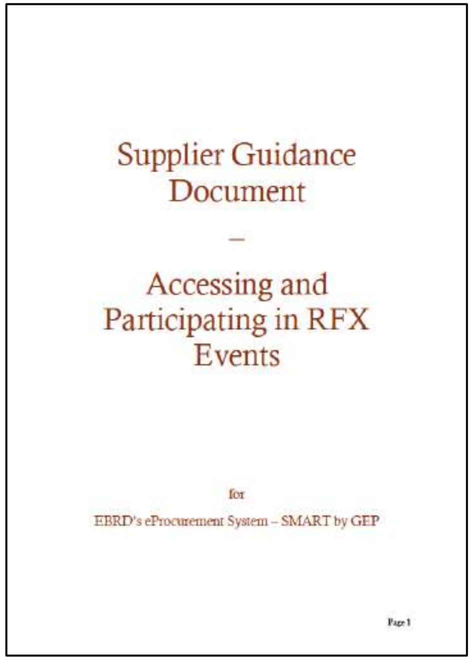
Guides (examples)


SMART by GEP
EBRD - eProcurement System
Suppliers – Registering in SMART
Reference Guide for Firms or Individuals not already registered


SMART by GEP
EBRD – eProcurement System
Suppliers – Managing Your SMART Profile
Quick Reference Guide for Suppliers to Change Information in their Main Profile

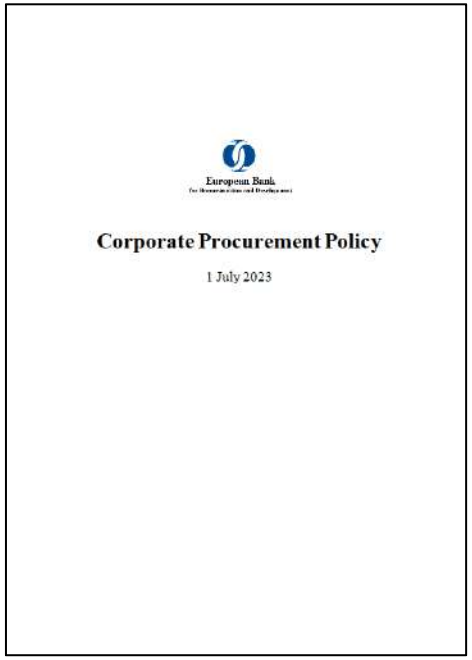

Supplier Guidance Document
–
Accessing and Participating in RFX Events

for

EBRD's eProcurement System – SMART by GEP

Page 1

Rules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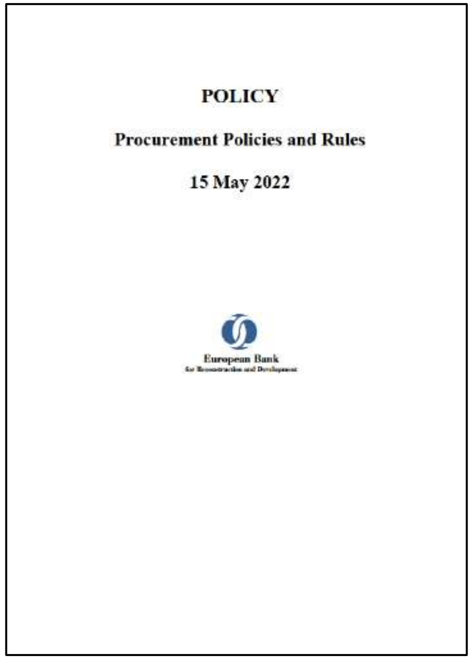
Corporate Procurement Policy

1 July 2023


POLICY

Procurement Policies and Rules

15 May 2022

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Consultancy Services | Examples of large projects

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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 Turkiye 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

Contacts

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