

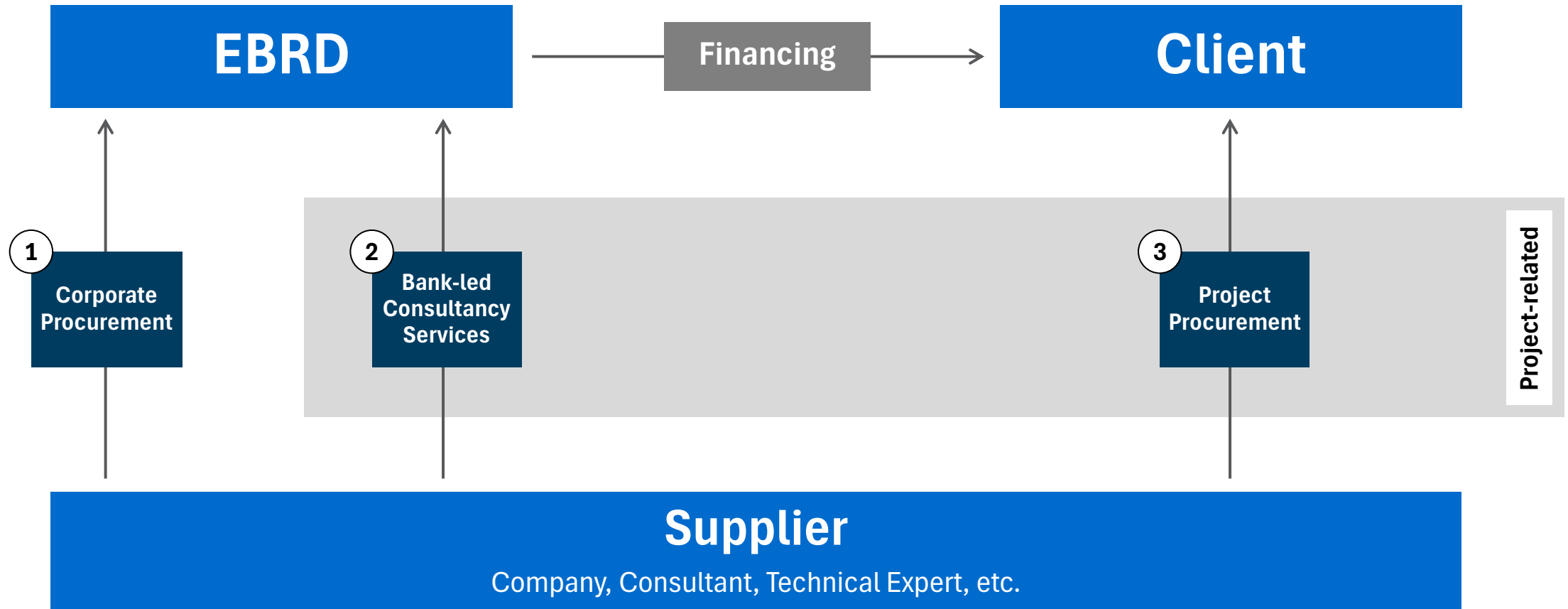


European Bank
for Reconstruction and Development

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
	~€ 100 m +2,500 contracts	~€ 150 m +3,000 contracts	~€ 70 m +90 contracts	~€ 4,000 m +200 contracts
	PODD		PPAD	
	The Bank		The Client (<i>using or not EBRD proceeds</i>)	
Contracts awarded Annual	Corporate Procurement Policy		Procurement Activities under Procurement Policies and Rules	
EBRD Department	SMART by GEP - sign up here for updates		ECEPP (EBRD Client e-Procurement Portal)	
Paid by				
Guidelines				
Platform				

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 takes a minimum 8 months</u>)	Total: <4 week (Dependent on negotiation)	
Yearly new contracts ¹	+500 Contracts (15%) +100 M €	+4,500 Contracts (85%) +80 M €	

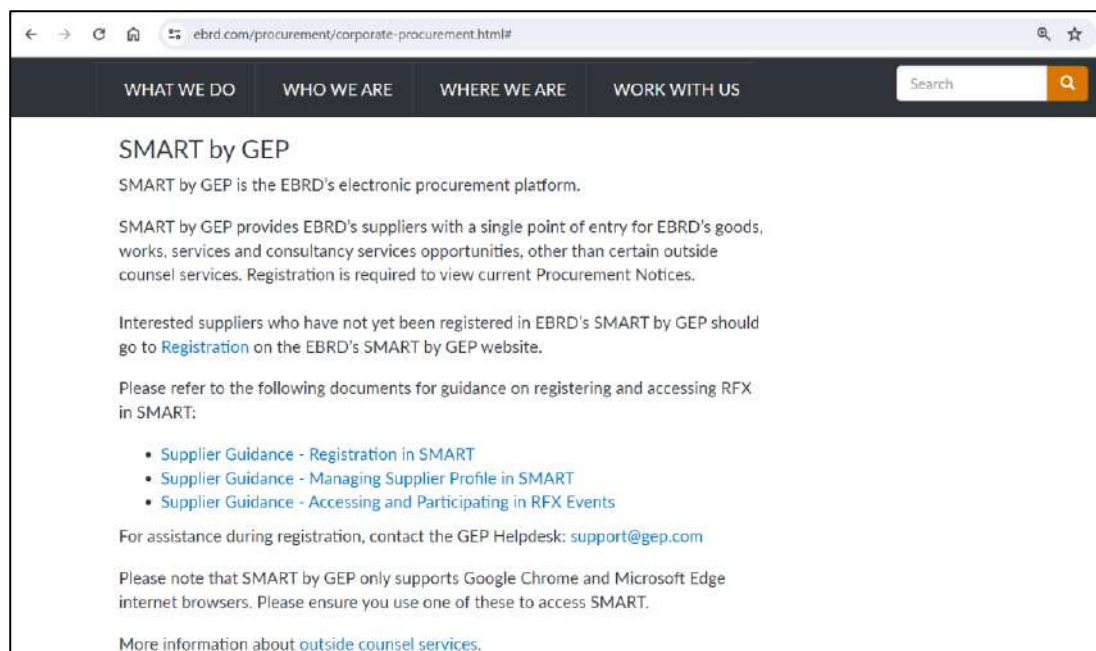
¹ On Corporate Procurement and Consultancy Services
Source: Procurement policies, Procurement Annual Reports and EBRD teams

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

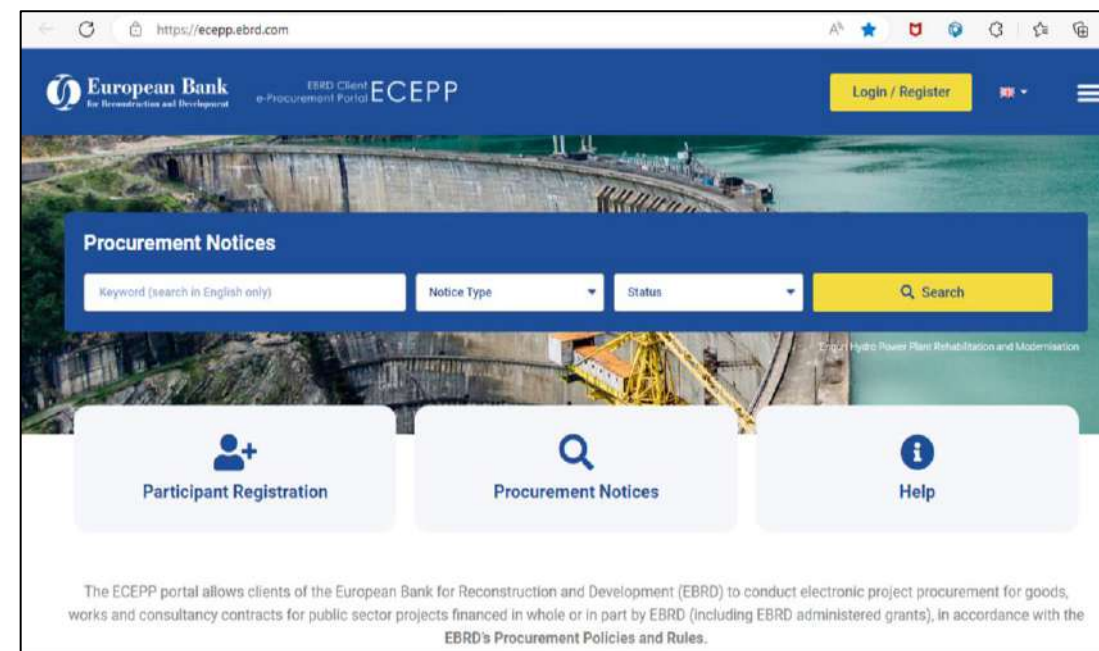
① Corporate Procurement



SMART by GEP

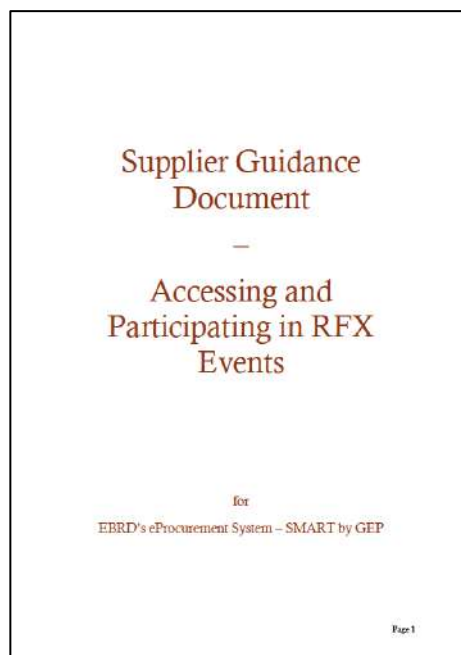
② Bank-led Consultancy Services

③ Project Procurement

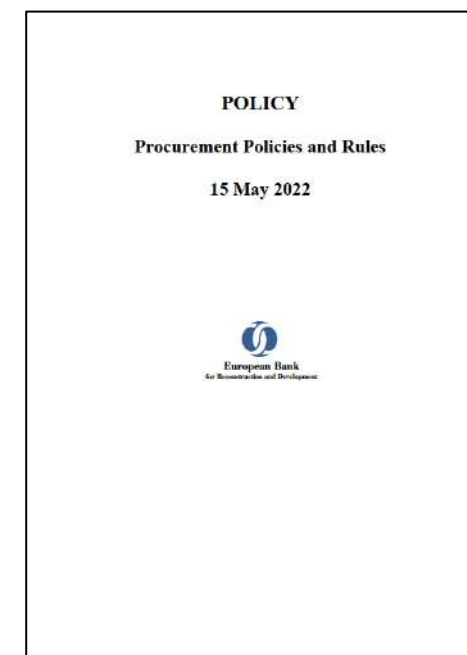
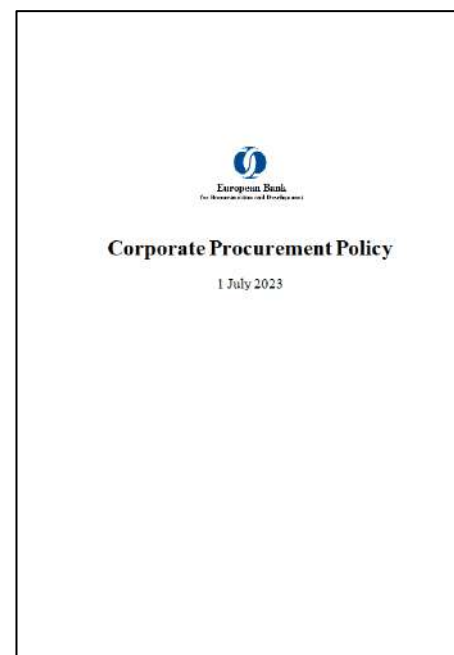


ECEPP

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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