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

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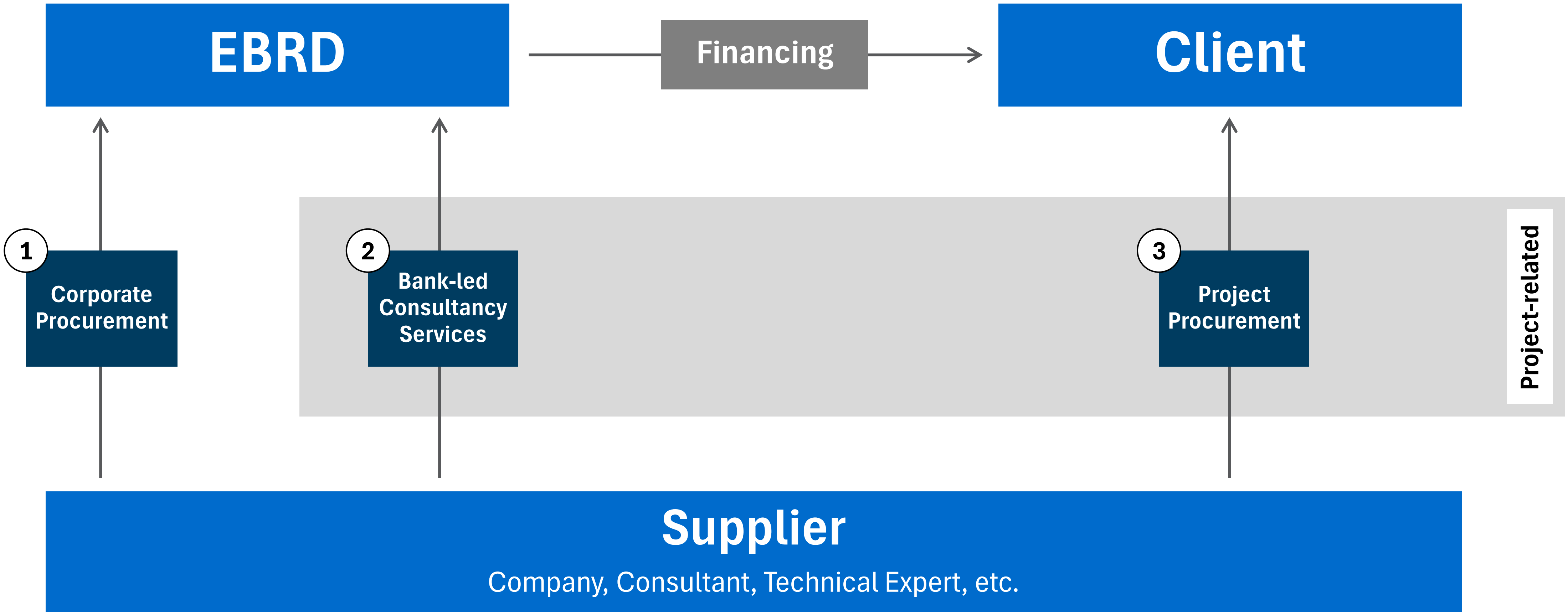

Each way with specific goal and Procurement approach

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<table>
<tr><th></th><th>① Corporate Procurement</th><th>② Bank-led Consultancy Services</th><th colspan="2">③ Project Procurement</th></tr>
<tr><th></th><th></th><th></th><th>Client-led Consultancy Services</th><th>Goods and Works</th></tr>
<tr><td>Examples</td><td>• IT
• Facilities & Operations
• Communications
• Corporate Functions
• Human Resources</td><td>• 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)</td><td>• Technical assistance – Project implementation</td><td>• Provision of Goods and Services for project delivery</td></tr>
<tr><td>Contracts awarded
Annual</td><td>~€ 100 m
+2,500 contracts</td><td>~€ 150 m
+3,000 contracts</td><td>~€ 70 m
+90 contracts</td><td>~€ 4,000 m
+200 contracts</td></tr>
<tr><td>EBRD Department</td><td colspan="2">PODD</td><td colspan="2">PPAD</td></tr>
<tr><td>Paid by</td><td colspan="2">The Bank</td><td colspan="2">The Client (using or not EBRD proceeds)</td></tr>
<tr><td>Guidelines</td><td colspan="2">Corporate Procurement Policy</td><td colspan="2">Procurement Activities under Procurement Policies and Rules</td></tr>
<tr><td>Platform</td><td colspan="2">SMART by GEP - sign up here for updates</td><td colspan="2">ECEPP (EBRD Client e-Procurement Portal)</td></tr>
</table>

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 <u>on time</u>**	**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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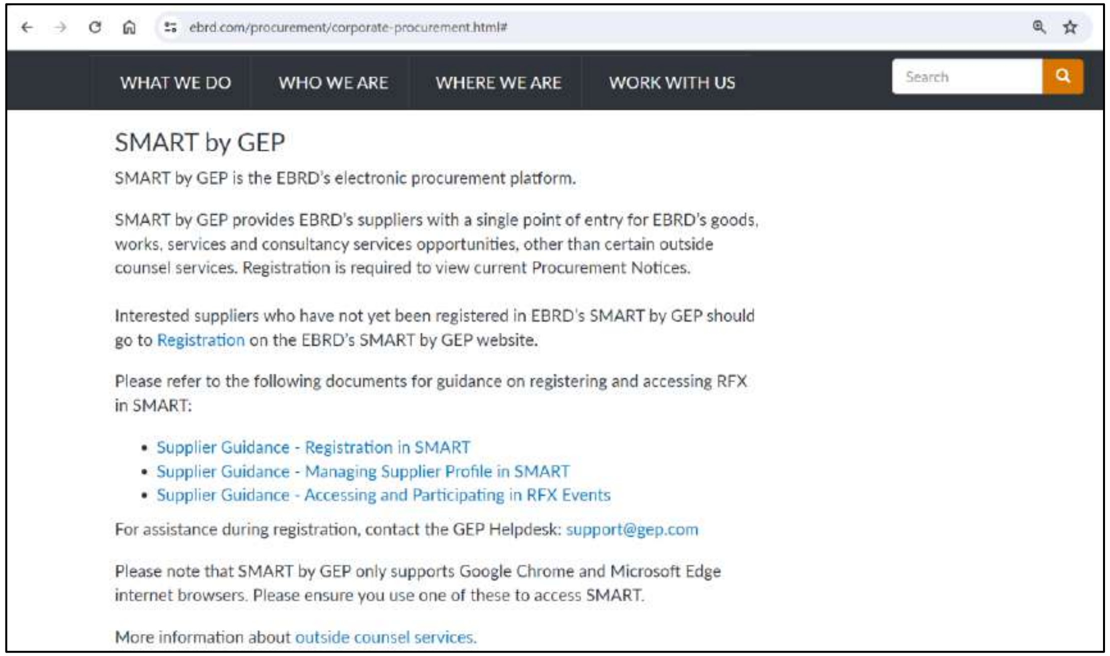
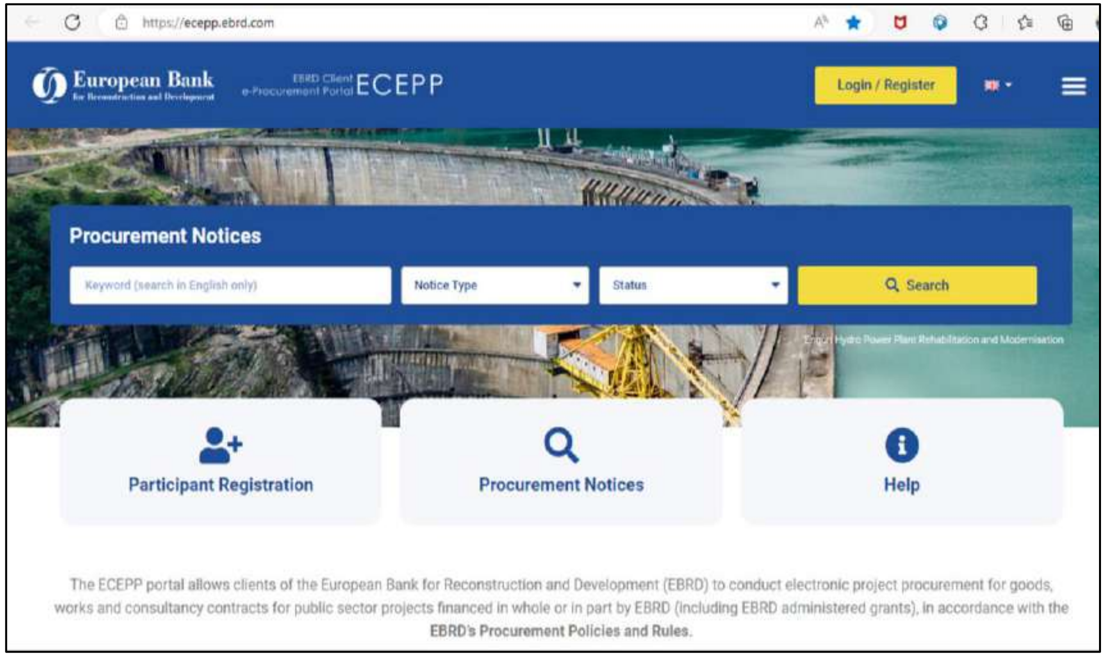
① Corporate Procurement	② Bank-led Consultancy Services	③ Project Procurement



[SMART by GEP]



[ECEPP]

Procurement | Guides and Rules

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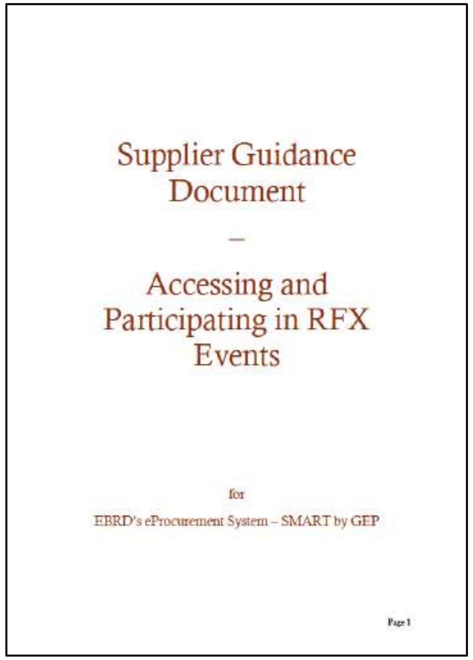
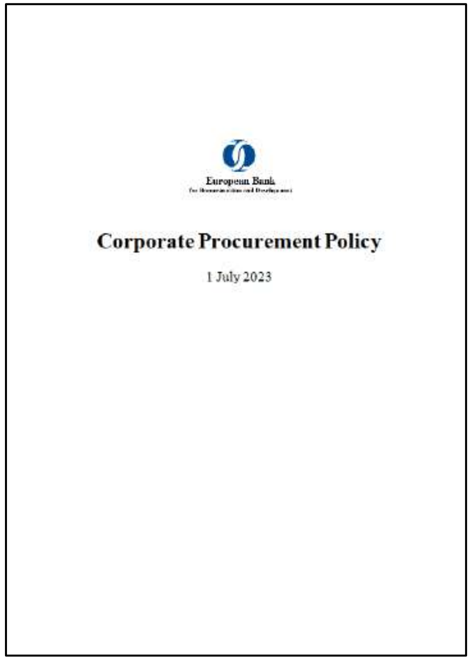
Guides (examples)

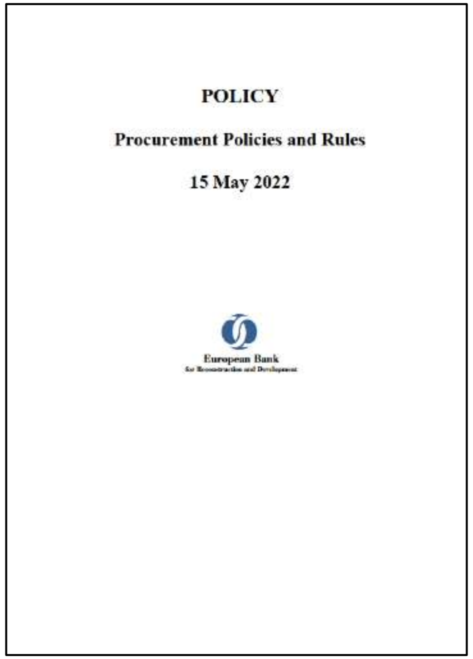

SMART by GEP
EBRD - eProcurement System
Suppliers – Registering in SMART
Reference Guide for Firms or Individuals not already registered


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


European Bank
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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