

# EBRD Procurement Opportunities

Board of Directors

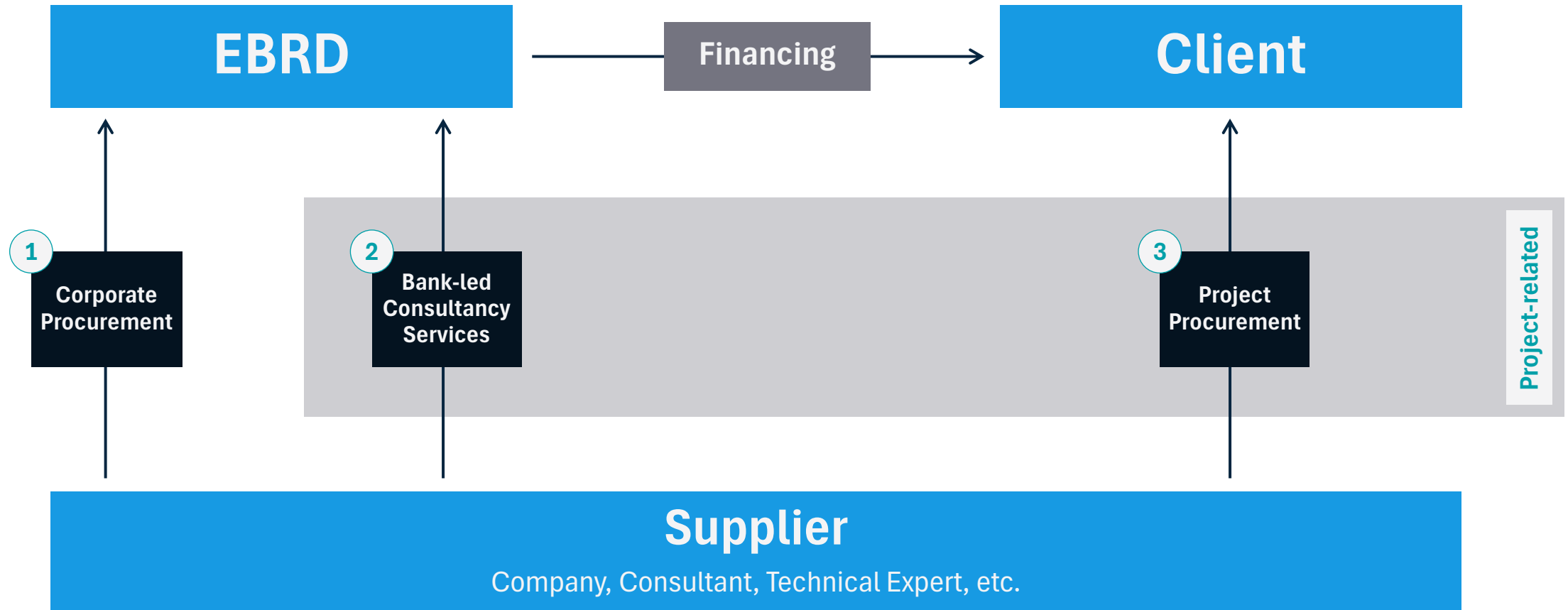
Constituency of Portugal/Greece/India/Nigeria/San Marino



**European Bank**  
for Reconstruction and Development



# 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> |
|                          | ~€ 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                                                                                                     |                                                                                                                 |
| Contracts awarded Annual | The Bank                                                                                                                                                                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | The Client (using or not EBRD proceeds)                                                                  |                                                                                                                 |
| EBRD Department          | Corporate Procurement Policy                                                                                                                                                      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | Procurement Activities under Procurement Policies and Rules                                              |                                                                                                                 |
| Paid by                  | SMART by GEP - sign up <a href="#">here</a> for updates                                                                                                                           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | <a href="#">ECEPP</a> (EBRD Client e-Procurement Portal)                                                 |                                                                                                                 |
| 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                         | <b>≥ 60k £</b> - Goods, Works or Services, or<br><b>≥ 75k €</b> - Consultancy Services, or exception <sup>1</sup>                                                                  | <b>&lt; 60k £</b> - Goods, Works or Services, or<br><b>&lt; 75k €</b> - Consultancy Services, or exception <sup>1</sup> |                       |
| Typical process timings           | Advertised: ~2-4 week<br>Selection: ~2-4 week<br><b>Total: ~4-8 week</b><br><i>(Multi stage processes may take longer and for 3. Project Procurement takes a minimum 8 months)</i> | <b>Total: &lt;4 week</b><br><i>(Dependent on negotiation)</i>                                                           |                       |
| Yearly new contracts <sup>1</sup> | +500 Contracts (15%)<br><b>+100 M €</b>                                                                                                                                            | +4,500 Contracts (85%)<br><b>+80 M €</b>                                                                                |                       |

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

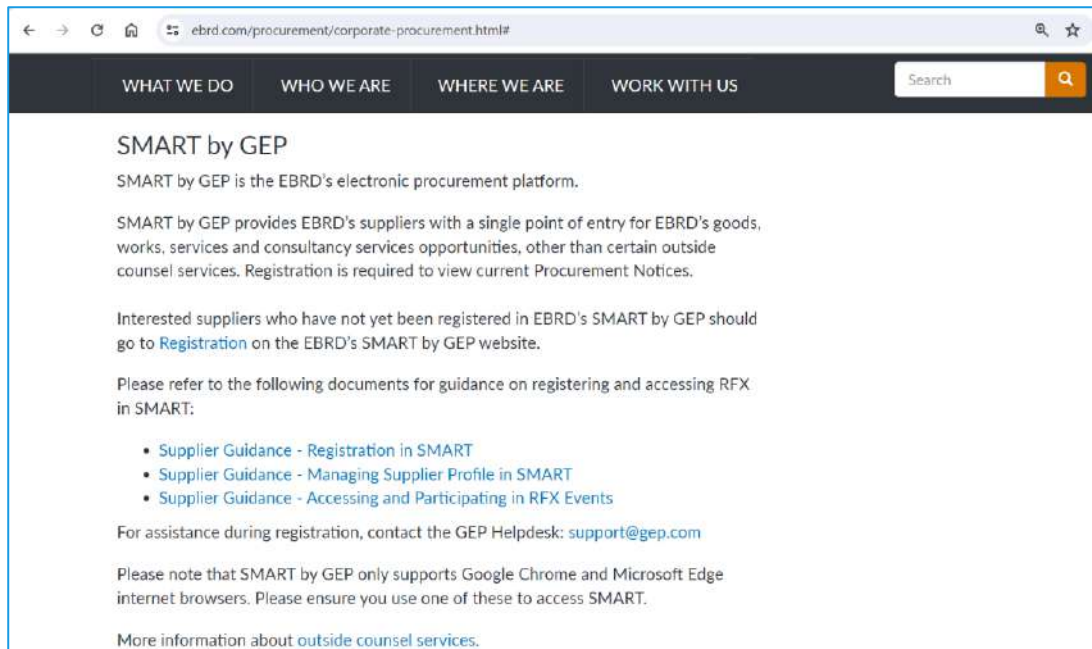
# Key steps and main criteria on Procurement process

|                           | 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. <b>Engage with EBRD through Open Competition</b></li> <li>2. <b>Contact the Procurement Team</b></li> <li>3. <b>Contact the teams involved in the projects</b><br/>(including resident offices)</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



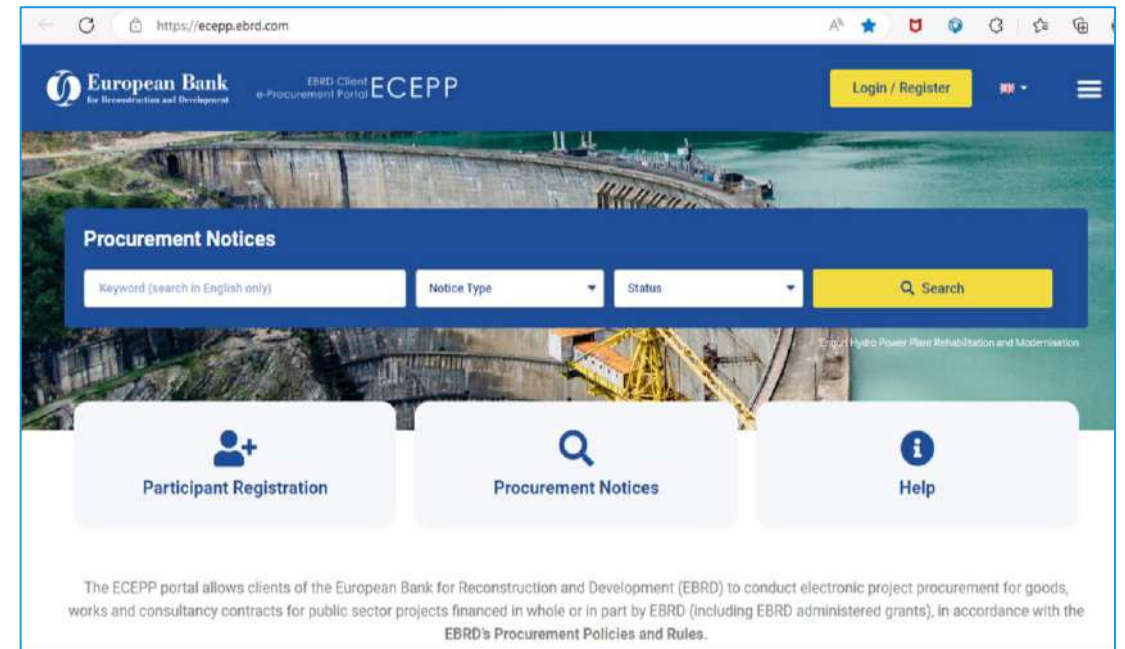
[SMART by GEP](#)

2

## Bank-led Consultancy Services

3

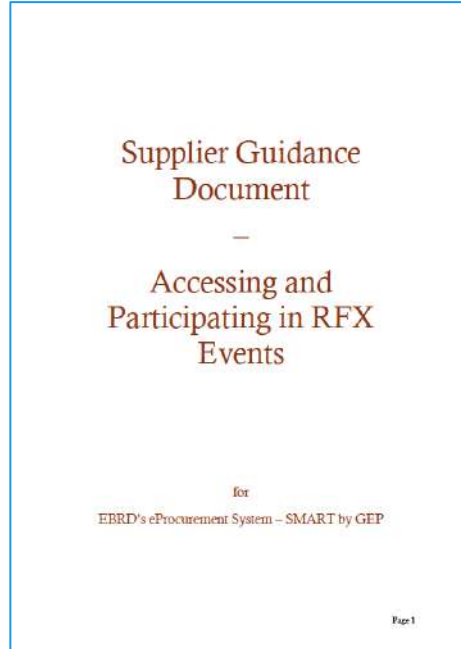
## Project Procurement



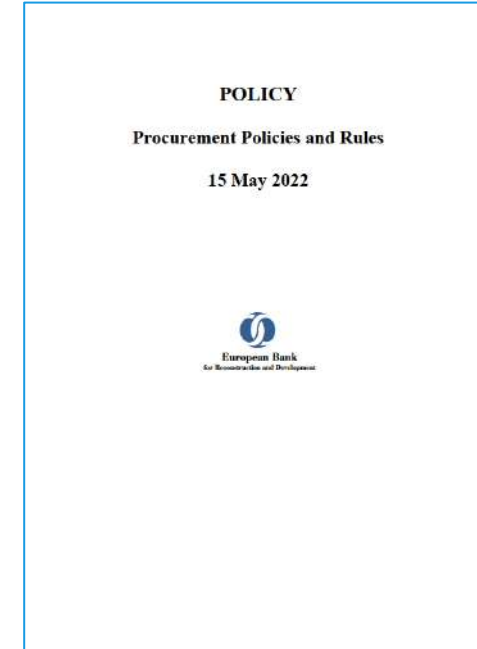
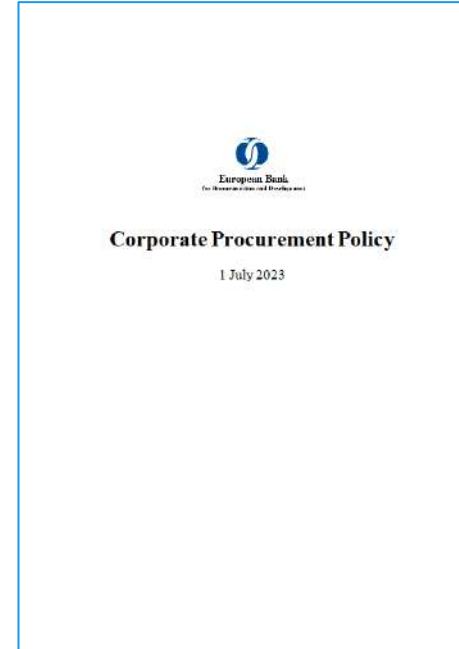
[ECEPP](#)

# Procurement | Guides and Rules

## Guides (examples)



## Rules



# Consultancy Services | Examples of large projects

**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

# Contacts

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