EBRD Procurement Opportunities

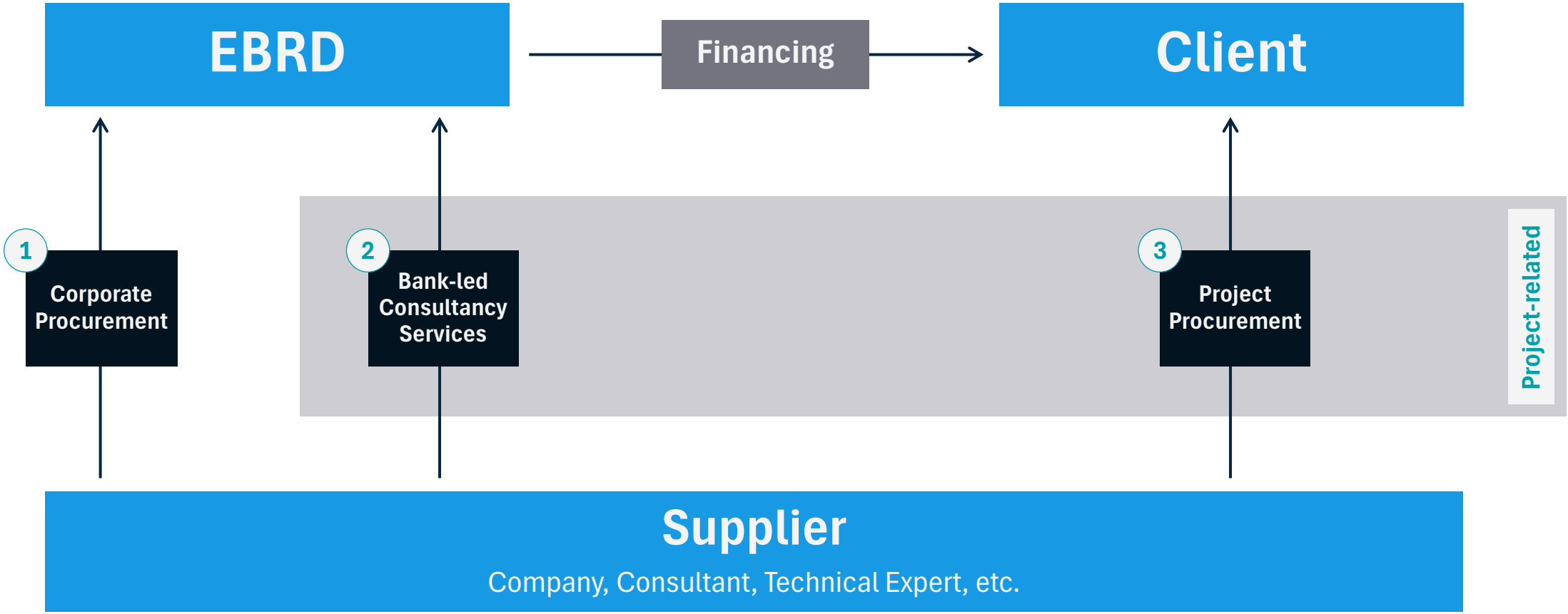
Board of Directors

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

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

	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

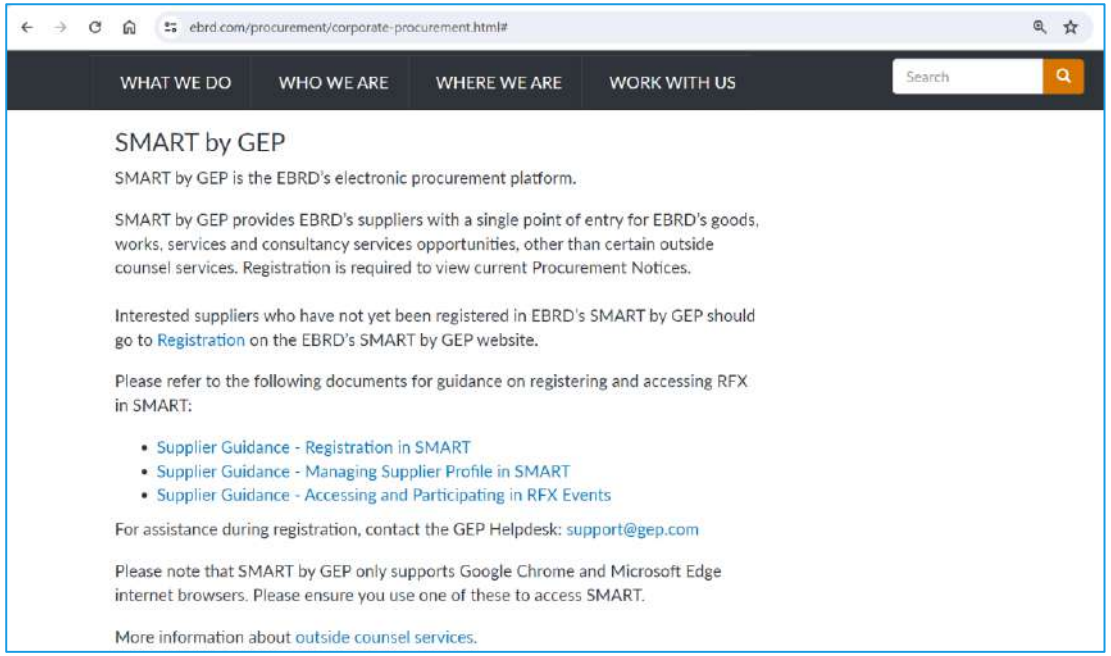
	① Corporate Procurement	② Bank-led Consultancy Services	③ Project Procurement
	Open Competition		**Direct Selection**
Steps	**Follow the steps:** 1. **Register** as soon as possible 2. **Stay tuned** for post opportunities 3. Be prepared to **apply <u>on time</u>**		**Get in the internal list of providers:** 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**

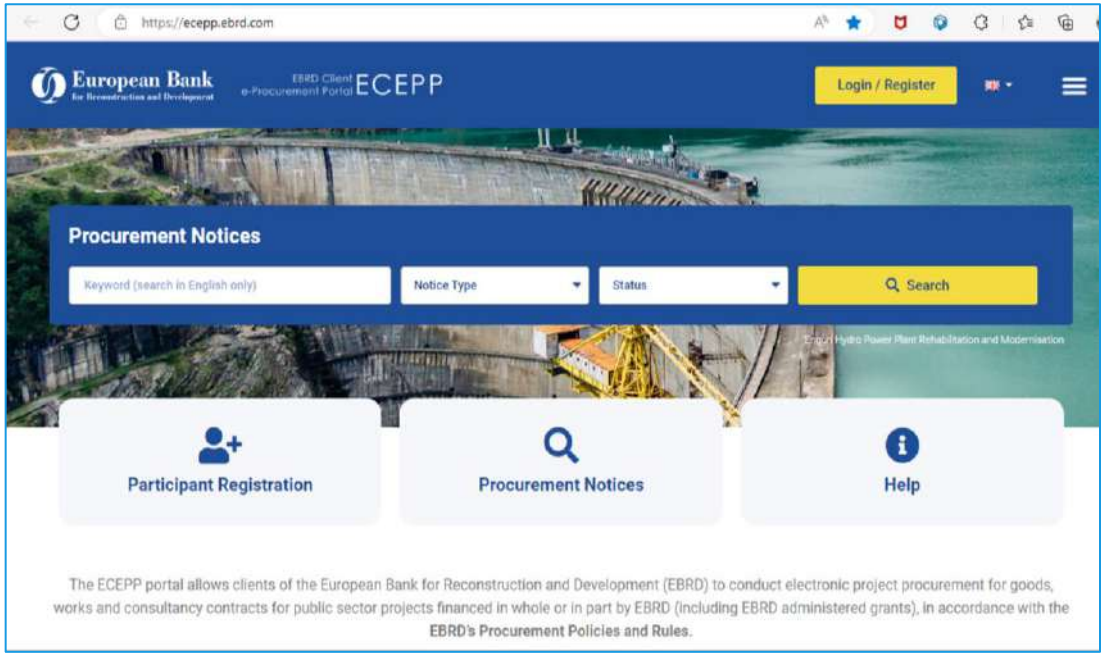
Register in EBRD platforms and sign up for email updates

1 **Corporate Procurement**

2 Bank-led **Consultancy Services**

3 **Project Procurement**





SMART by GEP

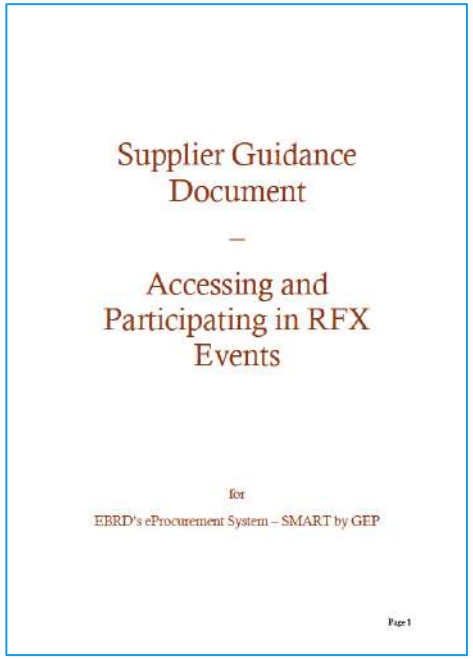
ECEPP

Procurement | Guides and Rules

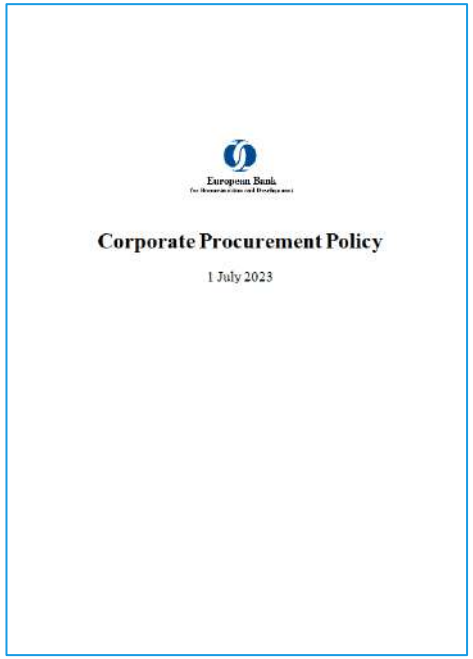
Guides (examples)

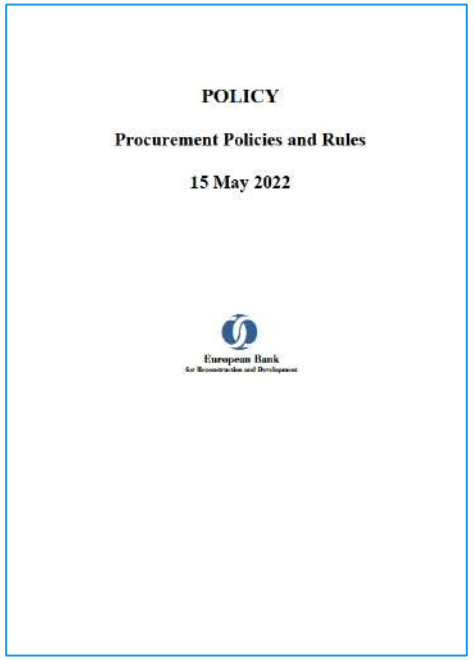






Rules





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 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

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