

EBRD business opportunities for Canadian companies

Break-out session

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Technical Cooperation, EBRD

Canada, October 2016



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for Reconstruction and Development



- A. Business opportunities for consultants
 - 1. Introduction to Technical Cooperation (TC) and related consultancy opportunities
 - 2. How to start?
 - 3. Selection of consultants
 - 4. Contracting of consultants
 - 5. Strategies for successful applications

If there should be interest:

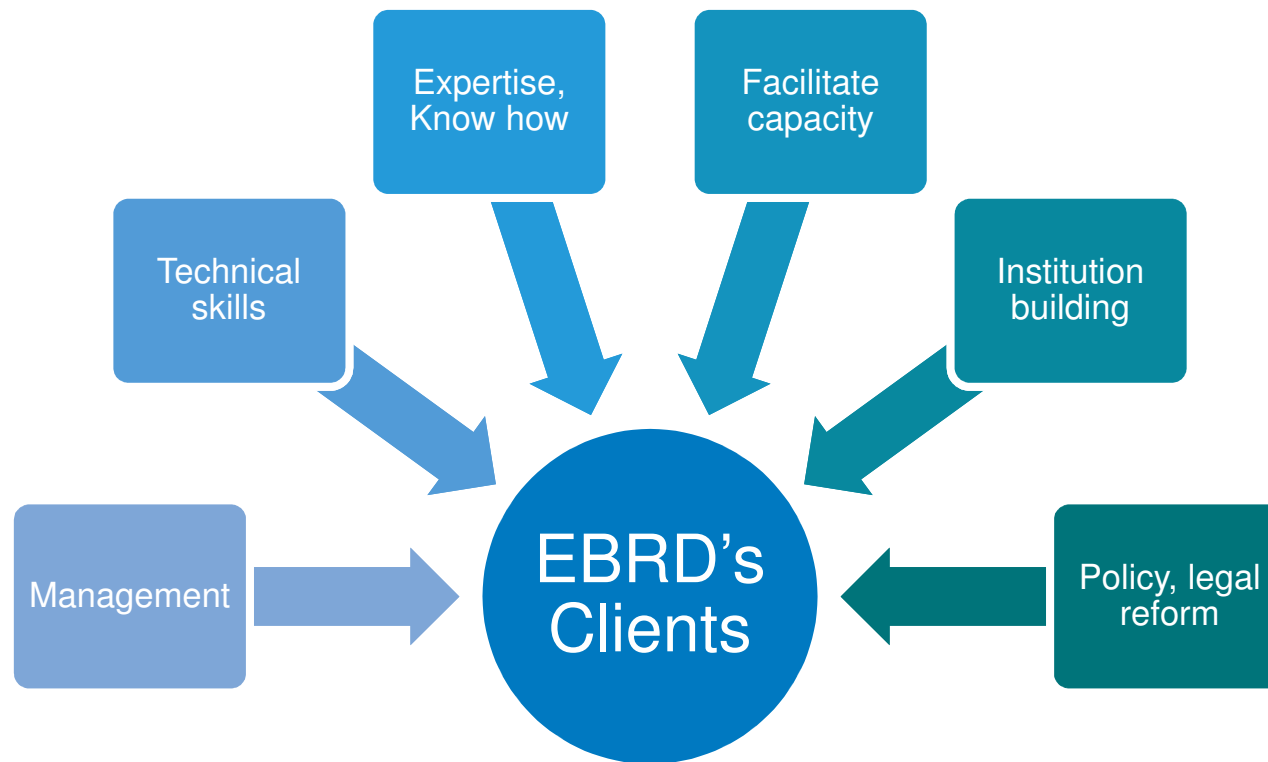
- B. Business opportunities for suppliers and contractors
 - C. How to invest with the EBRD
-



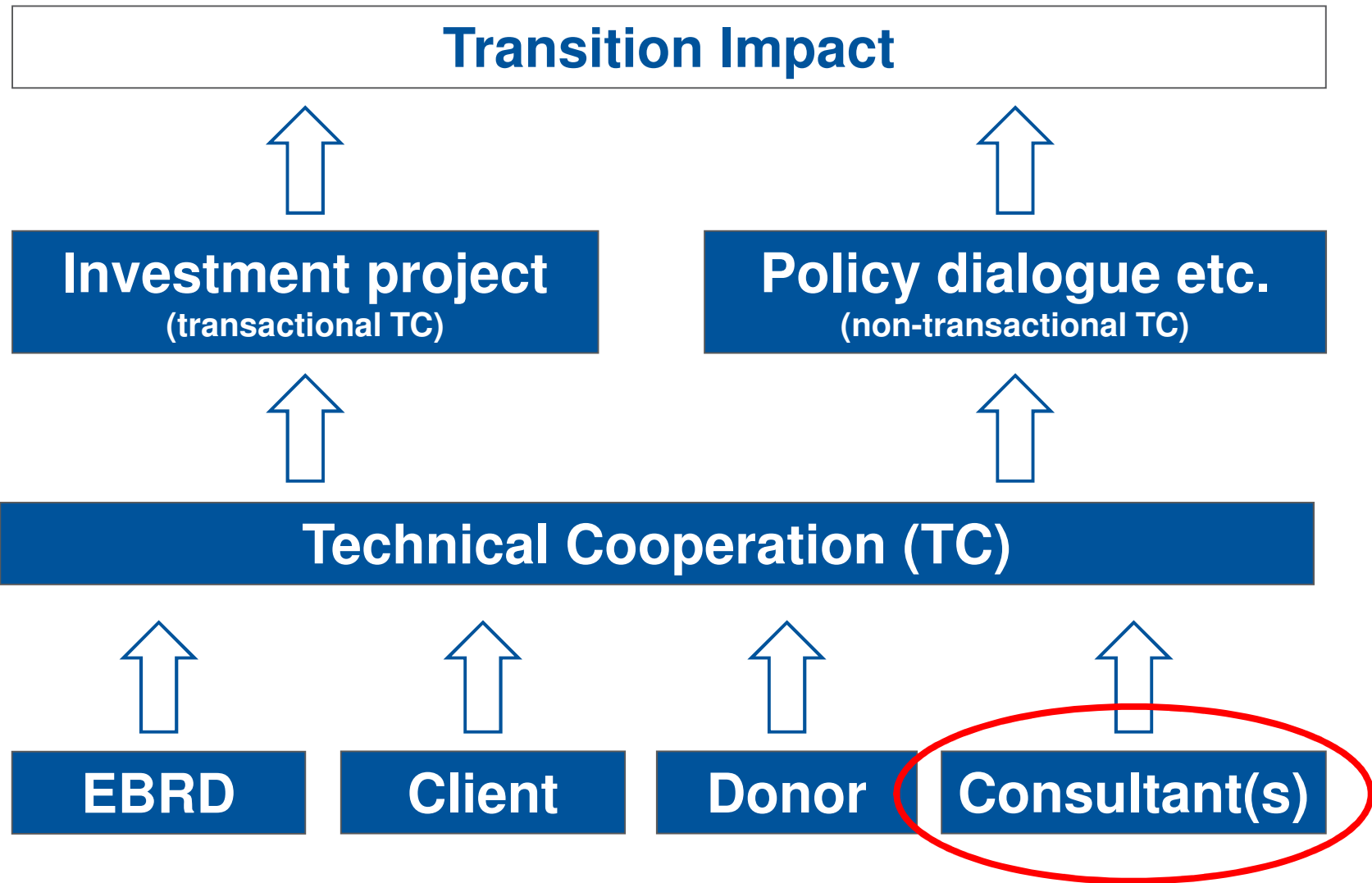
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EBRD business opportunities for consultants

EBRD Technical Cooperation (TC) Programme - Introduction



Technical Cooperation (TC) - Introduction



Investment portfolio by EBRD sector in 2015

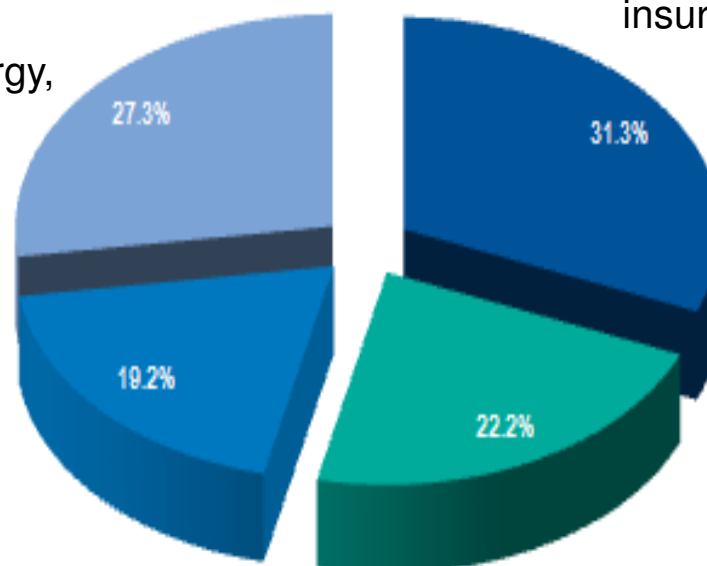


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Green Economy Transition 30% but
crosscutting through all sectors (target 40%)

Financial Institutions 31% (Bank
lending incl. finance facilities, Bank
equity, small business finance,
insurance and financial services)

Energy 27% (Power & energy,
Natural Resources)



Infrastructure 19% (Transport,
Municipal & Environmental
Infrastructure)

Corporate 22% (Manufacturing/Services,
Agribusiness, Equity funds, Property &
Tourism, Information & Communication
technology)

Why we need you!

Consultancy support for investments and policy reform

- Over 30% of EBRD's investments and most policy reform activities require consultancy support
- Over 2,800 consultancy contracts for €169.6 million in 2015
- 345 new TC (consultancy) projects for €203m approved in 2015:
 - 62% investment-related TCs
 - 38% non investment-related TCs (policy reform etc.)

Examples of required consultancy services



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EBRD Sector: Municipal & Environmental Infrastructure

- Technical studies
 - Market studies
 - Feasibility study
 - Technical, financial & environmental/social due diligence
 - Environmental and Social Impact Assessments (ESIA)
 - Lender's monitor/engineer
 - Project implementation support (project management units, design, construction/contracts supervision, procurement etc.)
 - Stakeholder participation programme
 - Corporate, financial and operational performance improvement programmes
 - Capacity building and training
- Water
 - Wastewater
 - District heating
 - Solid waste
 - Busses/trolleybuses
 - Trams
 - Metro
 - Ferries
 - Parking
 - Urban roads
 - e-ticketing
 - Traffic management
 - Street lighting
 - Tariffs, tariff policy and regulation
 - Regulatory issues

Examples of required consultancy services



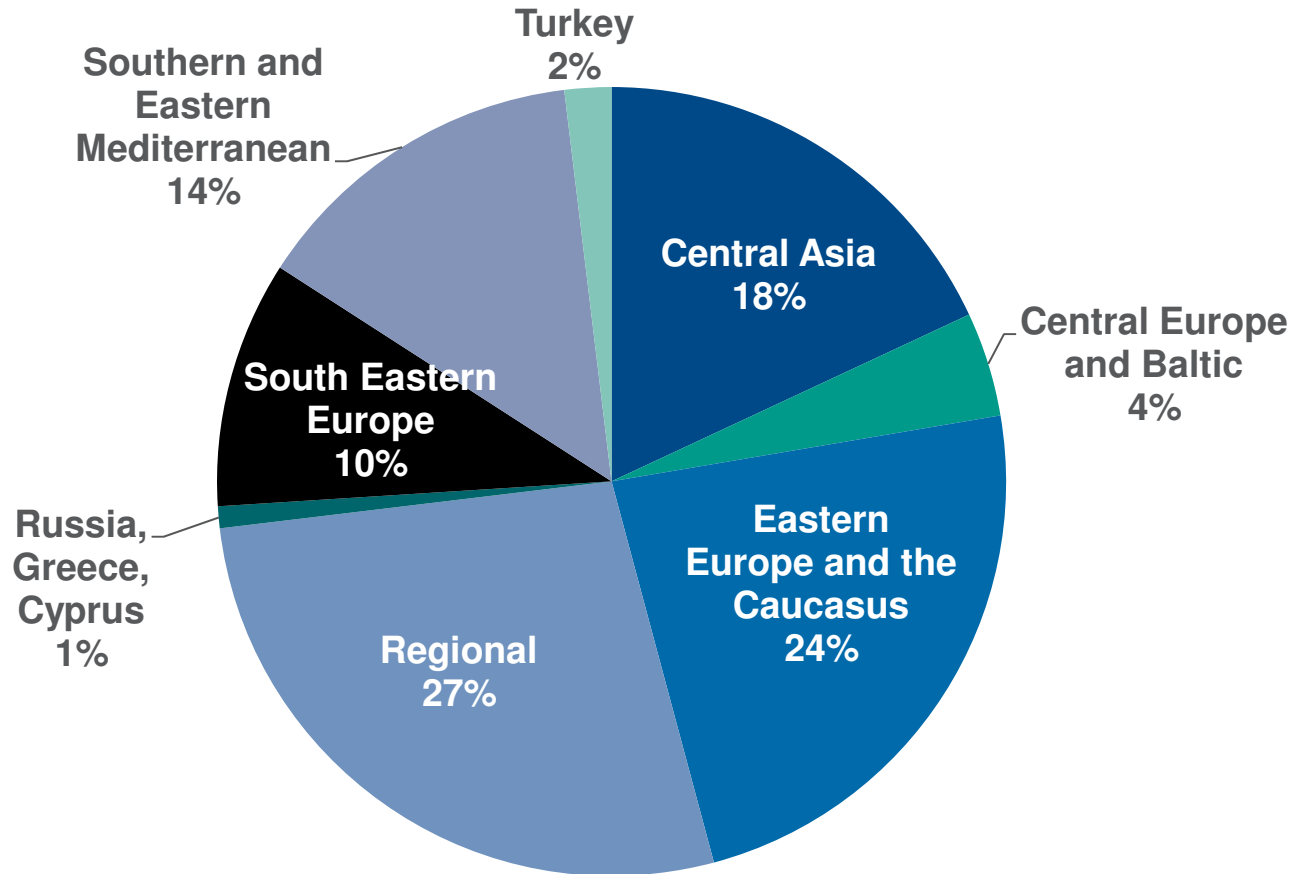
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EBRD Sector: Green Economy Transition

- Technical studies
- Market studies for new technologies
- Feasibility studies
- Technical, financial & environmental/social due diligence
- Energy audits
- Resource audits
- Project implementation support (e.g. advice to local banks on how to on-lend to local clients)
- Policy dialogue to address environmental market failures, strengthen the institutional or regulatory context
- Climate change action plans
- Tariff methodology advice
- Corporate policies
- Renewable energy
- Resource efficiency (water, materials)
- EBRD sustainable energy & resource finance facilities (SEFFs)
- (Residential) buildings
- Industrial & corporate sector
- Technology transfer
- Energy Service Companies (ESCOs)
- Recycling

Consultancy opportunities approved in 2015

- Regions

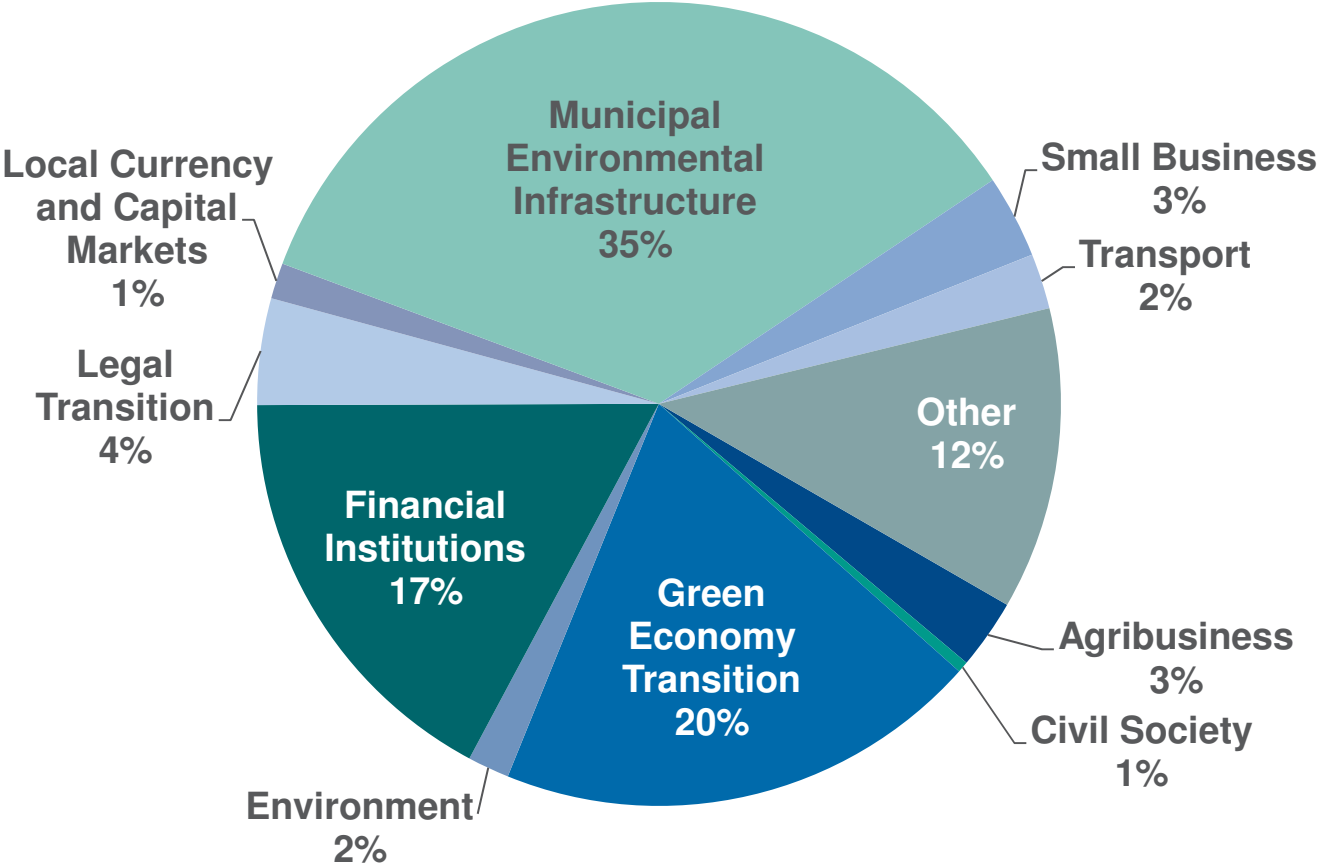


Consultancy opportunities approved in 2015

- Sectors



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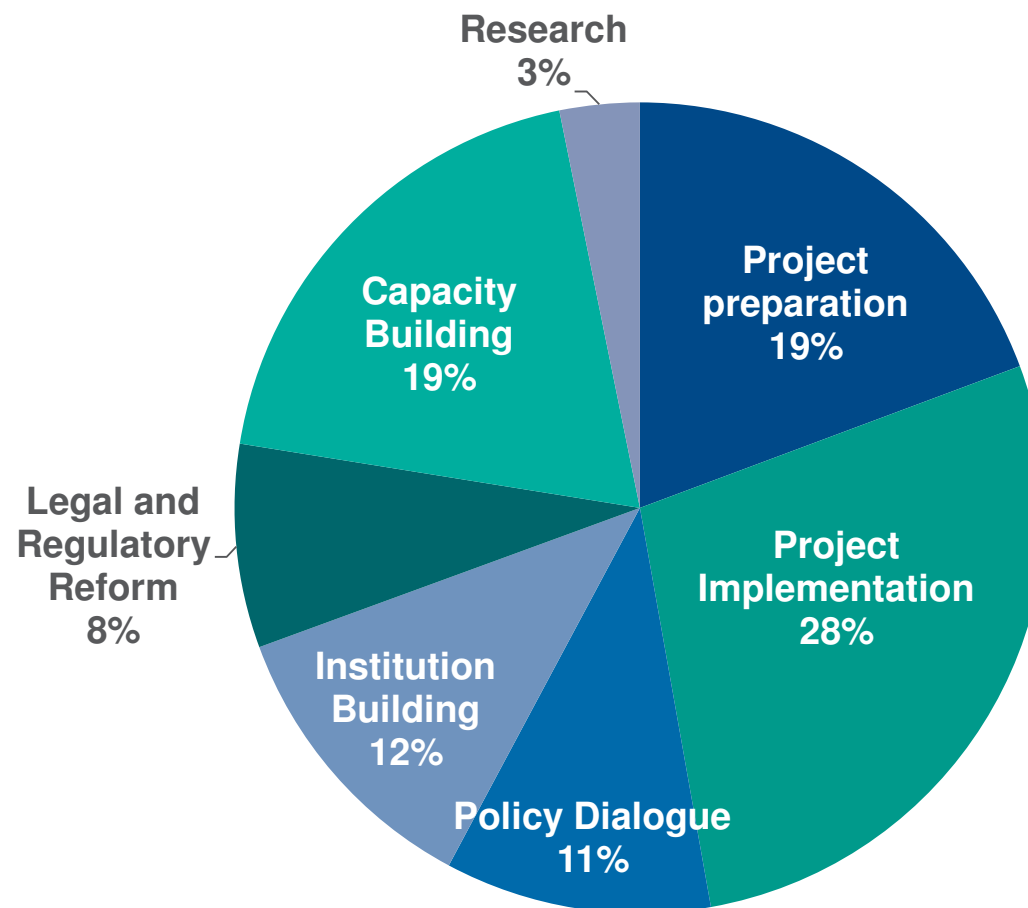


Consultancy opportunities approved in 2015

- Types of assignments



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Consultant opportunities?

How to start?

Do your research!



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EBRD's strategic initiatives

- (1) Green Economy Transition
<http://www.ebrd.com/what-we-do/get/knowledge-hub.html>
- (2) Early Transition Countries Initiative (ETC)
<http://www.ebrd.com/what-we-do/sectors-and-topics/early-transition-countries-initiative.html>
- (3) Local Currency and Capital Markets Initiative (LC2)
<http://www.ebrd.com/what-we-do/sectors-and-topics/local-currency-and-capital-markets.html>
- (4) Strategy for Promotion of Gender Equality 2016-2020
<http://www.ebrd.com/gender-strategy.html>
- (5) Small Business Initiative (SBI)
<http://www.ebrd.com/what-we-do/sectors-and-topics/ebrd-small-business-initiative.html>
- (6) Investment Climate and Governance Initiative (ICGI)
<http://www.ebrd.com/what-we-do/sectors-and-topics/ebrd-icg-initiative.html>

Do your research!

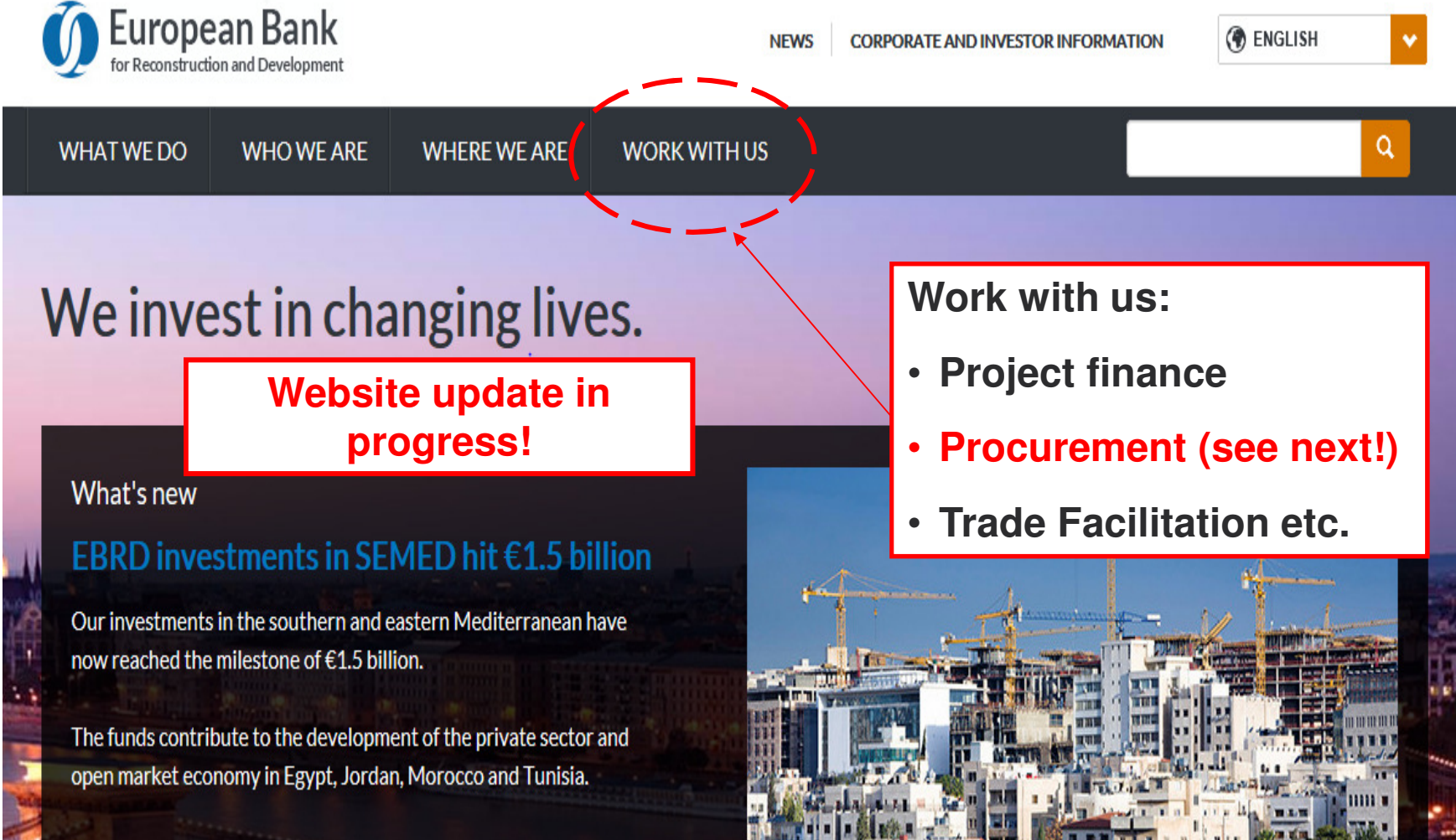


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Other information

- (1) Factsheets for EBRD countries, key sectors and themes
<http://www.ebrd.com/news/publications/factsheets.html>
- (2) Country strategies
<http://www.ebrd.com/what-we-do/strategies-and-policies.html>
- (3) Banking sector strategies
<http://www.ebrd.com/what-we-do/strategies-and-policies.html>
- (4) Sector-specific information, for example on Sustainable Energy Financing Facilities (SEFF)
<http://www.ebrd.com/what-we-do/sectors-and-topics/sustainable-resources/seffs.html>
- (5) Environmental & Social Impact Assessments
<http://www.ebrd.com/esia.html>
- (6) Project Summary Documents (with references to required TC/consultancy support)
<http://www.ebrd.com/work-with-us/project-finance/project-summary-documents.html>
<http://www.ebrd.com/work-with-us/project-finance/technical-cooperation-project-summary-documents.html>

Consultant opportunities? Research ebrd.com!



The screenshot shows the European Bank website header and main navigation. The 'WORK WITH US' menu item is circled in red. A red box highlights the text 'Website update in progress!' with an arrow pointing to the 'WORK WITH US' menu. Another red box lists 'Work with us:' followed by three bullet points: 'Project finance', 'Procurement (see next!)', and 'Trade Facilitation etc.'. The main content area features a headline 'We invest in changing lives.' and a news article titled 'EBRD investments in SEMED hit €1.5 billion'.

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NEWS | CORPORATE AND INVESTOR INFORMATION | ENGLISH

WHAT WE DO | WHO WE ARE | WHERE WE ARE | **WORK WITH US**

We invest in changing lives.

Website update in progress!

Work with us:

- Project finance
- **Procurement (see next!)**
- Trade Facilitation etc.

What's new

EBRD investments in SEMED hit €1.5 billion

Our investments in the southern and eastern Mediterranean have now reached the milestone of €1.5 billion.

The funds contribute to the development of the private sector and open market economy in Egypt, Jordan, Morocco and Tunisia.

Consultant opportunities? Research ebrd.com!

Working with the EBRD



There are a number of ways you can work with the European Bank for Reconstruction and Development (EBRD) as well as its clients and partner organisations.

We offer a range of products and business services.

Our operations extend across more than 30 countries and within a broad range of industry sectors.



EBRD headquarters, London

Project finance

We offer a number of financial instruments, primarily in the form of loans, equity and guarantees.

LEARN MORE >

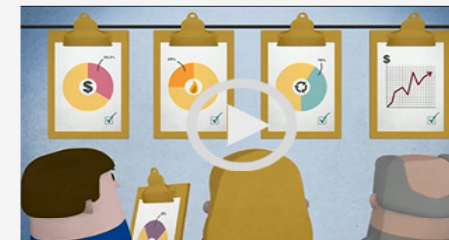
Procurement

Projects financed by the EBRD generate... and services for internal projects and departments.

LEARN MORE >

**Consultancy services
(see next!)**

Watch



How EBRD projects work

Related to this

[Countries where the EBRD works](#) >

[Sectors we work in](#) >

[Find out if you could be eligible for EBRD assistance](#) >

EBRD applications

[Collaborations systems for EBRD clients](#) >

Consultant opportunities? Research ebrd.com!



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Consultancy Services

Selection and engagement of consultants for the needs of the Bank and its Clients falls under responsibility of the Technical Cooperation team

LEARN MORE >

Outside Counsel Services

Selection and engagement of outside counsel for the needs of Office of the General Counsel (OGC).

LEARN MORE >

Procurement FAQs

Further detail on our procurement opportunities and processes.

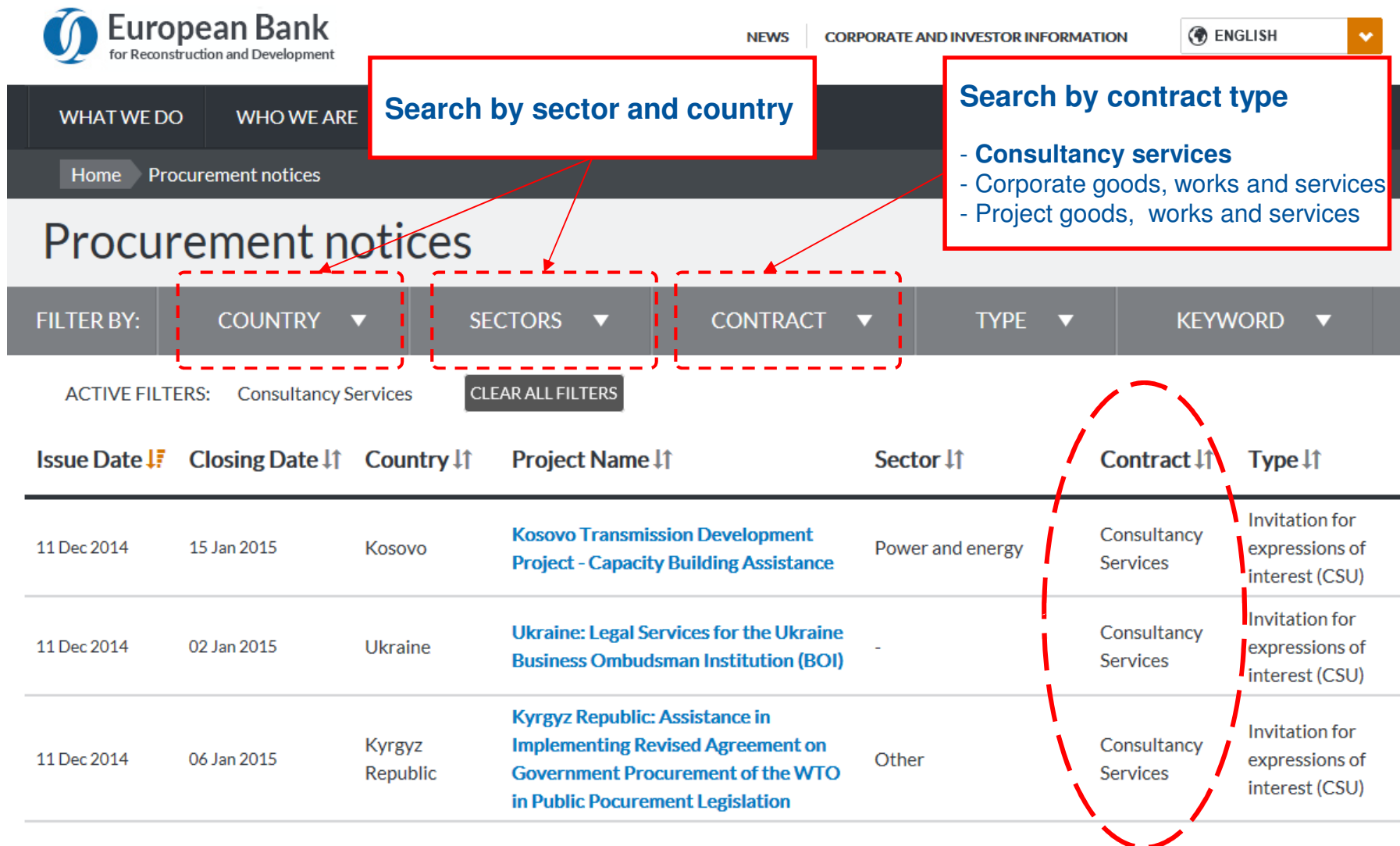
LEARN MORE >

Consultancy Services:

- Procurement Notices
- eSelection system
- Guidelines
- Reports & Data

How to start?

Assess procurement notices!



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WHAT WE DO WHO WE ARE

Home Procurement notices

Search by sector and country

Search by contract type

- Consultancy services
- Corporate goods, works and services
- Project goods, works and services

FILTER BY: COUNTRY SECTORS CONTRACT TYPE KEYWORD

ACTIVE FILTERS: Consultancy Services CLEAR ALL FILTERS

Issue Date	Closing Date	Country	Project Name	Sector	Contract	Type
11 Dec 2014	15 Jan 2015	Kosovo	Kosovo Transmission Development Project - Capacity Building Assistance	Power and energy	Consultancy Services	Invitation for expressions of interest (CSU)
11 Dec 2014	02 Jan 2015	Ukraine	Ukraine: Legal Services for the Ukraine Business Ombudsman Institution (BOI)	-	Consultancy Services	Invitation for expressions of interest (CSU)
11 Dec 2014	06 Jan 2015	Kyrgyz Republic	Kyrgyz Republic: Assistance in Implementing Revised Agreement on Government Procurement of the WTO in Public Procurement Legislation	Other	Consultancy Services	Invitation for expressions of interest (CSU)

How to start?

Register to eSelection

- Web-based **eSelection** ensures transparency, efficiency, level playing field and cost reductions as a result of on-line submissions
 - Register: <https://eselection.ebrd.com/suite/>
 - Consultants can:
 - (1) Subscribe for **electronic notification** about new opportunities by industry sector and area of expertise:
 - (2) **Submit expressions of interest & proposals** (including financial proposals) on-line/electronically
 - (3) **View the status of application**, manage participation in selection processes and monitor the progress of any selection process
-

Register to eSelection:

<https://eselection.ebrd.com/suite/>



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Register here

What is eSelection?

eSelection is a secure Internet application allowing participation in the selection process for consultancy assignments for which EBRD is responsible.

Who can register?

1. Individual consultants or individuals representing their respective firms.
2. All law firms on an office by office basis.

Why register?

1. (Consultant) As a registered user you will be able to create your own profile and subscribe for the sectors and areas of expertise of interest to you. You will then be automatically alerted of upcoming opportunities as they arise.

Username

Password

[Register for a Consultant Account](#)

[Contact Us](#)

[Register a Law Firm](#)

[Contact Legal Department](#)

[Forgot Password](#)

Log in

Send a query or request assistance

Sends email with link to reset password



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The EBRD's Procurement Policies and Rules (PP&R):

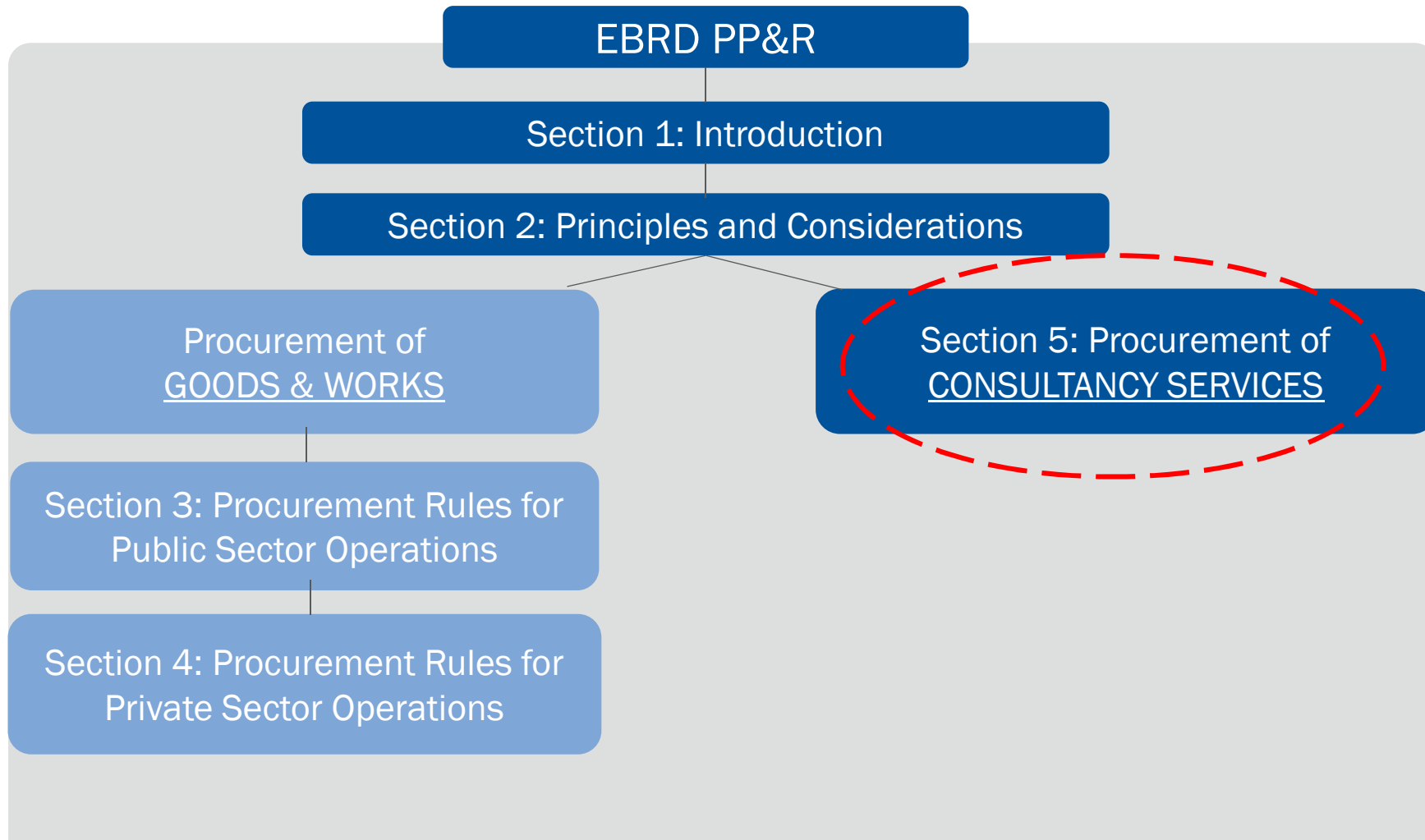
Selection of consultants

EBRD's Procurement Policies & Rules (PP&R)

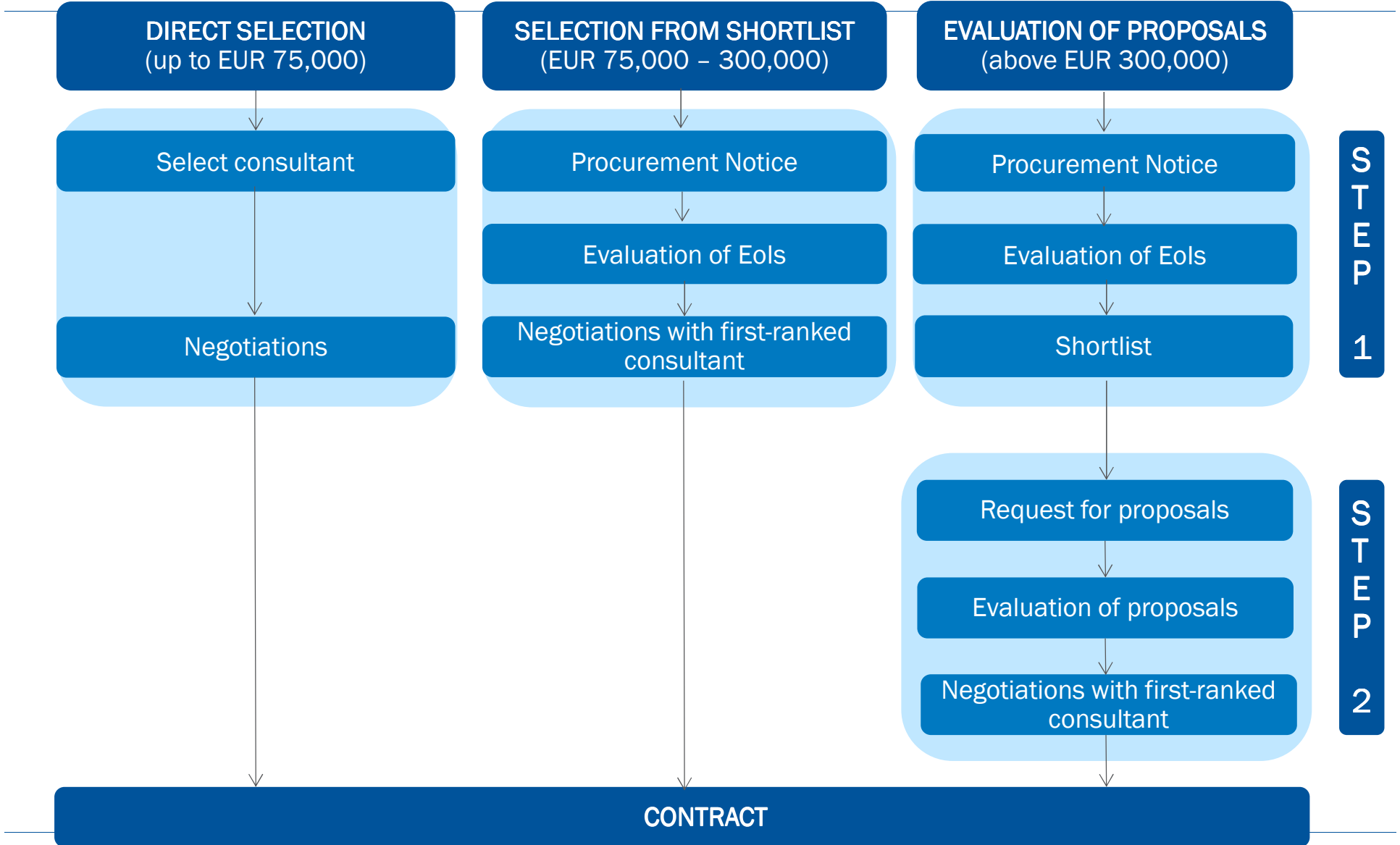
- Revised Procurement Policies & Rules (PP&R), revised October 2014:
<http://www.ebrd.com/work-with-us/procurement/policies-and-rules.html>
- Based on fundamental principles of economy, efficiency, accountability, non-discrimination, fairness and transparency
- In principle no eligibility restrictions, no domestic/member states preference (exception: tied donor funds)
- Main consideration is capability to perform the contract



EBRD's Procurement Policies & Rules (PP&R)



Overview of procedures for consultant selection (EBRD or Clients)



Shortlisting – Requirements for EoIs

Expression of Interests (EoIs) and Shortlisting

Standard template for EoI	No (but consultant declaration)
Financial capacity (minimum turnover, profit)	No
Professional & technical capacity (number of staff or experts)	No
Publication of shortlist criteria	Yes
Project references	Yes (but no standard template)
CVs	Yes (but no standard template)



Expression of Interests (Eols) and Shortlisting

Evaluation method	Primarily scoring of project references & CVs, generally no pass/fail tests
Shortlist	3 - 6 (provided those are capable and qualified)
Geographic limits	1. no more than two firms from any one country and 2. at least one firm from a country of operation
Publication of shortlist	After award on ebrd.com

Evaluation of Proposals



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Evaluation of Proposals

Technical evaluation criteria	Tailored to assignment with focus on approach and key experts , interviews for complex or pilot assignments
Weight of financial proposal	Case by case (0%-30%, standard 20%)
Public opening of tech. and fin. proposals	For Client-led selections only
Documentary evidence	Hardly any administrative compliance, methodology and CVs matter!



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Contracting of consultants

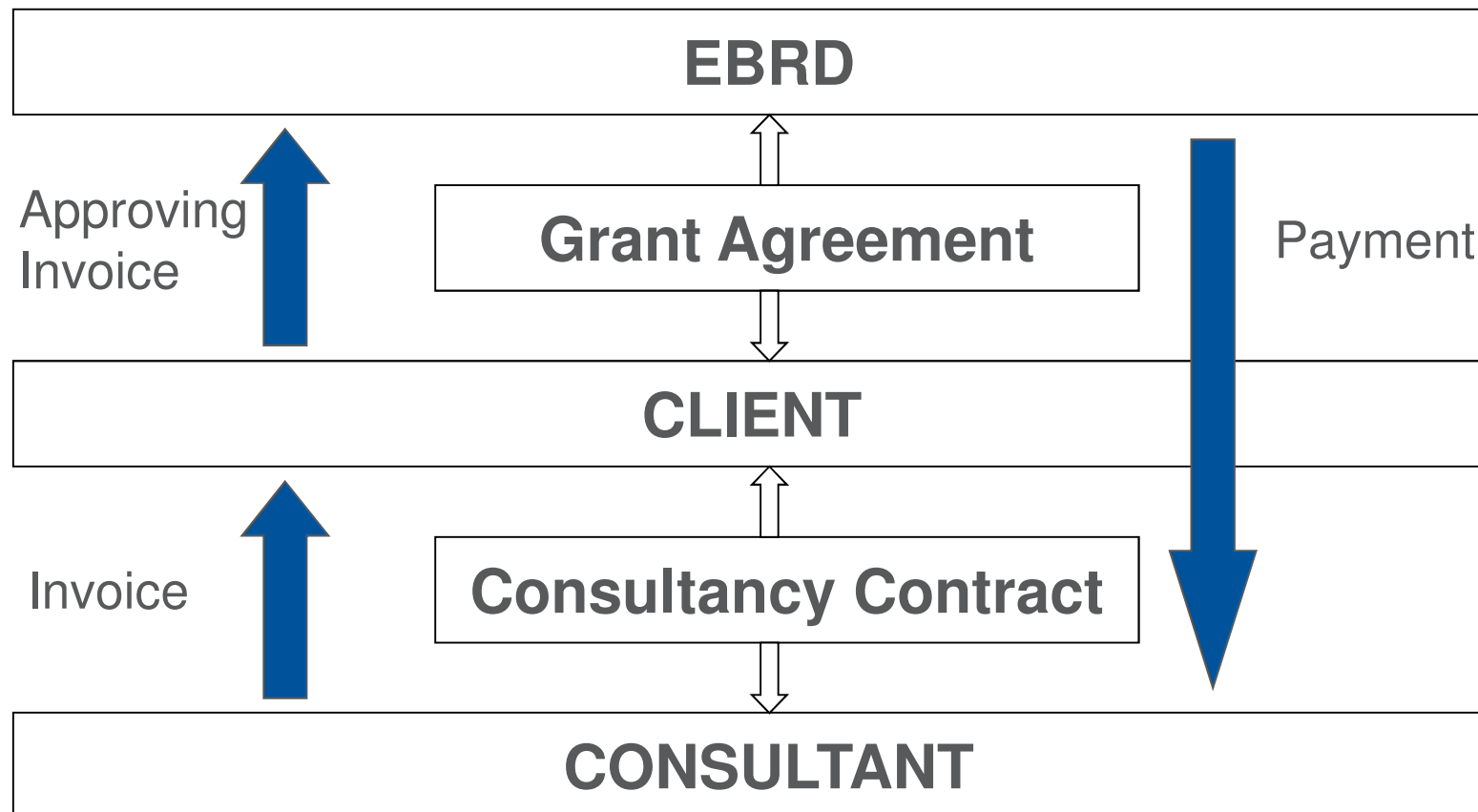
Contracting (general)



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-
- EBRD's contract templates provide for a **fair balance** between interests of EBRD/Client and consultant
 - Payment terms and advance are subject to negotiations and are **tailored to each assignment** (lump sums vs time-based)
 - EBRD is providing advice on negotiations and is **issuing final versions of contracts** even if Client is contracting the consultant
 - If there are no specific risks EBRD can accommodate **small firms** (for example on professional liability insurance)
 - EBRD contracts include **inter alia**:
 - Bank contract for firms and individual experts
 - Framework agreements/contracts and call-offs
 - Contracts for consultants **contracted by Client**
-

Contracting/payments: Client is contracting consultant





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Strategies for successful applications

Understand how EBRD's Clients select/contract/manage consultants for TCs



Technical Cooperation: Guidelines
for Clients Managing Donor Funded
Consultancy Assignments



<http://www.ebrd.com/work-with-us/procurement/consultancy-services.html>

MDB Harmonised Request for Proposals (RFP)

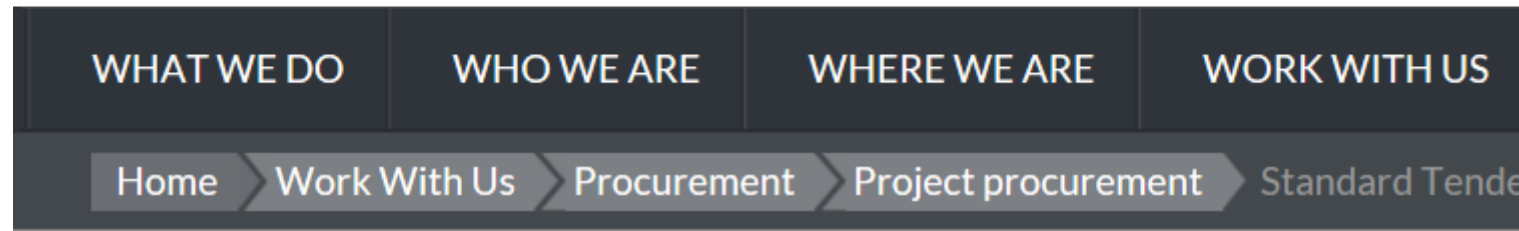
<http://www.ebrd.com/work-with-us/procurement/project-procurement/standard-tender-documents.html>



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NEWS



EBRD Procurement Standard Tender Documents **for Client-led TCs**

Consulting Services

September 2012 EBRD Harmonised Trial versions

[Standard Request for Proposals: Selection of Consultants \(PDF\)](#)

[Standard Request for Proposals: Selection of Consultants \(DOC\)](#)

Assess pipeline of opportunities!

<http://www.ebrd.com/work-with-us/project-finance/project-summary-documents.html>



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Home > Work With Us > Project finance > PSDs

Project Summary Documents

for investment-related consultancy support

FILTER BY: COUNTRY ▼ TOPICS ▼ DATE ▼ KEYWORD ▼

Date	Project ID	Country	Project Title	Topic	Public/Private	Status
13 Feb 2015	47125	Turkey	Aksa Environmental, Health and Safety	Manufacturing and Services	Private	Board approved, Pending signing
11 Feb 2015	43764	Serbia	Dolovo Cibuk I Wind Farm	Power and energy	Private	Passed concept review, Pending final review

Example of Project Summary Document



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Tajik Water II - Central Water Rehabilitation

Country:	Tajikistan
Project number:	47057
Business sector:	Municipal and
Notice type:	Public
Target board date:	08 Jul 2015
Status:	Passed conce
PSD disclosed:	27 Jan 2015

Project description and objective

The Tajik Water II Project (the Project) would be a
Integrated Approach and provide financing to fur
and wastewater improvements in the 20 cities wh
KMK.

Technical cooperation

The following technical co-operation (TC) assignments are envisaged as part of this sub-project:

Pre-Signing

- **Feasibility Study:** to assist the Bank with due diligence, including investment component selection from the existing Long Term Investment Plans and preparation of a procurement plan for each RWC, an environmental and social due diligence update, a creditworthiness and financial analysis, legal due diligence and an institutional analysis on the proposed project structure. The cost of the assignment is USD 475,000, financed by the Government of Austrian.

Post-Signing

- **Project Implementation Support:** to assist the project implementation unit with engineering design, procurement, preparation and evaluation of tenders, contract award and administration, financial control, sub-project management and reporting. The estimated cost of the assignment is USD 800,000, proposed to be

Assess pipeline of opportunities!

<http://www.ebrd.com/work-with-us/project-finance/technical-cooperation-project-summary-documents.html>



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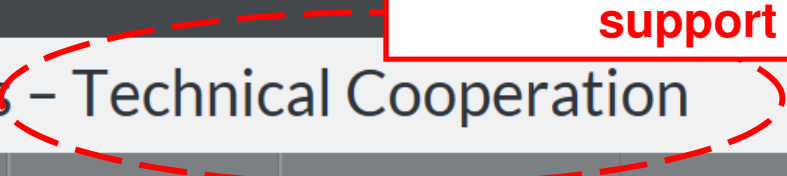
Home Project Summary Documents – Technical Cooperation

Project Summary Documents – Technical Cooperation

FILTER BY:
COUNTRY ▼
SECTOR ▼
DATE ▼
KEYWORD ▼

Date ⚡	Project ID ↓	Country ↑	Project Title ↑	Sector ↓	Status ↑
29 Jul 2016	383	Egypt	Egypt: Strategic Environmental and Social Assessment of Renewable Energy Projects in the East Nile Area	Sustainable Resources and Climate Change	Awarded
09 May 2016	500	Ukraine	Phase III - Implementation of Bank Reorganization and Debt Restructuring/Bank Restructuring	Financial institutions	TC Com approved
09 May 2016	125	Regional	Regional: Training Courses for Banks on utilisation of Cash Advances under TFP Revolving Credit Agreements (RCA)	Financial institutions	TC Com approved
09 May 2016	2010	Regional	Environmental and Social Due Diligence for Transport, MEI and Power and Energy Projects - Framework Non Procurement	Municipal and environmental infrastructure	TC Com approved
09 May 2016	444	Regional	Occupational Health and Safety capacity building	Municipal and environmental infrastructure	TC Com approved
09 May 2016	1016	Regional	EXTENSION: Road Safety Framework	Transport	TC Com approved

for non investment related consultancy support





Be realistic! Can you match the submission/ evaluation criteria? If not, consider

- (1) **consortia** or sub-contracting opportunities, identify potential local, regional or international **partner firms** to complement your firm's strengths (know-how, project references, key experts)
 - (2) engaging **external experts** to satisfy requirements related to key personnel
-

EBRD contract award notices/shortlists

<http://www.ebrd.com/work-with-us/procurement/consultancy-services.html>



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Proj ID	Title	Project Country	Contract Value (EUR)	EBRD Signed Date	Success Status	Consultant Name	Consultant Nationality	Selection Adviser
38051	Kyrgyz Republic: Talas Water and Wastewater - PIU Support including Engineering, Design and Contracts Supervision	Kyrgyz Republic	498,085.00	07/02/2014	Winner	SWECO HYDROPROJEKT AS	CZECH REPUBLIC	Jenny Scheffel
					Short Listed	KEYSTONE ENGINEERING SE	CZECH REPUBLIC	
38949	Kyrgyz Water and Wastewater Framework - Kant Water Project - City and Company Support	Kyrgyz Republic	160,000.00	07/02/2014	Winner	THE INSTITUTE FOR URBAN ECONOMICS LLC	RUSSIAN FEDERATION	Larissa Gosling
					Short Listed	CAI CONSULTING	KYRGYZ REPUBLIC	
					Short Listed	CORPORATE SOLUTIONS CONSULTING LIMITED	UNITED KINGDOM	
					Short Listed	FICHTNER GMBH & CO KG	GERMANY	
					Short Listed	GMCS-PRAHA SRO	CZECH REPUBLIC	
					Short Listed	SEURECA	FRANCE	
39822	Tajikistan: Khujand Wastewater Rehabilitation Project (Phase III) - Technical, Financial and Environmental and Social Due Diligence	Tajikistan	135,000.00	06/01/2014	Winner	HOLINGER IC INTERNATIONAL CONSULTANTS	SWITZERLAND	Jenny Scheffel
					Short Listed	ERNST BASLER + PARTNER LTD	SWITZERLAND	
					Short Listed	FICHTNER GMBH & CO KG	GERMANY	
					Short Listed	GEA ENGINEERING PC	UNITED STATES	
					Short Listed	GRONTMIJ - CARL BRO AS	DENMARK	

“Be kind to evaluators” -
Assess notice & evaluation criteria

Albert Einstein:

*“Not everything that counts can be counted
and not everything that can be counted
counts”*

Criteria	Weight	Min. Acceptable Threshold (% of max.)
<p>1. Specific experience and capability of the consultant firm(s) related to the assignment:</p> <ul style="list-style-type: none"> • experience in similar assignments - 60% • experience in similar locations - 20% • structure, organisation, capacity of firm - 20% 	5	-
<p>2. Adequacy of the proposed work plan and methodology in responding to the TOR:</p> <ul style="list-style-type: none"> • understanding of assignment – 20% • approach and methodology – 30% • work plan and team assignments – 50% 	30	70
<p>3. Qualifications and competence of the key personnel for the assignment:</p> <ul style="list-style-type: none"> • Key Expert No 1: Project Manager – 50% • Key Experts No 2: Training Expert 1 – 25% • Key Experts No 3: Training Expert 2 – 25% <p>Each of the key personnel listed above will be evaluated as follows:</p> <ul style="list-style-type: none"> • general qualifications – 10% • specific experience and expertise related to the their task - 60% • experience in region – 10% • Fluency in Russian – 20% 	45	70
<p>4. Other factors</p> <ul style="list-style-type: none"> • Interviews 	20	-
TOTAL	100	70

Criteria	Weight	Min. Acceptable Threshold (% of max.)
<p>1. Specific experience and capability of the consultant firm(s) related to the assignment:</p> <ul style="list-style-type: none"> • experience in similar assignments - 60% (3%) • experience in similar locations - 20% (1%) • structure, organisation, capacity of firm - 20% (1%) <p>2. Adequacy of the proposed work plan and methodology in responding to the TOR:</p> <ul style="list-style-type: none"> • understanding of assignment – 20% (6%) • approach and methodology – 30% (9%) • work plan and team assignments – 50% (15%) <p>3. Qualifications and competence of the key personnel for the assignment:</p> <ul style="list-style-type: none"> • Key Expert No 1: Project Manager – 50% (22.5%) • Key Experts No 2: Training Expert 1 – 25% (11.5%) • Key Experts No 3: Training Expert 2 – 25% (11.5%) <p>Each of the key personnel listed above will be evaluated as follows:</p> <ul style="list-style-type: none"> • general qualifications – 10% • specific experience and expertise related to the their task - 60% • experience in region – 10% • Fluency in Russian – 20% <p>4. Other factors</p> <ul style="list-style-type: none"> • Interviews 	<p style="text-align: center;">5</p> <p style="text-align: center;">30</p> <p style="text-align: center;">45</p> <p style="text-align: center;">20</p>	<p style="text-align: center;">-</p> <p style="text-align: center;">70</p> <p style="text-align: center;">70</p> <p style="text-align: center;">-</p>
TOTAL	100	70

- Qualification (2.25%)
- Expertise related to the task (13.5%)
- Regional experience (2.25%)
- Russian (5%)

- Qualification (1.125%)
- Expertise related to the task (6.75%)
- Regional experience (1.125%)
- Russian (2.5%)

Define input of key experts!



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Team Composition, Assignment and Key Experts' inputs

N°	Name	Expert's input (in person/month) per each Deliverable (listed in TECH-5)										Total time-input (in Months)		
		Position		D-1	D-2	D-3	D-...				Home	Field	Total
KEY EXPERTS														
K-1	{e.g., Mr. Abbbb}	[Team Leader]	[Home]	[2 month]	[1.0]	[1.0]								
			[Field]	[0.5 m]	[2.5]	[0]								
K-2														
K-3														
n														
										Subtotal				
NON-KEY EXPERTS														
N-1			[Home]											
			[Field]											
N-2														
n														
										Subtotal				
										Total				

“Be kind to evaluators” –
Consider complexity of assignment

Key Question: Required tasks, activities and deliverables already well-defined in the Terms of Reference (ToR)?

If yes,

- do not re-invent the wheel
 - keep the methodology brief
 - focus on key challenges
 - focus on CVs, “team assignment” and local partners
-

“Be kind to evaluators” – Who evaluates?

Key Question: Who is addressee? Who will evaluate/contract selected firm?

EBRD or the Client?

Are evaluators “EBRD bankers, managers of private company, civil servants or employees of municipality”?

Key lessons

- Understand the budget (“cost estimate” or “maximum amount”?)
- Consider weight for financial offer (generally 20%)
- No standard or maximum fee rates for experts
- Generally no minimum working days but preference for “field” days
- Per diems negotiable but capped at UN or EU rules
- Reimbursable expenses in addition to fees (project office, flights, communication etc.)
- Exclusive of indirect taxes (VAT or equivalent)
- Details matter, but during negotiations EBRD willing to consider lump sums against milestones

“Be kind to evaluators” – Be focused and concise!

- Consider your application from perspective of evaluation committee. Are you able to easily assess your firm’s strengths and compliance with evaluation criteria?
 - Submit documents that are
 - (1) **tailored** (adapt your regular standard documents)
 - (2) **focussed** (all key points/evaluation criteria addressed?)
 - (3) **concise** (table of content, clear structure & headlines, easy to assess, short sentences, use tables instead of running text when appropriate etc.)
 - (4) **accessible** (submit one pdf-file not many)
-

“Be kind to evaluators” – Example for project references

Reference No.		Assignment Title:						
Name Firm	Country	Overall Assignment Budget (EUR)	Proportion carried out by Consultant (%)	No of Staff provided	Name of Client (public/private)	Funding Source/ Donor	Duration	Partners
Detailed Description of Assignment					Consulting Services Provided			
1)	Background				1)	Key Tasks per Objective		
2)	Overall Objectives				2)	Activities per Key Tasks		
3)	Results/Outcome				3)	Deliverables/Outputs		

“Be kind to evaluators” – Example for describing experts’ experience

Assignment Title:	
Duration: (m/year) to (m/year)	
Country:	
Company/Client/ Donor:	
Expert’s Position/ Job Title:	
Description:	<ul style="list-style-type: none">▪ Relevant Responsibilities/Tasks▪ Relevant Activities▪ Relevant Deliverables/Outputs

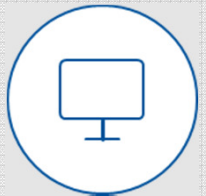
Avoid the “big don’ts”



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for Reconstruction and Development

- **Do not** submit financial offer when selection is based on quality and do not add financial offer to EoI (unless otherwise requested)
 - **Do not** reveal financial offer (ensure confidentiality!)
 - **Do not** apply if your firm is not eligible (check eligibility clause in notice)
 - **Do not** submit late
 - **Do not** liaise with EBRD/Client after publication of notice (apart from requests for clarifications via instructions)
 - **Do not** stay silent on conflict of interest!
-

Enquiries re consultant opportunities?



- Every procurement notice provides the name and contact details (phone, email address) of an **EBRD TC Advisor**
- For **general enquiries** send an email to eselection@ebrd.net or consultants@ebrd.com
- Contact myself (see last slide)

Contact



European Bank
for Reconstruction and Development

For all further enquiries, please contact:

Name: Martin Ehrenberg

Title: Head of Stakeholder Relations

Department: Technical Cooperation

Tel: + 44 20 7338 7657

Email: ehrenbem@ebrd.com

Name: Leonor Fontoura

Title: Business Development

Representative

Department: EBRD Office North

America

Tel: + +1 202 846 1316

Email: fontourl@ebrd.com





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EBRD business opportunities for suppliers & contractors

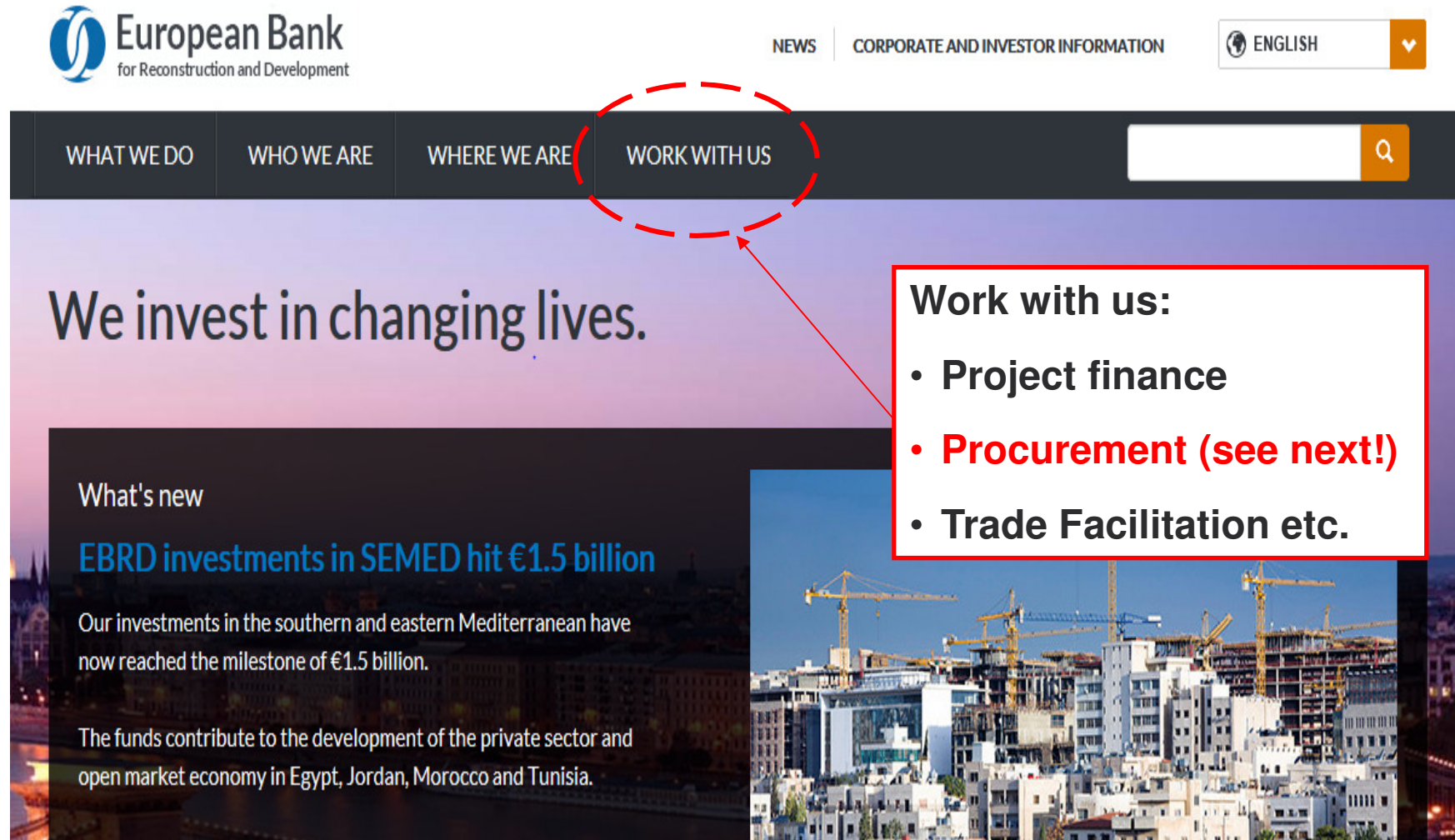
General procurement statistics (goods, works)



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Contract Size (€M)	Works	Supply & Installation	Goods	Consultant Services	Total
0~0.3	5	2	46	18	71
0.3~7.5	54	11	35	5	105
>7.5	18	10	6	0	34
Total	77	23	87	23	210
Total Value (€)	456,263,027	347,804,438	220,211,742	11,535,802	1,035,815,009
Average Value (€)	5,925,494	15,121,932	2,531,169	501,557	4,932,452

Opportunities for suppliers & contractors? Research ebrd.com!



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NEWS | CORPORATE AND INVESTOR INFORMATION | ENGLISH

WHAT WE DO | WHO WE ARE | WHERE WE ARE | **WORK WITH US**

We invest in changing lives.

What's new

EBRD investments in SEMED hit €1.5 billion

Our investments in the southern and eastern Mediterranean have now reached the milestone of €1.5 billion.

The funds contribute to the development of the private sector and open market economy in Egypt, Jordan, Morocco and Tunisia.

Work with us:

- Project finance
- **Procurement (see next!)**
- Trade Facilitation etc.

Opportunities for suppliers & contractors? Research ebrd.com!

Working with the EBRD



There are a number of ways you can work with the European Bank for Reconstruction and Development (EBRD) as well as its clients and partner organisations.

We offer a range of products and business services.

Our operations extend across more than 30 countries and within a broad range of industry sectors.



EBRD headquarters, London

Project finance

We offer a number of financial instruments, primarily in the form of loans, equity and guarantees.

LEARN MORE >

Procurement

Projects financed by the EBRD generate... and services for internal projects and departments.

LEARN MORE >

**Project procurement
(see next!)**

Watch



How EBRD projects work

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Opportunities for suppliers & contractors? Research ebrd.com!

Corporate Procurement

We seek products, services and experts for internal EBRD projects and departments at our London headquarters and our network of regional offices.

LEARN MORE >

Project Procurement

Our clients need goods, public works, associated services and experts in various sectors right across the countries where the EBRD works.

LEARN MORE >

Consultancy Services

Selection and engagement of consultants for the needs of the Bank and of the Technical Cooperation team

Project procurement:

- Procurement Notices
- Contract awards
- Contract pipeline
- Standard procurement documents
- Guidance notes

Opportunities for suppliers & contractors?

Research procurement notices

Procurement notices

FILTER BY:	COUNTRY ▼	SECTORS ▼	CONTRACT ▼	TYPE ▼	KEYWORD ▼
------------	-----------	-----------	------------	--------	-----------

ACTIVE FILTERS: Project goods, works and services

CLEAR ALL FILTERS

Issue Date ↓↑	Closing Date ↓↑	Country ↓↑	Project Name ↓↑	Sector ↓↑	Contract ↓↑	Type ↓↑
27 Aug 2015	27 Aug 2016	Romania	Brasov Urban Transport Project - Extension	Municipal and environmental infrastructure	Project goods, works and services	General Procurement notices
26 Aug 2015	12 Oct 2015	Kyrgyz Republic	Bishkek Solid Waste Project	Municipal and environmental infrastructure	Project goods, works and services	Invitation for tenders
26 Aug 2015	16 Oct 2015	Kyrgyz Republic	Kant Water Project	Municipal and environmental infrastructure	Project goods, works and services	Invitation for tenders
26 Aug 2015	15 Oct 2015	Kyrgyz Republic	Kant Water Project	Municipal and environmental infrastructure	Project goods, works and services	Invitation for tenders

Goods & works? Do your research!

<http://www.ebrd.com/work-with-us/procurement/project-procurement.html>



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Business opportunities

[Current Notices](#)



[List of prequalified Tenderers and Shortlisted Consultants](#)



[Contract Awards Notification](#)



[Contract Pipeline](#) [Look here if you want to be well prepared!](#)



[List of entities and individuals which are ineligible to become an EBRD Counterparty](#)



Learn more about Project Procurement

[Procurement Policies and Rules and Related Bank Policies](#)



[Integrity and Compliance](#)



[Standard Procurement Documents and Guidance Notes](#)



[Reports](#)



[Making a Project Procurement Complaint](#)



[Procurement Policy Department Initiatives](#)



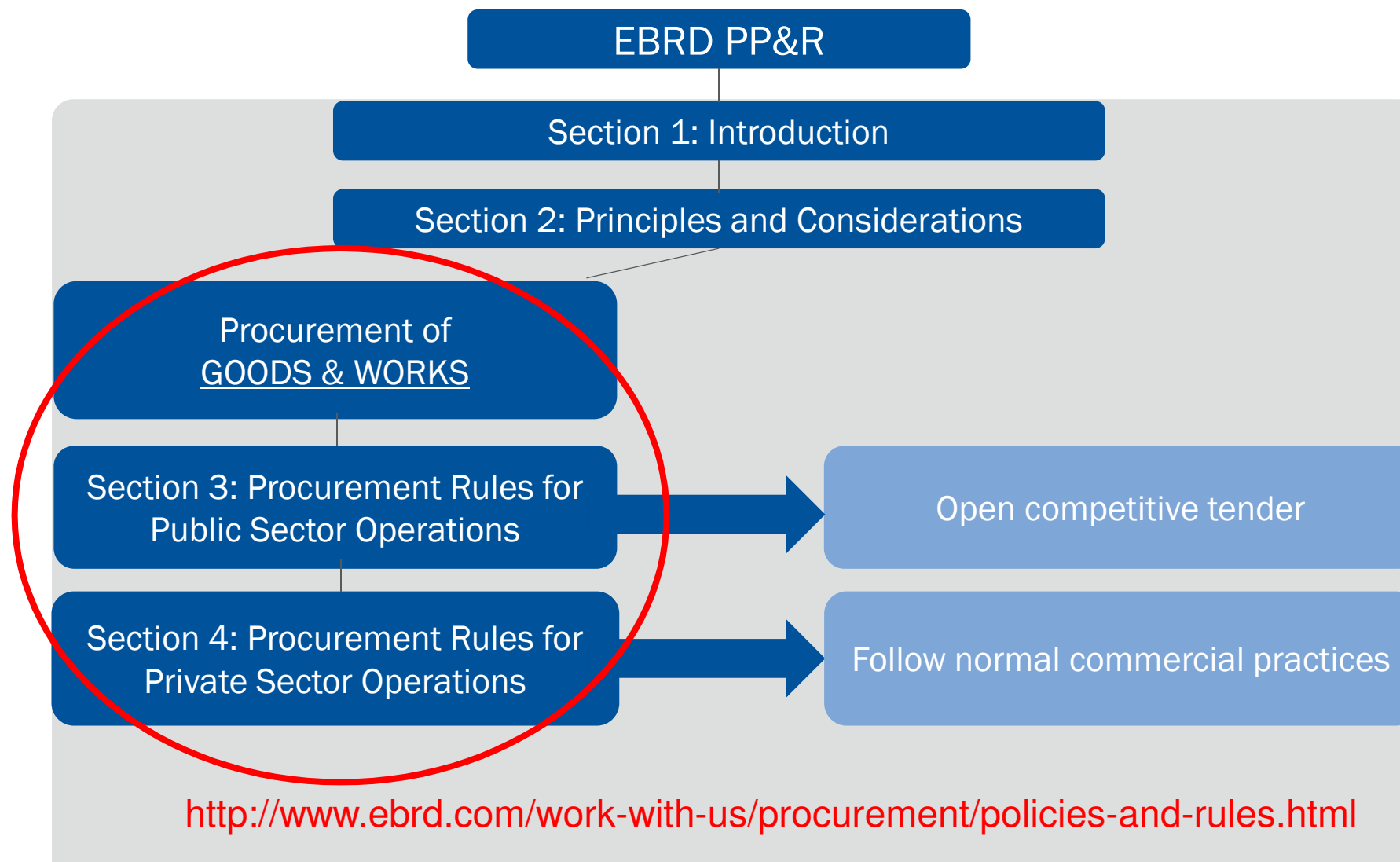


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The EBRD's Procurement Policies and Rules (PP&R):

Procurement of goods and works

EBRD's Procurement Policies & Rules (PP&R) – Goods & works



E-procurement for suppliers and contractors

<https://ecepp.ebrd.com/>



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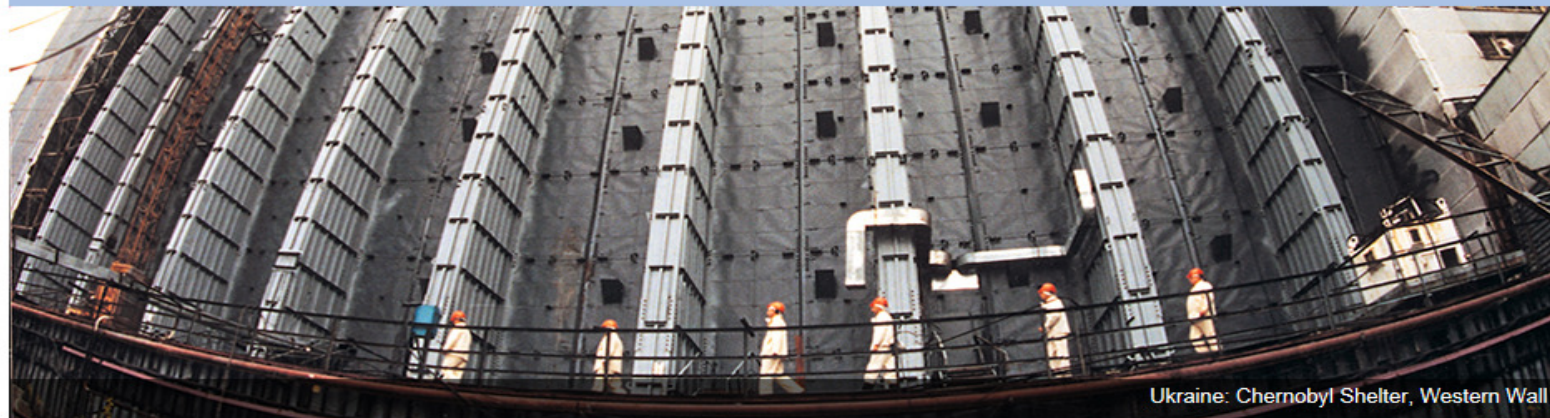


EBRD Client e-Procurement Portal **ECEPP**

Home

About EBRD

Login / Register



Ukraine: Chernobyl Shelter, Western Wall



Registration



Search Opportunities



News & Updates



Help & FAQs

Welcome to the EBRD Client e-Procurement Portal (ECEPP)

The ECEPP portal allows clients of the European Bank for Reconstruction and Development (EBRD) to conduct electronic project procurement for goods, works and loan-funded consultancy contracts for public sector projects financed in whole or in part by EBRD (including EBRD administered grants), in accordance with the [EBRD's Procurement Policies and Rules](#).

Latest News

- [EBRD Client e-Procurement Portal: process efficiency at work](#)
- [A New Video for Suppliers and Contractors](#)

Enquiries re goods & works opportunities?



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- For **specific tender-related enquiries** every procurement notice provides the name and contact details of EBRD's client
 - For **general enquiries** regarding EBRD's project procurement (goods & works) send an email to EBRD's Procurement Policy Department (projectprocurement@ebrd.com)
 - Contact myself (see last slide)
-

Contact



European Bank
for Reconstruction and Development

For all further enquiries, please contact:

Name: Martin Ehrenberg

Title: Head of Stakeholder Relations

Department: Technical Cooperation

Tel: + 44 20 7338 7657

Email: ehrenbem@ebrd.com

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