



European Bank
for Reconstruction and Development

Procurement opportunities

EBRD PT Business Forum 2024

Delivering impact with Portuguese companies in Morocco

2nd October 2024

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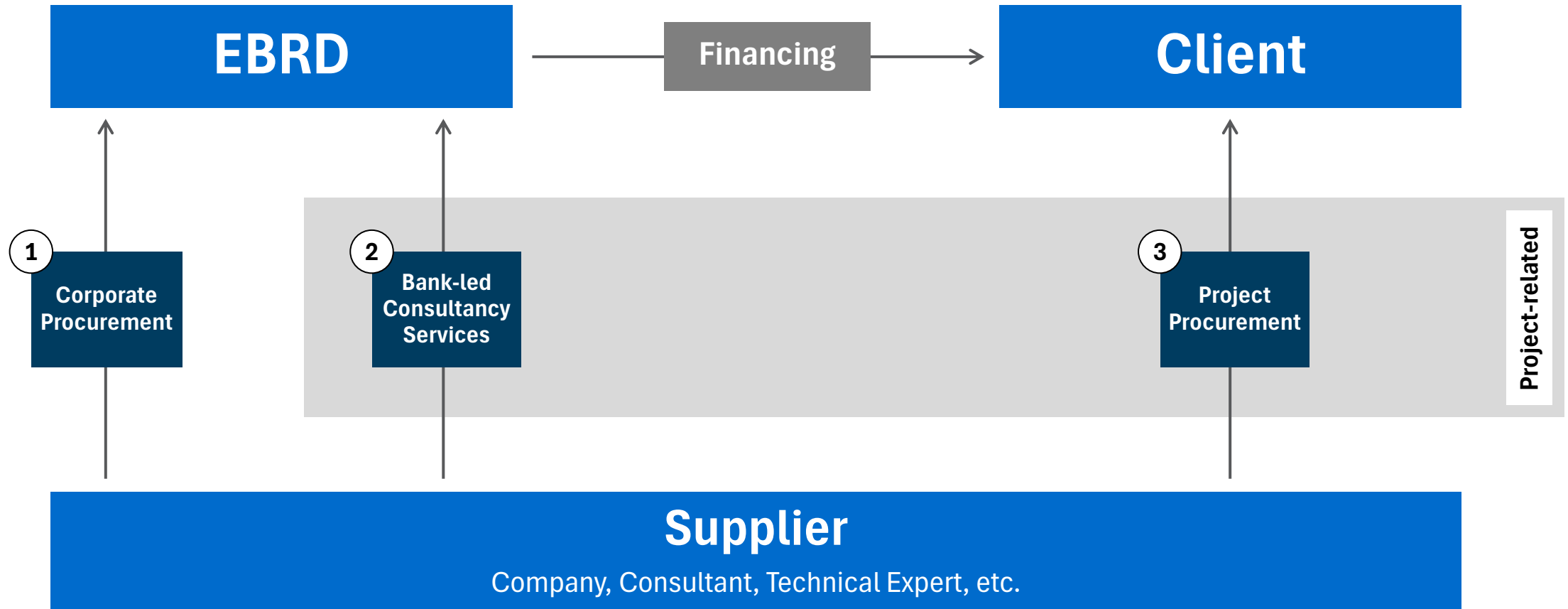
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3 ways for PT Companies/Consultants to engage with EBRD



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"> • IT • Facilities & Operations • Communications • Corporate Functions • Human Resources 	<ul style="list-style-type: none"> • 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) 	<ul style="list-style-type: none"> • Technical assistance – Project implementation 	<ul style="list-style-type: none"> • 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	<p>≥ 60k £ - Goods, Works or Services, or ≥ 75k € - Consultancy Services, or exception¹</p>	<p>< 60k £ - Goods, Works or Services, or < 75k € - Consultancy Services, or exception¹</p>	
Typical process timings	<p>Advertised: ~2-4 week Selection: ~2-4 week Total: ~4-8 week (Multi stage processes may take longer and for <u>3. Project Procurement</u> takes a minimum 8 months)</p>	<p>Total: <4 week (Dependent on negotiation)</p>	
Yearly new contracts ¹	<p>+500 Contracts (15%) +100 M €</p>	<p>+4,500 Contracts (85%) +80 M €</p>	

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

Key steps and main criteria on Procurement process

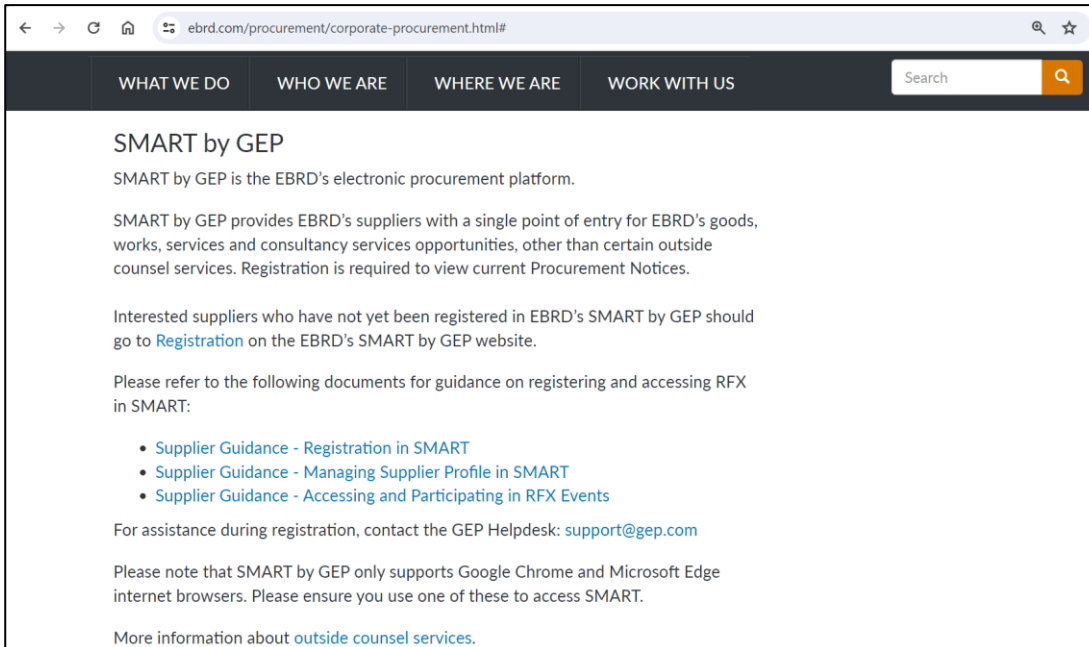
	① Corporate Procurement	② Bank-led Consultancy Services	③ Project Procurement
	Open Competition		Direct Selection
Steps	<p>Follow the steps:</p> <ol style="list-style-type: none"> 1) Register as soon as possible 2) Stay tuned for post opportunities 3) Be prepared to apply on time 		<p>Get in the internal list of providers:</p> <ol style="list-style-type: none"> 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	<ul style="list-style-type: none"> • Price competitiveness • Geographical Experience • Sector Experience • Working experience with EBRD, or other MDB • Working experience with similar projects • Good partnerships are a plus 		<ul style="list-style-type: none"> • Availability • Price competitiveness • Geographical Experience • Sector Experience
PT representation support	<ul style="list-style-type: none"> • Channel to share the available opportunities 		<ul style="list-style-type: none"> • 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



The screenshot shows the SMART by GEP website. The header includes navigation links: WHAT WE DO, WHO WE ARE, WHERE WE ARE, and WORK WITH US, along with a search bar. The main content area is titled "SMART by GEP" and describes it as the EBRD's electronic procurement platform. It provides information for suppliers, including registration requirements and links to guidance documents. The footer mentions contact information for the GEP Helpdesk and browser compatibility.

SMART by GEP

SMART by GEP is the EBRD's electronic procurement platform.

SMART by GEP provides EBRD's suppliers with a single point of entry for EBRD's goods, works, services and consultancy services opportunities, other than certain outside counsel services. Registration is required to view current Procurement Notices.

Interested suppliers who have not yet been registered in EBRD's SMART by GEP should go to [Registration](#) on the EBRD's SMART by GEP website.

Please refer to the following documents for guidance on registering and accessing RFX in SMART:

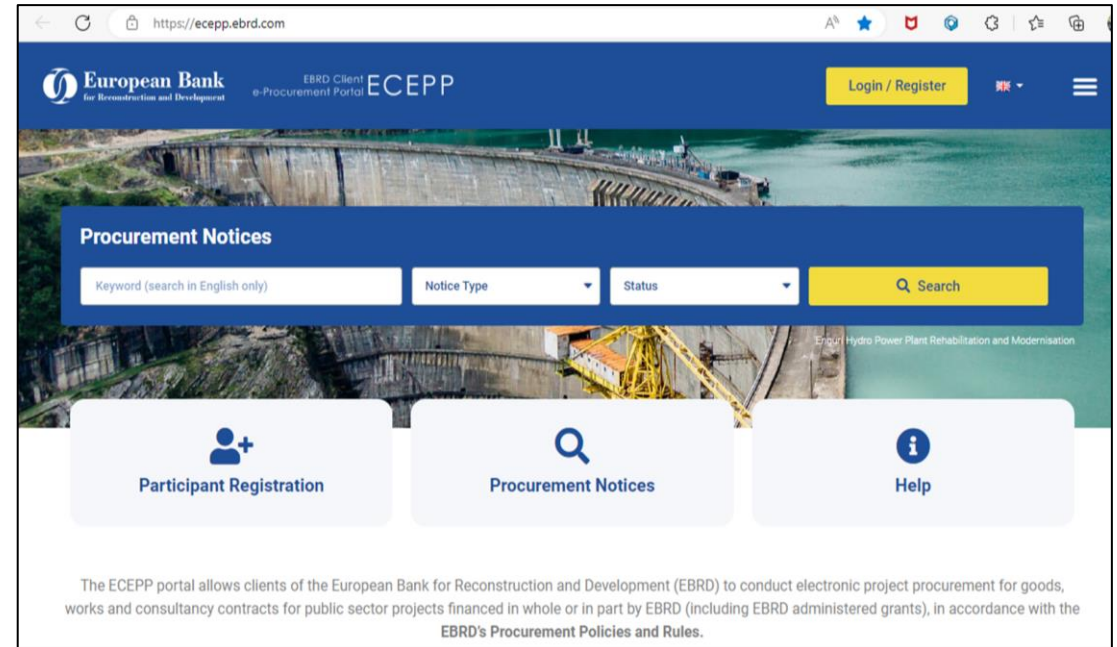
- [Supplier Guidance - Registration in SMART](#)
- [Supplier Guidance - Managing Supplier Profile in SMART](#)
- [Supplier Guidance - Accessing and Participating in RFX Events](#)

For assistance during registration, contact the GEP Helpdesk: support@gep.com

Please note that SMART by GEP only supports Google Chrome and Microsoft Edge internet browsers. Please ensure you use one of these to access SMART.

More information about [outside counsel services](#).

[SMART by GEP](#)



The screenshot shows the ECEPP (EBRD Client e-Procurement Portal) website. The header includes the European Bank logo, the text "EBRD Client e-Procurement Portal", and a "Login / Register" button. The main content area is titled "Procurement Notices" and features a search bar with fields for "Keyword (search in English only)", "Notice Type", and "Status", along with a "Search" button. Below the search bar are three large buttons: "Participant Registration", "Procurement Notices", and "Help". The footer provides a brief description of the ECEPP portal and its purpose.

European Bank
for Reconstruction and Development

EBRD Client
e-Procurement Portal

Login / Register

Procurement Notices

Keyword (search in English only) Notice Type Status Search

Participant Registration Procurement Notices Help

The ECEPP portal allows clients of the European Bank for Reconstruction and Development (EBRD) to conduct electronic project procurement for goods, works and 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.

[ECEPP](#)

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