

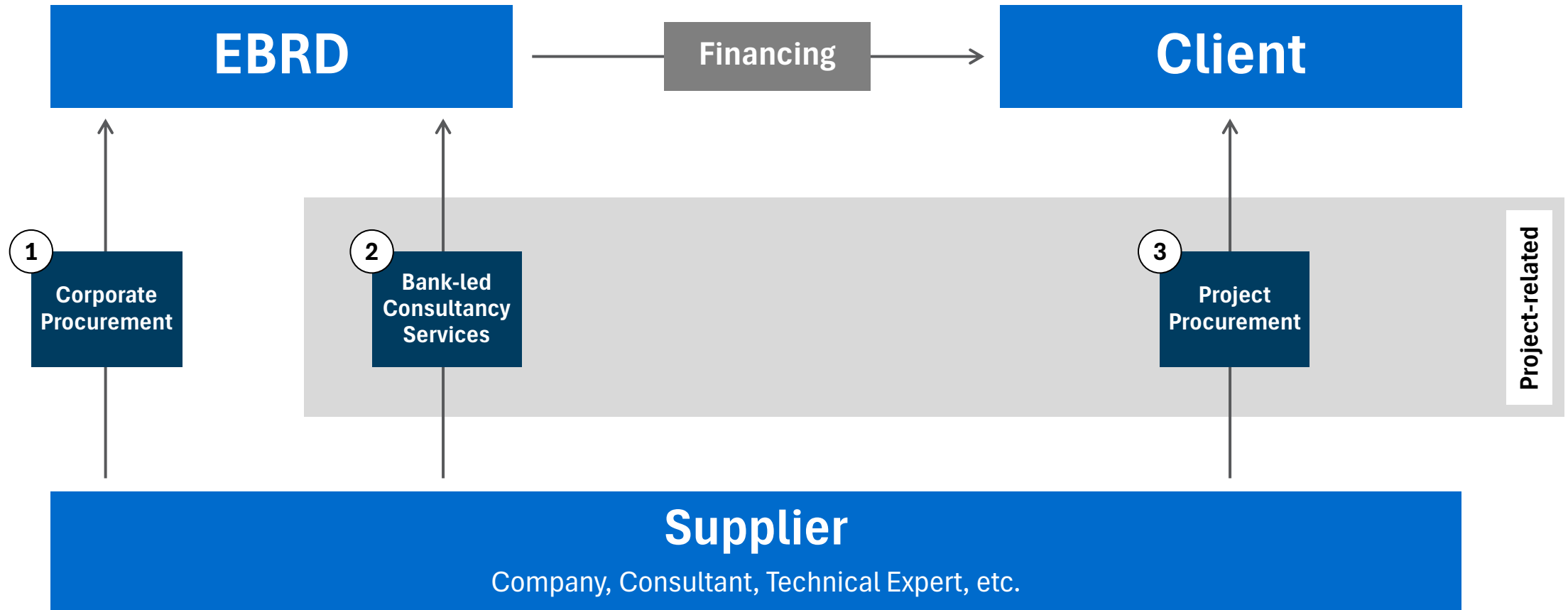


**European Bank**  
for Reconstruction and Development

# EBRD Procurement opportunities

**Board of Directors**  
Constituency of Portugal/Greece/San Marino/India

# 3 ways for PT Companies/Consultants to engage with EBRD



# 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> (business development, due diligence)</li> <li>• <b>Project Implementation</b> (Project risk management, e.g. project monitoring)</li> <li>• <b>Advisory Services</b> (Business Advice; sectoral advice; topical advice - gender, risk and integrity, sustainability)</li> <li>• <b>Policy</b> (Legal and Regulatory; macro-economic policies)</li> <li>• <b>Knowledge Management</b> (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>
	<b>Contracts awarded</b> Annual	<b>Contracts awarded</b> Annual	<b>Contracts awarded</b> Annual	<b>Contracts awarded</b> Annual
	~€ 100 m +2,500 contracts	~€ 150 m +3,000 contracts	~€ 70 m +90 contracts	~€ 4,000 m +200 contracts
	PODD		PPAD	
EBRD Department				
Paid by	The Bank		The Client (using or not EBRD proceeds)	
Guidelines	Corporate Procurement Policy		Procurement Activities under Procurement Policies and Rules	
Platform	<a href="#">SMART</a> by GEP - sign up <a href="#">here</a> for updates		<a href="#">ECEPP</a> (EBRD Client e-Procurement Portal)	

# 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 exception<sup>1</sup></p>	<p>&lt; 60k £ - Goods, Works or Services, or &lt; 75k € - Consultancy Services, or exception<sup>1</sup></p>	
Typical process timings	<p>Advertised: ~2-4 week Selection: ~2-4 week <b>Total: ~4-8 week</b> (Multi stage processes may take longer and for <u>3. Project Procurement</u> takes a minimum 8 months)</p>	<p><b>Total: &lt;4 week</b> (Dependent on negotiation)</p>	
Yearly new contracts <sup>1</sup>	<p>+500 Contracts (15%) <b>+100 M €</b></p>	<p>+4,500 Contracts (85%) <b>+80 M €</b></p>	

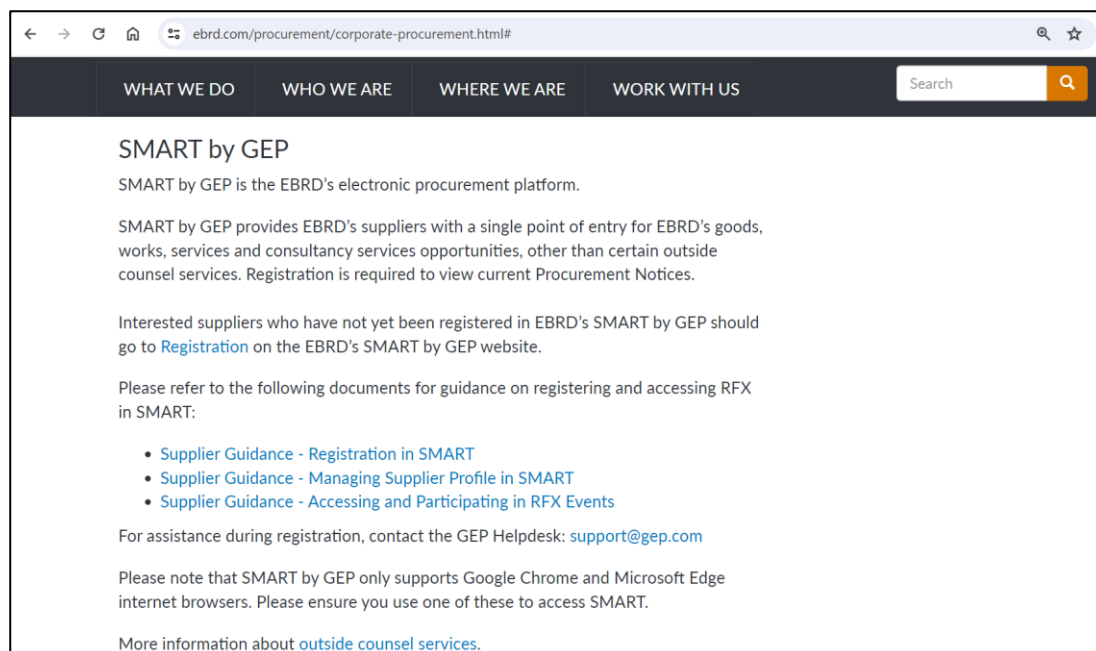
<sup>1</sup> On Corporate Procurement and Consultancy Services  
Source: Procurement policies, Procurement Annual Reports and EBRD teams

# Key steps and main criteria on Procurement process

	① Corporate Procurement	② Bank-led 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) Engage with EBRD through <b>Open Competition</b></li> <li>2) Contact the <b>Procurement Team</b></li> <li>3) Contact the <b>teams involved in the projects</b> <i>(including resident offices)</i></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

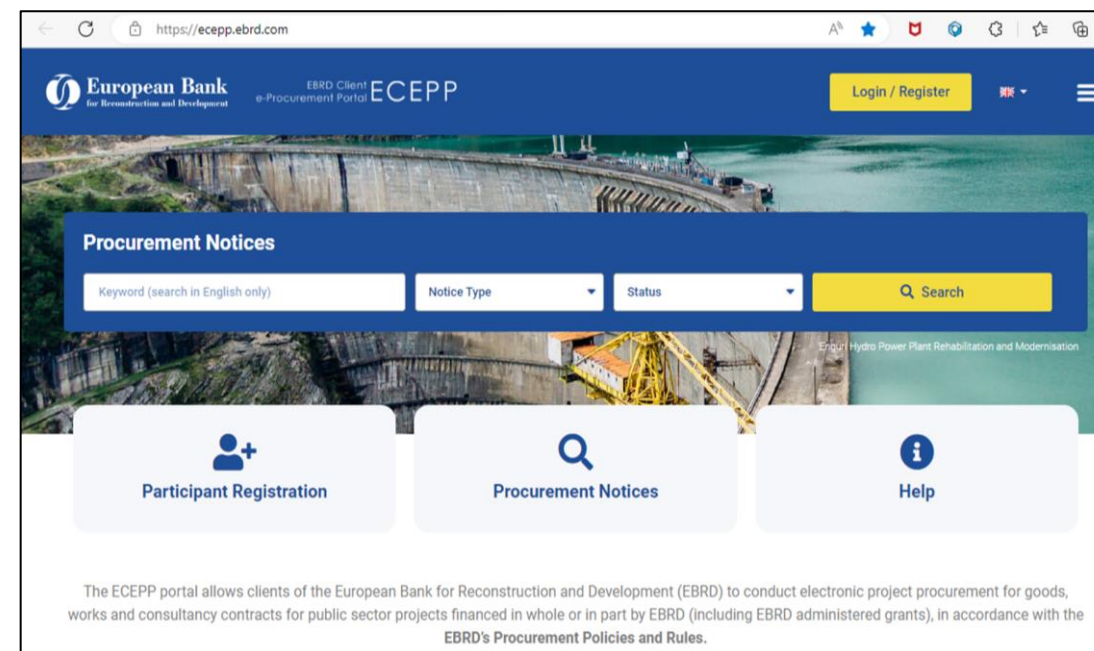
## ① Corporate Procurement



## SMART by GEP

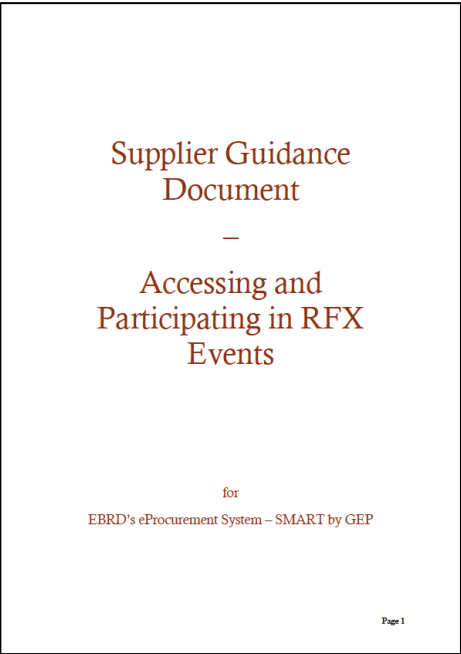
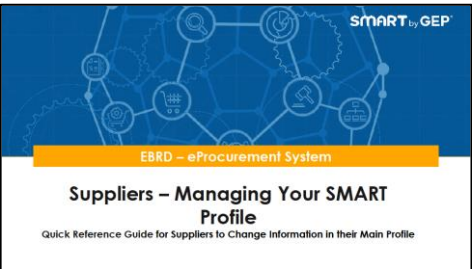
## ② Bank-led Consultancy Services

## ③ Project Procurement

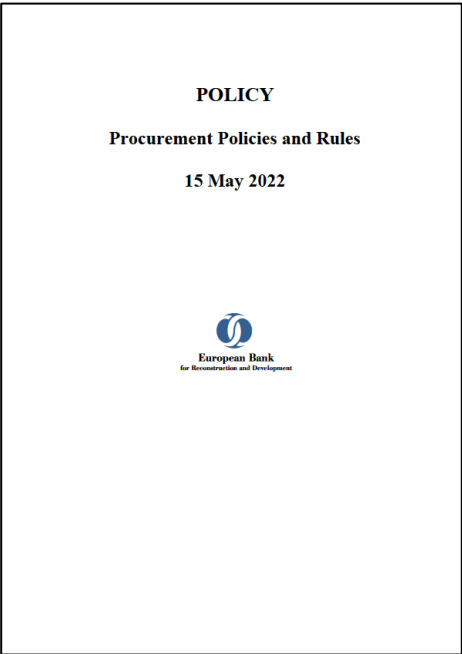
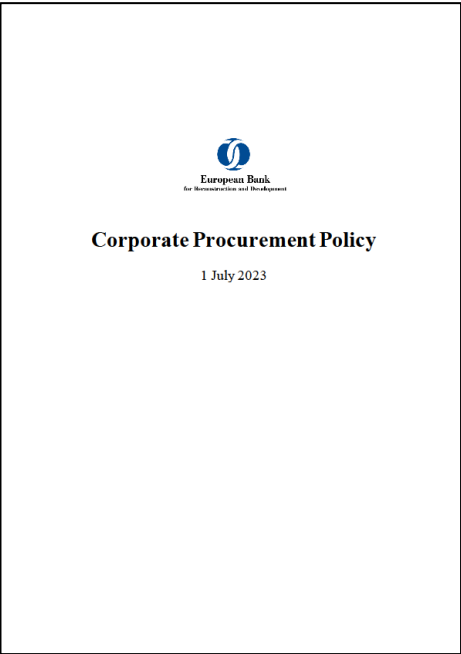


## ECEPP

## Guides (examples)



## Rules



**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



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