

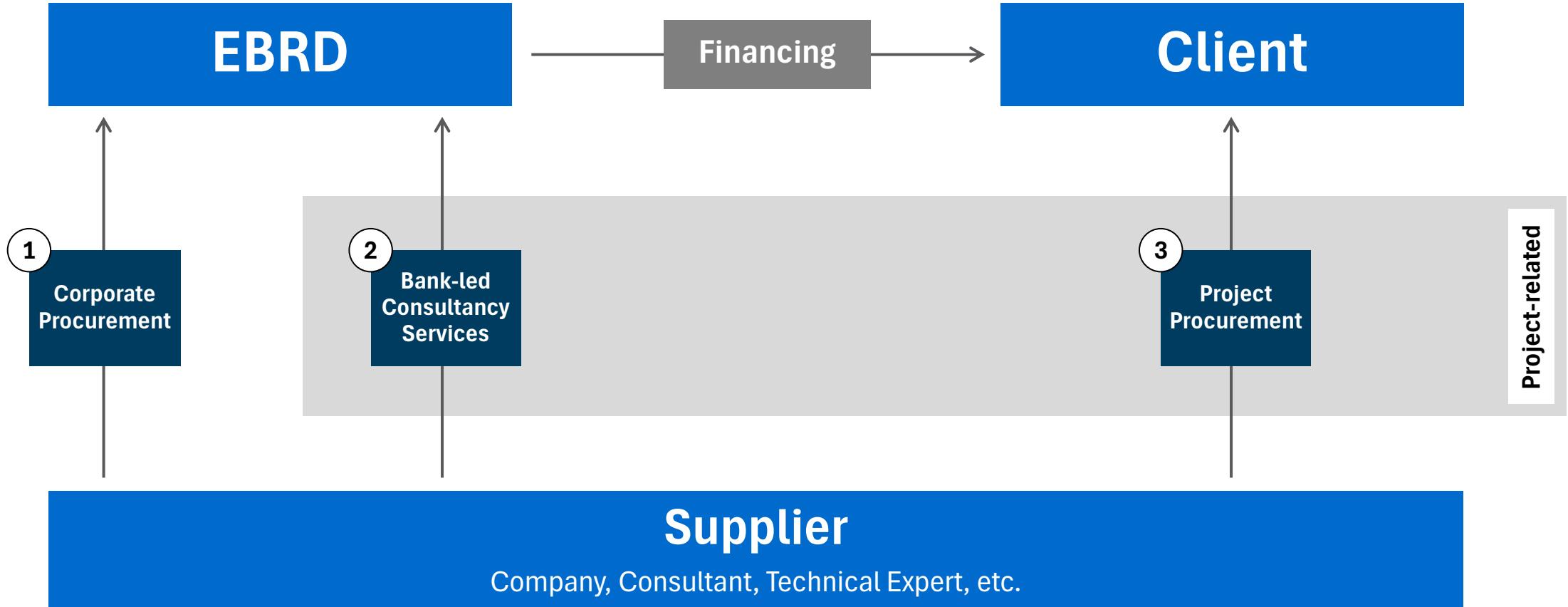


European Bank
for Reconstruction and Development

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

	① Corporate Procurement	② Bank-led Consultancy Services	③ Project Procurement	
Examples	<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) 	Client-led Consultancy Services <ul style="list-style-type: none"> Technical assistance – Project implementation Goods and Works <ul style="list-style-type: none"> Provision of Goods and Services for project delivery 	
Contracts awarded	~€ 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 (<i>using or not EBRD proceeds</i>)	
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)	

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
Threshold	$\geq 60k$ £ - Goods, Works or Services, or $\geq 75k$ € - 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 <i>(Multi stage processes may take longer and for 3. Project Procurement takes a minimum 8 months)</i>		Total: <4 week <i>(Dependent on negotiation)</i>
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

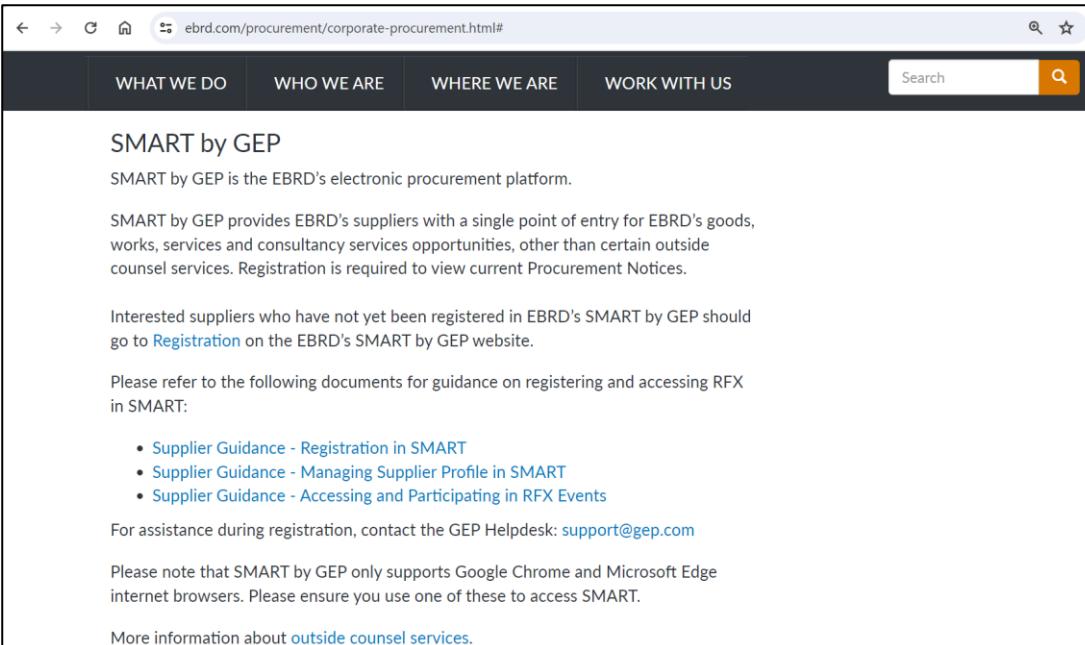
Key steps and main criteria on Procurement process

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

	Open Competition	Direct Selection
Steps	<p>Follow the steps:</p> <ol style="list-style-type: none">1) Register as soon as possible2) Stay tuned for post opportunities3) 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 Competition2) Contact the Procurement Team3) 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



WHAT WE DO WHO WE ARE WHERE WE ARE WORK WITH US Search

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

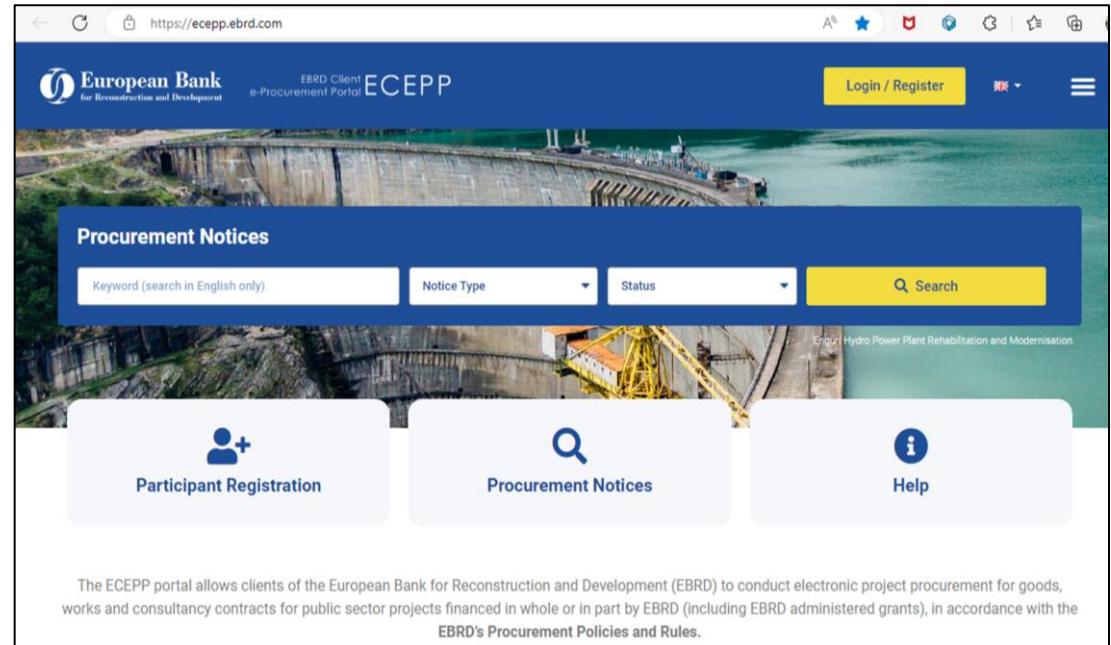
Please note that SMART by GEP only supports Google Chrome and Microsoft Edge internet browsers. Please ensure you use one of these to access SMART.

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

SMART by GEP

② Bank-led Consultancy Services

③ Project Procurement



https://ecep.ebrd.com

European Bank for Reconstruction and Development EBRD Client e-Procurement Portal ECEPP Login / Register

Procurement Notices

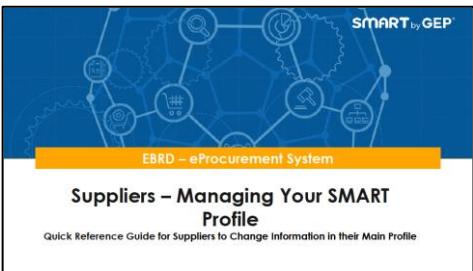
Keyword (search in English only) Notice Type Status Search

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

Guides (examples)



Rules



Corporate Procurement Policy

1 July 2023

POLICY
Procurement Policies and Rules
15 May 2022



Supplier Guidance Document

– Accessing and Participating in RFX Events

for
EBRD's eProcurement System – SMART by GEP

Page 1

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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