

Business opportunities with EBRD

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Milano (I), 6th July 2017



European Bank
for Reconstruction and Development

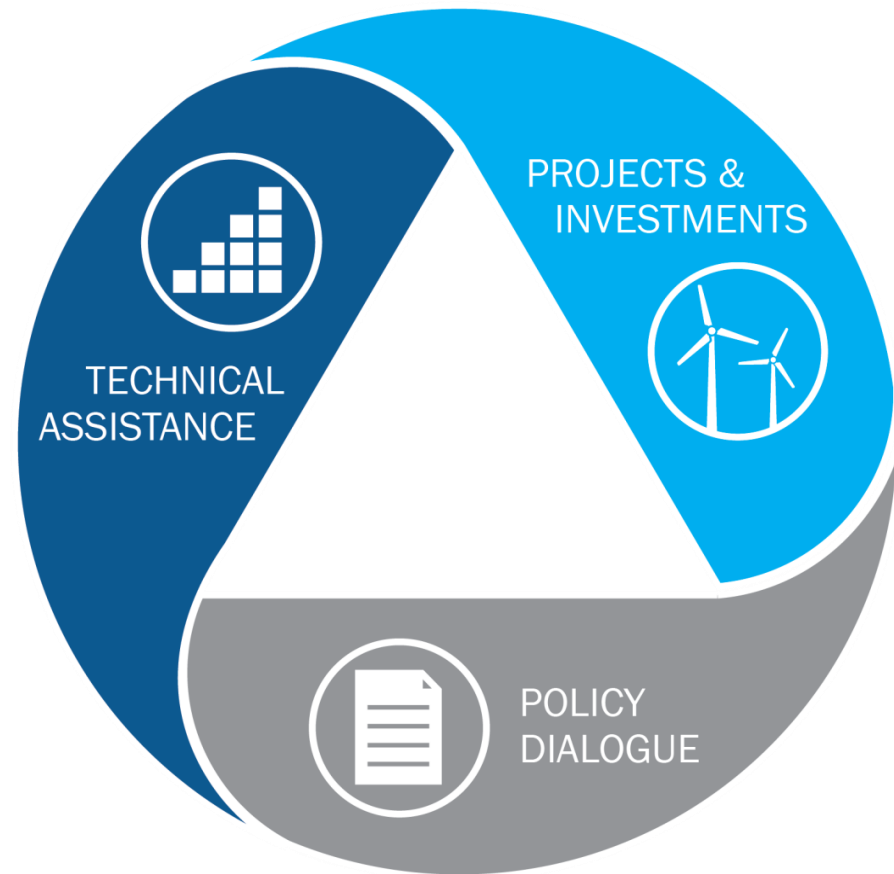
Business opportunities for consultants and contractors

1. Intro to EBRD & Procurement
2. Consultants & Technical Cooperation
3. Project Procurement
4. Strategies for successful applications

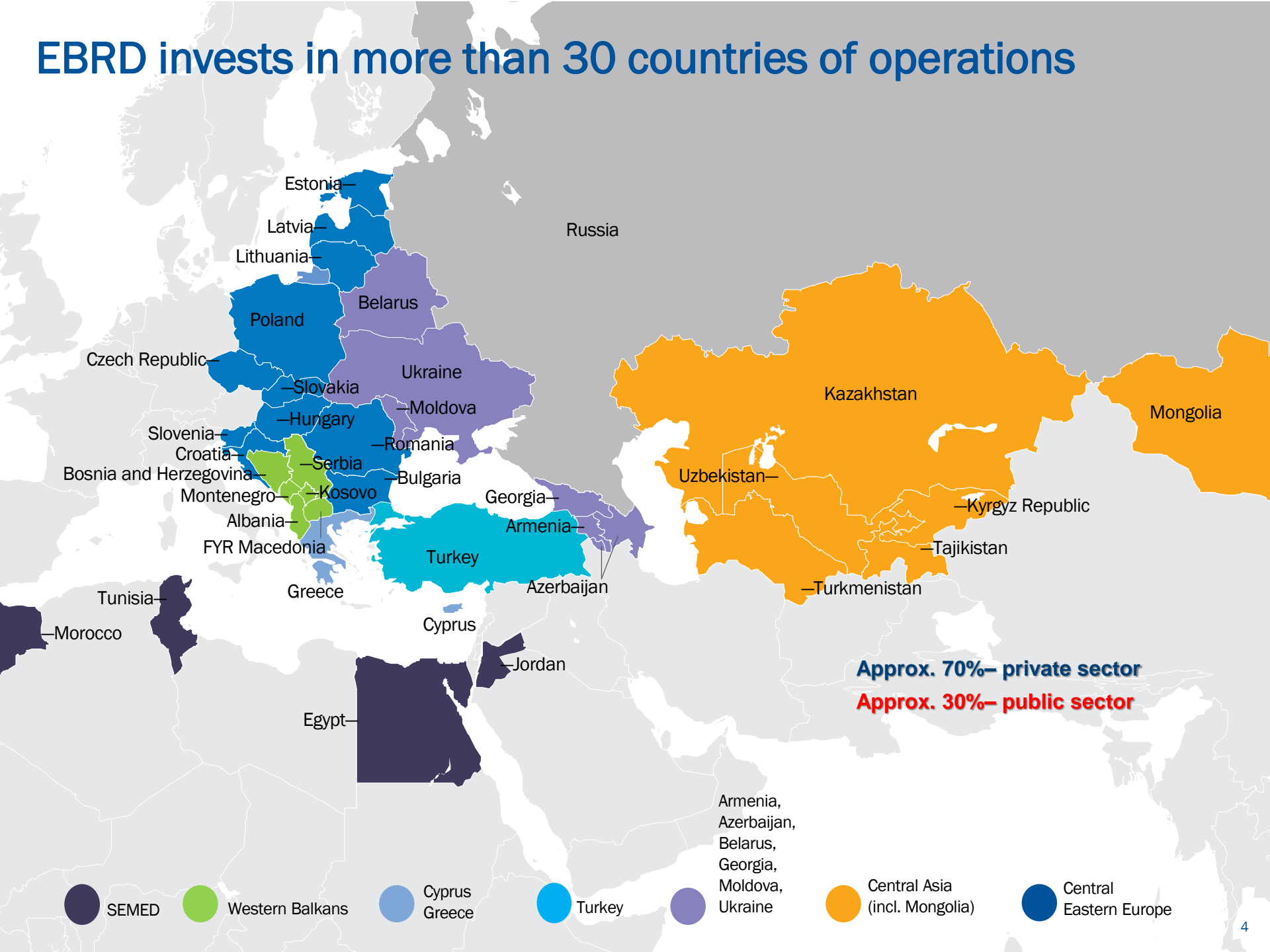


What is the EBRD?

- An international financial institution primarily working with the private sector
- We **invest in projects**, engage in **policy dialogue** and provide **technical assistance** that fosters innovation and builds sustainable and open-market economies
- **Owned by 65 countries** and two inter-governmental institutions (the EU and EIB),
- In January 2016, China became the EBRD's 67th shareholder
- Capital base of **€30 billion**
- Operates in **36 countries**



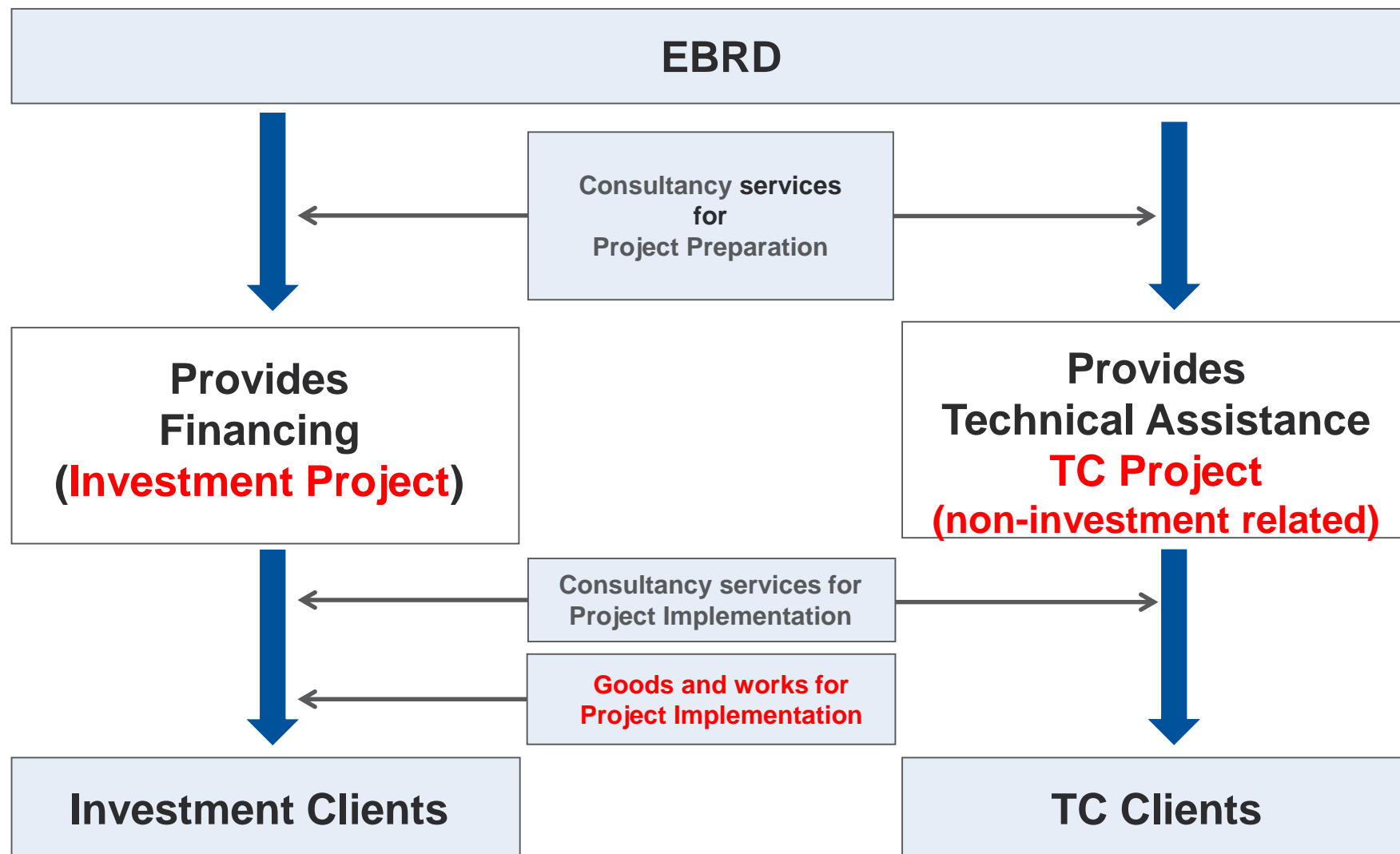
EBRD invests in more than 30 countries of operations



Business opportunities for consultants, suppliers and contractors



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Why we need you (Consultants)!

Consultancy support for investments and policy reform

Over 30% of EBRD's investments and most policy reform activities require consultancy support

Over 3,000 consultancy contracts for €189.15 million in 2016

585 new TC (consultancy) assignments for €258m approved in 2016:

- Approx. 60% investment-related TCs
- Approx. 40% non investment-related TCs (policy reform etc.)

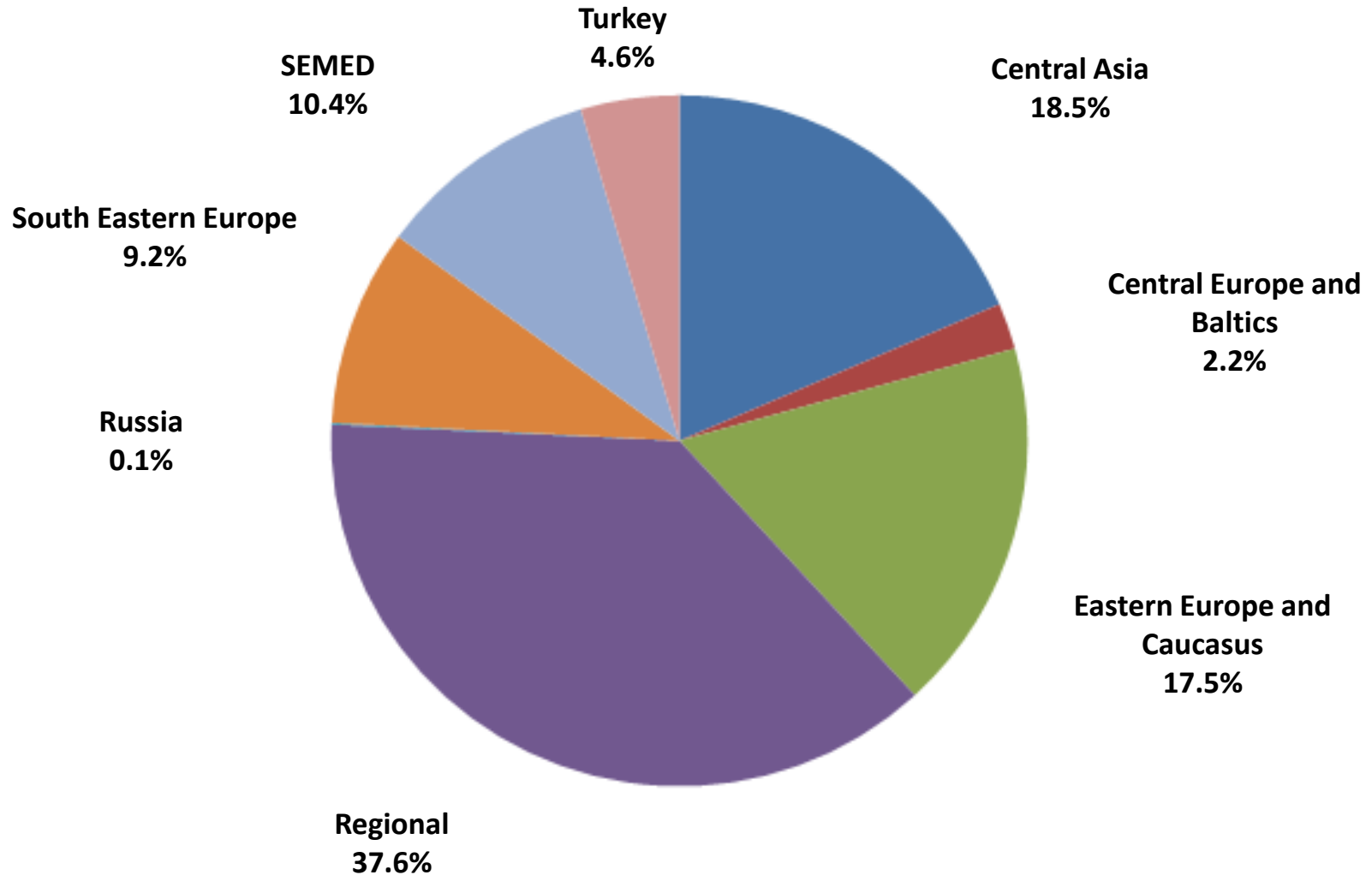


Consultancy opportunities approved in 2016

- Regions / value



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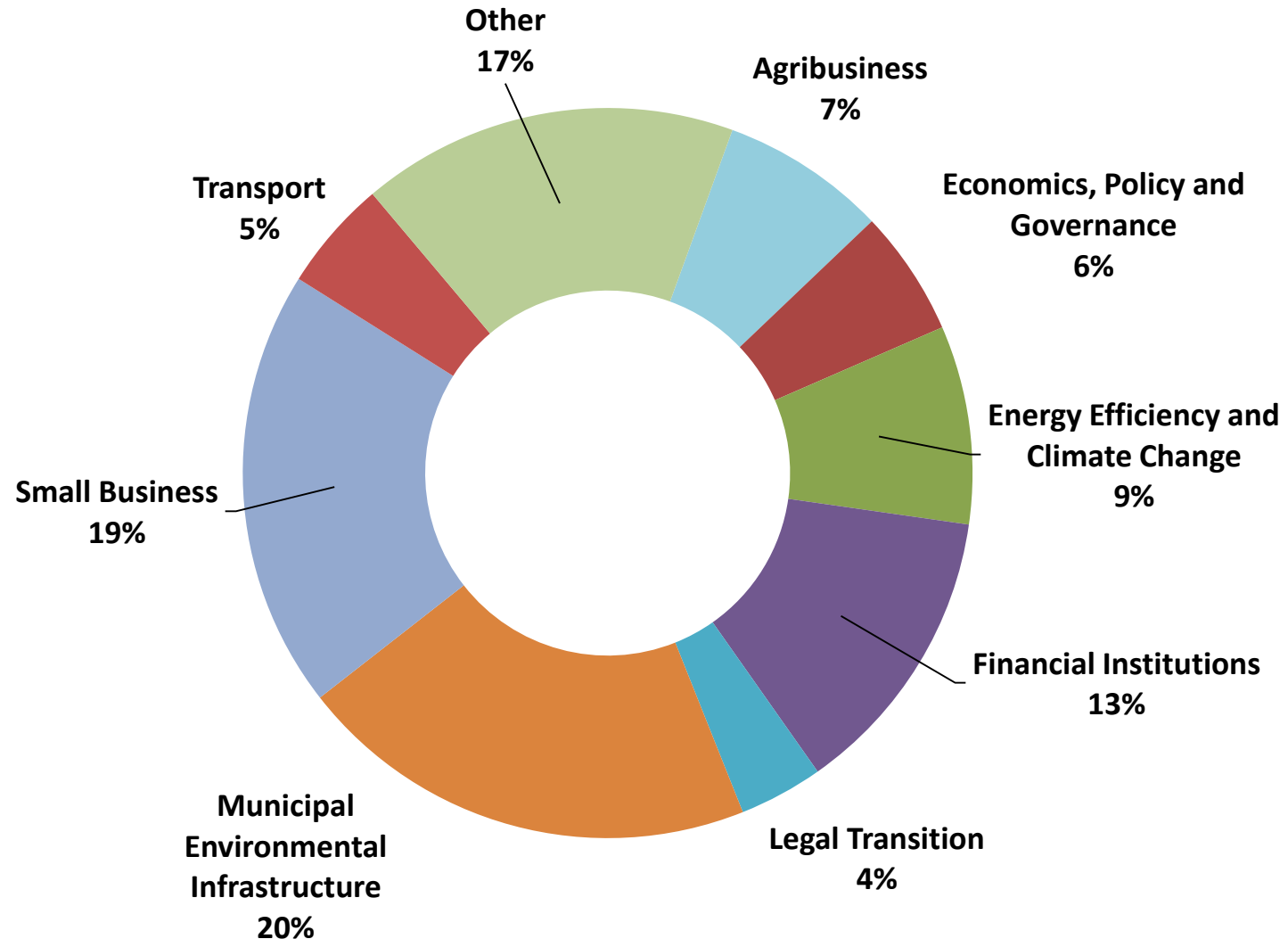


Consultancy opportunities approved in 2016

- Sectors / value



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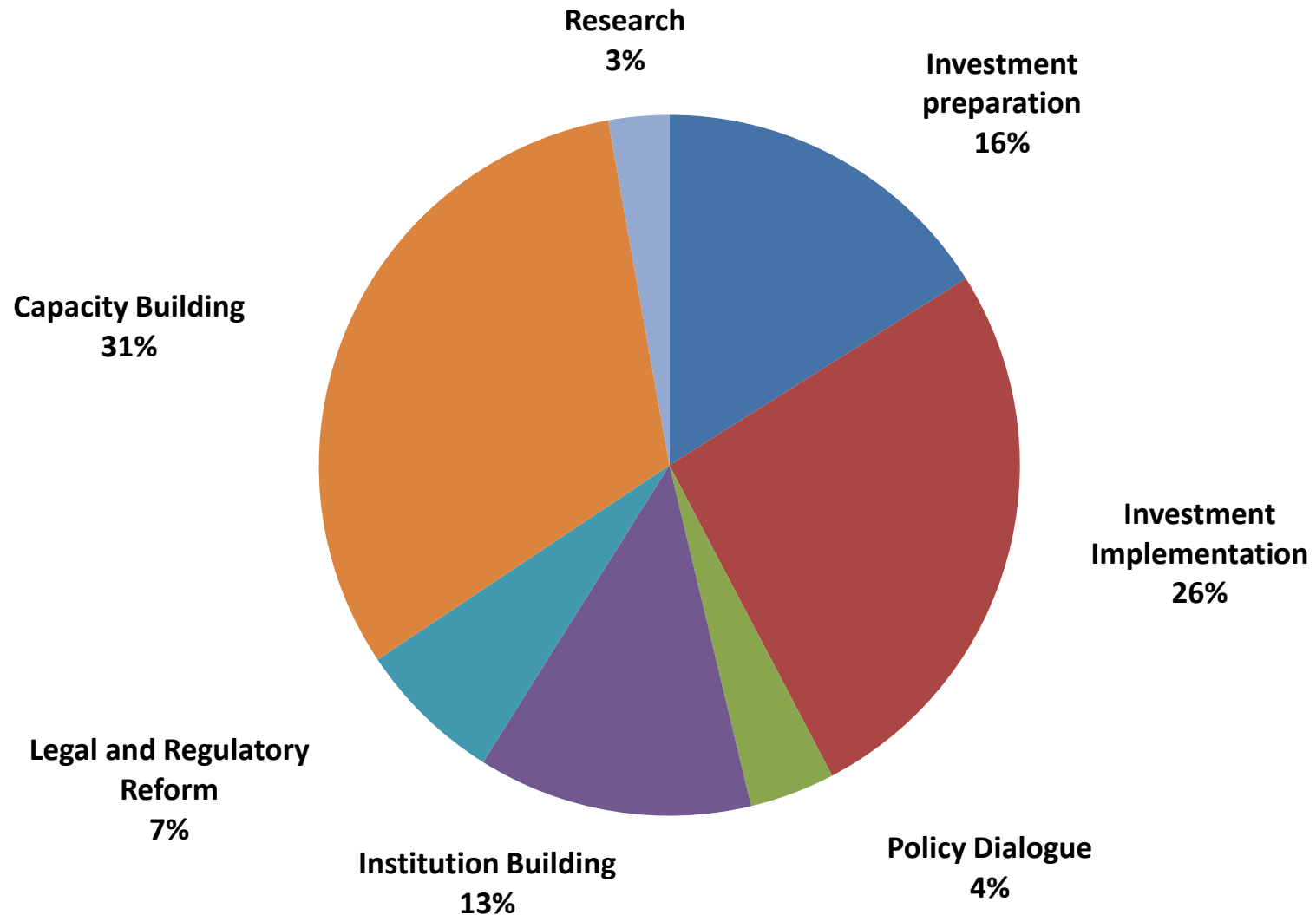


Consultancy opportunities approved in 2016

- Types of assignments / value



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Examples of consultancy services (**transactional**)

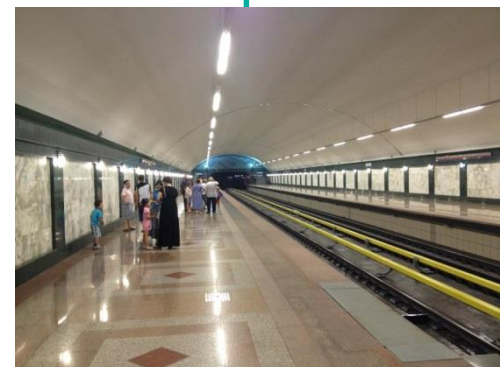
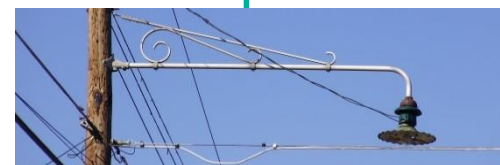


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EBRD Sector: Municipal & Environmental Infrastructure

- 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
- Stakeholder participation programme
- Corporate, financial and operational performance improvement programmes
- Capacity building and training

- Water
- Wastewater
- District heating
- Solid waste
- Busses/trams
- Metro
- Ferries
- Parking
- Urban roads
- e-ticketing
- Traffic mangnt
- Street lighting
- Tariffs
- Regulators



Examples of consultancy services (**non-transactional**)

Non-transactional or for EBRD's institutional needs

- Policy dialogue and reform in all sectors
- Legal reform (access to finance, corporate governance, public procurement, PPP etc.)
- Capital market development
- Environmental studies
- Gender & social assessments
- Capacity building / training
- Institution building
- Economic studies
- Political analysis
- Research
- Legal advice on investments (outside counsel)
- Evaluation
- IT design and implementation

- Office of Chief Economist (OCE)
- Economics, Policy & Governance (EPG)
- Investment Climate and Governance Initiative
- Legal Transition Programme (LTP)
- Office of the General Counsel (OGC)
- Environment & Sustainability Department (ESD)
- Local Currency & Capital Markets Development
- Information Technology
- Civil Society Engagement Unit (CSEU)

Consultancy Contract awards by EBRD for Italian Consultants 2012-2016

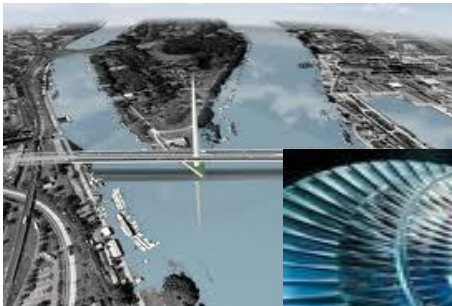
	Consultancy Contracts Awards total		Consultancy Contract Awards to Italian Consultants		
Year	Value, € million	Number	Value, € million	% of Total Value	Number
2016	189.15	3,005	13.11	6.93%	102
2015	169.64	2,824	7.58	4.47%	105
2014	166.55	2,734	7.38	4.43%	92
2013	173.73	2,879	6.74	3.88%	84
2012	168.07	2,764	8.92	5.31%	111

Main areas of expertise of Italian consultants: financial institutions, sustainable energy investment, power and energy, SME and natural resources sectors.

Project Procurement



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Examples of goods and works procured under Bank projects (**Project Procurement**)



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Municipal Infrastructure

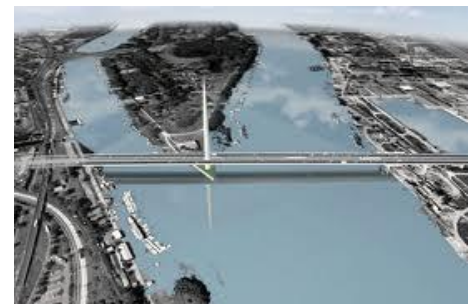
Waste water treatment plants, pipes, meters, pumping stations, sewage plants, process plants, incinerators

Transportation

Rail track maintenance equipment, locomotives, signal systems, trams, buses, air traffic control and navigation equipment, motorway construction, management information systems

Power and Energy Efficiency

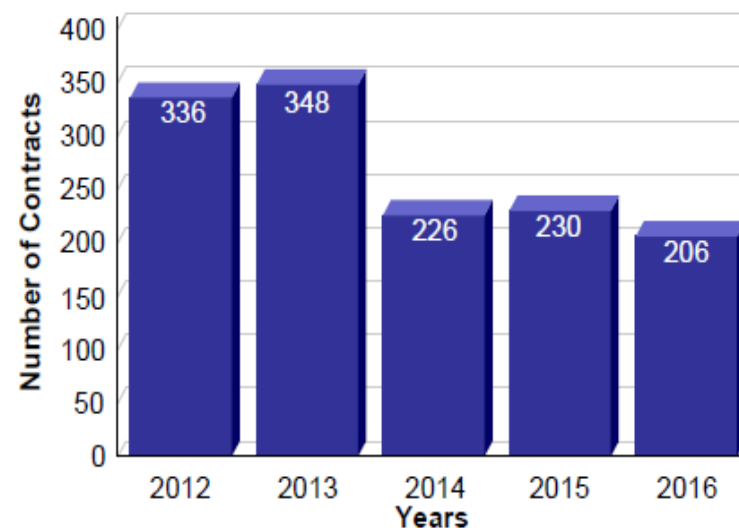
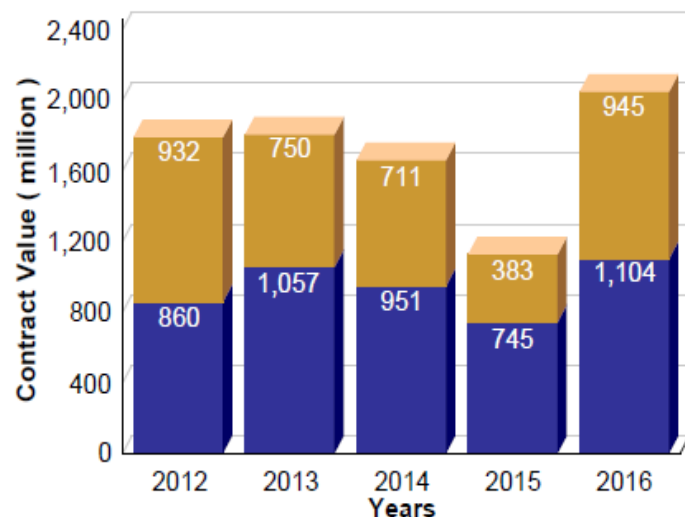
Power transmission lines and substations, distribution control systems, power stations and sub-components, meters, energy efficiency equipment, refurbishment of plants, management information systems



Project Procurement



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Contract Size (€M)	Works	Supply & Installation	Goods	Consultant Services	Total
0~0.3	6	5	28	9	48
0.3~7.5	56	28	31	10	125
>7.5	14	10	8	1	33
Total	76	43	67	20	206
Total Value (€)	1,368,779,305	381,004,306	279,470,983	20,536,298	2,049,817,384
Average Value (€)	18,010,254	8,860,565	4,171,209	1,026,815	9,950,570

Italian participation 2012 – 2016 (Project Procurement)

Project Procurement of Goods, Work and Services

Number of tenders submitted by Italian firms = 107

Number of contracts won by Italian entities = 40



Tenderers from ROMANIA have been the most successful over the last five years as they have won a total of € 1.597 billion or 19 per cent of the overall contract value. During the past five years the countries with the highest total amount of contract value were, in descending order:

Rank	Tenderer Country	Total Contract Value Awarded (€)
1	ROMANIA	1.597 billion
2	TURKEY	1.434 billion
3	RUSSIAN FEDERATION	522 million
4	BOSNIA AND HERZEGOVINA	447 million
5	UKRAINE	431 million



The contracts won by firms from these five countries amount to € 4.431 billion which represented 52 per cent of the overall total contract value for the past five years.



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Opportunities?

How to start



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>
- (7) Economic Inclusion Strategy (EIS)
Currently considered

Households hit hard in the crisis
Wages reduced for almost a third of them.

29.3%
Agreed

18.8%
Household members took

13.6%
Reduced household

13.1%
Household members

8.1%
Household members

3.2%
Household members

Crisis impact on democracy support
Increased in the CIS but dropped in the new EU countries

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The region in numbers

8

the number of countries where improvements in competition policy warranted a transition indicator upgrade

14%

University graduates are 14% more likely to support democracy than those with a primary education

38%

of the households in the transition region had to reduce staple food consumption as a result of the crisis, compared with only 11 percent in western Europe

13%

of people in the transition region have tried to set up a business

Go to page 96 to see images from around the region



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/seff.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>

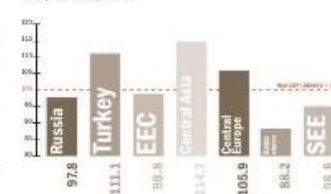
Around the region

The impact of the global crisis is still present in many transition economies, even as a recovery took hold – a recovery now under threat from a much less benign external environment.

The 2010 Life in Transition Survey reveals that the crisis hit many people in the region hard at an individual level. Crisis impact has in turn lowered people's support for democracy and markets, but also induced a change in attitude towards the government, resulting in higher support levels in many CIS countries.

Lasting crisis impact

Public confidence will still be about 10% below pre-crisis levels

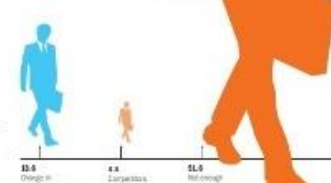


EEC: Eastern Europe and the Caucasus
SEE: South-eastern Europe

Difficulties to find financing for business start-ups
Business start-ups had due to lack of capital

Country abbreviations

Albania	ALB	Poland	POL
Azerbaijan	AZE	Portugal	POR
Bosnia and Herzegovina	BOS	Romania	ROU
Bulgaria	BUL	Slovakia	SVK
Croatia	CRO	Slovenia	SVN
Czechia	CZE	Turkey	TUR
Egypt	EGY	Ukraine	UKR
Georgia	GEO	United Kingdom	GBR
Hungary	HUN	United States	USA
Indonesia	IDN		
Italy	ITA		
Japan	JPN		
Kazakhstan	KAZ		
Latvia	LAT		
Lithuania	LIT		
Malaysia	MYS		
Mexico	MEX		
Norway	NOR		
Sweden	SWE		



Consultant opportunities and Project Procurement Research ebrd.com!



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NEWS

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WHAT WE DO

WHO WE ARE

WHERE WE ARE

WORK WITH US



We invest in changing lives.

What's new

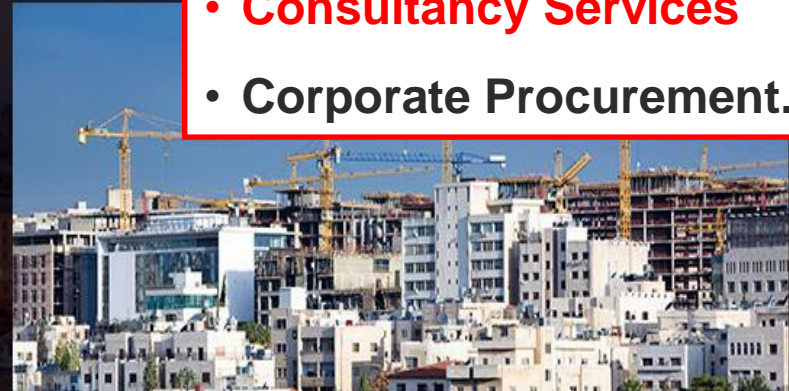
EBRD investments in SEMED hit €1.5 billion

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 Procurement**
- **Consultancy Services**
- **Corporate Procurement.**



How to start?

Assess procurement notices!



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NEWS

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WHAT WE DO

WHO WE ARE

Search by sector and country

Search by contract type

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

Home Procurement notices

Procurement notices

FILTER BY:

COUNTRY ▼

SECTORS ▼

CONTRACT ▼

TYPE ▼

KEYWORD ▼

ACTIVE FILTERS: Consultancy Services

CLEAR ALL FILTERS

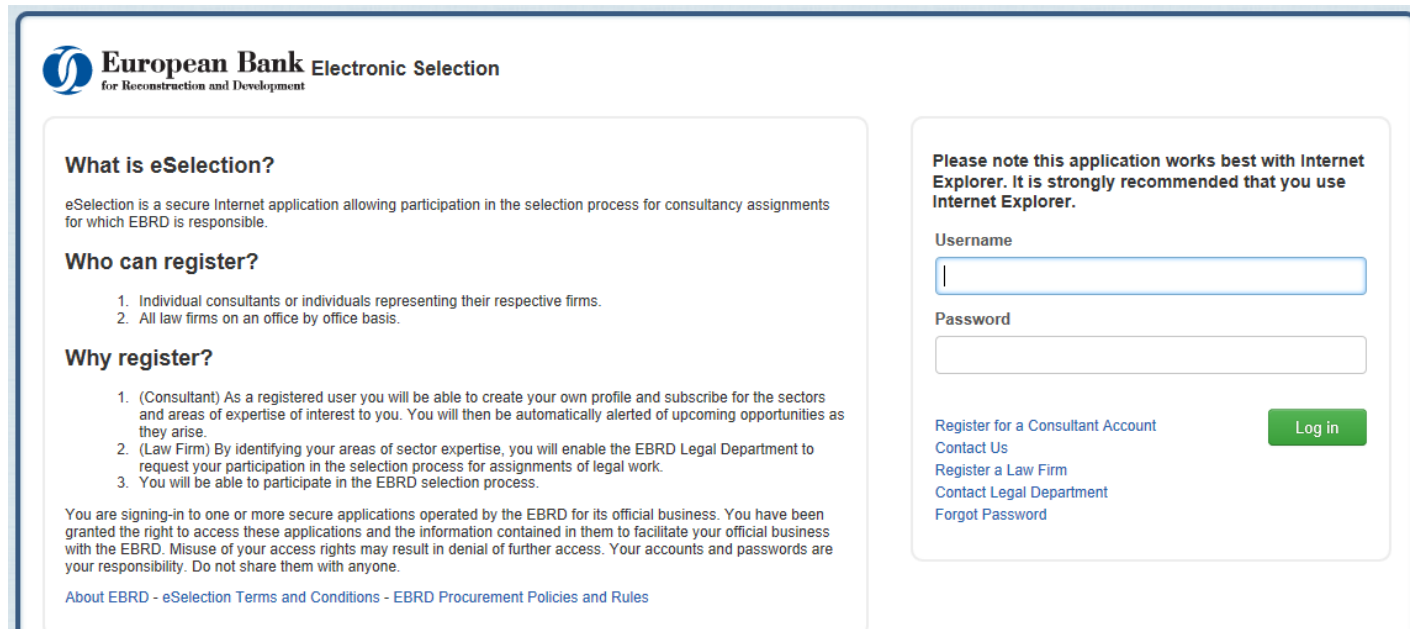
Issue Date ↓↑	Closing Date ↓↑	Country ↓↑	Project Name ↓↑	Sector ↓↑	Contract ↓↑	Type ↓↑
11 Dec 2014	15 Jan 2015	Kosovo	Kosovo Transmission Development Project - Capacity Building Assistance	Power and energy	Consultancy Services	Invitation for expressions of interest (CSU)
11 Dec 2014	02 Jan 2015	Ukraine	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 (Consultancies)

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

- (1) **notification** of new opportunities
- (2) **Submit** expressions of interest & proposals
- (3) **Monitor** the status of application



The screenshot shows the 'European Bank Electronic Selection' registration page. The header includes the EBRD logo and the text 'European Bank for Reconstruction and Development Electronic Selection'. The main content is divided into two columns. The left column contains informational text under the heading 'What is eSelection?' and 'Who can register?', followed by a 'Why register?' section with three numbered points. The right column features a login/register form with fields for 'Username' and 'Password', a 'Log in' button, and links for 'Register a Consultant Account', 'Contact Us', 'Register a Law Firm', 'Contact Legal Department', and 'Forgot Password'.

European Bank Electronic Selection
for Reconstruction and Development

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.
2. (Law Firm) By identifying your areas of sector expertise, you will enable the EBRD Legal Department to request your participation in the selection process for assignments of legal work.
3. You will be able to participate in the EBRD selection process.

You are signing-in to one or more secure applications operated by the EBRD for its official business. You have been granted the right to access these applications and the information contained in them to facilitate your official business with the EBRD. Misuse of your access rights may result in denial of further access. Your accounts and passwords are your responsibility. Do not share them with anyone.

[About EBRD - eSelection Terms and Conditions - EBRD Procurement Policies and Rules](#)

Please note this application works best with Internet Explorer. It is strongly recommended that you use Internet Explorer.

Username

Password

[Register a Consultant Account](#) [Contact Us](#) [Register a Law Firm](#) [Contact Legal Department](#) [Forgot Password](#) [Log in](#)

Project Procurement

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



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Business opportunities

[Current Notices](#)



[EBRD Client E-Procurement Portal \(ECEPP\)](#)



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



[Contract Awards Notification](#)



[Contract Pipeline](#)

When you want to be well prepared – look here!!



[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](#)

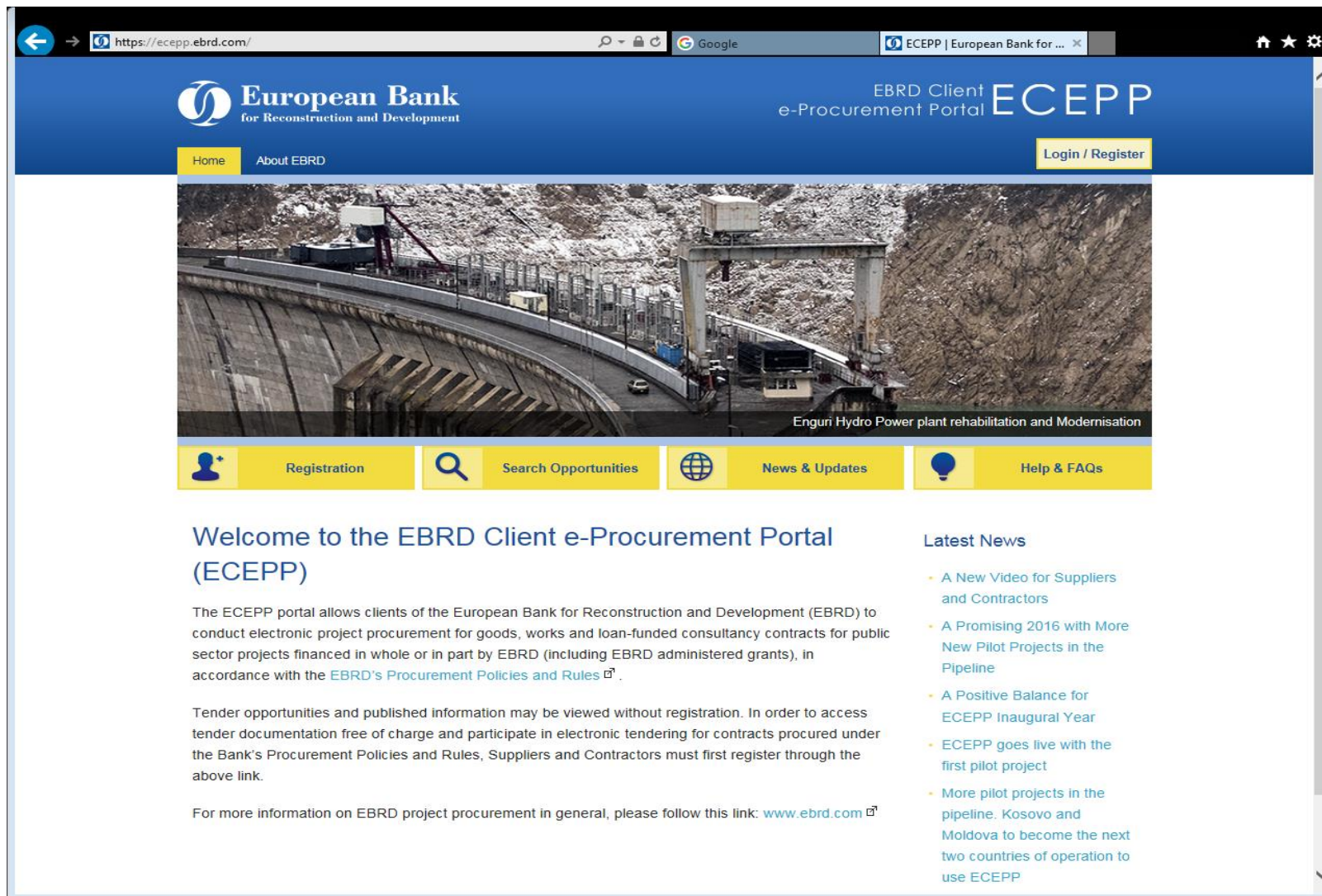
[Reports](#)

[Making a Project Procurement Complaint](#)


[Procurement Policy Department Initiatives](#)



E-procurement (Project Procurement)








← → <https://ecepp.ebrd.com/> Google ECEPP | European Bank for ...

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EBRD Client e-Procurement Portal **ECEPP**

Home About EBRD Login / Register

 Enguri Hydro Power plant rehabilitation and Modernisation

 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](#).

Tender opportunities and published information may be viewed without registration. In order to access tender documentation free of charge and participate in electronic tendering for contracts procured under the Bank's Procurement Policies and Rules, Suppliers and Contractors must first register through the above link.

For more information on EBRD project procurement in general, please follow this link: www.ebrd.com.

Latest News

- A New Video for Suppliers and Contractors
- A Promising 2016 with More New Pilot Projects in the Pipeline
- A Positive Balance for ECEPP Inaugural Year
- ECEPP goes live with the first pilot project
- More pilot projects in the pipeline. Kosovo and Moldova to become the next two countries of operation to use ECEPP

Strategies for successful applications



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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	Akso 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 environmental
Notice type:	Public
Target board date:	08 Jul 2015
Status:	Passed concept review
PSD disclosed:	27 Jan 2015

Project description and objectives

The Tajik Water II Project (the Project) would be an additional Integrated Approach and provide financing to further advance and wastewater improvements in the 20 cities where the 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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WHAT WE DO

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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

for non investment
related consultancy
support

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)

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”



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- Consider your application from perspective of evaluation committee

- Documents:

Focussed

Accessible

Concise

Tailored



For all further enquiries:

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