

Expo 2020 Dubai

Connecting Minds, Creating the Future



إكسبو 2020
دبي، الإمارات العربية المتحدة
DUBAI, UNITED ARAB EMIRATES



Bureau
International
des Expositions



EXPO
2020
DUBAI
UAE

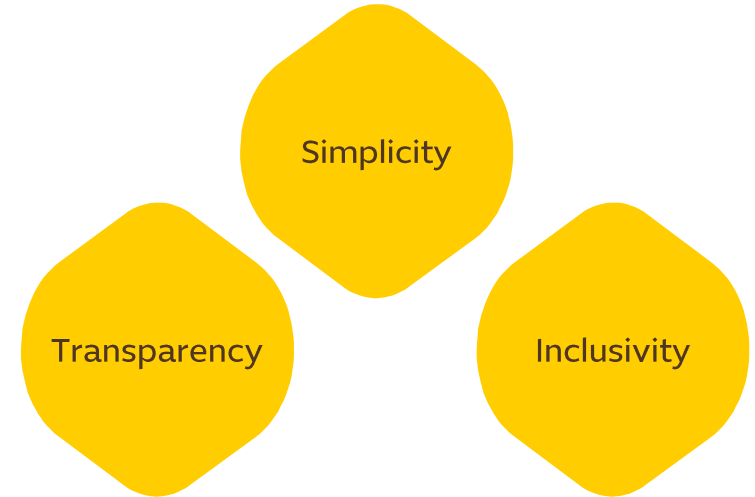
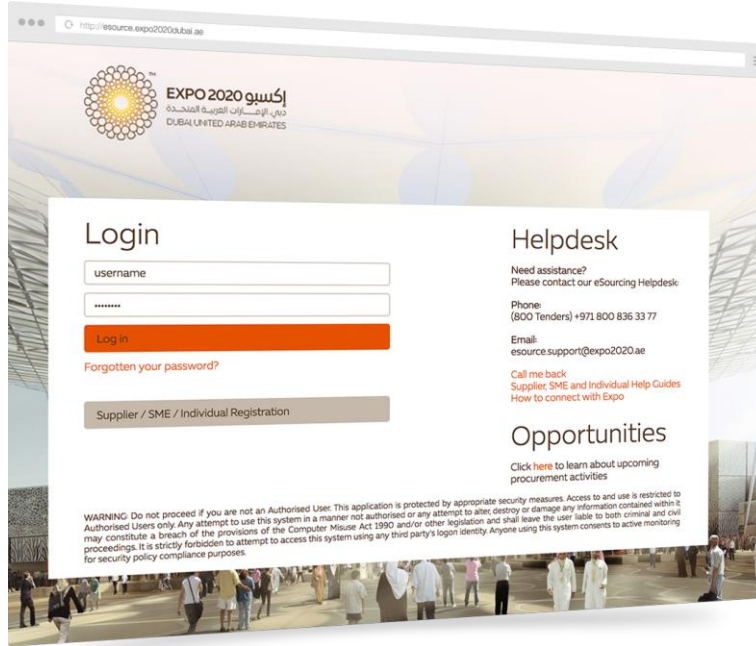


PROCUREMENT & BUSINESS OPPORTUNITIES

A large, ornate conference room with a U-shaped table covered in a white tablecloth. Numerous people are seated around the table, facing towards the front of the room. The room features high ceilings with decorative chandeliers and a large projection screen at the far end. A man in a suit is standing near the screen, possibly presenting. The floor is covered with a patterned carpet. The overall atmosphere is professional and formal.

PROCUREMENT

eSourcing Platform



<https://esource.expo2020dubai.ae/>

PROCUREMENT

eSourcing Platform



21,500+
Registered Suppliers
from **140 Countries**

15,000+
SMEs registered (**71%**)

3,400 +
Awarded Contracts
(**56% awarded to SMEs**)

As of end April 2018



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PROCUREMENT

2017 Market Opportunities / Awards



**Construction Contracts
Euro 2.5 Bn**



**Non-Construction
Contracts
Euro 106m**



**300
Licensing Products**

134 Major Tenders during 2017

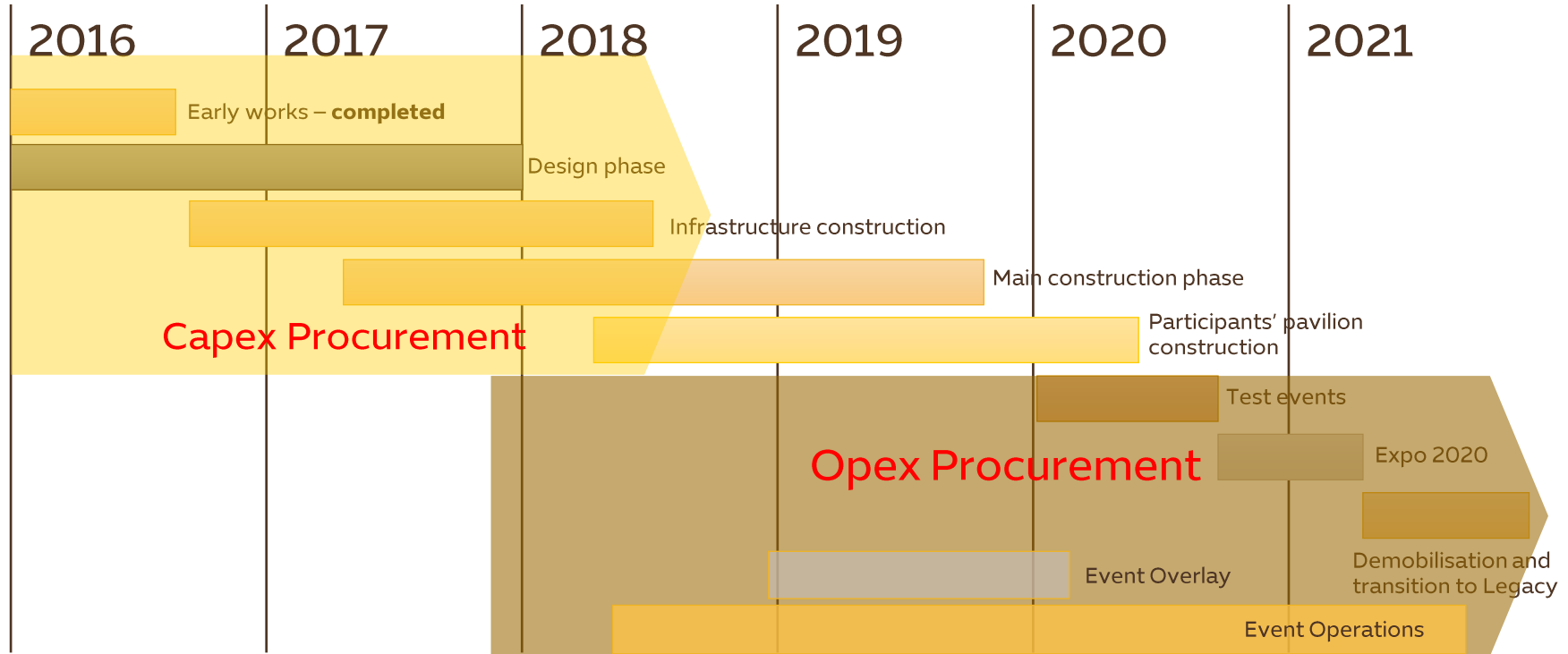
Expo 2020 Dubai commits to 20% spend for SMEs

Modified terms to enable SMEs to participate and bid more competitively:

- 25% advanced payment for services
- 50% advanced payment for goods/materials
- Payment made within 30 days upon the receipt of the approved invoice instead of 45 days
- No Tender Bonds required
- Proposal validity period improved from 120 days to 60 days
- Company cheque instead of Advanced Payment Guarantee

Site development timeline

Setting the stage for an exceptional Expo



Construction Procurement Opportunities



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2018 Market Opportunities

Design Packages

- Opportunity Pavilion (Architecture)
- Opportunity Pavilion (Content)
- Media / superstore Pavilion Fit Out

Construction Logistics Packages

- Waste Management
- Onsite Catering
- Security Checkpoints

HSEQWW Packages

- Emergency Aid Centre
- Welfare Facilities
- Assurance packages

Urban Planning & Public Realm Packages

- 14 Major Packages for Public Realm

Thematic Districts & Al Wasl Packages

- Al Wasl Audio Visual Works
- Thematic Districts Shading
- Thematic Districts Wrap

Third Party & Construction Packages

- Fit Out Works – Site Wide
- Leadership Pavilion
- Mobility & Sustainability Content
- Permanent Fire & Police Points
- Service Pavilions
- Renewable Energy
- Permanent Fire & Police Points
- Opportunity Pavilion

Overlay Packages

- Temporary Structures
- CoEx Event Fit-Out
- Storage Facilities
- FF&E

Operational Procurement Opportunities



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EXPO 2020 DUBAI IN NUMBERS



25
Million
Visitors



70%
International
Visitors



200+
International
Participants



438
Hectare Site

300,000
Site Capacity



24/7
173
Days



Expo Hours
10:00 to
01/02:00

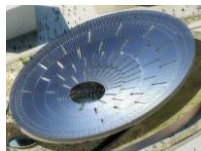


02:00 to
10:00
Overnight
Service Hours



204
Country & Cooperate
Self-Built, Rented and
Assisted Pavilions

Weekday 131,000
Weekend 173,000



Shade/Canopy
structures
12 Km



**Al Wasl
Trellis**
150mts width
and 70mts high

400+
Buildings



200+
Food outlets

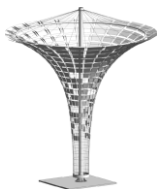
171
Tonnes of
Waste per Day



85%
Waste Recycled &
Reverted from Landfill

4

Iconic
Pavilions



Tactical Opportunities

Workforce &
Recruitment

Partnerships &
Licensing

Exhibits and
Public Realm

Event
Operations

Event
Management

Ticketing

Marketing &
Comms

Security

District 2020
(Legacy
Construction)

ICT

Expo Live

International
Participants

Tactical Opportunities

Business Support

- Office Framework Agreements
- Travel & Accommodation Framework

Event Operations

- Facilities Management
- Waste Management
- Food & Beverage
- Transport & Logistics

District 2020

- Master planning
- Transition Design Consultancies
- Construction Contracting
- Sales and Marketing Consultants

Exhibits & Public Realm

- 38 Key Exhibitions Packages
- Commissioned Artwork
- Exhibit storage and logistics
- Technical Production Contractors
- Stage Production
- Talent Booking
- Playgrounds and Children's Activations
- Visitor Centre

Event Management

- Ceremonies Preparation
- Journey Events
- Event Management Frameworks
- Exhibitions Frameworks

Expo Live

- Expo Live Grants
- Innovation Challenge Programme

Tactical Opportunities

ICT

- 124 Software Systems and Platforms
- Hardware Frameworks
- Printing Services & Maintenance
- Systems Integration

International Participants Marketing & Comms

- Participant Pavilion Construction
- Procurement consultancy
- Hard / Soft Service Rate Cards
- Protocol Services
- Branding
- Public Relations Framework
- Media Buy and Out of Home
- Creative and Production Frameworks

Partnerships & Licensing

- Master Concessionaire Contracting
- Hospitality Concessionaire Contracting
- Partnerships (various Tiers)
- 38 Licensee Categories

Security

- Manguarding Services
- Access Controls and Visitor Security

Ticketing Workforce & Recruitment

- Ticketing Service Provider (TSP) Selection
- Ticketing Media Development
- Staff Recruitment Agency Framework
- Specialist Consultancy Services
- Staff Training Frameworks
- Staff Wellness Initiatives

Procurement Introduction

eSourcing Platform

<https://esource.expo2020dubai.ae/>



Procurement Introduction

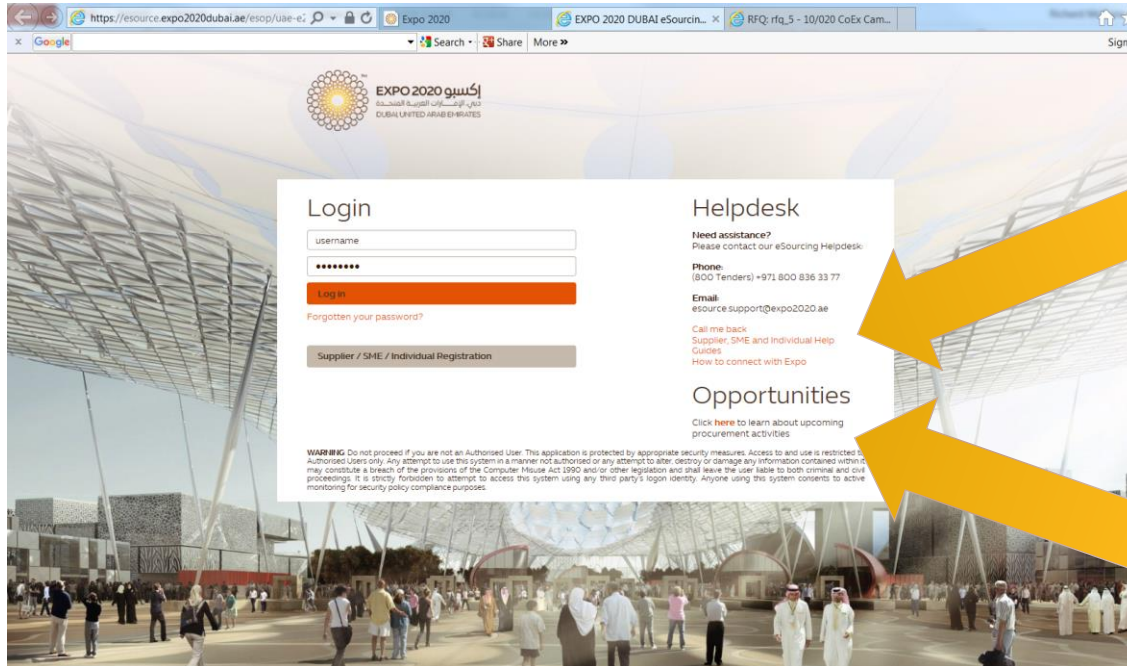
eSourcing Platform



The portal can be accessed directly from the main Expo 2020 web page.

Procurement Introduction

eSourcing Platform



Details of the 24/7 helpdesk are provided on the landing page

A link to the opportunities register is also included on the landing page for all upcoming and awarded opportunities

Procurement Introduction

Opportunities Listings



EXPO 2020
إكسبو 2020
دبي - الإمارات العربية المتحدة
Dubai - United Arab Emirates

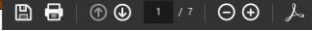
DUBAI EXPO 2020 PROCUREMENT TENDER EVENT SCHEDULE - PROCUREMENT PACKAGES TO END OF 2016
(note: this list is not exhaustive and will be updated as packages are notified)

print icon

Jan-17

Package Code	Contract Package / Work Package	Service Type	Status	Start Procurement	Award Contract	Award
05-007	Programme Management Services - Delivery	Consultant	awarded	ongoing		CH2M Hill - Macq
05-012	Management Consultancy Framework	Consultant	awarded	completed		Multiple Consultants
05-038	Legal Support for JSE	Consultant	awarded	completed		DLA
05-039	Insurance Broker	Consultant	awarded	ongoing		Marsh (Emirates)
05-044	Environmental Consultant	Consultant	awarded	ongoing		ELAND
05-045	Canal Reopening Consultant	Consultant	awarded	ongoing		International Global Change Institute
10-002	Urban Planning & Public Realm - Design Consultant	Consultant	awarded	ongoing		Ascom
10-003	Contract Health Planner	Consultant	awarded	completed		Theraval
10-007	Security (Threat & Risk Assessment)	Consultant	awarded	completed		Controlled Risk
10-008	Infrastructure - Design Consultant	Consultant	awarded	ongoing		Bentley International
10-026	Solar Design Consultant	Consultant	awarded	ongoing		Hokins Architects
10-036	Mobility Pavilion	Consultant	awarded	ongoing		Foster & Partners
10-038	Opportunity Pavilion	Consultant	awarded	ongoing		Marjan Impact Group (MIG)
10-040	Sustainability Pavilion	Consultant	awarded	ongoing		Cornshaw Architects
10-042	UAE National Pavilion	Consultant	awarded	ongoing		Santiago Calatrava
10-056	Facilities Management Consultant	Consultant	awarded	ongoing		Macq
10-057	Independent Commissioning Authority (Design)	Consultant	awarded	ongoing		Gepa International Energy Consultants
10-059	Food & Beverage Consultant	Consultant	awarded	ongoing		The Retail Partnership
10-072	Renewable Energy Consultant	Consultant	awarded	ongoing		
10-076	Operations Consultant	Consultant	awarded	ongoing		
15-002	IT - Hardware / Serverpoint / Database + Site Connection to Office	Contractor	awarded	ongoing		
15-004	IT - Project Control System (Document Management System)	Contractor	awarded	ongoing		
15-005	IT - Project Control System (Cost Management System)	Contractor	awarded	ongoing		
15-006	IT - Risk Management Software	Contractor	awarded	ongoing		
15-008	IT - Data Backup Storage & Collaboration	Contractor	awarded	ongoing		
15-010	IT - Cost Estimation Software	Contractor	awarded	ongoing		
15-014	IT - CRM Management & LMS Software	Contractor	awarded	ongoing		
15-016	IT - Schedule Management System Software	Contractor	awarded	ongoing		
15-018	IT - ERP and CRM Software	Contractor	awarded	ongoing		
15-020	IT - Logistics Management Software	Contractor	awarded	ongoing		
15-022	IT - BIM Quality Inspection Software	Contractor	awarded	ongoing		
15-024	IT - BIM Tool	Contractor	awarded	ongoing		
15-034	Perimeter Guarding	Contractor	awarded	ongoing		
40-012	Promotional Guarding & Project Sign Board	Contractor	awarded	completed		
40-018	Demolition & Recycling of Existing Concrete Structures	Contractor	awarded	completed		
40-019	Earthworks - Road Grading	Contractor	awarded	completed		
40-018	Programme Campus Office & Cafeteria Construction	Contractor	awarded	completed		
40-040	Campus Cafeteria Operator	Contractor	awarded	ongoing		
40-042	Programme Campus Facilities Management Services	Contractor	awarded	ongoing		
40-044	Campus External Works	Contractor	awarded	completed		
40-040	Initial Site Security Services	Contractor	awarded	ongoing		
40-062	Programme Campus - IT Network, TV, AV Equipment & Telepresence	Contractor	awarded	completed		
50-003	Time-based Camera System	Contractor	awarded	ongoing		
60-005	Infrastructure - The Village Supporting Infrastructure (B)	Contractor	awarded	ongoing		
10-006	Security Consultancy Framework	Consultant	awarded	ongoing		

DESIGN & CONSULTANCY PACKAGES



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Opportunities Listings shows both awarded (grey) and upcoming packages



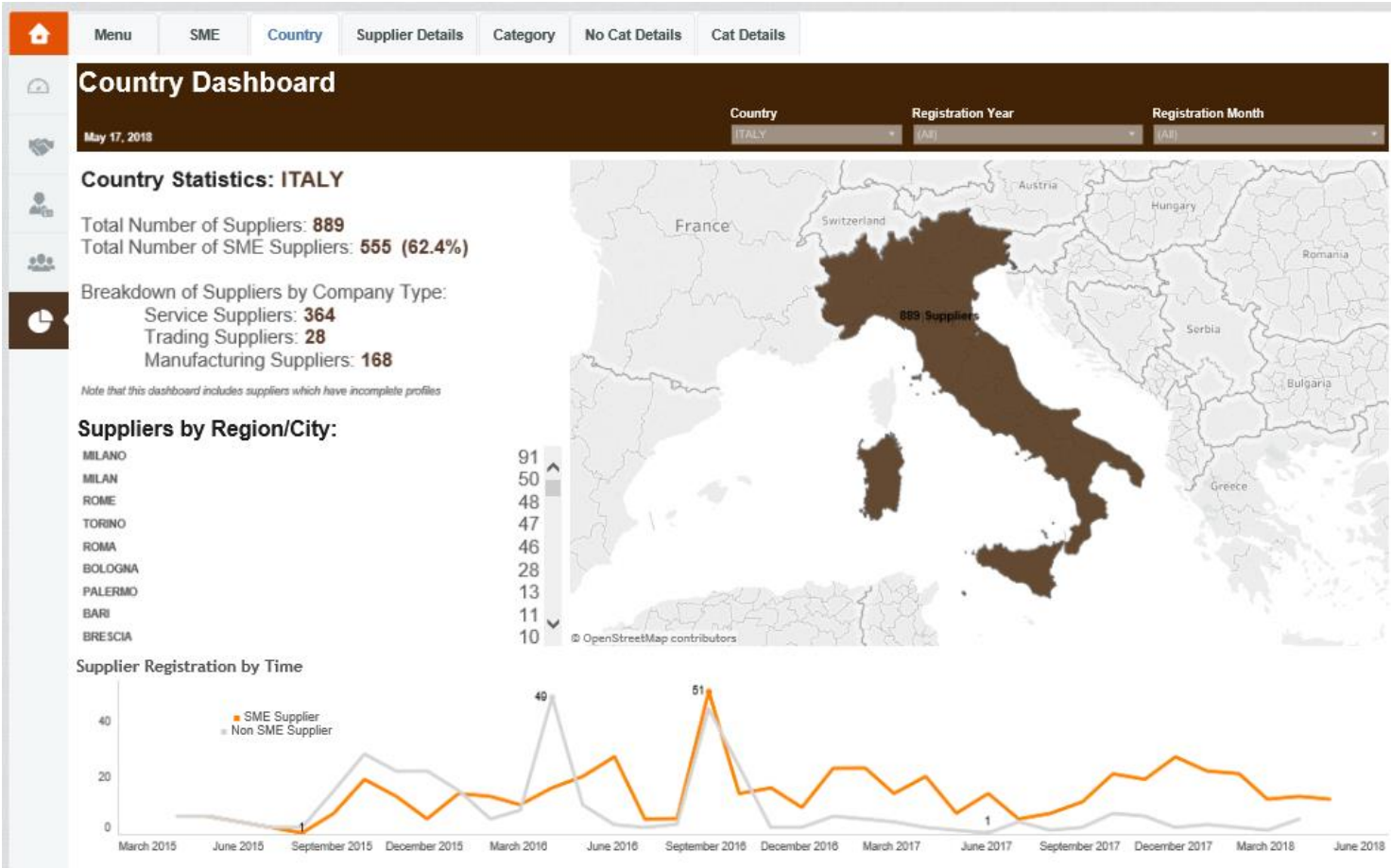
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Jan-17

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(note: this list is not exhaustive and will be updated as packages are notified)

Package Code	Contract Package / Work Package	Service Type	Status	Start Procurement	Award Contract	Award
05-000	Procurement Services	Consultant	in tender	Jan-17		
10-000	C-En Campus	Consultant	in tender	Jan-17		
10-004	Police Station Operations Centre	Consultant	in tender	Jan-17		
10-006	Fire, Ambulance & Police Booths	Consultant	in tender	Jan-17		
10-007	Police & Fire Station Operations Centre	Consultant	in tender	Jan-17		
10-014	Attitude of Abolition	Consultant	in tender	Jan-17		
10-015	Independent Commissioning Authority (Construction)	Consultant	in tender	Jan-17		
10-016	Health, Broadband, Pavilion & Leadership Pavilion - Design Consultant	Consultant	in tender	Jan-17		
10-017	Concertina - Bandstand, Country Pavilion Design Consultants	Consultant	in tender	Jan-17		
10-018	Concertina - Bandstand, Country Pavilion Design Consultants	Consultant	in tender	Jan-17		
10-019	Special Attraction / Event Designer	Consultant	in tender	Jan-17		
10-020	Supervisors of the Future Piling Out Design	Consultant	in tender	Jan-17		
10-021	Supervisors of the Future Piling Out Design	Consultant	in tender	Jan-17		
10-022	Site Wide Logistics	Contractor	in tender	Jan-17		
10-023	Thematic District Near Up Contractor	Contractor	in tender	Jan-17		
10-024	Thematic District Near Up Contractor	Contractor	in tender	Jan-17		
10-025	Public Realm Hardscape Landscaping - Plant Selection & Procurement	Contractor	in tender	Jan-17		
10-026	Public Realm Hardscape Landscaping - Plant Selection & Procurement	Contractor	in tender	Jan-17		
10-027	Public Realm Hardscape Landscaping - Plant Selection & Procurement	Contractor	in tender	Jan-17		
10-028	Public Realm Hardscape Landscaping - Plant Selection & Procurement	Contractor	in tender	Jan-17		
10-029	Public Realm Hardscape Landscaping - Plant Selection & Procurement	Contractor	in tender	Jan-17		
10-030	Public Realm Hardscape Landscaping - Plant Selection & Procurement	Contractor	in tender	Jan-17		
10-031	Public Realm Hardscape Landscaping - Plant Selection & Procurement	Contractor	in tender	Jan-17		
10-032	Public Realm Hardscape Landscaping - Plant Selection & Procurement	Contractor	in tender	Jan-17		
10-033	Public Realm Hardscape Landscaping - Plant Selection & Procurement	Contractor	in tender	Jan-17		
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10-046	Public Realm Hardscape Landscaping - Plant Selection & Procurement	Contractor	in tender	Jan-17		
10-047	Public Realm Hardscape Landscaping - Plant Selection & Procurement	Contractor	in tender	Jan-17		
10-048	Public Realm Hardscape Landscaping - Plant Selection & Procurement	Contractor	in tender	Jan-17		
10-049	Public Realm Hardscape Landscaping - Plant Selection & Procurement	Contractor	in tender	Jan-17		
10-050	Public Realm Hardscape Landscaping - Plant Selection & Procurement	Contractor	in tender	Jan-17		
10-051	Public Realm Hardscape Landscaping - Plant Selection & Procurement	Contractor	in tender	Jan-17		
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10-059	Public Realm Hardscape Landscaping - Plant Selection & Procurement	Contractor	in tender	Jan-17		
10-060	Public Realm Hardscape Landscaping - Plant Selection & Procurement	Contractor	in tender	Jan-17		







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