Technical Cooperation
Consultancy Opportunities at the EBRD

EBRD and EFCA
Brussels, 13 November 2014

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Director
Technical Cooperation
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• EBRD’s Key Strategic Focus
• Bank’s Geographic Opportunities and Challenges
• Technical Cooperation in EBRD
• Procurement of Consultancy Services
• Consultancy Assignments per Sector
• Harmonised RFP
Bank’s Mandate

Transition Impact is achieved through:

• EBRD - financed operations: Investments / Loans / Guarantees

• Technical Cooperation

• Policy Dialogue
EBRD’s Key Strategic Focus

- Promote **transition to market economies** and social inclusion in its countries of operation
- Increase **policy dialogue** activities and integrated approaches (combining policy and project work across countries/sectors)
- Continue to develop **Sustainable Energy Initiative** (SEI)
- Develop projects related to **Resource Efficiency** (food and water security)
- Development of **local capital markets** and local currency lending
- New focus on “**social inclusion**” as part of EBRD projects
Bank’s Geographic Opportunities and Challenges

Russia:

• Accounted for a yearly average of 20% of the Bank’s Investments

• EU sanctions in March- April 2014 and escalated in July 2014:
  ➔ no new EBRD’s investments in Russia
  ➔ EBRD continue to manage existing investments in Russia
Bank’s Geographic Opportunities and Challenges

Ukraine:
• on track for planned €1 billion new investments in 2014.
• leading investor in Ukraine with €9.5 billion invested to date.
• EBRD-Ukraine Stabilisation and Sustainable Growth Multi-Donor Account (MDA): €11 million managed by the EBRD to:
  o Reform of Economy
  o Improvement of Business Environment
  o Support Sustainable Growth

Strengthening its operations in:
• SEMED (Egypt, Morocco, Tunisia, and Jordan)
• Western Balkans
• Turkey
• Central Asia (with special focus on Kazakhstan)

….moving to Cyprus, Greece and possibly Libya
Definition of Technical Cooperation (TC)

“Assistance to clients, where there is a lack of know-how, technical skills, expertise; to facilitate capacity and institution building; policy, legal and structural reform, and all other incidental activities and necessary components of support to deliver that assistance.”
How does EBRD deliver Technical Cooperation?

Project Conceptualisation:

• identify where the Clients need assistance
• design specific TC projects
• internal approvals: outputs, desired outcomes and impact
• procure consultants
• implement TC
• measure its results
Technical Cooperation to support the EBRD’s investment projects

EBRD

- Provides loan or equity (Project) to Clients (~80% Private and ~20% Public)
  - TC consultants support for Project Preparation
  - TC consultants support for Project Implementation
Contracting/payments:
Client is contracting consultant
## Overview of Selection Procedures for Consultant Selection (EBRD or Clients)

<table>
<thead>
<tr>
<th>Direct Selection</th>
<th>Selection from Shortlist</th>
<th>Evaluation of Proposals</th>
</tr>
</thead>
<tbody>
<tr>
<td>(quality-based selection, less than EUR 75,000)</td>
<td>(quality-based selection, EUR 75,000 – EUR 300,000)</td>
<td>(quality- &amp; cost-based selection, EUR 300,000 and over)</td>
</tr>
<tr>
<td>Select consultant</td>
<td>Procurement Notice</td>
<td>Procurement Notice</td>
</tr>
<tr>
<td>Negotiations</td>
<td>Expressions of Interest</td>
<td>Expressions of Interest</td>
</tr>
<tr>
<td>Contract</td>
<td>Shortlist</td>
<td>Shortlist</td>
</tr>
<tr>
<td>Firms and Individuals</td>
<td>Select consultant</td>
<td>Select consultant</td>
</tr>
<tr>
<td>Negotiations</td>
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<td>Negotiations</td>
</tr>
<tr>
<td>Contract</td>
<td>Contract</td>
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</tr>
<tr>
<td>Only Firms</td>
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</tbody>
</table>
Consultancy contracts awarded per country/region (share of value) in 2013

- Central Europe & the Baltic States: 4%
- Turkey: 3%
- Southern and eastern Mediterranean: 6%
- Russia: 11%
- Central Asia: 16%
- Regional: 16%
- South-eastern Europe: 18%
- Eastern Europe & the Caucasus: 26%
TC Activity per sector (share of value) in 2013

- Infrastructure 32%
- Financial Institutions 22%
- Energy Efficiency 10%
- SME 9%
- Industry, Commerce & Agribusiness 6%
- Policy Dialogue 5%
- Other Sectors 16%
Consultancy Contracts awarded in 2013 – part 1

Contracts awarded by selection method - 2013

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<thead>
<tr>
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</thead>
<tbody>
<tr>
<td>Direct Selection</td>
<td>14,757,694</td>
<td>521</td>
<td>14,988,773</td>
<td>617</td>
<td>16,269,243</td>
<td>618</td>
</tr>
<tr>
<td>Direct Selection Section 5.9</td>
<td>7,497,167</td>
<td>64</td>
<td>10,094,851</td>
<td>38</td>
<td>4,757,764</td>
<td>31</td>
</tr>
<tr>
<td>Selection From Shortlist</td>
<td>20,226,348</td>
<td>256</td>
<td>21,083,378</td>
<td>272</td>
<td>21,017,473</td>
<td>220</td>
</tr>
<tr>
<td>Evaluation of Proposals</td>
<td>70,333,827</td>
<td>135</td>
<td>51,846,079</td>
<td>145</td>
<td>64,518,864</td>
<td>121</td>
</tr>
</tbody>
</table>

Value, €

<table>
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<th>No. of Contracts</th>
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No. of Contracts

15 m: 976
7.5 m: 256
20 m: 135
70 m: 521
Consultancy Contracts awarded in 2013* – part 2

* only relevant sectors
Consultancy Contracts – Energy and Natural Resources

Value of Contracts per sub-Sector

Value of Contracts (€) | No. of Contracts
--- | ---
Natural Resources | 1,830,063.09 | 40
SEI | 31,512,873.53 | 144
Environmental and social Reform | 2,020,053.91 | 61
Power and Energy | 8,582,194.79 | 46
## Consultancy Contracts – Infrastructure

### No. of Contracts

<table>
<thead>
<tr>
<th>Sector</th>
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<td>MEI</td>
<td>173</td>
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<td>Transport</td>
<td>81</td>
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### Value of Contracts per sub-Sector

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<th>Sector</th>
<th>Value of Contracts (€)</th>
<th>No. of Contracts</th>
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</thead>
<tbody>
<tr>
<td>MEI</td>
<td>28,925,253.70</td>
<td>173</td>
</tr>
<tr>
<td>Transport</td>
<td>11,212,031.14</td>
<td>81</td>
</tr>
</tbody>
</table>

- **MEI**: 28.925.253.70 €, 173 contracts
- **Transport**: 11,212,031.14 €, 81 contracts

- **Value of Contracts (€)**: Millions

- **Value of Contracts per sub-Sector**: Mean 11 m, 29 m
The Infrastructure Project Preparation Facility ("IPPF") is expected to produce benefits for our Clients and the Bank’s delivery of infrastructure, related to three fundamental considerations:

- Re-energising transition through the delivery of infrastructure;
- Creating infrastructure uplift and replicability through policy dialogue and better knowledge exchange; and
- Delivering increased and improved priority business more efficiently.

The focus of the Facility would be:

- project preparation for both public sector infrastructure projects and PPPs.
- estimated 8 Framework Agreements (EBRD selected and contracted) for an expected total value of up to 40 m € to be mobilised through Call-Off Notices.
EBRD’s Procurement Procedures

EBRD Procurement Policies and Rules

Fundamental Principles

non-discrimination, fairness and transparency

Key Sections

1. Principles and considerations (Section 2)
2. Goods, works and (standardised) services (Sections 3 and 4)
3. Consultancy services (Section 5)

Weblink


Client guidelines

Weblink

EBRD recently adopted the Harmonised RFP agreed with other IFIs (incl World Bank, AfDB, IsDB).

Now applies to all new Client-selected/ Donor-funded Assignments.

Replaces Bank’s old RFP 1-6 format with single RFP split into 8 sections. Substantially similar but now with:

• Public Opening of Technical and Financial Proposals
• Evaluation methods: QCBS,QBS, FBS, LCS
• Key/non-Key Experts

Useful Links

European Bank for Reconstruction and Development

PROCUREMENT

The EBRD provides many opportunities for suppliers, contractors and consultants worldwide.

Most of these procurement opportunities are related to EBRD-financed projects in our region of operations. But there are also a limited number of opportunities to tender for contracts involving internal EBRD projects and departments. We offer open and fair competition in all our procurement activities.

The EBRD has developed mechanisms to ensure that the highest level of integrity is respected in all of its activities, including Procurement.

All procurement notices

Corporate procurement
We seek products, services and expertise for internal EBRD projects and departments at our London headquarters and our network of regional offices.

Outside Counsel services
Selection and engagement of outside counsel for the needs of the Bank falls under responsibility of the Office of the General Counsel (OGC).

Project procurement
Our clients need goods, public works, associated services and expert consultants to work on projects in various sectors right across the EBRD's countries of operation.

Procurement FAQs
Further detail on our procurement opportunities and processes.

Consultancy services
Selection and engagement of consultants for the needs of the Bank and its clients falls under responsibility of the Technical Cooperation team.

Useful Links


[https://eselection.ebrd.com/suite/](https://eselection.ebrd.com/suite/)
Useful links

(1) Factsheets for EBRD countries, key sectors and themes:
http://www.ebrd.com/pages/research/publications/factsheets.shtml#country

(2) EBRD country strategies:
http://www.ebrd.com/pages/country.shtml

(3) EBRD sector strategies:

(4) EBRD project case studies:
http://www.ebrd.com/pages/project/case.shtml

(5) Sector-specific information, for example on Sustainable Energy Financing Facilities (SEFF):

(6) Environmental & Social Impact Assessments:
http://www.ebrd.com/pages/project/eia.shtml

(7) Project Summary Documents (with references to required consultancy support):
http://www.ebrd.com/pages/project/psd.shtml
Contacts

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