

# EBRD – Business Opportunities in Ukraine

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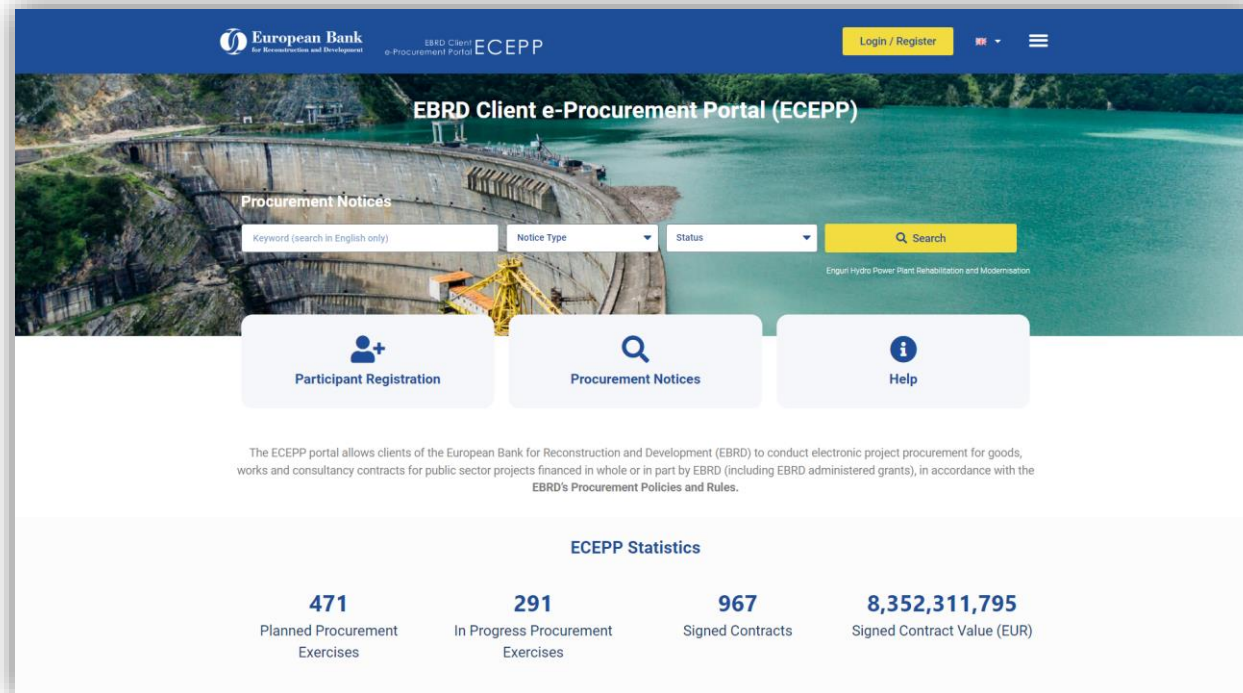


**European Bank**  
for Reconstruction and Development

- **EBRD Procurement Policies and Rules (PPR)** (<https://www.ebrd.com/work-with-us/procurement/policies-and-rules.html>)
  - Client-led procurement (Clients are responsible for all aspects of procurement, with Bank's oversight)
  - Focus on operations in the public sector
  - Tendering and contracting via EBRD Client E-Procurement Portal (ECEPP - <https://ecepp.ebrd.com/>)
    - All procurement notices available from the homepage
    - Register for access to specific projects/tenders (all countries and projects)
- **EBRD Corporate Procurement Policy** (<https://www.ebrd.com/procurement/corporate-procurement.html>)
  - Bank led procurement – including consultancy services in investment projects

# What is ECEPP?

- The EBRD Client e-Procurement Portal (ECEPP) allows clients of the Bank to procure goods, works, services and consultancy services, and administer the resulting contracts, under all 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.
- It has been in use since August 2015 and has been the default option for all client-led procurements since January 2020.



ECEPP is  
complementary  
to Prozorro

# ECEPP in Numbers

394 projects with the total amount of EUR 35.2 billion

2,000+ clients' users in 27 Countries of Operations

26,300+ suppliers/contractors/consultants worldwide

1046 contracts placed totaling EUR 10.0 billion

Average participation rate – 4.7 (single stage tenders – 6.4)

Contract savings against planned budget more than 20%

In Ukraine since January 2017

38 projects with the total amount of EUR 4.8 billion

38 clients across Ukraine

49 contracts signed totaling EUR 284 million

28 ongoing tenders for EUR 848 million

Average participation rate – 3.1 (single stage tenders – 3.5)

- Enhanced risk assessment (increased risks, new risks, uninsurable risks, supply chain and logistics disruptions)
  - Procurement of Goods mostly (tender and contract conditions adjusted accordingly)
  - Procurement of Works effectively on hold, except for small works in areas far from the frontline
  - Market consultations – to ensure current market conditions and capabilities are captured (in particular for complex equipment with long lead times)
    - *Notices to be published on EBRD website - <https://www.ebrd.com/work-with-us/procurement/notices.html>*
- Competition is still the default option – Open tendering used where possible, with some flexibility
- No restrictions on participation (but exclusions from contract award may apply as per PPR 3.52)
- Standard integrity checks and provisions still apply

- Applied flexibility – what does this mean in practice?
  - Wider use of Advance Procurement procedure (tenders completed before signing of legal agreements with the Bank, PPR para 3.76)
  - Shorter tendering times, flexible tender conditions (e.g. no tender security)
  - More advantageous contract conditions (e.g. larger advance payments, EXW/FOB/FCA delivery terms etc.)
  - Direct Contracting if and where justified (permitted by PPR 3.24 = more efficient approval process, subject to verification of value for money)
  - Possibility of financing the acquisition of reconditioned/'second hand' equipment (subject to compatibility, mandatory pre-shipment inspections etc.)

Contracts in EBRD projects signed since the war began

99 contracts, total value over EUR 635 million

## What can you do?

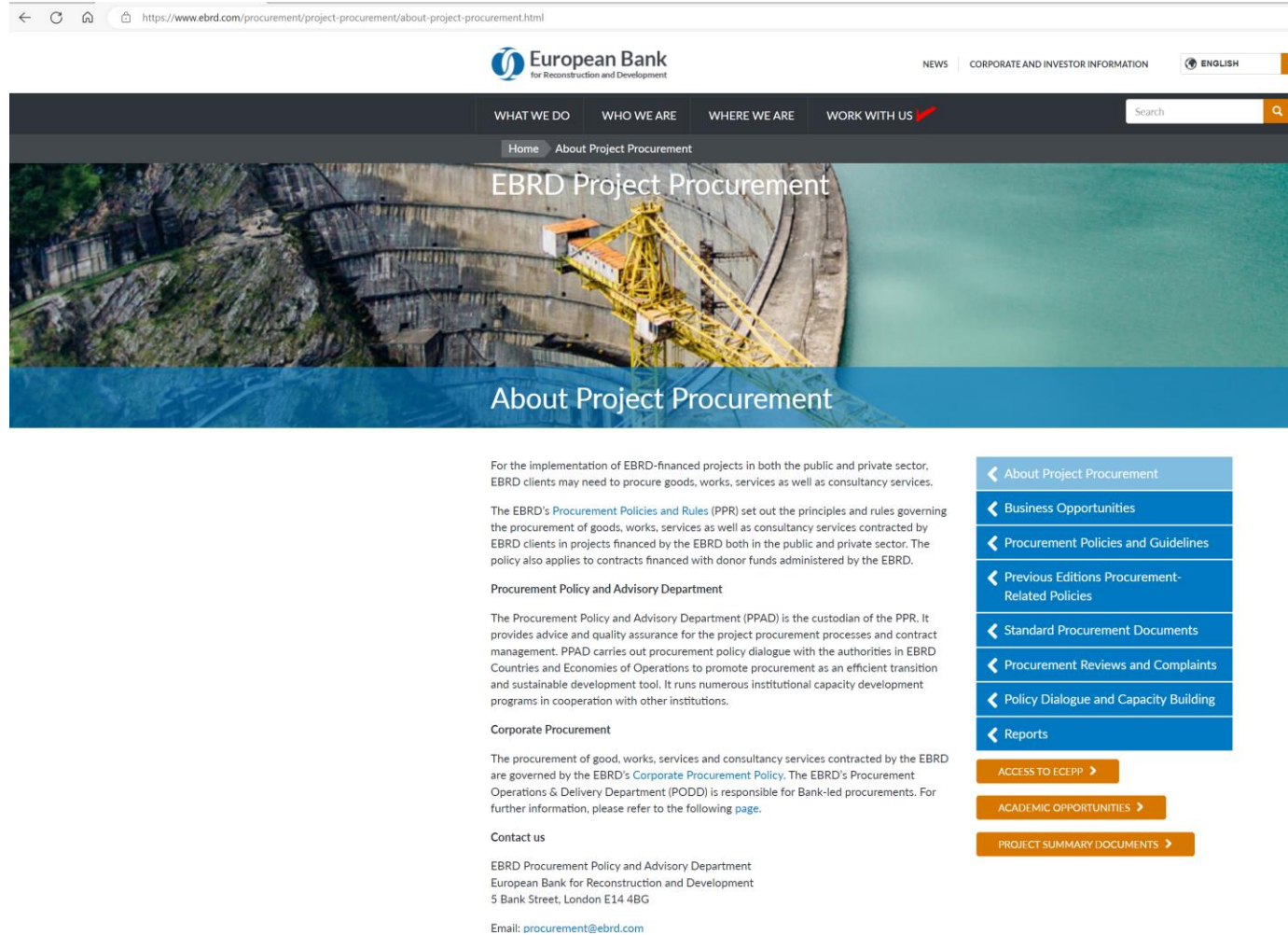
- As a **Consultant** – Consultancy services for the Bank and the Bank’s clients
  - Procurement support
  - Technical inspection (e.g. pre-shipment inspection, witnessing factory tests)
  - Lender’s monitor (e.g. review of proposals and value for money verification in directly awarded contracts)
  - Assessments (e.g. feasibility studies, damage/reconstruction assessment etc.)
- As a **Supplier/Contractor** – in Bank financed projects (involving Bank’s loan and donor investment grants administered by the Bank)

## What can we do?

- Support available from the Bank
  - Dedicated market consultation / outreach for German business
  - Training on EBRD procurement and use of ECEPP (*including in French*)



# EBRD project procurement – available resources ([www.ebrd.com](http://www.ebrd.com))



The screenshot shows the EBRD Project Procurement website. The header includes the EBRD logo, navigation links (NEWS, CORPORATE AND INVESTOR INFORMATION, ENGLISH), and a search bar. The main navigation menu has links for WHAT WE DO, WHO WE ARE, WHERE WE ARE, and WORK WITH US. The main content area features a large image of a dam under construction with the text "EBRD Project Procurement" and "About Project Procurement". Below the image, there is a sidebar with a list of links: About Project Procurement, Business Opportunities, Procurement Policies and Guidelines, Previous Editions Procurement-Related Policies, Standard Procurement Documents, Procurement Reviews and Complaints, Policy Dialogue and Capacity Building, and Reports. The main text area contains sections for "Procurement Policy and Advisory Department" and "Corporate Procurement".

For the implementation of EBRD-financed projects in both the public and private sector, EBRD clients may need to procure goods, works, services as well as consultancy services.

The EBRD's [Procurement Policies and Rules \(PPR\)](#) set out the principles and rules governing the procurement of goods, works, services as well as consultancy services contracted by EBRD clients in projects financed by the EBRD both in the public and private sector. The policy also applies to contracts financed with donor funds administered by the EBRD.

**Procurement Policy and Advisory Department**

The Procurement Policy and Advisory Department (PPAD) is the custodian of the PPR. It provides advice and quality assurance for the project procurement processes and contract management. PPAD carries out procurement policy dialogue with the authorities in EBRD Countries and Economies of Operations to promote procurement as an efficient transition and sustainable development tool. It runs numerous institutional capacity development programs in cooperation with other institutions.

**Corporate Procurement**

The procurement of good, works, services and consultancy services contracted by the EBRD are governed by the EBRD's [Corporate Procurement Policy](#). The EBRD's Procurement Operations & Delivery Department (PODD) is responsible for Bank-led procurements. For further information, please refer to the following [page](#).

**Contact us**

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## Recommendations to prospective participants:

- review Procurement Policies and Rules
- familiarise yourself with relevant guidance notes and directives
- familiarise yourself with Standard Procurement Documentation
- familiarise yourself with other relevant Bank's policies



- Which **procedure** is used – depends on the complexity and nature of the contract:
  - Small works (e.g. pipe replacement) based on the Employer's (Client's) design – single stage
  - Works involving a technological element and/or design by the Contractor (e.g. wastewater treatment plant modernisation, bridge construction) – multi-stage (unpriced technical proposal first) with or without prequalification
  - Simple (serial production Goods not requiring major installation, testing and commissioning) – single stage
  - Complex Goods (e.g. metro trains) – multi-stage with or without prequalification
  - Consultancy Services – single stage two envelope (most cases) with or without prequalification and/or shortlisting

- Eligibility – company from any company can participate, unless they are excluded (see PPR 2.8)
- Time limits – depends on the procedure and complexity of the contract:
  - Recommended (PPR 3.44) – normally not less than 40 days, but may be extended for large/complex contracts or, with prior agreement of the Bank, reduced
- Proposal evaluation (PPR 3.49–3.55)
  - the evaluation is done applying solely the criteria and methodology is included in the tender documents
  - price is not the only and not always the main factor
- Contract terms and conditions
  - Use of internationally recognised forms of contract
  - Particular conditions (payment terms, bank guarantees, dispute resolution etc.) – depend on the nature of the contract and Client’s requirements
  - Advance payments made only against a bank guarantee

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