



European Bank  
for Reconstruction and Development

# Consultant Opportunities with the EBRD

**Mr Andrea Baldan**

*Deputy Director*

*Technical Cooperation*

**Portuguese Water Partnership**

London, 16<sup>th</sup> September 2013

Consultancy services are provided to support the Bank's operations and projects:

- projects in both **private** and **public sector**, providing direct funding for financial institutions, infrastructure and other key sectors.
- investments helping to **develop skills, improve efficiency** and **strengthen institutions**.

# Value of Consultancy Contract Awards in 2008-2012

(Mil EUR)



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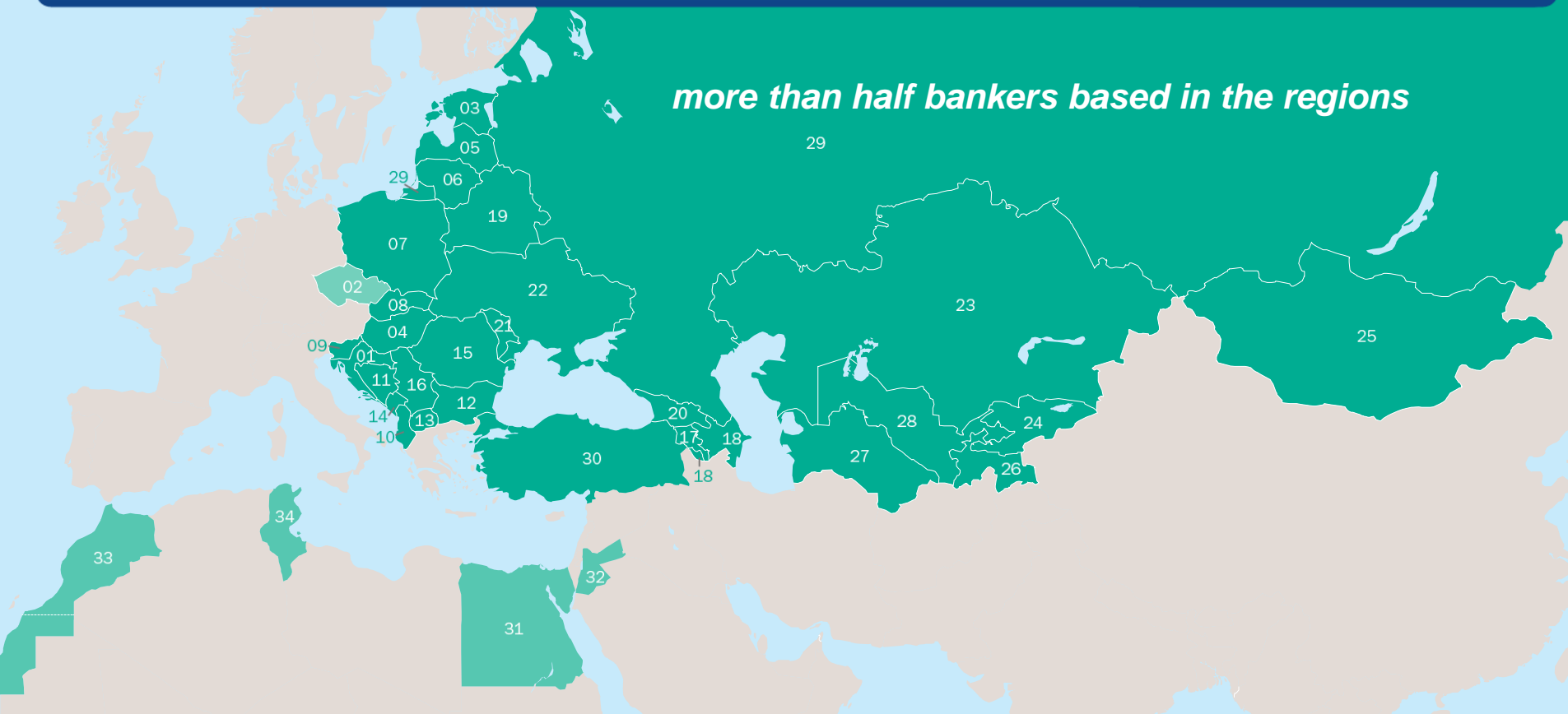
# Where we operate

May 2012



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*more than half bankers based in the regions*



## Countries of prospective EBRD operations

### Southern and eastern Mediterranean

- 31 Egypt
- 32 Jordan
- 33 Morocco
- 34 Tunisia

In 2011 the EBRD launched donor-funded activities in the southern and eastern Mediterranean (SEMED) region, in support of the countries which are undergoing important political and economic reforms.

## EBRD countries of operations

### Central Europe and the Baltic states

- 01 Croatia
- 02 Czech Republic\*
- 03 Estonia
- 04 Hungary
- 05 Latvia
- 06 Lithuania
- 07 Poland
- 08 Slovak Republic
- 09 Slovenia

### South-eastern Europe

- 10 Albania
- 11 Bosnia and Herzegovina
- 12 Bulgaria
- 13 FYR Macedonia
- 14 Romania
- 15 Montenegro
- 16 Serbia

### Eastern Europe and the Caucasus

- 17 Armenia
- 18 Azerbaijan
- 19 Belarus
- 20 Georgia
- 21 Moldova
- 22 Ukraine

### Central Asia

- 23 Kazakhstan
- 24 Kyrgyz Republic
- 25 Mongolia
- 26 Tajikistan
- 27 Turkmenistan
- 28 Uzbekistan

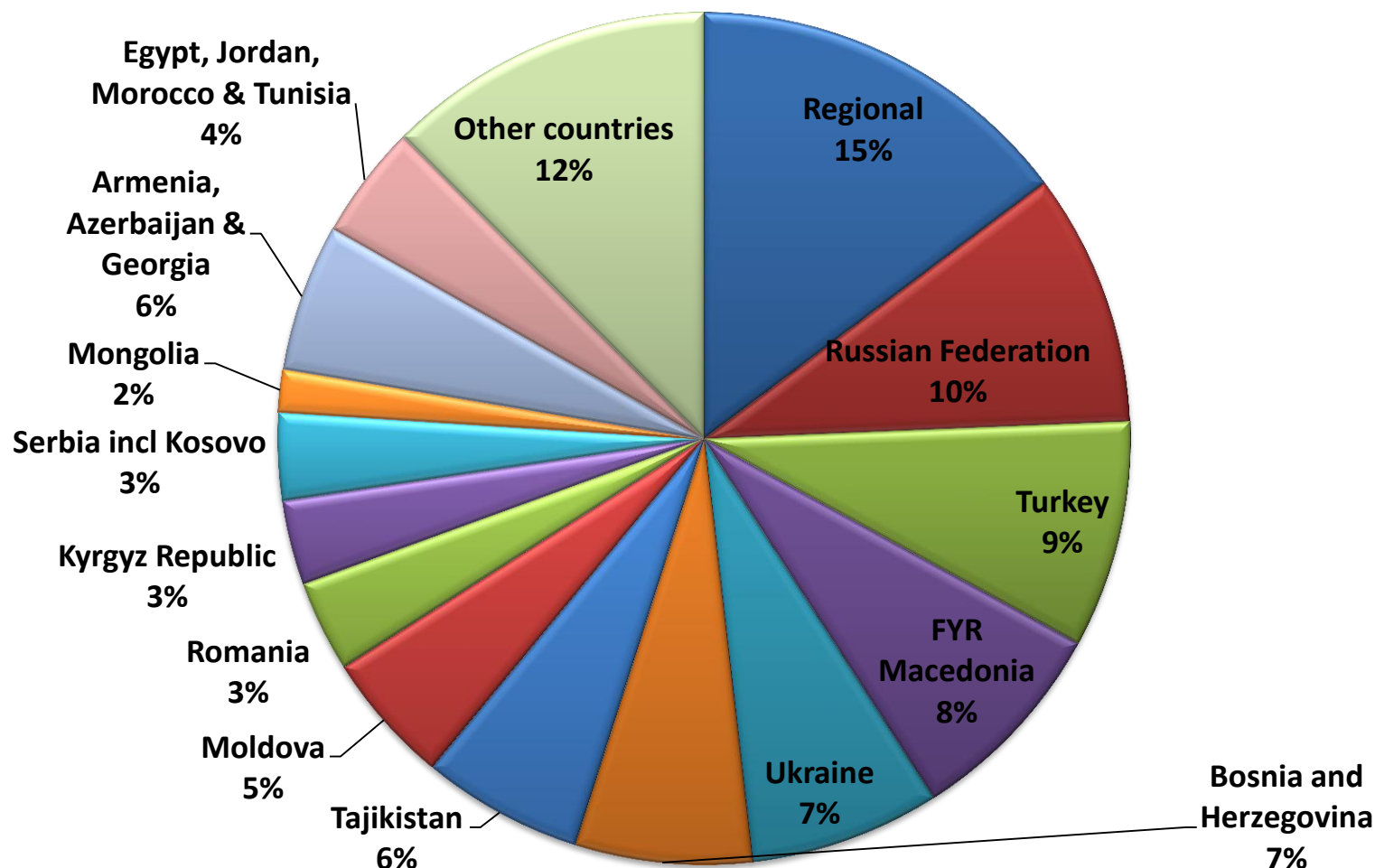
- 29 Russia
- 30 Turkey

\*as of the end of 2007, the EBRD no longer makes investments in the Czech Republic.

# “where”: Consultancy Contracts Awarded per Country (share of value) in 2012



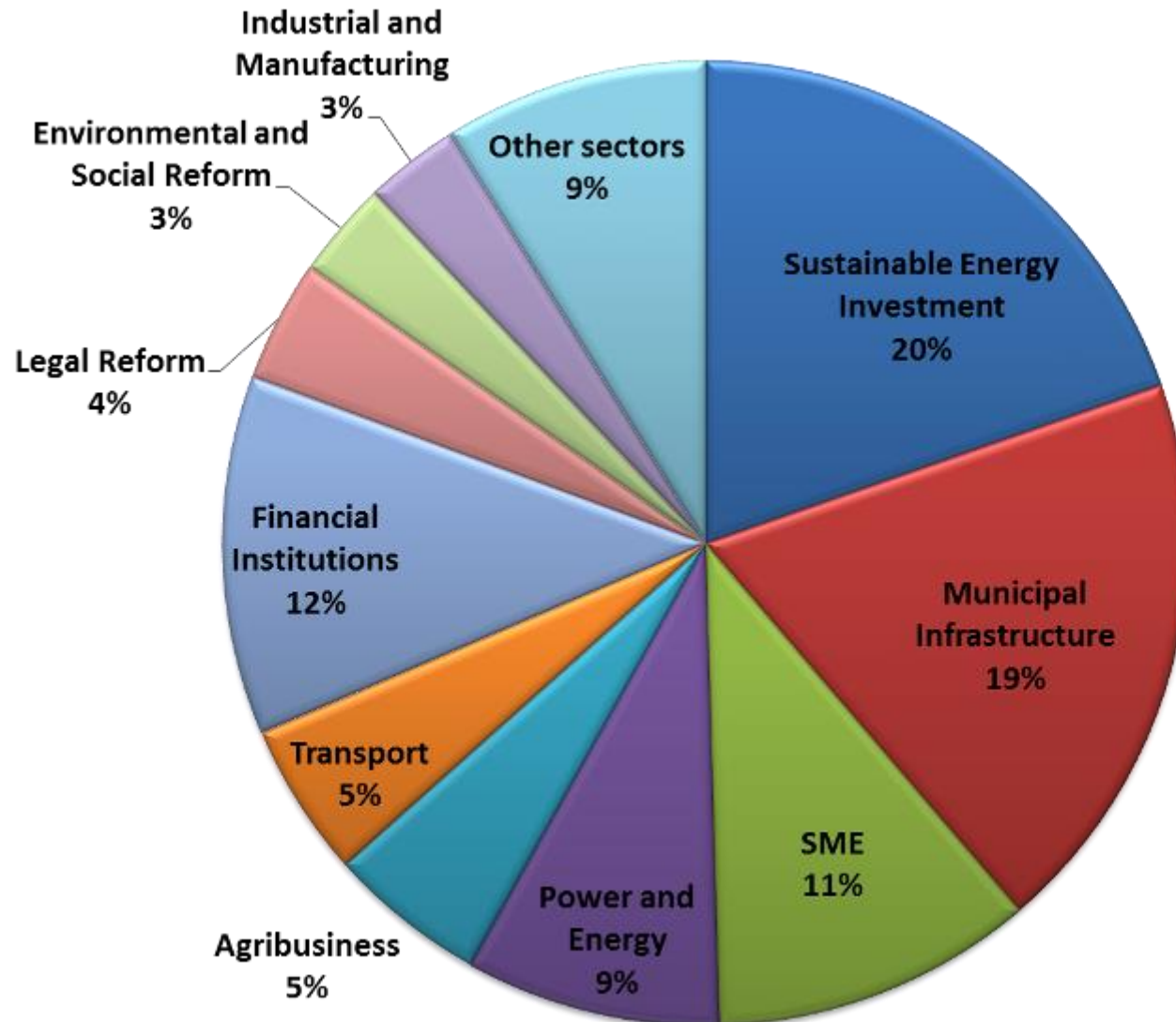
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# “where”: Consultancy Contracts Awarded per Sector (share of value) in 2012



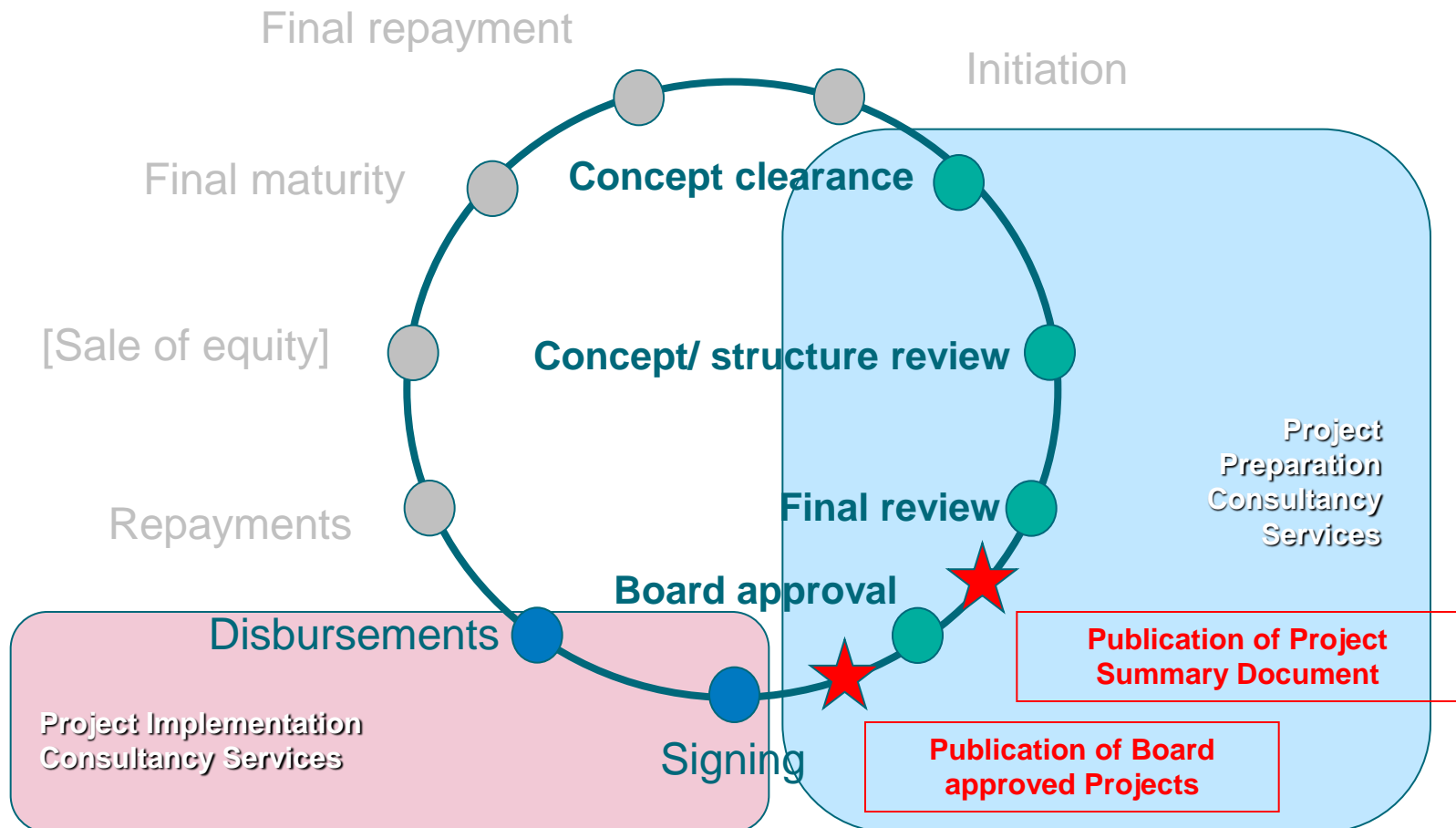
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# “when”: Consultancy Services and project cycle



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# “*what*”: type of Consultancy Services

To assist the Bank's Clients with:

- Project Preparation
- Project Implementation

To assist the Bank with:

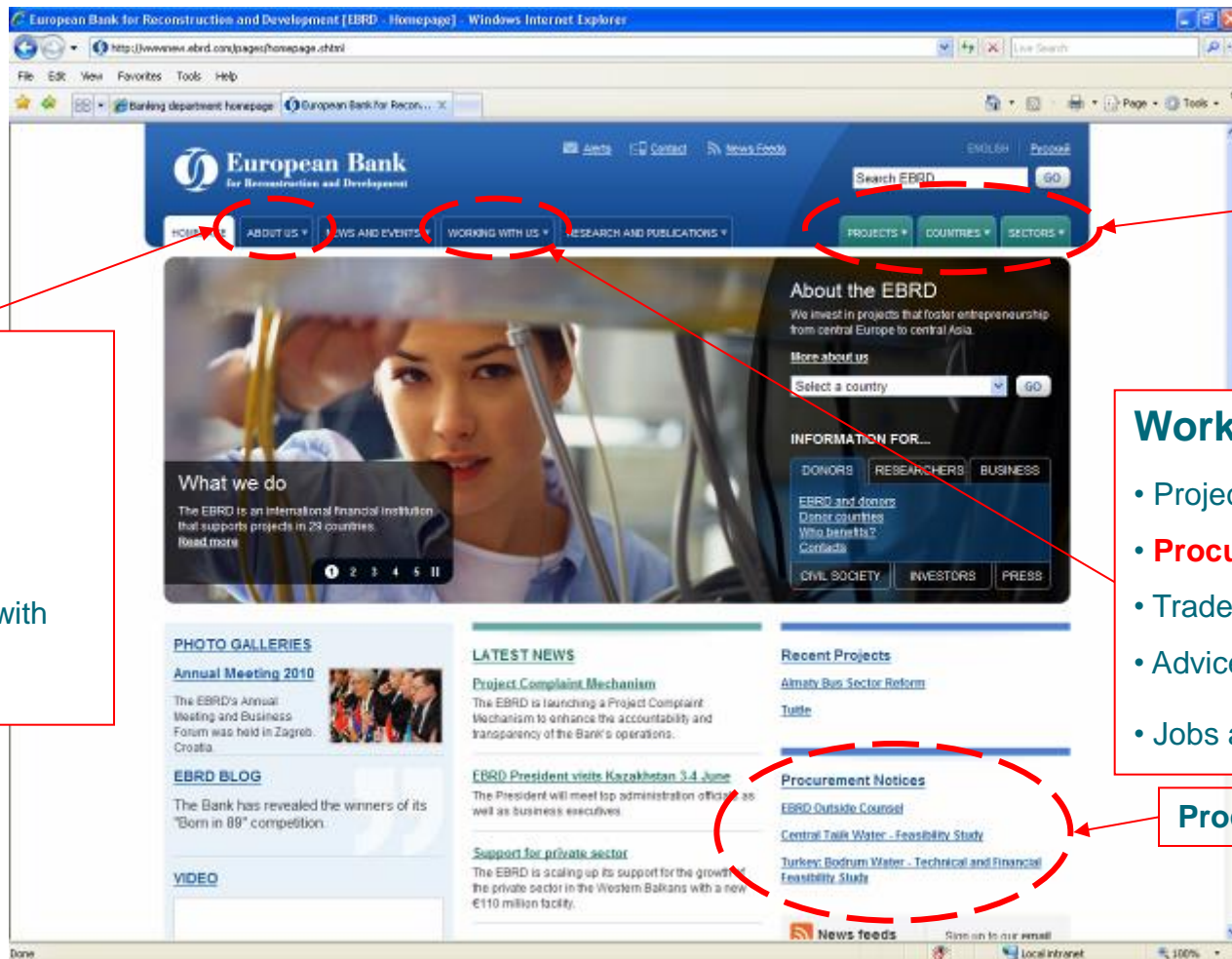
- due diligence
- project monitoring, lenders technical supervisor
- Policy dialogue / legal reform



# “who”: www.ebrd.com



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## About us

- What we do
- Who we are
- Where we are
- Who we work with
- (...)

- Projects
- Countries
- Sectors

## Working with us

- Project financing
- **Procurement** (see next!)
- Trade Loan syndications
- Advice and support
- Jobs at the EBRD


## Procurement Notices

# Consultant opportunities? How to get started?

Research: [www.ebrd.com](http://www.ebrd.com)



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## PROCUREMENT

- > Overview
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  - [Project procurement](#)
  - [Consultancy services](#)
  - [Outside Counsel services](#)
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## 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 operations. But there are also a limited number of opportunities to tender for contracts involving internal EBRD projects and departments. We ensure open and fair competition in all our procurement activities.

The EBRD has developed mechanisms to support all of its activities, including Procurement.

### All procurement notices

### Corporate procurement


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

### 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.

### Consultancy services

Selection and engagement of consultants for the needs of the Bank and its Clients falls under responsibility of the Consultancy Service Unit (CSU)



## Consultancy Services: Procurement Notices Policies & Rules Guidelines Reports & Data

# “who”: key players in EBRD



## Technical Cooperation team

- technical advice and operational support to the Bank and its Clients when structuring technical cooperation consultancy assignment, selecting and engaging consultants, and monitoring against agreed objectives



## Banking teams

- Banking carries out EBRD's lending and investment operations; consultancy services are used to support these operations



## Clients

- select consultants where the Client is the main beneficiary of the services (mostly project implementation)
- responsible for all aspects of the procurement of contracts

# Overview of Selection Procedures for Consultant Selection (EBRD or Client)



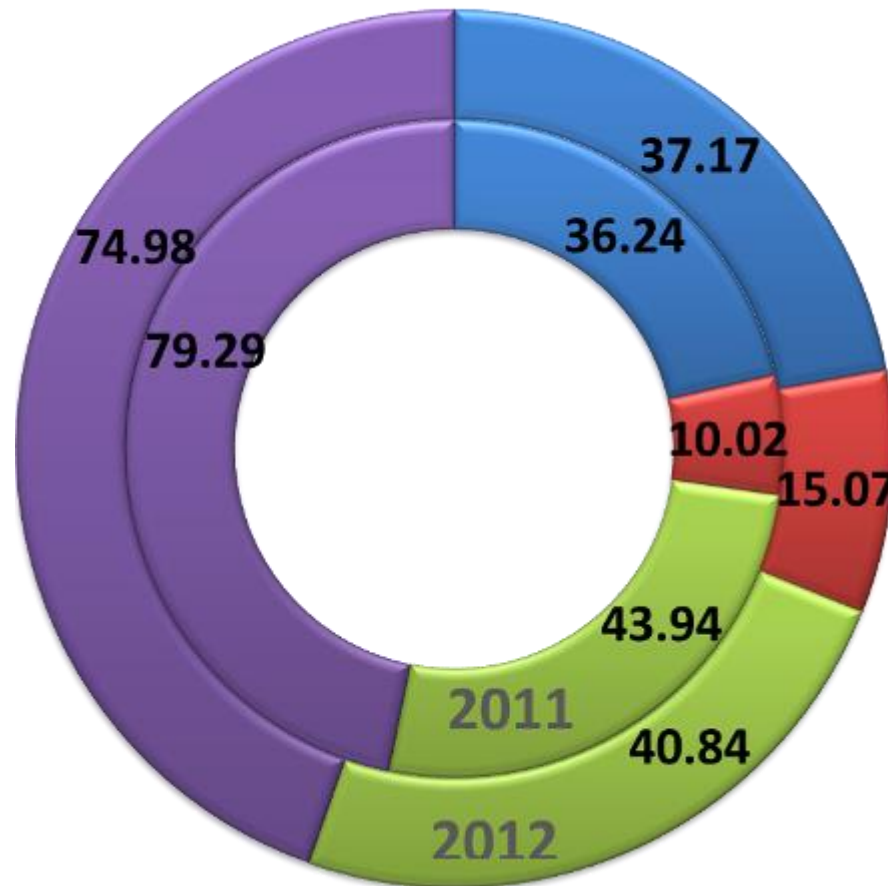
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Direct Selection	Selection from Shortlist	Evaluation of Proposals
quality-based selection,  < EUR 75,000	quality-based selection,  From EUR 75,000 to EUR 300,000	quality- & <u>cost</u> -based selection,  > EUR 300,000

# Contract Awards (share of value) by Consultant Selection Method 2011 vs 2012



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■ Direct Selection (< € 75K)

■ Direct Selection > € 75K as per  
Section 5.9 (a), (b) & (c)

■ Selection from Shortlist

■ Evaluation of Proposals

## General considerations:

- What is level of competition? Be selective
- Who will select/contract? **EBRD or the Client?**
- One step (selection from shortlist on basis of expressions of interest only) or two steps (expression of interest and request for proposals)?

Be realistic – can you match the submission/evaluation criteria? If not, consider

- consortia or sub-contracting opportunities,
- engaging external experts to satisfy requirements related to key personnel

Know the market - research and assess information

- Monitor developments in the relevant sector/country, by donor/IFI
- Monitor EBRD's website for 'Procurement Opportunities'
- Subscribe to EBRD eSelection and procurement alerts



# “how” does EBRD select consultants



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The screenshot shows a web browser window with the address bar displaying 'https://es...' and tabs for 'EBRD intranet' and 'EBRD eSelection'. The page title is 'European Bank for Reconstruction and Development Electronic Selection of Consultants (eSelection)'. The main content area is divided into two columns. The left column contains three sections: 'What is eSelection?' with a description of the secure Internet application; 'Who can register?' stating that all individual consultants or individuals representing their respective firms can register; and 'Why register?' with two reasons: 1. 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. You will be able to respond to procurement notices and participate in the EBRD selection processes (click [here](#) to see current procurement notices). The right column contains the 'eSelection Consultants Login' section with fields for 'Username:' and 'Password:', a 'Login' button, and links for 'Register for a Consultant Account', 'Forgot Password', and 'Contact Us'. At the bottom, there is a disclaimer: '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.' and a footer with links: 'About EBRD', 'eSelection Terms and Conditions', and 'EBRD Procurement Policies and Rules'.

**What is eSelection?**

eSelection is a secure Internet application allowing consultants to participate in the selection process for assignments in which the EBRD is responsible for the selection of consultants.

**Who can register?**

All individual consultants or individuals representing their respective firms.

**Why register?**

For two main reasons:

1. 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. You will be able to respond to procurement notices and participate in the EBRD selection processes (click [here](#) to see current procurement notices).

**eSelection Consultants Login**

Username:

Password:

**Login**

[Register for a Consultant Account](#)

[Forgot Password](#)

[Contact Us](#)

*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](#)

## eSelection for Consultants

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

eSelection is a web based application intended to provide:

- More transparency
- More efficiency
- Wider participation in competition
- Level playing field

# Thank You!



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**Mr Andrea Baldan**

*Deputy Director*

*Technical Cooperation*

✉ [BaldanA@ebrd.com](mailto:BaldanA@ebrd.com)

☎ +44 (0)20 7338 7307

📠 +44 (0)20 7338 7451