

Business Briefing on Opportunities for Austrian Consultants at EBRD

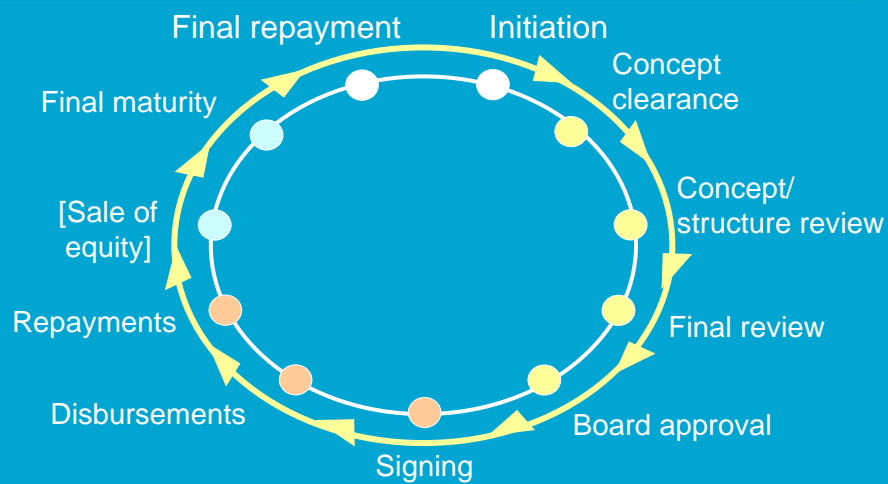
Johan Bert
Senior Advisor, Consultancy Services Unit

Vienna
23 April 2009



www.ebrd.com

Project cycle



www.ebrd.com

The Project Delivery Strategy (PDS)

- The role of the consultant must be considered in the framework within which the capital investment of an operation is to be delivered



www.ebrd.com

Factors and Influences for the Engagement of Consultants

EXTERNAL FACTORS

- EBRD's PPR
- Local regulations
- Industry practices
- Market conditions
- Local commercial practices
- Ethics and corruption

PROJECT

INTERNAL FACTORS

- Objectives
- Requirements
- Characteristics
- In-house capability



www.ebrd.com

The Importance and Necessity of the Consultancy Services

Assist the Bank's clients with:

- Project Preparation eg. feasibility studies, design, environmental impact assessment
- Project Implementation:
 - capacity building, institutional development, eg. project implementation units – role of a partner
 - project supervision: Independent Engineer – very clearly defined contractual role



www.ebrd.com

The Importance and Necessity of the Consultancy Services ...cont'd

Assist the Bank with:

- due diligence
- project monitoring, lenders technical supervisor



www.ebrd.com

EBRD Loans and Equity Investments

- EBRD loans and equity investments provide Borrowers with the funding of contracts for:
 - works
 - goods
 - supply & installation
 - consulting services
- Funding for these contracts is provided for operations in:
 - the public sector and
 - the private sector
- For public sector operations international open tendering is the norm
- Importance for contractors / suppliers / consultants to monitor EBRD's website (www.ebrd.com) for business opportunities



www.ebrd.com

Technical Co-operation

Focus on:

- SME, financial institutions
- Infrastructure including Municipal and Environmental Infrastructure
- Energy Efficiency, Climate Change
- Support institution building and training - e.g. Turnaround Management Programme (TAM), Business Advisory Services (BAS), Legal Transition Programme (LTP)



www.ebrd.com

Financing of Consultancy Assignments

	Technical Co-operation funds	Bank loans	Bank Administrative budget
Annual Estimates	€40 to 100 m	€5 to 30 m	€30 to 70 m
In 2008	€65.91 m	€12.93 m	€41.38 m
	1,331 contracts	16 contracts	1,087 contracts
Contracting party	Borrowers/Bank	Borrowers	Bank



www.ebrd.com

Funding Sources Available to Austrian Consultants

- Loan Proceeds
- Bank Budget
- Technical Co-operation Funds from:
 - Austrian TC Fund
 - Untied Donor funds (e.g. Japan, Multi Donor Fund for Early Transition Countries, Western Balkans Fund, European Union)



www.ebrd.com

Open vs Targeted Selection

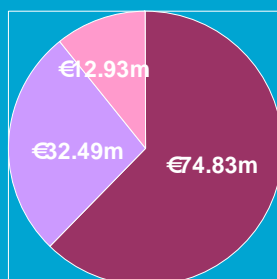
- Selection Processes
- Bank's Procurement Rules and Policies
- Open Selection: No eligibility / nationality restrictions in selection processes
- Targeted Selection: Restricted selection to eligible consultants as per the donor's requirements, e.g. nationals of donor's country
- Targeted Competition can be carried out amongst several nationalities



www.ebrd.com

Value and Number of Consultancy Contracts by EBRD Department/Team in 2008

Value of Contracts



- EBRD Banking Teams
- EBRD Non-Banking Teams
- Contracts awarded by the EBRD's borrowers funded from public sector loan proceeds

Department / Team	Value, € million	Number
Banking:		
Financial Institutions & Private Equity	31.15	179
Southern & Eastern Europe, Central Asia and the Caucasus	2.74	136
Infrastructure	18.55	203
Energy	3.61	68
BAS / TAM Programmes	10.91	972
Others	7.87	195
Non-Banking:		
Finance including IT	8.29	131
Office of the General Counsel	14.66	346
Risk Management, HR & Nuclear	1.50	55
Environment, Procurement & Admin	1.86	32
Others	6.18	101
Public Sector Loan Proceeds Funded	12.93	16
Total	120.22	2,434



www.ebrd.com

Selection of Consultants



www.ebrd.com

Procurement Policies and Rules

- Accessible at www.ebrd.com/about/policies/procure/index.htm
- Require economy, efficiency, transparency & fairness
- Detailed rules for public sector operations
 - Open tendering the norm for goods and works
- Private sector operations
 - Normal commercial practices “acceptable to the Bank”
- Consultant Services
 - Quality paramount



www.ebrd.com

Overview of Procedures for Consultant Selection

Direct Selection (below EUR 50,000)	Selection from Shortlist (EUR 50,000 – EUR 200,000)	Proposals (EUR 200,000 and over)
Select consultant	Calls for expressions of interest (not obligatory) Long list Shortlist	Calls for expressions of interest Long list Shortlist Proposal
Negotiations Contract	Select consultant Negotiations Contract	Select consultant Negotiations Contract



www.ebrd.com

Consultant Selection Methods

Consultant Selection:

- Quality Based Selection (QBS)
 - Most important criteria technical qualification / relevant experience

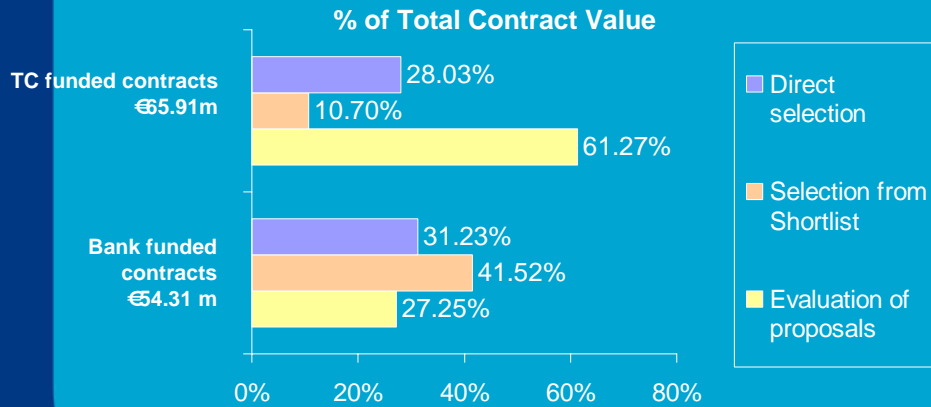
Price as a factor:

- Quality Cost Based Selection (QCBS)
 - 2 Envelope System. The norms are:
 - Technical proposals: weight of 80% and only when technical thresholds are met
 - Financial proposal: weight 20% (similar to the EU)



www.ebrd.com

Selection methods for Bank and TC funded contracts in 2008

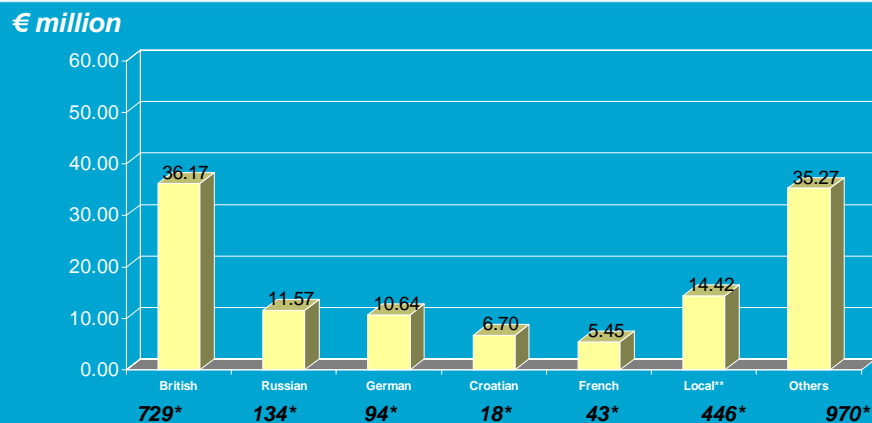


€120.22 million contracted in 2008 include contracts by TAM/BAS Programmes, retention of outside counsel by OGC and contracts funded from public sector loan proceeds



www.ebrd.com

Value and Number of Contracts Awarded in 2008 by Consultants' Nationality



* Number of contracts

** Local Consultants from EBRD's Countries of Operation excluding Russia



www.ebrd.com

Value and Number of Contracts Awarded by EBRD and its Clients to Austrian Consultants

Year	Total value of consultancy contracts, € million	Total awarded to Austrian consultants, € million	% of total value awarded to Austrian consultants	Total no. of contracts awarded	Total no. awarded to Austrian consultants
2006	135.05	3.11	2.31%	2,077	61
2007	136.18	1.39	1.02%	2,377	74
2008	120.22	1.74	1.45%	2,434	58



www.ebrd.com

Austrian Consultants in 2006-2008

- 182 contracts with a total value of €5.16 million awarded to Austrian firms and individuals by EBRD in the past three years
- Highlights of consultancy contract awards:
 - Romania Forestry & Forest Industry Study, *Winner:* Austroproject, *Contract Value:* €299,047, *Funding Source:* EBRD-Austria Technical Cooperation Fund
 - Ukraine Energy Efficiency Programme, *Winners:* Allplan, IC Consulenten & KommunalKredit Public Consulting GmbH, *Contract Value:* €1 million for three contracts, *Funding Source:* EBRD-Austria Ukraine Energy Efficiency Programme Fund



www.ebrd.com

Strategy for Getting Contracts

- Is your product or service needed?
- Where are the opportunities?
- Be focussed and selective - comparative advantage
- Monitor 'Procurement Opportunities'
- Subscribe to EBRD eSelection and Procurement Alerts
- Contact client agency
- Compete: adhere to tender; submit responsive tender
- Learn from experience
- Explore: subcontracting opportunities; joint venture opportunities; local investment



www.ebrd.com

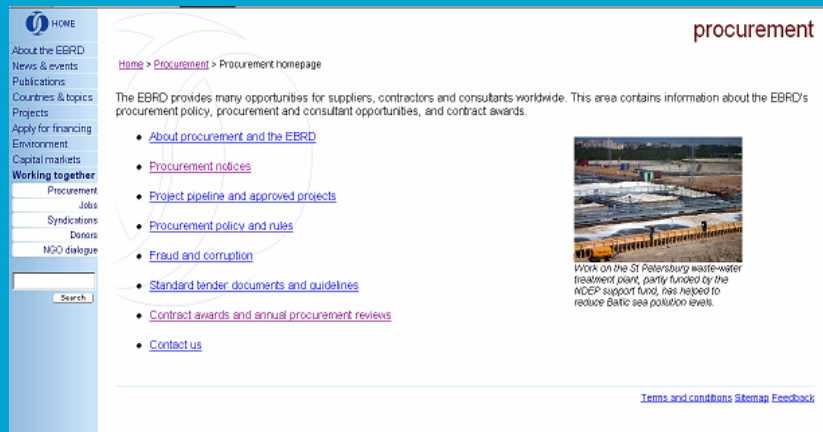
Find the Opportunities

- Where to find Information on opportunities
 - check www.ebrd.com and subscribe to procurement alerts
 - contact client at GPN stage
- What to look for
 - General Procurement Notices
 - Invitation for Prequalification or for Tender
 - Specific Procurement Notice



www.ebrd.com

www.ebrd.com



The screenshot shows the EBRD procurement page. On the left is a navigation menu with categories like 'About the EBRD', 'News & events', 'Publications', 'Countries & topics', 'Projects', 'Apply for financing', 'Environment', 'Capital markets', and 'Working together'. The main content area is titled 'procurement' and includes a breadcrumb trail: 'Home > Procurement > Procurement homepage'. Below this is a paragraph: 'The EBRD provides many opportunities for suppliers, contractors and consultants worldwide. This area contains information about the EBRD's procurement policy, procurement and consultant opportunities, and contract awards.' A list of links follows: 'About procurement and the EBRD', 'Procurement notices', 'Project pipeline and approved projects', 'Procurement policy and rules', 'Fraud and corruption', 'Standard tender documents and guidelines', 'Contract awards and annual procurement reviews', and 'Contact us'. An image of a construction site is shown with a caption: 'Work on the St Petersburg waste-water treatment plant, partly funded by the NDCP support funds, has helped to reduce Baltic sea pollution levels.' At the bottom right of the page is a link for 'Terms and conditions SiteMap Feedback'.

www.ebrd.com/procurement/opportunities

- EBRD's new projects
 - Project Pipeline and executing agencies
 - Projects approved
 - Lists the latest public and private sector projects approved by the EBRD
 - Contract awards
 - Major contracts that were awarded in operations financed by the EBRD
 - Procurement notices
- (These pages are regularly updated)*

www.ebrd.com

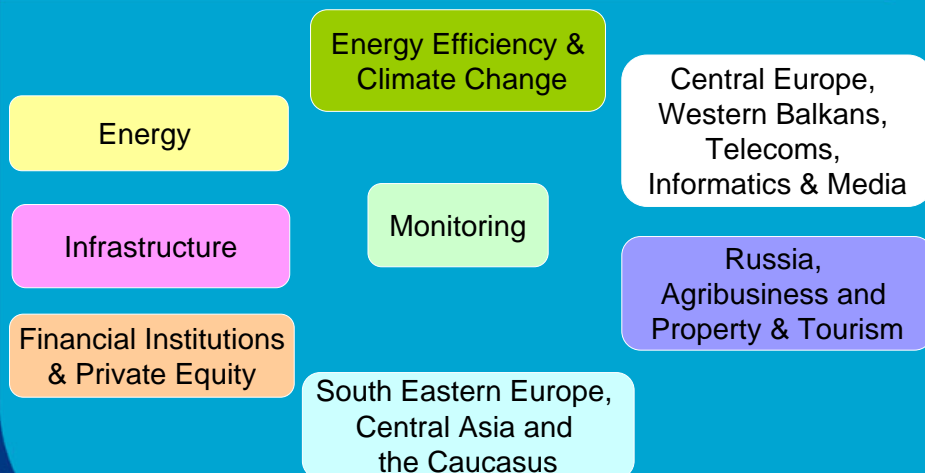
Opportunities for consultants

- Office of General Counsel
 - outsourcing of legal work
- Procurement Opportunities
 - over 800 consultants working on the Bank's projects at any given time
- Project Evaluation Department
 - consultants for evaluation of completed projects - lessons learnt
- Nuclear Safety Department
 - specialists for project preparation, procurement and specific task for project implementation i.e. Chernobyl Shelter Fund



www.ebrd.com

Banking business groups



www.ebrd.com

How to contact us

- **Project enquiries (existing EBRD projects only)**
Tel: +44 (0)20 7338 6282 / fax: +44 (0)20 7338 7380
- **Business Development and project proposals**
Tel: +44 (0)20 7338 7168 / fax: +44 (0)20 7338 7380
- **General enquiries**
Tel: +44 (0)20 7338 6372 / fax: +44 (0)20 7338 6690
- **Procurement opportunities**
via web site: www.ebrd.com
- **Publications**
Tel: +44 (0)20 7338 7553 / fax: +44 (0)20 7338 6102
- **Consultancy Services Unit**
Tel: +44 (0)20 7338 6863 / fax: +44 (0)20 7338 7451
- **eSelection**
Tel: +44 (0)20 7338 6255 / +44 (0)20 7338 6173
Fax: +44 (0)20 7338 7451



www.ebrd.com

eSelection for Consultants



www.ebrd.com

eSelection for Consultants

This is a web based application intended to provide:

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



www.ebrd.com

Benefits for Consultants (1)

- Ability to register & maintain their own personalised account
- Subscribe for electronic notification about new opportunities by industry sector and area of expertise to increase competition
- Submit expressions of interest & proposals on-line



www.ebrd.com

Benefits for Consultants (2)

- Real time participation resulting in increased business development time available
- Ability to monitor the progress of any selection process you are involved in
- Cost reductions as a result of on-line submissions



www.ebrd.com

Login Page

Register here

European Bank
for Reconstruction and Development

Electronic Selection of Consultants (eSelection)

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 process. [Click here to see current procurement notices](#).

eSelection Consultants Login

Email Address:

Password:

[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. Abuse 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

Click here to view procurement notices

Send a query or request assistance

Sends email with link to reset password



www.ebrd.com

eSelection Contacts

- **Tom Gale**
Tel: +44 (0)20 7338 6255 / fax: +44 (0)20 7338 7451
- **Johan Bert**
Tel: +44 (0)20 7338 7030 / fax: +44 (0)20 7338 7451
- **Contact us**
Please use the link provided on the login page for email correspondence.



www.ebrd.com