

Working with EBRD – Consultant Opportunities for Czech Consultants

Selection & Contracting of Consultants under EBRD's Procurement Policies and Rules (PP&R) & Main Differences to other Donors

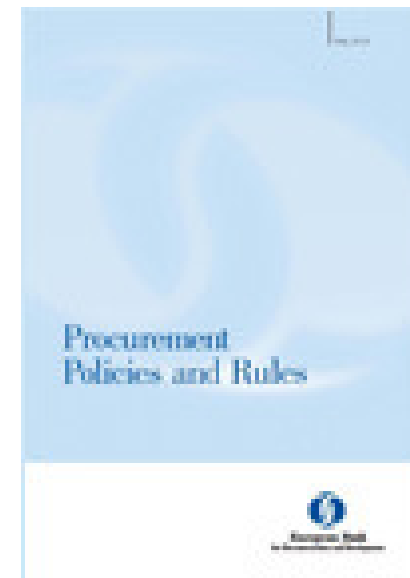
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Prague, 27 November 2012



EBRD's Procurement Policies and Rules (PP&R)

- Revised Procurement Policies & Rules (PP&R) were adopted by the Bank's Board of Directors in May 2010 after a public consultation process:
<http://www.ebrd.com/pages/research/publications/policies/procurement.shtml>
- Based on fundamental principles of non-discrimination, fairness and transparency
- Harmonisation with other International Finance Institutions (IFIs) on-going (e.g. Standard Request for Proposal)
- Section 5: procurement of consultant services



The Shortlist (for “Selection from Shortlist” and “Evaluation of Proposals”)

- Generally up to 6 firms (if qualified)
- Normally no more than 2 consultants from the same country
- Normally requires at least one qualified consultant from one of the Bank’s Countries of Operation
- Exception: Assignments funded by via the Czech Government’s bilateral **”Czech Official Development Assistance (ODA) Technical Cooperation Fund”**



What is “Quality” (Shortlisting / Evaluation Criteria)?

1. Key criteria for **Expressions of Interest**:
 - (a) Firm’s previous relevant project experience (by subject matter, sectors, track record in specific countries)
 - (b) Calibre/CVs of experts proposed to carry out the assignment
 - (c) Other (local language, local presence/input)
2. For **Evaluation of Proposals** also:
 - (i) Methodology, work plan, comments on ToR
 - (ii) Weight of financial proposal generally 20%



What makes us different?

Majority of consulting opportunities are related to EBRD Projects (loans or equity investments)

Project Preparation

EBRD Bankers select and manage consultants and have interest in successful outcome

Project Implementation

Clients (recipients of loans or equity investments) generally select and contract consultants, but EBRD plays active supervision and advisory role



What makes us different (Comparison EBRD and EuropeAid)?

Selection Procedures:	
EBRD	EuropeAid
Direct Selection: <€75,000	Single Tender: <€10,000
Simplified procedure but generally with publication of procurement notice: Selection from Shortlist (Eols) for <€300,000	Simplified procedure but no publication : Selection from framework contract or via competitive negotiated procedure (at least 3 consultants of EU's choice) for <€200,000
Full Request for Proposal: > €300,000	Full Request for Proposal: > €200,000



What makes us different (Comparison EBRD and EuropeAid)?

Shortlisting	
EBRD	EuropeAid
No financial requirements	Minimum economic and financial (turnover) requirements
Less administrative compliance	Generally certified copies from national company register and audited financial statements
Holistic evaluation of previous assignments/project references/CVs	Primarily pass/fail test based on minimum requirements for previous assignments related to contract values, duration
Preference for relevant experience	Preference for previous EU experience



What makes us different (Comparison EBRD and EuropeAid)?

Evaluation of Proposals	
EBRD	EuropeAid
Less administrative compliance, methodology and CVs matter!	Completion certificates of former clients, expert statements of availability, diplomas mentioned in the CV, employers' certificates, references
Evaluation of Costs: Case by case: Financial weights ranges from 30% for simple to 0% for very complex assignments	Evaluation of Costs: Always 20% for financial proposal

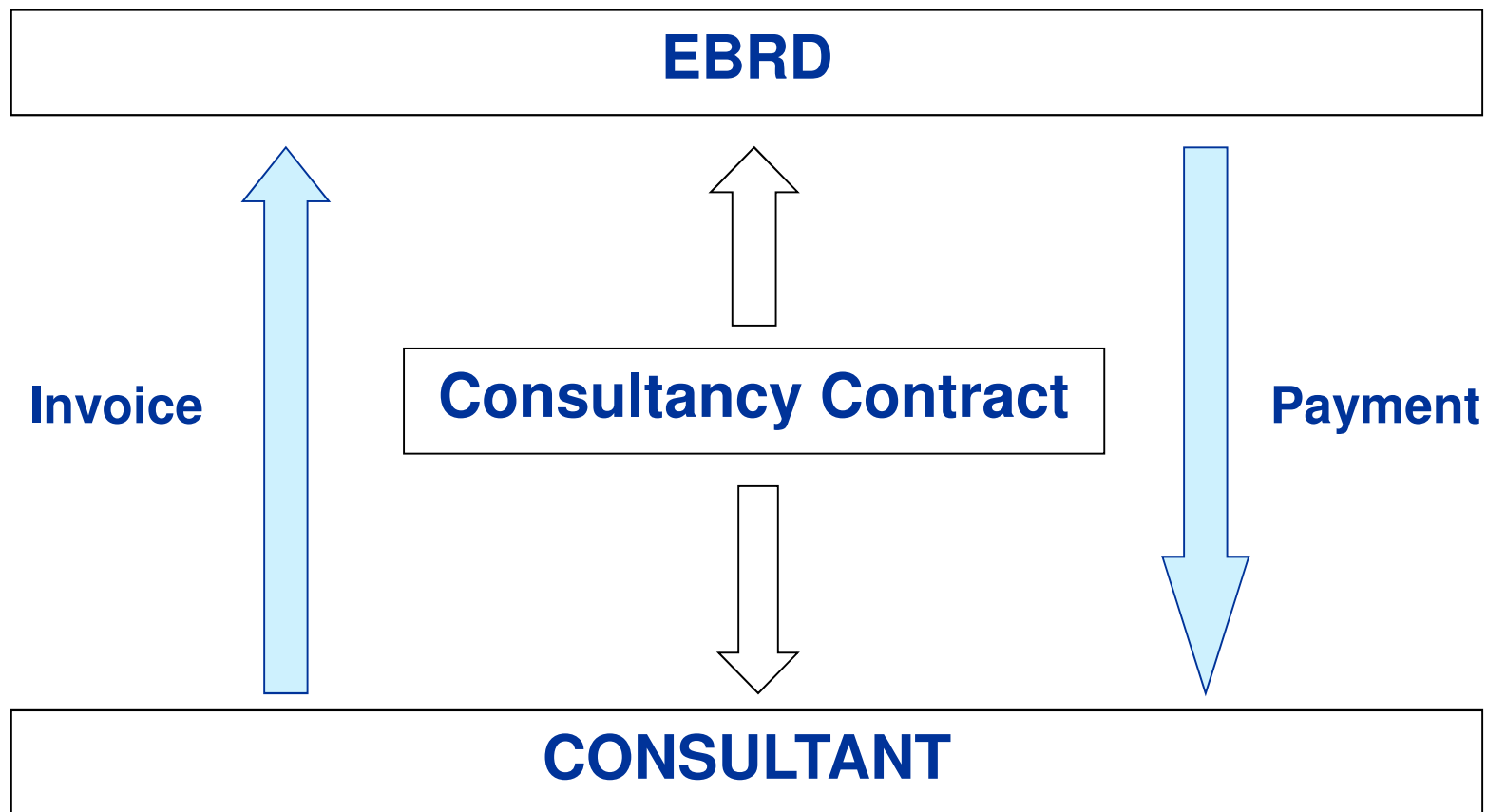


Contracting (General)

- EBRD contracts include **inter alia**:
 - Bank contract for firms and individuals
 - Contracts for consultants contracted by Client
 - Framework agreements/contracts and call-offs
 - Contract for lender's monitor, nominee director contracts etc.
- EBRD's contract templates provide for a **fair balance** between interests of EBRD/Client and consultant
- Payment terms and advance are subject to negotiations and are **tailored to each assignment**
- EBRD is providing advice on negotiations and is **issuing final versions** of contracts even if Client is contracting the consultant

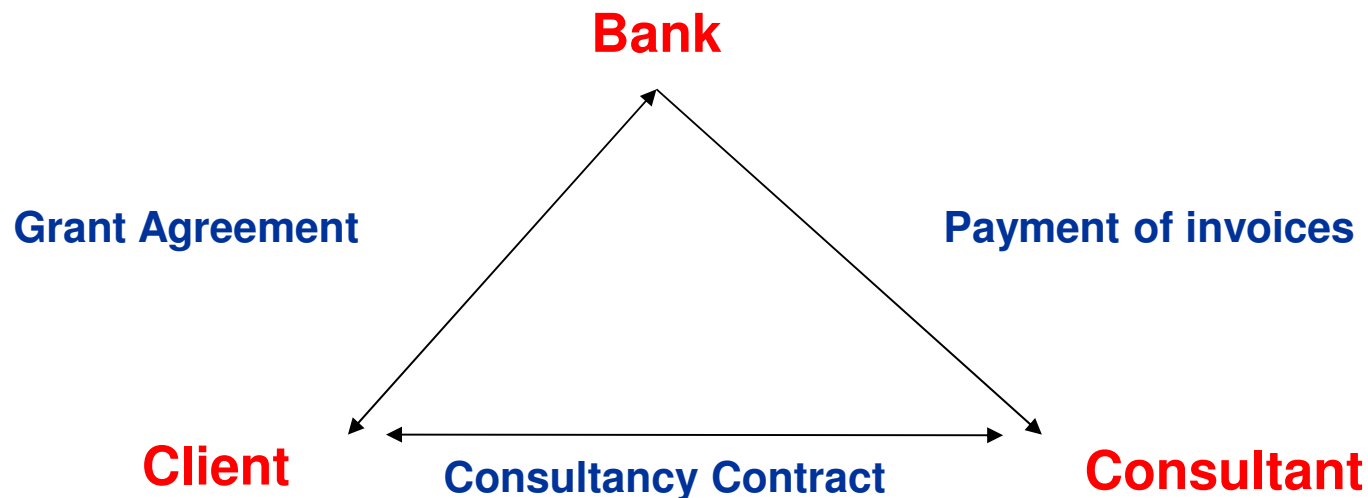


Contracting/payments: **Bank** is contracting consultant

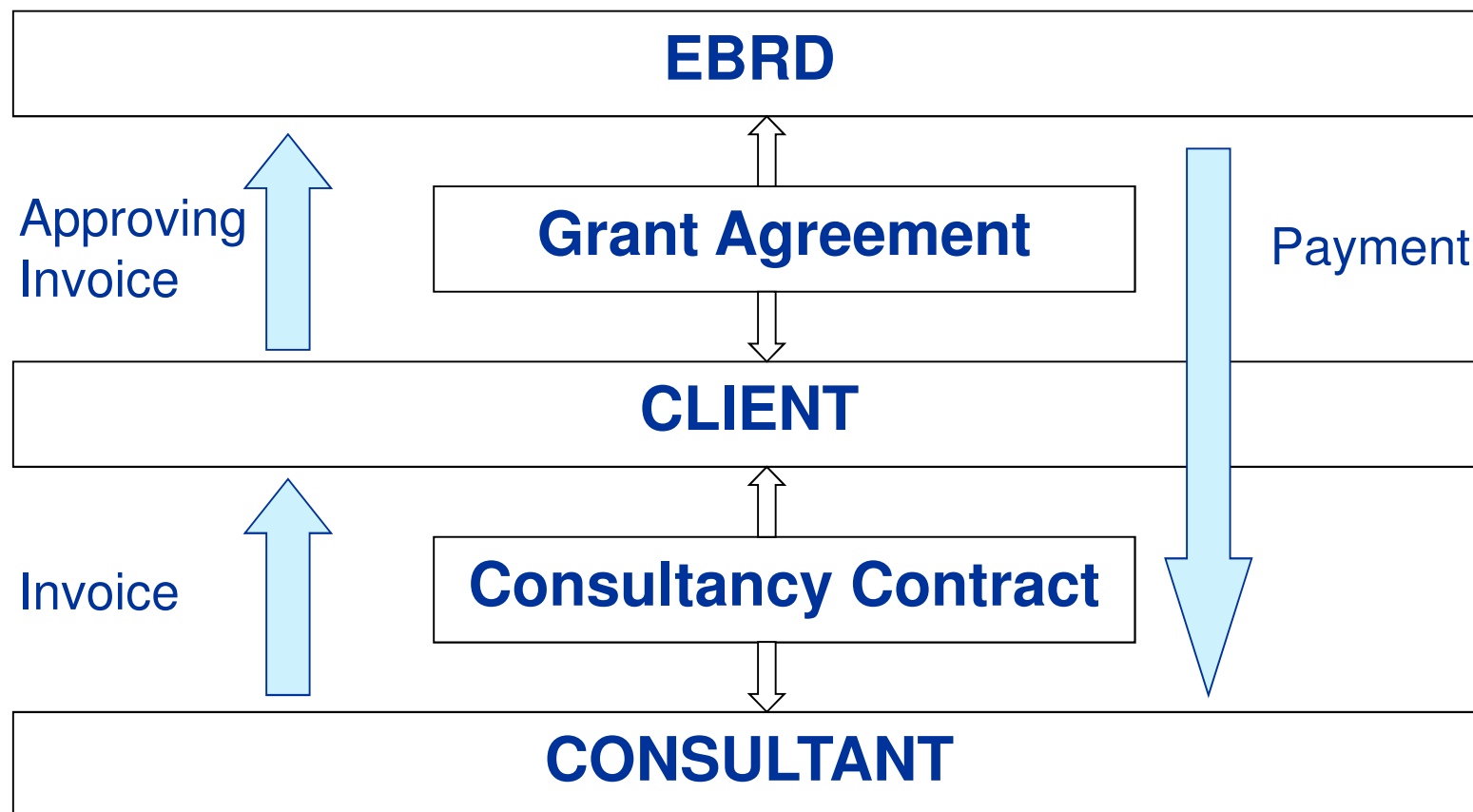


Client contracting – Three parties!

EBRD provides grant to Client to finance consultancy assignment (**grant agreement**) while Client contracts selected consultant (**consultancy contract**):



Contracting/payments: **Client** is contracting consultant



Thank You! Questions?

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