

# **EBRD Consultant Opportunities** **exclusively for Czech Consultants**

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# Czech bilateral Fund at the EBRD

- established: 2008
- responsibility: Ministry of Finance, CZ
- total contribution: **14.4 mil. EUR** (grant)
- type of projects: Technical Cooperation
  - project preparation, feasibility studies
  - project implementation support, supervision
  - advisory services, trainings, transfer of skills



# Eligibility criteria I

**sectors:** not limited to a particular sector

typical projects funded so far:

- ✓ water, wastewater, solid waste
- ✓ energy efficiency, district heating
- ✓ environment, power and energy
- ✓ transport, including urban transport
- ✓ legal transition

very often projects at municipal level



## **Eligibility** criteria II

**countries:** EBRD countries eligible for receiving ODA – Official Development Aid

Albania, Armenia, Azerbaijan, Belarus, BiH, Georgia, Kazakhstan, Kyrgyz R., FYR Macedonia, Moldova, Mongolia, Montenegro, Serbia, Tajikistan, Turkey, Turkmenistan, Ukraine, Uzbekistan  
new region: Egypt, Tunisia, Jordan & Morocco

local component: **up to 25% to local experts**



# Advantages for Czech consultants

**Czech bilateral fund is tied** (vázaný na národnost)

⇒ **narrowed competition**, easier to learn & succeed

⇒ 3<sup>rd</sup> eligibility requirement : participation limited to

✓ Czech companies (registered in CZ)

✓ Czech individual consultants (CZ nationality)

✓ Czech consortia

⇒ high efficiency: at least 75% of grants provided by CZ government returns back to Czech companies

⇒ **limited opportunity** - till end 2015



# Purpose of the Fund

established as **training / educational tool**

providing opportunity for Czech Companies to

- ✓gain international experience & business partners
- ✓learn & master EBRD procurement rules
- ✓participate in tenders with limited competition
- ✓improve chances of success in open competition

focus on engaging new qualified Czech consultants

**rule: twice = enough:** if a particular Czech company wins twice it has learned enough and is no longer eligible => it has to move to open competition or create consortia (i.e. share the knowledge)



# Performance / Utilisation of the Fund

- **25 projects** approved, some cancelled
- total **6,6 mil. EUR** allocated (represents **46%**)
- **average size** of assignment: **250 000 EUR**
- on average **7 projects annually** (2010-2012)
- **3 more projects** under consideration for **2012**  
if approved => **7,9 mil. EUR (55%)**
- **new contribution** of **1mil. EUR** in **2012** is being considered by the Ministry



# Examples of funded projects

- Moldova:** Sustainable Energy Investment Potential, feasibility study, €50 000
- Ukraine:** Energy Efficiency in public buildings, €100 000
- Kazakh.:** Aktau Water, Implementation Support, €193 000
- Belarus:** Sustainable Energy Financing Facility, €1500 000
- Turkey:** Gaziantep CNG Busses, €150 000
- Kyrgyz.:** Bishkek Trolleybus Public Transport, €330 000
- Monten.:** Small Hydropower Plants Potential, €270 000
- Albania:** Commercial law training, €225 000
- BiH:** Capljina Water Supply, €250 000





# Upcoming opportunities

## Croatia - **Sibenik Wastewater** – implementation support

- Financial and Operational Performance Improvement
- amount: up to 245 000 EUR
- funding approved, exception for Croatia (non ODA) granted
- Invitation for Expression of Interest to be published shortly

## **3-4 other projects currently under consideration**

- Kyrgyz R: Bishkek Solid Waste, 600 000 EUR
- Kyrgyz R: Talas Water and Wastewater, 500 000 EUR
- Kyrgyz R: Osh Public Transport Project, 250 000 EUR



# Procedures + sources of information

- Czech Fund is administered by the EBRD
- all EBRD rules and procedures apply
- EBRD & its Clients are responsible for procurement
- projects are identified by the Client (beneficiary) together with the EBRD (i.e. not by Czech companies)

**keep in mind:** Czech government is not responsible for identification of projects / procurement / selection of winner

**Always be informed, use the following sources**

- ✓ **use eSelection:** register and get all relevant notifications
- ✓ check current procurement notices on EBRD website
- ✓ let us know your preferences (Ministry, EBRD Adviser)



# Lessons Learned - Recommendations

- ✓ be proactive, show interest
- ✓ if you don't try you cannot win
- ✓ do not get discouraged if you don't succeed at first
- ✓ try smaller assignments (75 000-300 000 EUR)
- ✓ join / create consortia
- ✓ secure local presence / local counterparts
- ✓ read carefully invitation for expression of interest
- ✓ CVs matter! do not underestimate them
- ✓ present your skills & experience in the right format  
ask for templates and use them



**Thank You & Good Luck!**

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