

**6th Annual  
Asia-Pacific Public Electronic Procurement Network  
Conference  
3<sup>rd</sup> November 2020**

**EBRD Client e-Procurement Portal (ECEPP)  
COVID Crisis – An opportunity for increasing digitisation**

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EBRD**



**European Bank**  
for Reconstruction and Development

# EBRD Introduction

**Established**

**1991**

**The EBRD is owned by**

**71 countries**

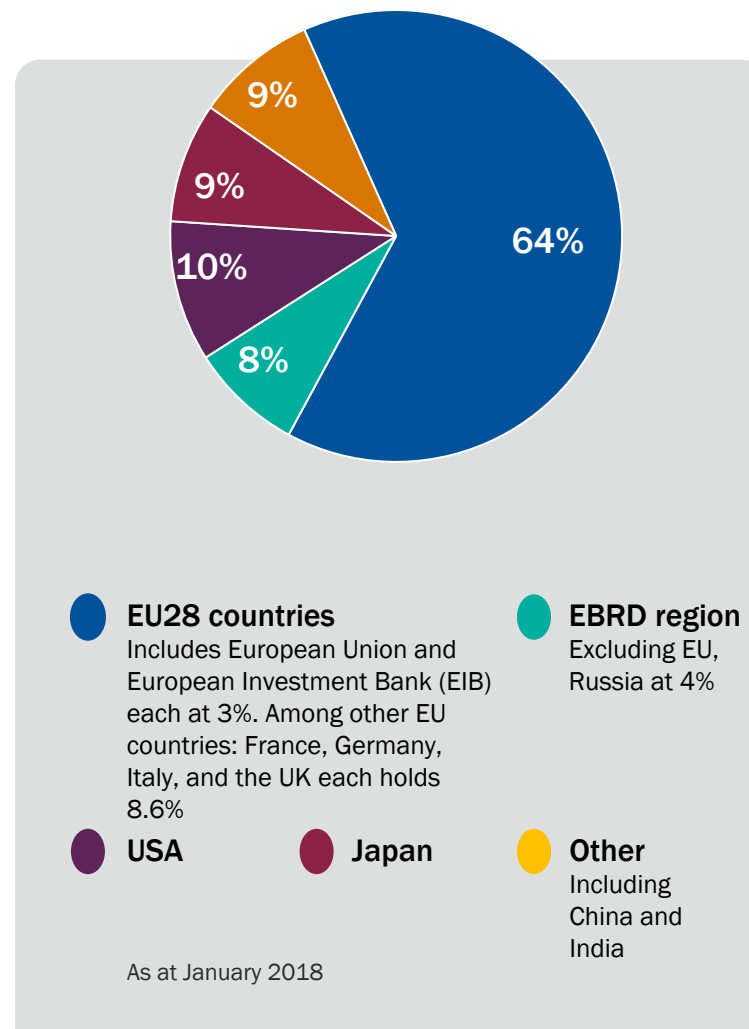
from five continents, as well as the European Union and the European Investment Bank. These shareholders have each made a capital contribution, which forms our core funding.

**Capital base**

**€30 billion**

**Triple-A rating**

from all three main rating agencies (S&P, Moody's and Fitch)





European Bank  
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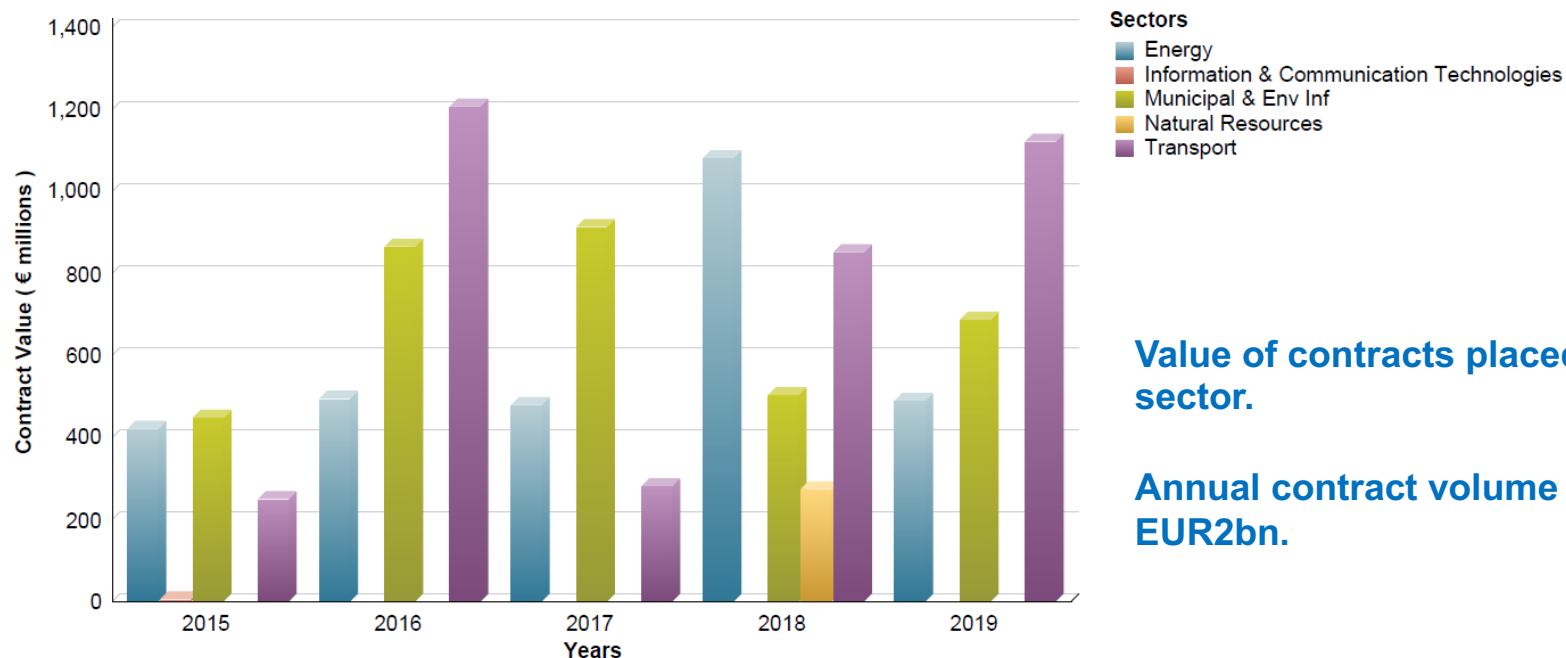
# EBRD Countries of Operation



# EBRD Project Procurement Statistics



European Bank  
for Reconstruction and Development



**Value of contracts placed by sector.**

**Annual contract volume circa EUR2bn.**



**Number of public sector contracts per year**



# EBRD E-Procurement Portal (ECEPP)

- EBRD Client e-procurement portal – used for EBRD public sector clients for loan and grant funded procurement under EBRD Procurement Policies and Rules. Fully compliant with IFI e-tendering standards.
- SaaS Contract signed with BIP Scotland on 12 June 2014. Annual licence fee is enterprise wide covering unlimited users and an unlimited number of transactions.
- Cloud-based system allowing use in any Bank member country using any internet browser.
- EBRD project procurement is predominantly for large infrastructure projects and associated consultancy.
- EBRD is the only IFI to offer all its public sector clients a full-cycle e-procurement portal to conduct procurement according to its rules and procedures.
- EBRD Client e-Procurement Portal (ECEPP) has been operating since 2015. Mandatory for all new projects from 2020.

# ECEPP – Latest statistics



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<b>ECEPP OVERALL STATISTICS 2020</b>	<b>2015 - 2019</b>	<b>Jan - Sept 2020</b>
<b>Live Projects</b>	<b>118</b>	<b>220</b>
<b>Overall Project Value</b>	<b>EUR 8.8bn</b>	<b>EUR 15.7bn</b>
<b>Countries of Operation using ECEPP</b>	<b>23</b>	<b>26</b>
<b>Total Value of Contracts Signed</b>	<b>EUR 689m</b>	<b>EUR1.2 bn</b>
<b>Planned Procurement Exercises Value</b>	<b>EUR 2.1bn</b>	<b>EUR 4.3 bn</b>
<b>Tenders in Progress</b>	<b>EUR 1.9bn</b>	<b>EUR 3.6bn</b>
<b>Value of Largest Single Procurement</b>	<b>EUR 405m</b>	<b>EUR 405m</b>
<b>Total Suppliers and Consultants Registered</b>	<b>Circa 7k</b>	<b>Circa 11k</b>
<b>Suppliers and Consultants from CoOs</b>	<b>Circa 3.5k</b>	<b>Circa 6k</b>
<b>Supplier and Consultant Countries</b>	<b>129</b>	<b>147</b>

# EBRD Client E-procurement portal - ECEPP

ecepp.ebrd.com



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The screenshot shows the ECEPP portal homepage. At the top is a blue header with the EBRD logo and name on the left, and 'EBRD Client e-Procurement Portal ECEPP' on the right. Below the header is a navigation bar with 'Home' and 'About EBRD' on the left, and a 'Login / Register' button on the right. The main content area features a large image of a dam under construction, with the caption 'Enguri Hydro Power plant rehabilitation and Modernisation'. Below the image is a yellow navigation bar with icons and labels for 'Registration', 'Search Opportunities', 'News & Updates', and 'Help & FAQs'. The main text area on the left welcomes users to the portal and explains its purpose. On the right, a 'Latest News' section lists several updates.

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EBRD Client e-Procurement Portal ECEPP

Home About EBRD Login / Register

Enguri Hydro Power plant rehabilitation and Modernisation

Registration Search Opportunities News & Updates Help & FAQs

## Welcome to the EBRD Client e-Procurement Portal (ECEPP)

The ECEPP portal allows clients of the European Bank for Reconstruction and Development (EBRD) to conduct electronic project procurement for goods, works and loan-funded consultancy contracts for 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](#) <sup>EN</sup>.

Tender opportunities and published information may be viewed without registration. In order to access tender documentation free of charge and participate in electronic tendering for contracts procured under the Bank's Procurement Policies and Rules, Suppliers and Contractors must first register through the above link.

For more information on EBRD project procurement in general, please follow this link: [www.ebrd.com](http://www.ebrd.com) <sup>EN</sup>

### Latest News

- A New Video for Suppliers and Contractors
- A Promising 2016 with More New Pilot Projects in the Pipeline
- A Positive Balance for ECEPP Inaugural Year
- ECEPP goes live with the first pilot project
- More pilot projects in the pipeline. Kosovo and Moldova to become the next two countries of operation to use ECEPP

# EBRD leveraged the benefits of ECEPP during the COVID crisis 1

COVID-19 ISSUE	EBRD RESOLUTION
E-signatures cannot be obtained	ECEPP registration and participation does not require e-signatures.
Registration for national platforms not possible	ECEPP registration by web-form with no payment required
E-procurement portal closed	ECEPP web-portal fully operational throughout
Special software not available	ECEPP web-portal accessible from any browser on PC/Laptop/Mobile
Client computer systems not suited for remote use	ECEPP web-portal accessible from any browser on PC/Laptop/Mobile
Unable to access office email servers or emails	ECEPP has a dedicated client/participant message centre for each stage of a tender process
Notice publishing not possible	ECEPP automatically publishes notices available free of charge through the portal
Participants unable to obtain tender documents	Documents are immediately accessible for registered users from the published notice.
Client offices closed	ECEPP web-portal fully operational throughout
Site visits not possible	Client can provide additional drawings, virtual site visit, other information through ECEPP

# EBRD leveraged the benefits of ECEPP during the COVID crisis 2

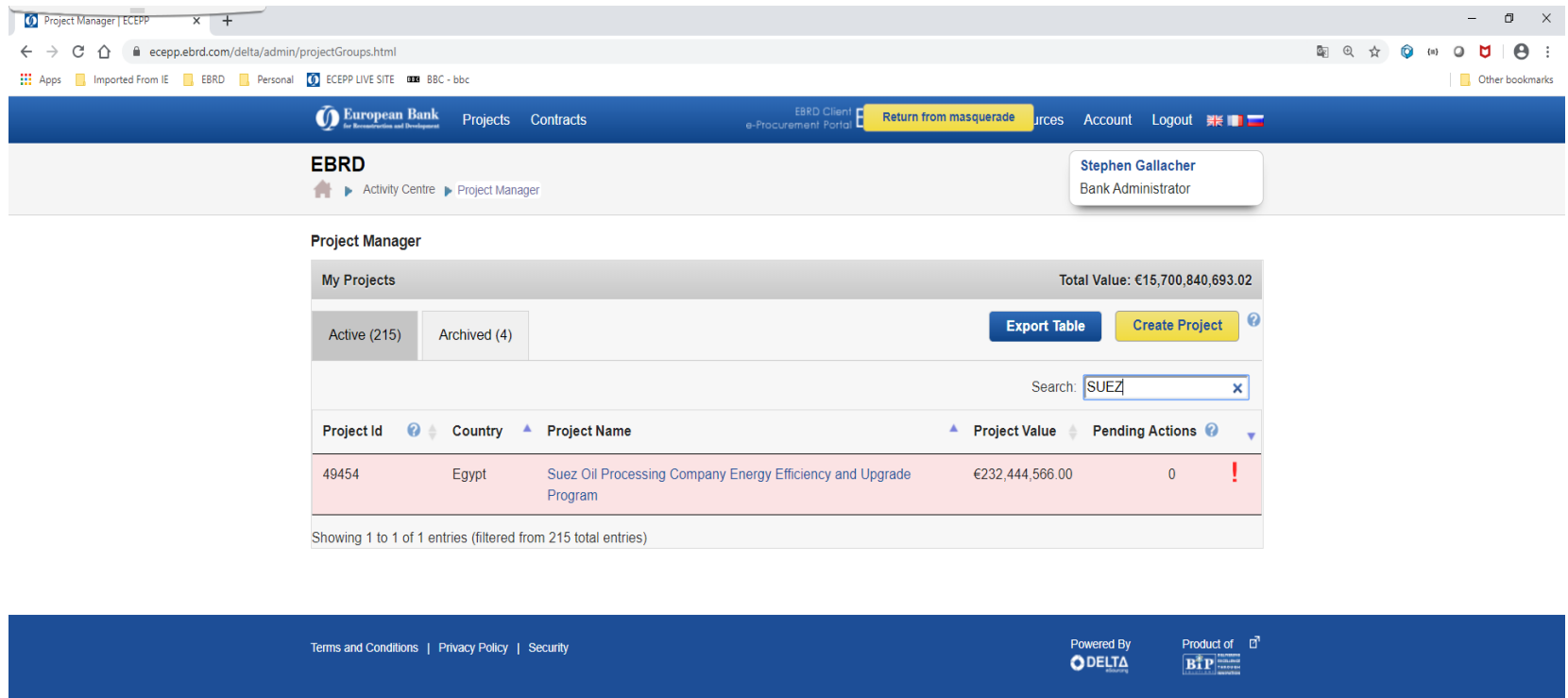
COVID-19 ISSUE	EBRD RESOLUTION
Post and courier services intermittent or customs restrictions	No paper documents required. Bank guarantees not required for tender opening but can be e-guarantees. Electronic bid submission through ECEPP
Clients unable or unwilling to accept deliveries of documents	Electronic bid submission through ECEPP
Unable to provide public tender opening	Electronic automatic tender opening and issue of minutes to participants
Unable to hold evaluation committee meetings	Offers are available in electronic format in ECEPP. Client evaluation committee can view separately remotely and produce evaluation report.
Unable to obtain authority and permissions	All no objections are provided through ECEPP electronically
Unable to prepare and sign contracts,	draft contracts sent electronically, signed and scanned remotely and uploaded to the system.
Unable to process contract amendments or changes	Contract amendments and contract management available in ECEPP
Difficult to find information and collate data from different sources or due staff absence	All authorised users have visibility of data in ECEPP and can generate live reports.

# EBRD assisted users to move paper processes already in progress to ECEPP

Procurement exercises -	42
Value -	EUR 533,541,673.00
Largest tender -	EUR 142,500,000.00
Countries -	Belarus, Bosnia, Egypt, North Macedonia, Ukraine,
Procurement methods -	Works, Goods, Consultancy Services
Procurement Stage -	All were in progress in paper format – documents had been issued for at least prequalification or the first stage of a two stage process.
Bank prepared guidance notes - Procurement Considerations and Guidance to Clients and Tenderers during the COVID 19 crisis	

# EGYPT – Suez Oil Processing Company Energy Efficiency and Upgrade Project - Test Case

## Step 1 – Bank sets up the project in the ECEPP system



The screenshot shows the ECEPP system interface. The top navigation bar includes the European Bank logo, "Projects", "Contracts", and "EBRD Client e-Procurement Portal". A user profile for Stephen Gallacher, Bank Administrator, is visible in the top right. The main content area is titled "Project Manager" and displays a table of projects. The table has columns for Project Id, Country, Project Name, Project Value, and Pending Actions. A search bar is located above the table, and a "Create Project" button is visible. The table shows one entry for the Suez Oil Processing Company Energy Efficiency and Upgrade Program.

Project Id	Country	Project Name	Project Value	Pending Actions
49454	Egypt	Suez Oil Processing Company Energy Efficiency and Upgrade Program	€232,444,566.00	0

Showing 1 to 1 of 1 entries (filtered from 215 total entries)

# EGYPT – Suez Oil Processing Company Project

## 24 tenders - flexible solutions, 14 under evaluation

### Step 2 – Bank sets up procurement plan. Procurement method selected corresponding with current stage of paper tender.

Project Dashboard   ECEPP									
ecepp.ebrd.com/delta/admin/projectGroupProject.html									
Apps Imported From IE EBRD Personal ECEPP LIVE SITE BBC - bbc									
115/4149	Lot 8: PIPING SUPPORTS( Spring , rigid struts , snubbers , .etc)	Preliminary	Open tender Two Stage	Goods	No	€2,759,130.00	N/A		
11573682	Lot 6: PIPING BULK (METALLIC & NONMETALLIC)	Tender (Stage 1) Closed	Open Tender Two Stage	Goods	No	€20,426,759.00	N/A		
11575051	Lot 23 : Project Pumps	Tender (Stage 1) Closed	Open Tender Two Stage	Goods	No	€17,465,293.00	N/A		
11375613	Lot 15: Hydraulic Decoking System, Unheading Valves, Switch Valves	Tender (Stage 1) Closed	Selective Tendering	Goods	No	€13,689,360.00	N/A		
11574691	Lot 11: MAIN ELECTRICAL EQUIPMENT ( SWG, TRANSFORMER)	Tender (Stage 1) Closed	Open Tender Two Stage	Goods	No	€13,050,685.00	N/A		
11574858	Lot 12: NEW INTEGRATED CONTROL AND SAFETY SYSTEM ICSS	Tender (Stage 1) Closed	Open Tender Two Stage	Goods	No	€9,831,700.00	N/A		
11571059	Lot 3: API 617 centrifugal compressors	Tender (Stage 1) Closed	Repeat Tendering	Goods	No	€6,713,883.00	N/A		
11376015	Lot 19: LICENSOR LONG LEAD COLUMNS	Tender (Stage 1) Closed	Selective Tendering	Goods	No	€4,270,495.00	N/A		
12096730	Lot 4: Air compressors / dryers	Tender (Stage 1) Closed	Open Tender Two Stage	Goods	No	€4,050,000.00	N/A		
11572294	VDU / Cooker Units - Lot 27: Miscellaneous" silencer , educator , ejectors"	Tender (Stage 1) Closed	Open Tender Two Stage	Goods	No	€3,150,000.00	N/A		



# EGYPT – Suez Oil Processing Company Project

## 2 contracts already awarded with large savings



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Project Dashboard | ECEPP

ecepp.ebrd.com/delta/admin/projectGroupProject.html

Apps Imported From IE EBRD Personal ECEPP LIVE SITE BBC - bbc

European Bank for Reconstruction and Development Projects Contracts EBRD Client e-Procurement Portal Return from masquerade Sources Account Logout

EBRD

Project Manager Project Dashboard

Stephen Gallacher  
Bank Supervisor

Project: Suez Oil Processing Company Energy Efficiency And Upgrade Program

Project Id: 49454 Client: Suez Oil Processing Company (SOPC) PIA: Ayman Algindy PPA: Graeme Clark  
Country: Egypt Classification: Sovereign PIA2: Jenny Scheffel OL: Amr Salem

### Project Dashboard

Users	General Procurement Notice	ECEPP Guides	Unread Client Messages: ?	No Objections
Users: 25 Pending: 1	Published: 2 Unpublished: 0	User Guides Video Guides	Unread Messages: 1 !	My Pending: 0 Other's Pending: 2 History: 57

### Procurement Plan

Reports Create Procurement Exercise

Search:

Tender Exercise Id	Name	Status	Procurement Method	Contract Type	Selective Review	Planned Contract Value (EUR)	Actual Contract Value (EUR)
11375801	Lot 21: Coke Handling System, CRUSHER (FEEDER BREAKER)	Contract Signed	Selective Tendering	Goods	No	€9,650,000.00	€8,454,547.88
11375502	Lot 2: API 618 reciprocating compressor	Final Evaluation Complete	Selective Tendering	Goods	No	€8,660,000.00	€5,027,438.78
11339182	Energy Efficiency related	Preliminary	Open Tender	Goods	No	€3,673,040.00	N/A

# EGYPT – Suez Oil Processing Company Project

## Good levels of competition

Tenderbox Overview | ECEPP

ecepp.ebrd.com/delta/buyers/select/viewListStatus.html?id=11375592

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Other bookmarks

### Tender Exercise: Lot 2: API 618 Reciprocating Compressor

**ITT : Lot 2: API 618 Reciprocating Compressor**

TE ID: 11375502  
Type: Invitation to Tender  
Status: Recommended Awardee Notified

Contract Reference: N/A  
Access Code: 6NEU3B4AYA

Issue Date: 27/04/2020 10:40 UK Time  
Closing Date: 08/06/2020 10:00 UK Time

Invited: 3  
Responsees: 3  
Submitted: 3

#### Overview

Documents	Status	No Objection
Tender Documents	✓	✓
Additional/Clarification Documents ?	3	N/A

Submit for No Objection

Suppliers	Status	No Objection
Add Suppliers ?	3	✓
Message Centre	16	N/A

Responses	Status	No Objection
Opening Minutes	✓	N/A
Responses	3	N/A
ITT Evaluation Report	✓	✓
Notifications	1	N/A
Notifications Sent	✓	✓

09:04  
13/10/2020

# Egypt – Suez Oil Processing Company

## Project Key to success:



- Flexible web-based system offered clients a chance to continue their procurement online regardless of where they were in the process.
- Process steps similar to paper processes. Electronic documents similar to paper process
- ECEPP designed for clients – very simple dashboards, System prompts, alerts and automatic functions enable client to easily follow Bank rules. Cannot make any key action without a Bank no-objection.
- The system's ease of use meant that clients could immediately use the system with little or no training. Training conducted by sharing live screens in WEBEX, ZOOM, TEAMS.
- EBRD dedicated team for client support. Able to masquerade and provide first-line support and decisions.
- Service provider dedicated team for participant support. 11,000 suppliers registered from 147 countries.

## **Richard Gargrave**

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