



8th Annual Asia-Pacific Public Electronic Procurement Network Conference 5-6 December 2022

EBRD Client e-Procurement Portal (ECEPP)

**Why contract and financial management should be considered an
integral part of e-procurement**

Richard Gargrave
Associate Director
Head of Digital Innovation
Procurement Policy and Advisory Department
EBRD

ECEPP is used for project procurement in all EBRD Countries of Operation



European Bank
for Reconstruction and Development



EBRD Client E-Procurement Portal - ECEPP

ecepp.ebrd.com



EBRD Client e-Procurement Portal ECEPP

Login / Register



EBRD Client e-Procurement Portal (ECEPP)

Procurement Notices

Keyword (search in English only)

Notice Type

Status

Search

Enguri Hydro Power Plant Rehabilitation and Modernisation



Participant Registration



Procurement Notices



Help

The ECEPP portal allows clients of the European Bank for Reconstruction and Development (EBRD) to conduct electronic project procurement for goods, works and 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.

ECEPP Statistics

456

Planned Procurement Exercises

263

In Progress Procurement Exercises

745

Signed Contracts

4,997,163,519

Signed Contract Value (EUR)

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. Cloud-based system allowing use in any Bank member country using any internet browser.
- EBRD Client e-Procurement Portal (ECEPP) has been operating since 2015. Mandatory for all new projects since 2020.
- EBRD is the only IFI to require all its public sector clients to use an e-procurement portal to conduct procurement according to its rules and procedures.
- EBRD project procurement is predominantly for large infrastructure projects and associated consultancy approximately 300 – 350 contracts signed per annum worth around EUR2-3bn

ECEPP Cumulative Statistics as at end September 2022

- Active projects – 321 (total value EUR30bn)
- Used in Countries of operation – 28
- Signed contracts procured – 745 (EUR 5bn)
- Tenders in process -- 263 (EUR 7.08bn)
- Tenders set up but not yet started -- 456 (EUR 5.2bn)

ECEPP use now mandatory and has more third party users than any other Bank system;

- Bank Client users – 1700 in 28 countries;
- Suppliers/consultants/contractors users - 20,000 from c149 countries
- Bank users -140

Contract Management in the tender process

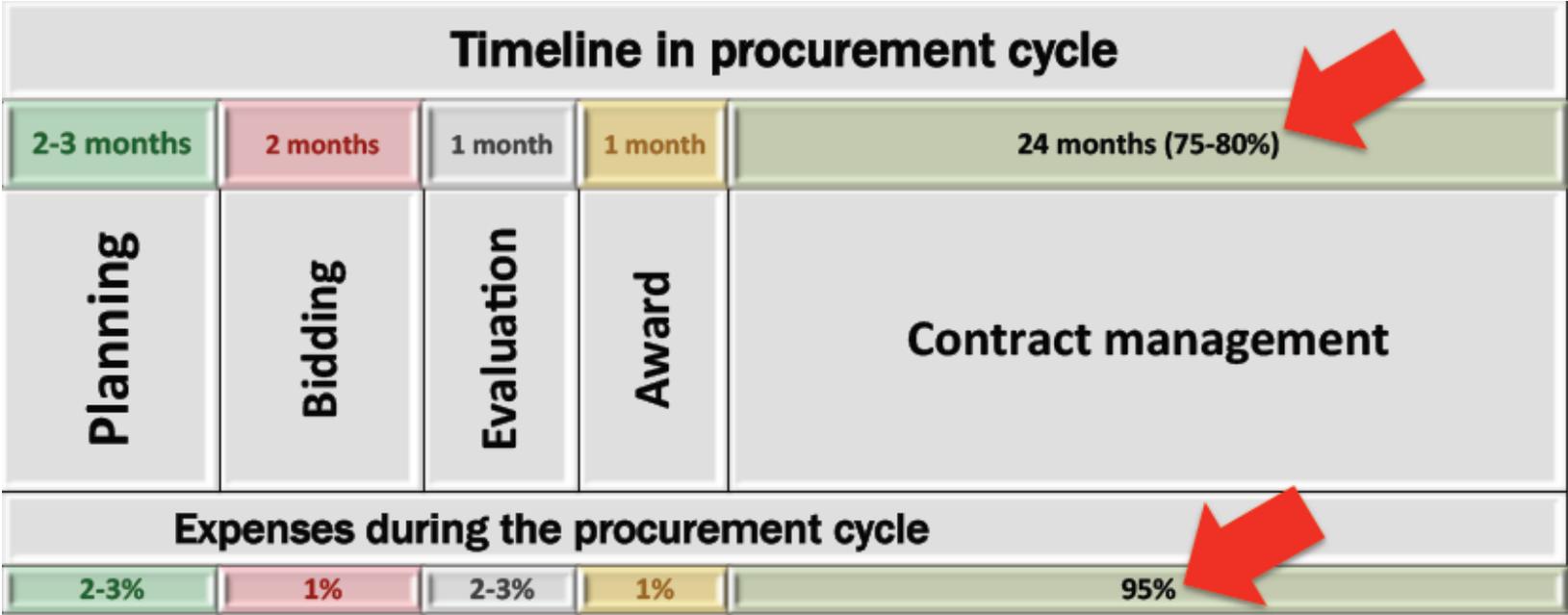


European Bank
for Reconstruction and Development

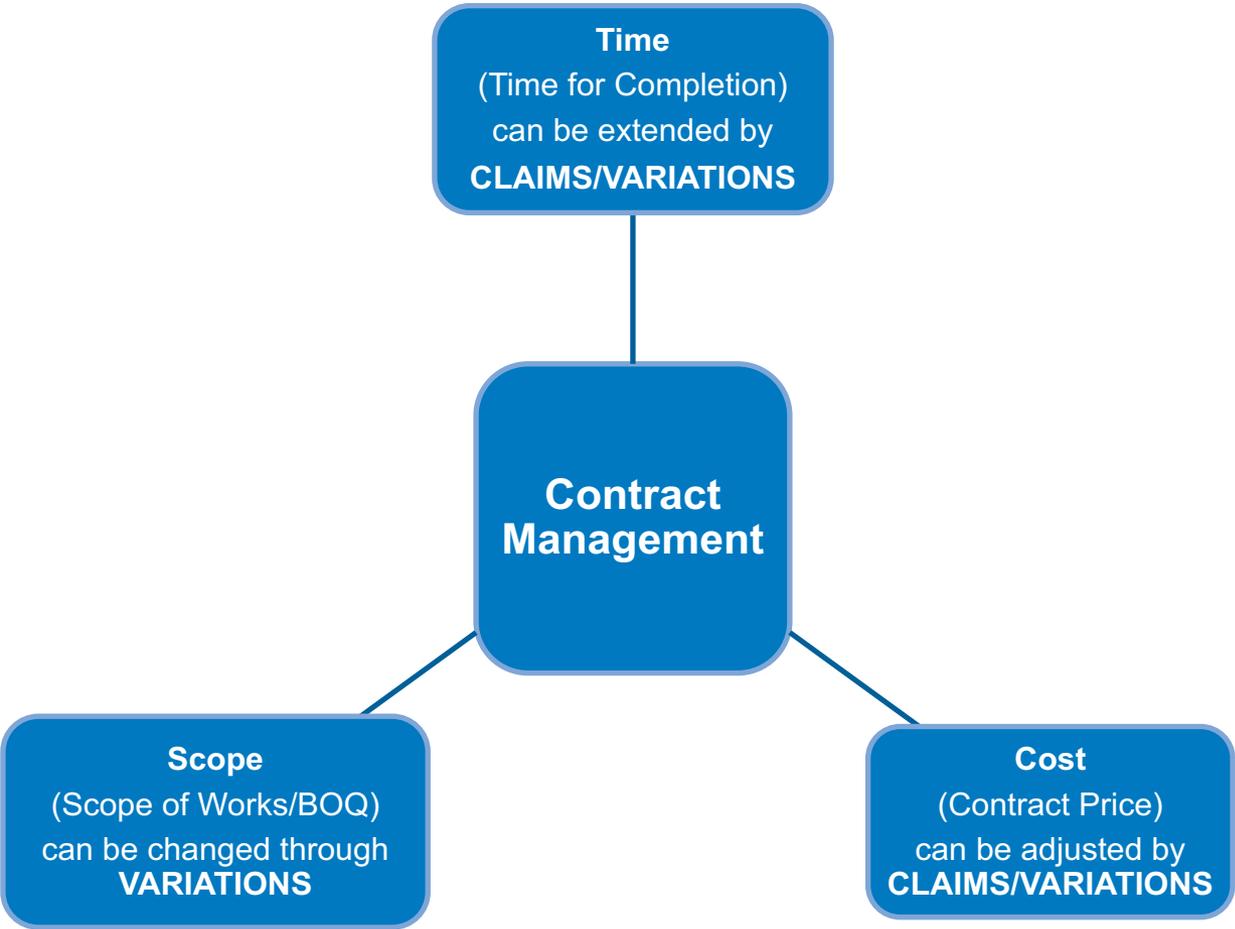
- **Purpose** - Effective contract management is essential to achieving procurement objectives and project outcomes; maximizing financial and operational performance and minimizing risks.
- **Process** - systematic and efficient management
- **Phases**
 - contract creation
 - implementation
 - completion and
 - analysis
- **Key activities**
 - establishing (negotiating) the TERMS and CONDITIONS of contracts;
 - PLANNING activities;
 - controlling IMPLEMENTATION;
 - REPORTING progress;
 - managing VARIATIONS that may arise during the implementation phase;
 - documenting and handling CLAIMS;
 - preventing and resolving DISPUTES
 - making PAYMENTS;

Contract Management in the tender process – why is it important

Effective and efficient contract management is essential to reduce risk including the opportunities for fraud and corruption.



Contract Management - Time, Scope and Cost changes



ECEPP – Why Contract Management should be an essential part of any e-procurement system



European Bank
for Reconstruction and Development

- E-procurement systems provide process control, accuracy and transparency and are designed to meet procurement law, rules and regulations.
 - They are essentially designed to ensure the procurement process itself is economical, fair and transparent with oversight to deter fraud and corruption.
 - Many e-procurement systems however only cover the functions directly covered by the procurement law - that period up to contract award/contract signature - with contract management often being done outside the system in other systems or left to the contracting parties.
 - This potentially leaves the signed contract itself open to manipulation or amendment with lack of oversight. This is especially true for works or services contracts where the inputs to arrive at a recognisable result may be significantly less than what was envisaged in the original contract.
 - Four-eyes controls and audit accountability during contract implementation is essential to avoid manipulation
-

ECEPP – How can Contract Management modules assist with monitoring and control of signed contracts

- Original contract documents are instantly available to enable proper review of any changes proposed.
- Users can log, monitor or control any change to the awarded contract.
- Changes which affect material scope; time for completion or cost increases can be subject to verification and approval.
- Particularly important for use of contingency funds already included in the contract price, for works contracts for instance.
- All change orders, variation orders and amendments can be logged and documents saved in a central depository for ease of review.
- System reports can be generated BY Bank users to determine unusual patterns or large or frequent changes and generate red-flags.
- Contract Award notices can be automatically produced and published.

ECEPP – Contract Process linked to procurement process



European Bank
for Reconstruction and Development

European Bank for Reconstruction and Development | Projects | Contracts | Return from masquerade | ECEPP | [User Profile] | [Flags]

Project Manager | Project Dashboard | Tender Exercise Overview

Richard Gargrave
Bank Read Only

Project: Serbian Solid Waste Programme

Procurement Exercise: Works Contract For The Construction Of Access Road, Water Supply And Electric Power Supply Line - Nova Varos



ECEPP ID: 22113769
Procurement Type: Works

Procurement Method: Open Tender Single Stage
Lots: No

Selective Review: No
TC Funded: No



Notices

Serbia: Works Contract For The Construction Of Access Road, Water Supply And Electric Power Supply Line - Nova Varos

Type: Invitation For Tenders Single
Status: Published 21/07/2022
No Objection Status: No Objection from Bank

Serbia: Works Contract For The Construction Of Access Road, Water Supply And Electric Power Supply Line - Nova Varos

Type: Ebrd Tender Notice Addendum
Status: Unpublished
No Objection Status: Returned for further Action

Serbia: Works Contract For The Construction Of Access

PQQ

No PQQ Required.

ITT

Works Contract For The Construction Of Access Road, Water Supply And Electric Power Supply Line - Nova Varos

Type: ITT
Issue Date: 21/07/2022 17:00 UK Time
Closing Date: 07/09/2022 12:00 UK Time
Status: Recommended Award Notified

Contracts

JADRAN DOO BEOGRAD - ELEKTROMONTAŽA DOO KRALJEVO - SRBIJAAUTOPUT DOO BEOGRAD

Draft Contract: No Objection from Bank
Signed Contract: Completed

- Procurement is undertaken in the Project Manager module up to the draft contract is no objected by EBRD.
- The status will continue to update as the contract is signed and the contract award published.

ECEPP – Contract Manager – Award Notices automated



European Bank
for Reconstruction and Development

- Contract Award Notice automatically produced and published following bank no objection - with details of lots awarded and joint venture details if applicable

European Bank
for Reconstruction and Development

EBRD Client e-Procurement Portal ECEPP

Login / Register

Kyrgyz Republic: Upgrading Of Operational Facilities, Including Installation Of Chlorination & Sterilisation Equipment

EBRD CONTRACT AWARD NOTICE

Project Name:	KG Water Framework - Balykchy Water
EBRD Project ID:	48937
Country:	Kyrgyz Republic
Client Name:	Balykchy Vodakanal
ECEPP ID:	20124471
Procurement Exercise Name:	Upgrading of operational facilities, including installation of chlorination & sterilisation equipment
Type of Procurement:	Works
Procurement Method:	Open Tender Single Stage
Business Sector:	Municipal and Environmental Infrastructure
Notice Type:	Contract Award Notice
Publication Date:	30/09/2022 15:56

Opportunity Status

This opportunity is for information purposes only

This opportunity is not yet open for response

This opportunity is now open for response

This opportunity is now closed for response

[Access Opportunity](#)

This opportunity is for information purposes only

This is a Contract Award Notice and is for information only.

1. Contract Details

Contract Title: Upgrading of operational facilities, including installation of chlorination & sterilisation equipment

Contract Description: Upgrading of operational facilities, including installation of chlorination & sterilisation equipment, etc.

Contract Scheduled Completion Date: 06/09/2023

Date of Contract Signature: 06/09/2022

Signed Contract Value:
1,792,858.26 USD

Lot(s):
No lots for this contract.

2. Contracting Party

Consortium "CE"

Contract Price: USD 1,792,858.26
Contract Price (Euro Equivalent): € 1,861,757.80

JVCA? Yes

JVCA Details:
Lead Partner Details:
CIC LLC
Tuktogula 129 - 9, Kurmanjan datka 148
Bishkek, Kyrgyz Republic, 720065

Other Partner Details:
Emark Group LLC
Toktonalleva 99
Bishkek, Kyrgyz Republic, 720000

ECEPP – Contract Manager. Central depository for all contracts



European Bank
for Reconstruction and Development

The screenshot shows the ECEPP Contract Manager interface. At the top, there is a navigation bar with 'European Bank for Reconstruction and Development' logo, 'Projects' and 'Contracts' tabs, and a 'Return from masquerade' button. Below the navigation bar, there is a breadcrumb trail: 'Project Manager' > 'Project Dashboard' > 'Contract Register' > 'View Contract Record'. The user's name 'Richard Gargrave' and role 'Bank Read Only' are displayed. The project is identified as 'Serbian Solid Waste Programme'. The selected contract record is 'Works Contract For The Construction Of Access Road, Water Supply And Electric Power Supply Line - Nova Varos'. Below this, there are three tabs: 'Contract Details', 'Contracting Party Details', and 'Signed Contract Documents'. A yellow warning box states: 'Please note that for EBRD data reconciliation purposes all data must be entered in English and only the following characters are accepted: ABCDEFGHIJKLMNOPQRSTUVWXYZ abcdefghijklmnopqrstuvwxyz 0123456789 ; : , / \ ' - () @ +'. The 'Contract Status' section shows: Title: Works contract for the construction of access road, water supply and electric power supply line - Nova Varos; Signed Contract Value: 1,790,148.85 EUR; Revised Contract Value: N/A; Start Date: 27/09/2022 00:00 UK Time; End Date: 25/03/2023 00:00 UK Time; Signed Contract Date: 27/09/2022 00:00 UK Time. The 'Contract Overview' section contains a table with one entry: 'Works contract for the construction of access road, water supply and electric power supply line - Nova Varos', created on 27/09/2022 at 11:38 UK Time, with a total contract value of 1,790,148.85 EUR. Below the table, it states 'No Objection Status: No Objection from Bank'.

- Once the draft contract is no objected an entry is created in the contract record.
- The Client checks the Contract Details, the Contracting party details and uploads scans of the signed contract documents in separate tabs.
- Subject to EBRD no-objection process.
- Original signed details clearly displayed to ease checking of changes

ECEPP – Contract Manager – change process



European Bank
for Reconstruction and Development

- Any change in contract price is automatically displayed along with the original signed value to enable checks.
- Original contract details displayed for ease of checks.

Contract Status

Title: Supply and Installation of Kragujevac District Heating Project equipment: Amendment - 2
Signed Contract Date: 06/09/2021 00:00 UK Time

Signed Contract Value: 13,969,000.00 EUR
Revised Contract Value: 14,244,762.64 EUR

Start Date: 06/09/2021 00:00 UK Time
End Date: 06/05/2022 00:00 UK Time

Contract Overview

Original Contract Details

Title	Created	Description	Total Contract Value	Start Date	End Date	Type	Comments	Alternative Procurement Method
Supply and Installation of Kragujevac District Heating Project equipment	06/09/2021 17:55 UK Time	Scope Of Contract: Under the contract between Ministry of Environmental Protection and JVCA ENTJUBA a.d. REMMING a.d. JADRAN - AG INSTITUT, on realization Supply and Installation of Kragujevac District Heating Project, the following will be performed: Project management, boilers and the following equipment, equipment installation and mechanical montage, electrical works, automation and SCADA system, pre-insulating piping, economizer's production and installation with mechanical montage, civil works and design works.	13,969,000.00 EUR	06/09/2021 00:00 UK Time	06/05/2022 00:00 UK Time	Original		No

ECEPP – Contract Manager – change process



European Bank
for Reconstruction and Development

- Change documents and data are uploaded by the client.
- Bank can see if it is a draft or signed document for review.
- System displays all key changes and provides totals of price increases
- Key staff are notified by email of any changes in contract price.
- A Contract Control Sheet is an Excel table of all changes.
- Various reports provide all relevant data.

Contract Signing: No Objection history

No action as yet

Contract Change Control

Download Contract Data Sheet

Show 40 entries

Search:

Title	Change Control Number	Created	Value of Change	Revised Contract Value	End Date	Type	State
Supply and Installation of Kragujevac District Heating Project equipment: Amendment - 2	1	18/07/2022 13:49 UK Time				Draft Variation	Completed
Supply and Installation of Kragujevac District Heating Project equipment: Amendment - 1	2	18/07/2022 13:30 UK Time				Draft Variation	Completed
Supply and Installation of Kragujevac District Heating Project equipment: Amendment - 1	3	29/07/2022 09:39 UK Time	35,742.40 EUR	13,933,257.60 EUR	06/05/2022	Signed Variation	Completed
Supply and Installation of Kragujevac District Heating Project equipment: Amendment - 2	4	29/07/2022 10:03 UK Time	311,505.04 EUR	14,244,762.64 EUR	06/05/2022	Signed Variation	Completed

Showing 1 to 4 of 4 entries

Previous 1 Next

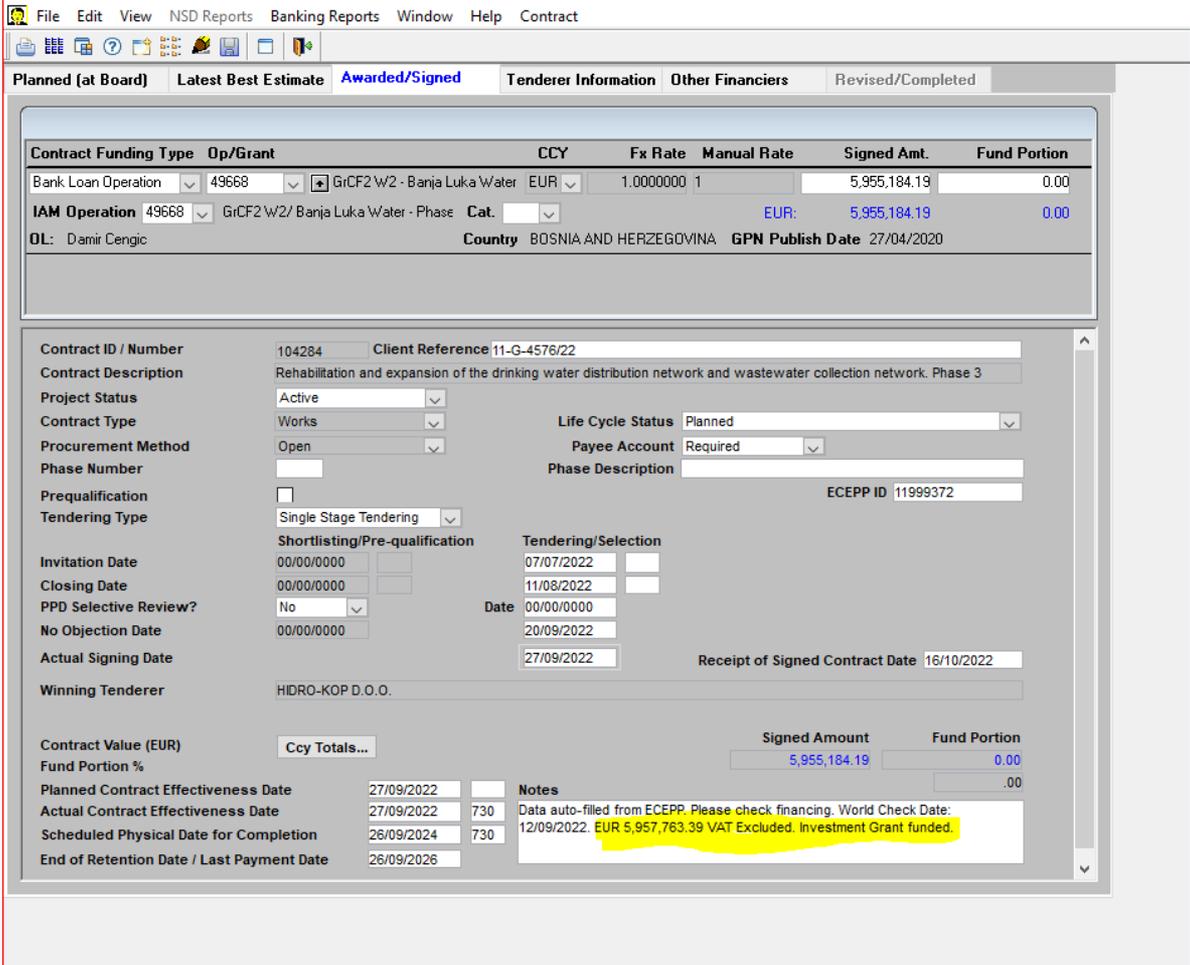
Contract Control Total 347,247.00 EUR

ECEPP – Financial Management – EBRD is not liable for payments

- Unlike public procurement systems, EBRD is not a party to the contract and is not liable for payment. EBRD – Client relationship is governed by the Loan/Grant Agreement which includes disbursement arrangements.
- Disbursement of loan/grant funds either to Client Special Account or direct to Contractors (with client disbursement request).
- ECEPP Contracts include contractual payment arrangements between client and contractor.
- Contractor submits invoices to the Client, who then submits to the Bank along with the Disbursement Application.
- Bank checks invoices including bank account details against contract details in the procurement system.
- Four eyes checks at the Procurement, Disbursement and Invoicing levels
- Systems integration between multiple Bank systems ECEPP/CRA/IAM/SAP

ECEPP – Financial Management – ECEPP Automation Robot

- Financial Management - Automation robot transposes information from ECEPP to Bank systems relating to disbursements and payments.
- Provides continuity of information
- Linked to EBRD financial and banking modules.
- Supplier bank accounts entered and checked by EBRD for sanctions prior to approval.
- Essential audit step 4-eyes system to validate contract and payment data prior to disbursement



The screenshot displays a software interface for contract management. The top menu includes File, Edit, View, NSD Reports, Banking Reports, Window, Help, and Contract. Below the menu is a toolbar with various icons. The main window has several tabs: Planned (at Board), Latest Best Estimate, Awarded/Signed, Tenderer Information, Other Financiers, and Revised/Completed. The 'Awarded/Signed' tab is active, showing a table of contract details.

Contract Funding Type	Op/Grant	CCY	Fx Rate	Manual Rate	Signed Amt.	Fund Portion
Bank Loan Operation	49668	EUR	1.000000	1	5,955,184.19	0.00
IAM Operation	49668			EUR:	5,955,184.19	0.00

Below the table, the following details are visible:

- DL: Damir Cengic
- Country: BOSNIA AND HERZEGOVINA
- GPN Publish Date: 27/04/2020

The main form area contains the following fields:

- Contract ID / Number: 104284
- Client Reference: 11-G-4576/22
- Contract Description: Rehabilitation and expansion of the drinking water distribution network and wastewater collection network. Phase 3
- Project Status: Active
- Contract Type: Works
- Procurement Method: Open
- Phase Number:
- Prequalification:
- Tendering Type: Single Stage Tendering
- Shortlisting/Pre-qualification:
- Tendering/Selection:
- Invitation Date: 00/00/0000
- Closing Date: 00/00/0000
- PPD Selective Review?: No
- No Objection Date: 00/00/0000
- Actual Signing Date: 27/09/2022
- Winning Tenderer: HIDRO-KOP D.O.O.
- Contract Value (EUR): Ccy Totals...
- Fund Portion %:
- Planned Contract Effectiveness Date: 27/09/2022
- Actual Contract Effectiveness Date: 27/09/2022
- Scheduled Physical Date for Completion: 26/09/2024
- End of Retention Date / Last Payment Date: 26/09/2026

Additional fields include Life Cycle Status (Planned), Payee Account (Required), Phase Description, ECEPP ID (11999372), and Receipt of Signed Contract Date (16/10/2022). A summary table at the bottom shows the Signed Amount (5,955,184.19) and Fund Portion (0.00). A notes section at the bottom right contains the text: "Data auto-filled from ECEPP. Please check financing. World Check Date: 12/09/2022. EUR 5,957,763.39 VAT Excluded. Investment Grant funded."

ECEPP – Financial Management – ECEPP Automation Robot

- Revised contract price and funding displayed
- Linked to procurement data from ECEPP
- Once data checked, operator clicks on 'Send to SAP' to send to payment and invoicing.
- Separate account approval system then takes over payment, subject to additional inputs regarding loan/grant agreement covenants.

Planned (at Board)	Latest Best Estimate	Awarded/Signed	Tenderer Information	Other Financiers	Revised/Completed		
Fund Type	Op/Grant	Category	Signed CCY	Signed Amount	Net Initial Fund Portion	Revised Completed	Net Revised EMK Fund Portion
DPE	Gyumri Urban Roads	1 - Goods, works and	EUR	425,254.68	279,254.68	425,254.68	279,254.68
GRA	46540 - EBRD Shareholder Special Fund	1 - Goods, works and	EUR	0.00	146,000.00	0.00	146,000.00
DPE	Gyumri Urban Roads	1 - Goods, works and	EUR			119,970.17	19,108.86
GRA	46540 - EBRD Shareholder Special Fund	1 - Goods, works and	EUR			0.00	9,990.50
GRA	46540 - EBRD Shareholder Special Fund	1 - Goods, works and	EUR			0.00	-2,366.00
DPE	Gyumri Urban Roads	1 - Goods, works and	EUR			0.00	2,366.00

Contract ID: 80641 ECEPP ID: _____

Contract Description: CW-ICB-2018/01 Road and street lighting rehabilitation works on Komitas Street

Winning Tenderer: UNDERMOSCOW OJSC

SAP Vendor: 0000036087 / CRA Dummy Vendor

Contract Type: Works Procurement Method: Open

Actual Contract Effectiveness Date: 17/03/2018 Contract Life Cycle Status: Disbursing

Variations

Latest FX Sign Date FX

	Signed Amount	Fund Portion	Revised/Completed	Net Revised Fund Portion
Contract Value (EUR):	425,254.68	425,254.68	545,224.85	454,354.04
Fund Portion %:		100.00		83.33

Physical Date for Completion: Scheduled 16/09/2018 Revised 30/06/2019 Revised End Retention Date 30/06/2020 Date Last Revised 27/04/2021

Comments: _____

Contract Approved for Disbursement: Yes

Send to SAP



No Earmark updates for SAP

History

Variations

ECEPP – Financial Management – ECEPP Automation Robot



European Bank
for Reconstruction and Development

- All revisions displayed, including variations and contract amendments
- Linked to procurement data from ECEPP

CRA Variations

Contract : 80641 (CW-ICB-2018/01 Road and street lighting rehabilitation works on Komitas Street)

	Signed Amount:	Net Initial Fund Portion:	Revised/ Completed	Net Revised Fund Portion	Scheduled date for Physical Completion	End of Retention
Current Values	425,254.68	425,254.68	545,224.85	454,354.04	30/06/2019	30/06/2020

New Variation

Date Variation Signed	Revised Date for Physical Completion	Revised End of Retention	Phase Number/Description	Description of Variation	Banking Dept Approved By	Variation Entered By
25/04/2018	00/00/0000	00/00/0000		Amendment No. 1 dated 25.04.2018, No Objected 25.04.2018 amendment to the provisions of clause 8.1 of the Contract.	MOLDAKHMATOVA	TRIGGSL
Reason: Amendment		Project: /		Ref/No.:		
16/10/2018	00/00/0000	00/00/0000		VO No. 1 dated 16.10.2018, No objected 13.11 and 14.11.2018 This message clarifies Bank's earlier no objection. This is to confirm that the value of the Variation	MOLDAKHMATOVA	TRIGGSL
Reason: Amendment		Project: /		Ref/No.:		
26/02/2019	30/06/2019	30/06/2020		Amendment No. 2 dated 26.02.2019, No Objected 22.03.2019, Time for Completion to 14 month and 1 days, i.e. until 30.06.2019.	MOLDAKHMATOVA	TRIGGSL
Reason: Amendment		Project: /		Ref/No.:		

Contract Fund Type	Op/Grant Id	Op/Grant Name	CCY	Revision Date	Value of Variation	Fund Portion
Bank Loan Operation	46540	Gyumri Urban Roads	EUR	09/06/2020	119,970.17	19,108.86
IAM Operation:	46540	Gyumri Urban Roads	Eur:	1	119970.17	19108.86
Category:	1	Goods, works and services for Part A Project: 1 Country ARMENIA	Manual SpotRate:	1	119970.17	19108.86
Bank Monitored Gran	46540	EBRD Shareholder Special Fund: Gyumri Urban Roads	EUR	09/06/2020	0.00	9,990.50
IAM Operation:	46540	Gyumri Urban Roads	Eur:	1	0	9990.5
Category:	1	Goods, works and services for the Grant Finan Country ARMENIA	Manual SpotRate:	1	0	9990.5

Print New Save Cancel Close

ECEPP – Contract and Financial Management - Summary



European Bank
for Reconstruction and Development

- Interconnected systems cover the whole Procurement Cycle covered from Planning through to Payment
- Data taken directly from source wherever possible
- Data quality checked and harmonised at various stages
- 4 eyes principle in multiple connected systems
- All Project and Procurement Data accessible
- All Project and Procurement Documentation accessible
- Contract Management module linked to both procurement and payment data
- Payment module linked to procurement and banking data

Richard Gargrave

Associate Director

Head of Digital Innovation
Procurement Policy and Advisory
Department

Email: gargravr@ebrd.com

EBRD
5, Bank Street, London E14 4BG
United Kingdom
www.ebrd.com

Find us on social media

