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# Doing Business with EBRD - Public Procurement

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**European Bank**  
for Reconstruction and Development

# EBRD in Tajikistan

**184**

Number of projects to date

**€ 1.012m**

Cumulative EBRD investment

**78**

Number of active portfolio operations

**€ 519m**

Current portfolio projects

**€ 721m**

Cumulative disbursements

**12%**

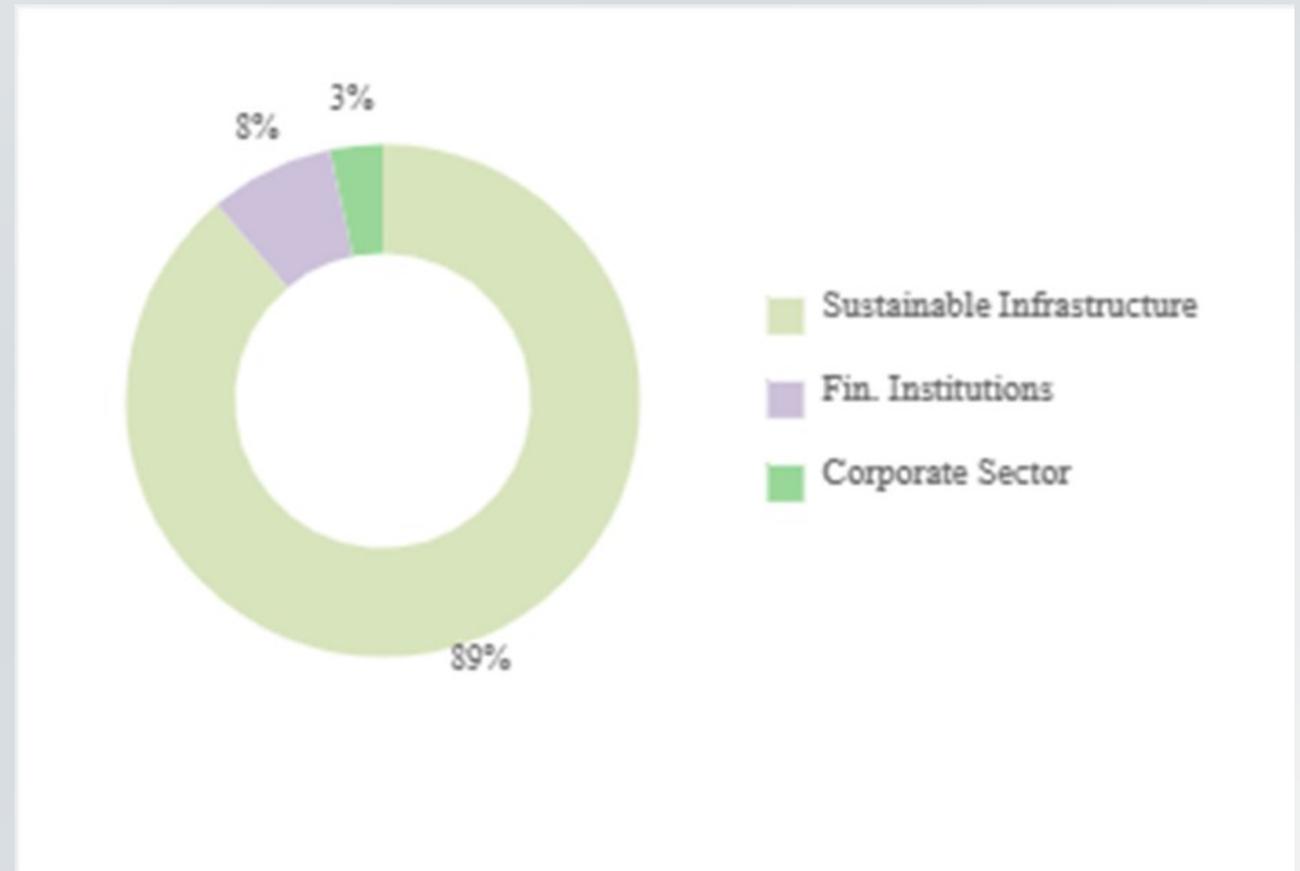
Private sector share portfolio

**€ 337m**

Operating assets

**3%**

Equity share of portfolio



# EBRD in Tajikistan

## Portfolio of active public sector projects

Project name	Project amount	Project brief description
<b>Municipal Infrastructure and Transport</b>		
Bokhtar Water sub-project	€ 4,000,000	Improvement of critical water supply infrastructure: (i) water supply network, (ii) equipment & machinery, (iii) billing system.
Dangara Water sub-project	€ 4,000,000	Improvement of critical water supply infrastructure: (i) water supply network, (ii) equipment & machinery, (iii) billing system.
Yavan Water Project	€ 5,750,000	Improvement of critical water supply infrastructure: (i) water supply network, (ii) equipment & machinery, (iii) billing system.
Dushanbe Riverside West Avenue	€ 28,450,000	Rehabilitation of public infrastructure in the riverside area of Dushanbe including: (i) reconstruction of roads and a bridge over the Varzob river, and (ii) the development of infrastructure for sustainable mobility, including dedicated bus and trolleybus lanes as well as infrastructure for active (walking and cycling) and electric mobility.
Dangara - Guliston Road	€ 38,000,000	Reconstruction of a 49 km road section between the towns of Dangara and Guliston and construction of EV charging infrastructure.
<b>Energy</b>		
Sugd-500 Substation	€ 31,000,000	The project will finance the rehabilitation of the existing transformer and construction of a new one at the Sugd-500 substation in the north of the country.
Energy Loss Reduction Project	€ 49,630,000	The project will finance the upgrade of billing and metering infrastructure in the electricity distribution networks in Khatlon and Sugd regions of the Republic of Tajikistan

# EBRD Procurement Policies & Rules (PPR)

## Key principles:

- economy
- efficiency
- non-discrimination
- Transparency and accountability

## 2024 procurement facts (preliminarily):

Public sector contracting € 2.230 bn (254 contracts)

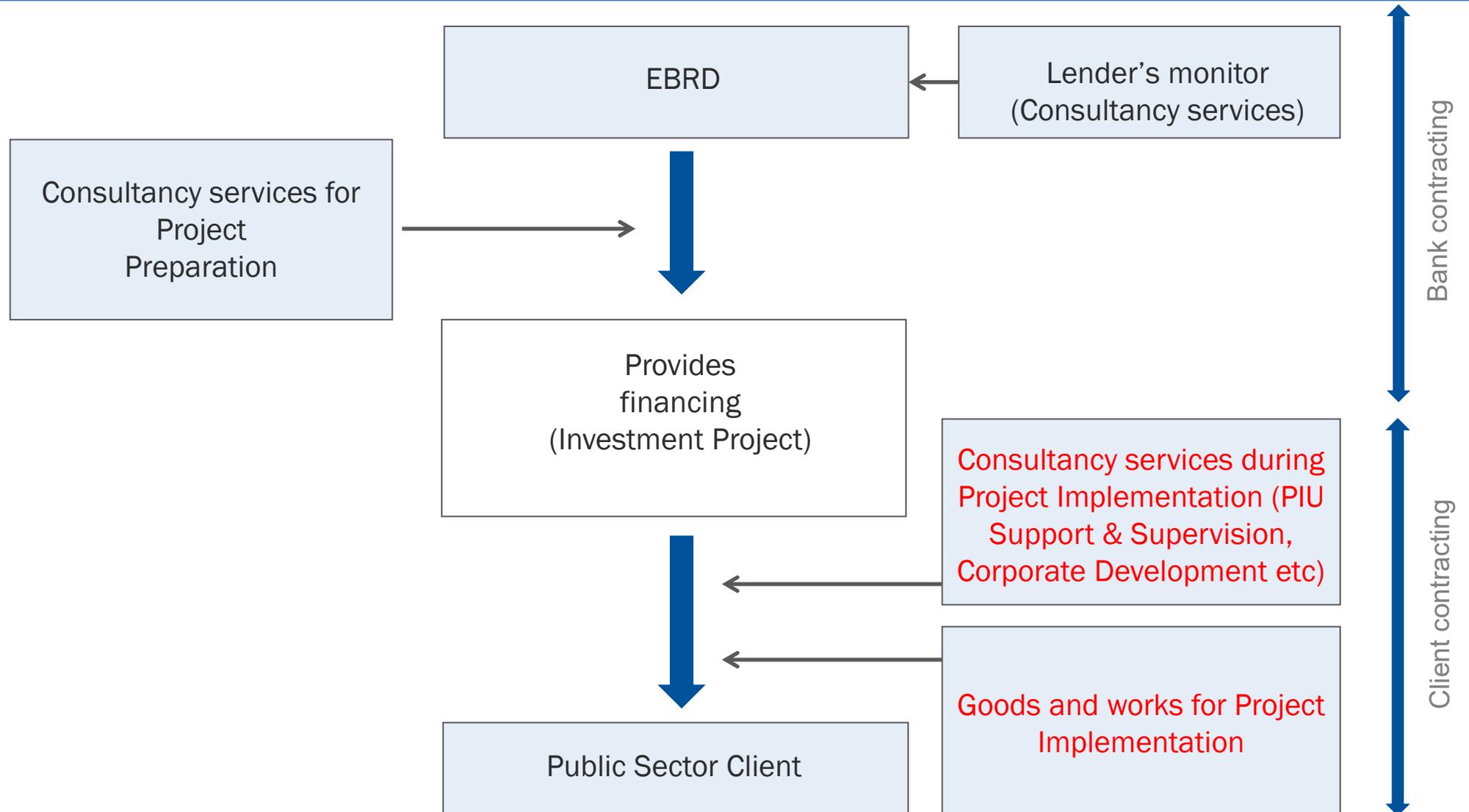
- Predominantly Works Contracts (€ 1.918bn, 107 contracts)

Open Competitive Tendering Procedure:

- 74% in value, 72% in number (€ 1.651 bn, 184 contracts)



# Business opportunities for consultants, suppliers and contractors worldwide (Public Sector)



# Overview of EBRD procurement procedures

## Public sector project procurement

### Direct Contracting

- less than EUR 75,000 for consultancy (amount of PPR 2022, might be revised in the future)

- for other contracts under exceptional circumstances only

1. Select Contractor & Request bid

2. Evaluation

3. Negotiations and Contract

### Single- Stage Open Competitive Procedure (w/wo PQ)

- Default method

- Technical and financial proposals submitted together (in one or two envelopes)

1. Procurement Notice & Documents

2. Proposal submission (tech. and fin.)

3. Evaluation (tech. & fin.)

4. Contract finalization meeting

5. Contract

### Multi-Stage Open Competitive Procedure (w/wo PQ)

- Large, complex projects  
- e.g. for FIDIC Yellow Book no design  
- Unpriced proposals in 1<sup>st</sup> stage

1. Procurement Notice & Documents

2. 1<sup>st</sup> stage submission (tech. only)

3. Evaluation (technical only) and Clarification Meetings

4. 2<sup>nd</sup> stage submission (tech. and fin.)

5. Evaluation of final submissions

6. Contract finalization meeting

7. Contract

\* Alternative procurement procedures for Procurement of Commodities, Procurement under National Laws & Procurement by Utilities

# Local participation 2020 – 2024

## Financed Goods, Works and Services

Number of tenders submitted by Tajik firms  
= 684

Number of contracts won by Tajik firms  
= 144

Rate of success in tendering for Tajik firms =  
21 %

Total value of contracts won by Tajik firms =  
EUR 92,553,354

Largest contract = EUR 21,328,000



# Business opportunities for suppliers, contractors & consultants - Procurement



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## EBRD Project Procurement



Project Procurement

Business Opportunities

Policies and Guidelines

Standard Procurement Documents

Procurement Complaints

Policy Dialogue

Capacity Building

Reports

# Opportunities for suppliers, contractors & consultants: Research - Procurement

## Business Opportunities

EBRD-financed projects generate many tendering opportunities for goods, works, services as well as consultant services. Given the focus of EBRD operations in the public sector, Bank's clients place about 300 contracts per year worth about EUR 3 billion.

The Bank welcomes individuals and companies from all countries of the world to take part in its projects as suppliers, contractors, service providers or consultants.

Most of these opportunities are posted in the [EBRD Client E-Procurement Portal](#) (ECEPP). Selective opportunities are posted on the [Procurement Notices](#) page.

[List](#) of public sector contracts awarded by EBRD clients year to date.

## EBRD E-Procurement Portal: ECEPP

**ECEPP** is the main e-procurement platform, which EBRD provides for free use by its clients and market players, to conduct procurement processes under EBRD public sector projects.

Suppliers, contractors, service providers and consultants wishing to access and take part in procurement under EBRD financed projects must first [register in ECEPP](#).

### Related

[Access to ECEPP](#)



[List of Ineligible Entities](#)



[Report Procurement-Related Issues](#)



[More Videos](#)



Link to the opportunities:  
[EBRD Project Procurement](#)

# ECEPP e-procurement ([www.ecepp.ebrd.com](http://www.ecepp.ebrd.com))



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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

Watch the video at  
<https://www.ebrd.com/home/work-with-us/project-procurement.html#customtab-c037545a92-item-65d544b463-tab>

Arrange an ECEPP training with EBRD experts:  
[PPAD-Innovation@ebrd.com](mailto:PPAD-Innovation@ebrd.com)

# EBRD Standard Procurement Documents

✓ EBRD's Prequalification and Standard Procurement Documents can be downloaded free of charge from EBRD website (<https://www.ebrd.com/home/work-with-us/project-procurement.html#customtab-c037545a92-item-d9ee33f023-tab>)

1. Standard Procurement Documents for Goods
2. Standard Procurement Documents for Works
3. Standard Procurement Documents for Consultancy services

*Note: EBRD Standard Procurement Documents and Guidance Notes Library are available and uploaded in ECEPP as well*

✓ **Same modular structure**

1. Preamble
2. Invitation
3. Section I: Instructions to Participants
4. Section II: Data Sheet
5. Section III: Evaluation Methodology
6. Section IV: Eligibility and Qualification Criteria
7. Section V: Forms
8. Section VI: Requirements
9. Section VII: Contract Terms and Conditions

✓ **Harmonised provisions**

✓ **Wide range of forms and templates**

✓ **Alternative evaluation methodologies**

✓ **Contracts types with a fair risk distribution**



# Strategy to win contracts

1. Invest in a procurement specialist
2. Be focussed and selective
3. Research Project Summary Documents on EBRD website
4. Research Client – use Client website and other resources
5. Access ECEPP procurement documents & library
6. Research successful and prequalified tenderers and experts
7. Explore partnering opportunities - sub-contracting or JV
8. Carefully read, use checklist and comply with all the requirements and documents
9. Does your company meet the qualification criteria? Form JV and/or subcontract
10. Review documents early and submit clarifications timely and in writing through ECEPP
11. Submit on time and make sure to check ECEPP during evaluation to provide answers to all requests and submit all required additional documentation (often cause for rejection)



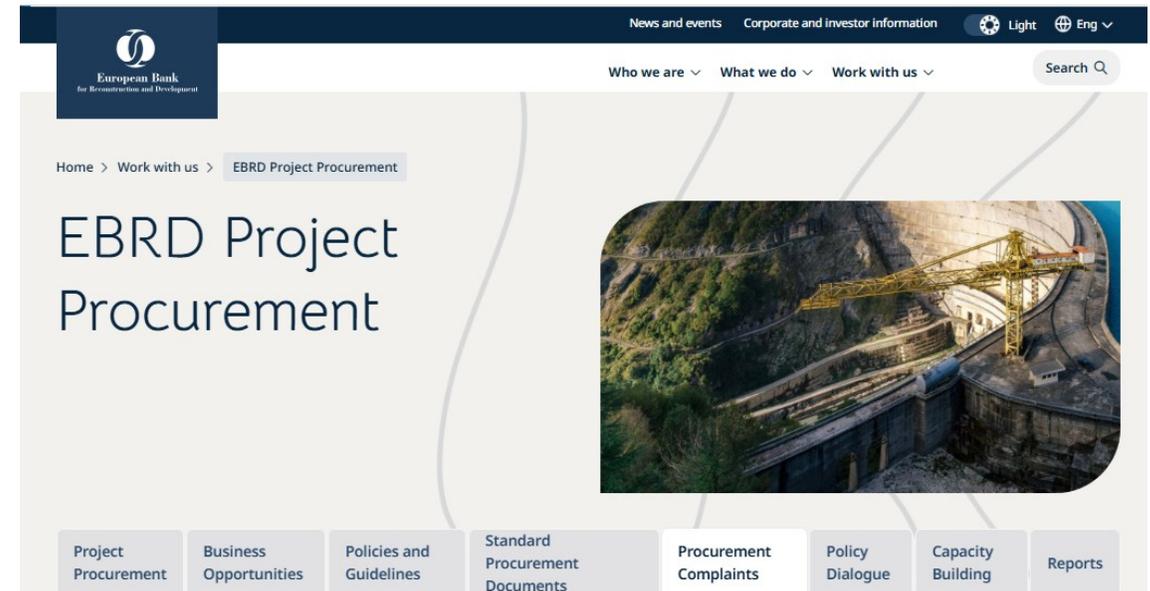
# Tenderer's Recourse & Complaints

Do not attempt to influence the tender evaluation process unrightfully– other than the recourse options included in the *Instructions to Participants (ITP)*. The evaluation process is strictly confidential.

If unsuccessful, ask the client for a **Debriefing**

If you see something that is not right:  
**Request a Bank Procurement Review** or a **Procurement Complaint** as per ITP and the EBRD website including Guidance documents, Timelines and the Directive:

## [Bank Procurement Review](#)



## Introduction

In accordance with EBRD's [Procurement Policies and Rules](#) (PPR), Clients are responsible for project implementation, including all aspects of the procurement process (from the initial planning phase through to the contract award phase, as well as contract administration and implementation, and the resolution of any claims and disputes).

# Contacts

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