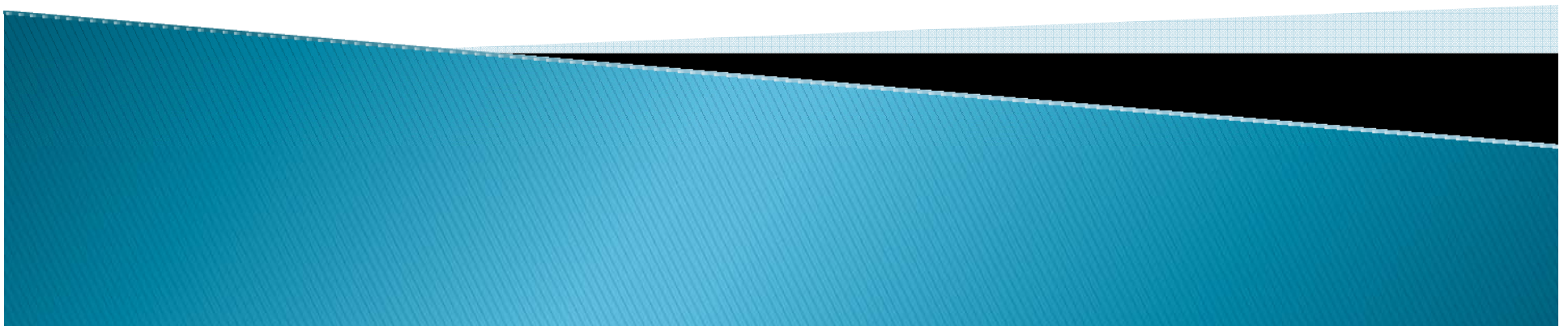


A few additional thoughts on Individual Consultants and SMEs at the EBRD

Sandy Ferguson
Formerly with Office for Director for Canada
and Morocco



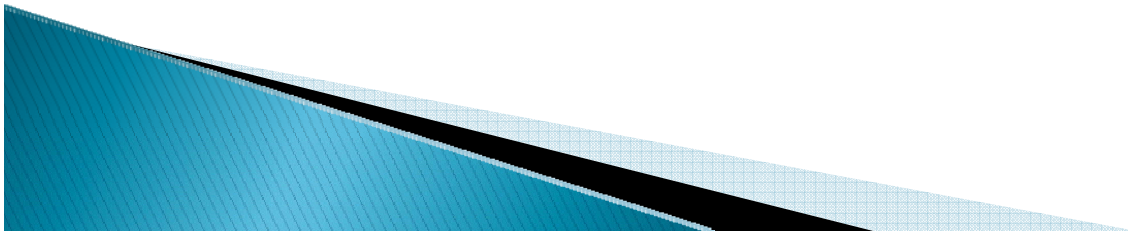
Strategy for Getting Contracts

- ▶ Sign up for procurement alert!
- ▶ Spend time on country/sector and Project Summary Document sections of website
- ▶ Contact Canadian Director's Office:
 - info on specific areas of interest/upcoming opportunities
 - visit programs : Andrea King: KingA@ebrd.com
- ▶ Good resources on upcoming opps:
 - Bankers, office of the general counsel, environment department, OCU , clients
 - Do advance research, be specific
- ▶ Gain country experience with other organizations
- ▶ Consortiums: Europeans have the edge, identify potential partners
- ▶ Canadian experts now allowed as subs on EU funded TC
- ▶ Augment your team with independents who have country/project expertise



Country Comments

- ▶ Russia:
 - russian subs critical, russian language usually required, challenging clients
- ▶ SE Europe:
 - english widely spoken, local subs tuned to working with foreign firms, Cdns have good reputation, crowded field
- ▶ Central Asia:
 - russian language advantage, less crowded field than other regions, Canadians not visible



Banking Team Opportunities

▶ Country Business Groups

- covers enterprise/industrial, agribusiness, property and tourism
- Largely private sector borrowers so opportunities are largely direct with clients
- Interesting agribusiness: warehouse grain receipts, farmer training, more agriculture policy related work in ETC countries

▶ Energy and Telecoms : largely private sector

- Energy: smaller verification/feasibility contracts with bank, more direct with clients, more opportunities in power as more public sector clients
- Telecoms: opportunities in related regulatory work, restructuring work



Banking Team Opportunities (2)

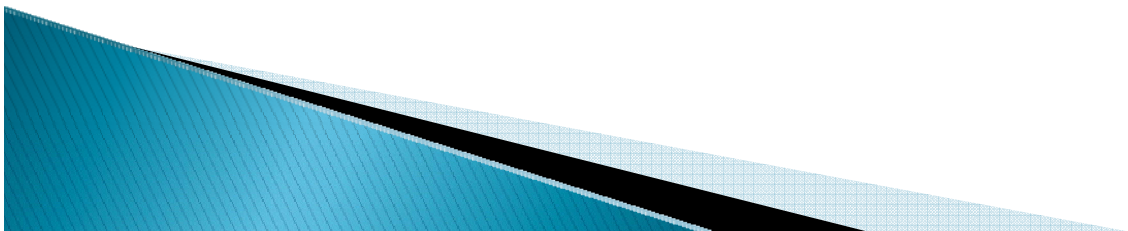
▶ Financial Institutions

- Tecresult very successful leveraging CIDA work, building expertise through Canadian tied trust funds (declining)
- Interesting opportunities in rural, mortgage, deposit insurance, credit unions

▶ Infrastructure

- Energy Infrastructure – pipelines, Power – SEETAC leverage
- Transport – largely public sector, opportunities in lender's monitor, design, strategy, PPP, urban transit work
- MEI – see Dirk's slides, crossover with transport/environment

▶ Energy Efficiency – growing: supports other teams



Other Opportunities (3)

▶ Environment

- Canada strong technically, sometimes lacks country experience
- new opportunities around social mandate (social impact, gender, health and safety) and review of environ. policy

▶ TAM/BAS

- Small contracts geared for retired/semi-retired largely in corporate sectors
- Leverage /experience for other work

▶ Legal Transition

- Canadians have done well in niche areas (largely through tied trust funds) -work with sector teams

▶ PED

- Need strong evaluation experience -country exp less important



Biggest Challenges for Individuals/SMEs

- ▶ Country/region experience
- ▶ Direct technical/project experience
- ▶ Sufficient presence in region
- ▶ Strong competition from active European firms

Focus, identify opportunities early, and partner inside and outside Canada

