

IFI Bootcamp

Victoria, Canada 2007

Procurement of Consultants for EBRD Financed Projects

Dirk Plutz
Senior Advisor
Consultancy Services Unit, EBRD



The Presentation:

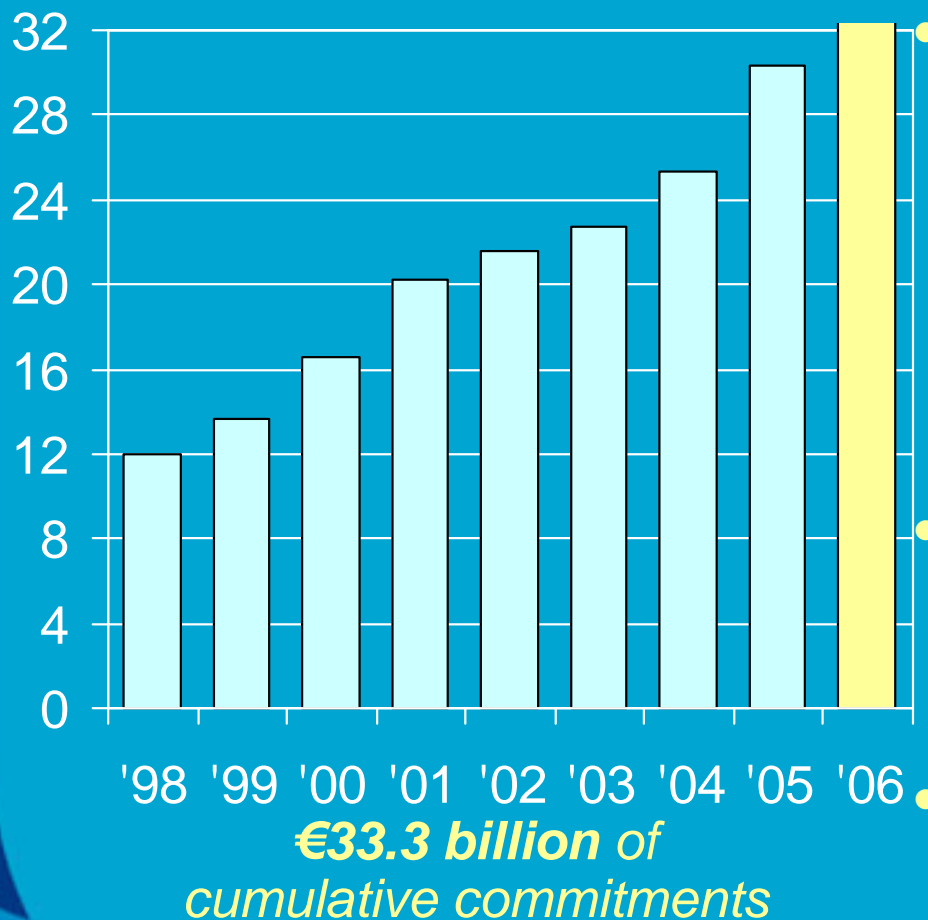
- Introducing the EBRD
- The Importance of Consultants in EBRD Projects
- Financing of Consultancy Assignments
- How EBRD Selects Consultants
- eSelection of Consultants



Introducing the EBRD



What is the EBRD?



- International financial institution, promotes transition to market economies in 29 countries from central Europe to central Asia
- Owned by 61 countries and two inter-governmental institutions
- Capital base of €20 billion



What are the EBRD's objectives?

- To promote transition to market economies by investing mainly in the private sector
- To mobilise significant foreign direct investment
- To support privatisation, restructuring and better municipal services to improve people's lives
- To encourage environmentally sound and sustainable development



Operational priorities

- Develop an efficient financial sector
- Foster entrepreneurship
- Promote infrastructure development
- Assist enterprise restructuring
- Support private equity investment
- Promote a sound investment climate
- Improve living conditions



Environmental mandate

EBRD takes account of the environment in all its operations

- Every project is screened for environmental impact
- Around 17% of total commitments are designed to make environmental improvements



How does the EBRD finance?

- Loans of varying maturities at floating or fixed rates
- Equity investments, including equity funds
- Guarantees to help borrowers gain access to financing



What the EBRD does NOT do

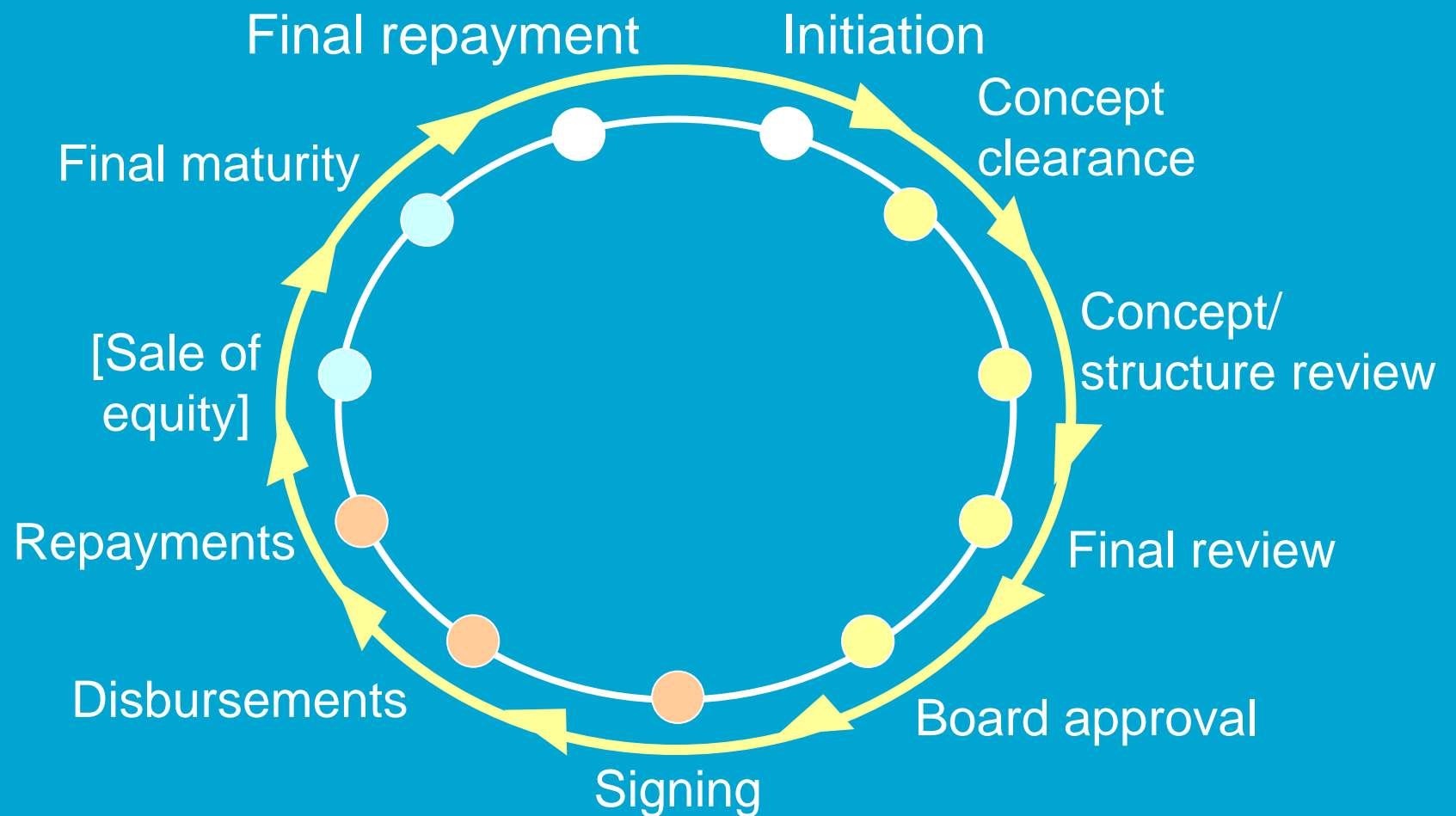
- Provide “soft” loans
- Support projects detrimental to the environment
- Invest outside central and eastern Europe and the CIS



The Importance of Consultants in EBRD Projects



Project cycle



The Project Delivery Strategy (PDS)

- The role of the consultant must be considered in the framework within which the capital investment of an operation is to be delivered



Factors and Influences

EXTERNAL FACTORS

- EBRD's PPR
- Local regulations
- Industry practices
- Market conditions
- Local commercial practices
- Ethics and corruption

PROJECT

INTERNAL FACTORS

- Objectives
- Requirements
- Characteristics
- In-house capability



Consulting Opportunities at EBRD

Assist the Bank's Clients with:

- Project Preparation eg. feasibility studies, design, environmental impact assessment
- Project Implementation:
 - capacity building, institutional development, eg. project implementation units – role of a partner
 - project supervision: Independent Engineer – very clearly defined contractual role



Consulting Opportunities at EBRD

...cont'd

Assist the Bank with:

- due diligence
- project monitoring, lenders technical supervisor
- Investment climate reforms



Technical Co-operation

Focus on:

- SME, financial institutions
- Infrastructure including Municipal and Environmental Infrastructure
- Energy Efficiency, Climate Change
- Support institution building and training - e.g. Turnaround Management Programme (TAM), Business Advisory Services (BAS), Legal Transition Programme (LTP)



Financing of Consultancy Assignments

	Technical Co-operation funds	Bank loans	Bank Administrative budget
Annual Estimates	€40 to 100 m	€5 to 30 m	€30 to 55 m
In 2006	€68.25m	€14.84m	€51.96m
	1,100 contracts	13 contracts	964 contracts
Contracting party	Borrowers/Bank	Borrowers	Bank



Funding Sources Available to Canadian Consultants

- Loan Proceeds
- Bank Budget
- Technical Co-operation Funds from:
 - Canada
 - Untied Donor funds (e.g. EU, Japan, UK, Multi Donor funds - Fund for Early Transition Countries, Western Balkans Fund)



Open vs Targeted Selection

- Selection Processes
- Bank's Procurement Rules and Policies
- Open Selection: No eligibility / nationality restrictions in selection processes
- Targeted Selection: Restricted selection to eligible consultants as per the donor's requirements, e.g. nationals of donor's country
- Targeted Selection can be carried out amongst several nationalities
- Portion available for local consultants



How EBRD Selects Consultants



Procurement Policies and Rules

- Accessible at www.ebrd.com/about/policies/procure/index.htm
- Require economy, efficiency, transparency & fairness
- Detailed rules for public sector operations
 - Open tendering the norm for goods and works
- Private sector operations
 - Normal commercial practices “acceptable to the Bank”
- Consultant Services
 - Quality paramount



Overview of Procedures for Consultant Selection

<p>Direct Selection</p> <p>(below EUR 50,000)</p>	<p>Selection from Shortlist</p> <p>(EUR 50,000 – EUR 200,000)</p>	<p>Proposals</p> <p>(EUR 200,000 and over)</p>
<p>Select consultant</p> <p>Negotiations</p> <p>Contract</p>	<p>Calls for expressions of interest (not obligatory)</p> <p>Long list</p> <p>Shortlist</p> <p>Select consultant</p> <p>Negotiations</p> <p>Contract</p>	<p>Calls for expressions of interest</p> <p>Long list</p> <p>Shortlist</p> <p>Proposal</p> <p>Select consultant</p> <p>Negotiations</p> <p>Contract</p>



Consultant Selection Methods

Consultant Selection:

- Quality Based Selection (QBS)
 - Most important criteria technical qualification / relevant experience

Price as a factor:

- Quality Cost Based Selection (QCBS)
 - 2 Envelope System. The norms are:
 - Technical proposals: weight of 80% and only when technical thresholds are met
 - Financial proposal: weight 20% (similar to the EU)

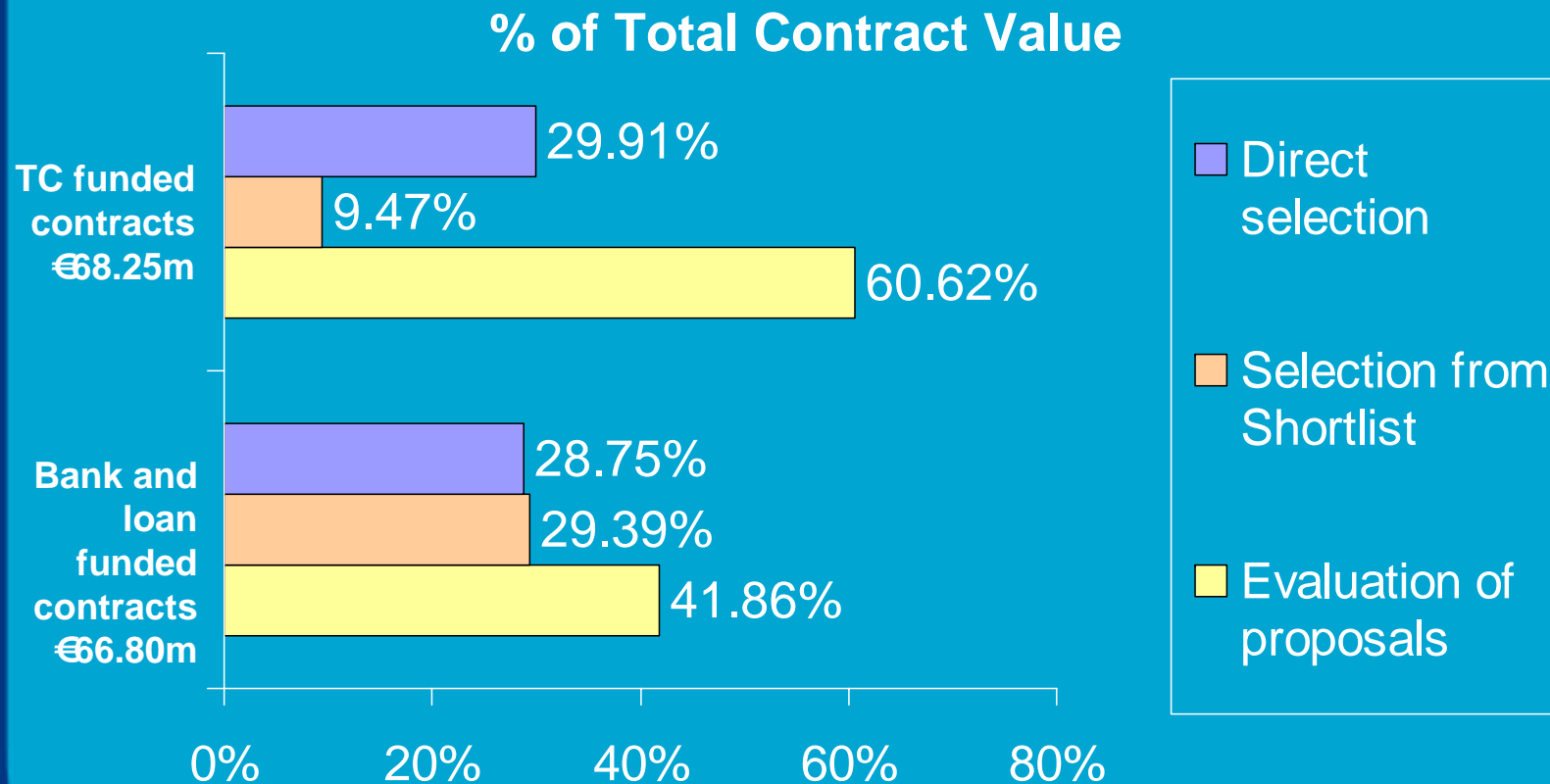


Competitive Selection – Rules and Procedures

- Procurement notice will state the selection method used (selection from shortlist or evaluation of proposals)
- Selection from shortlist is a simplified procedure without the requirement to submit specific proposals
- Decisions are made by an evaluation committee as a group
- Evaluation of Proposals:
 - Formal invitations are sent to a shortlist of qualified firms
 - Shortlist requirements:
 - Not less than 3 and not more than 6 qualified and experienced consultants, including, wherever possible, at least one qualified consultant from one of the Bank's countries of operation
 - Normally no more than 2 consultants from any one country
 - Wide geographical spread of consultants.



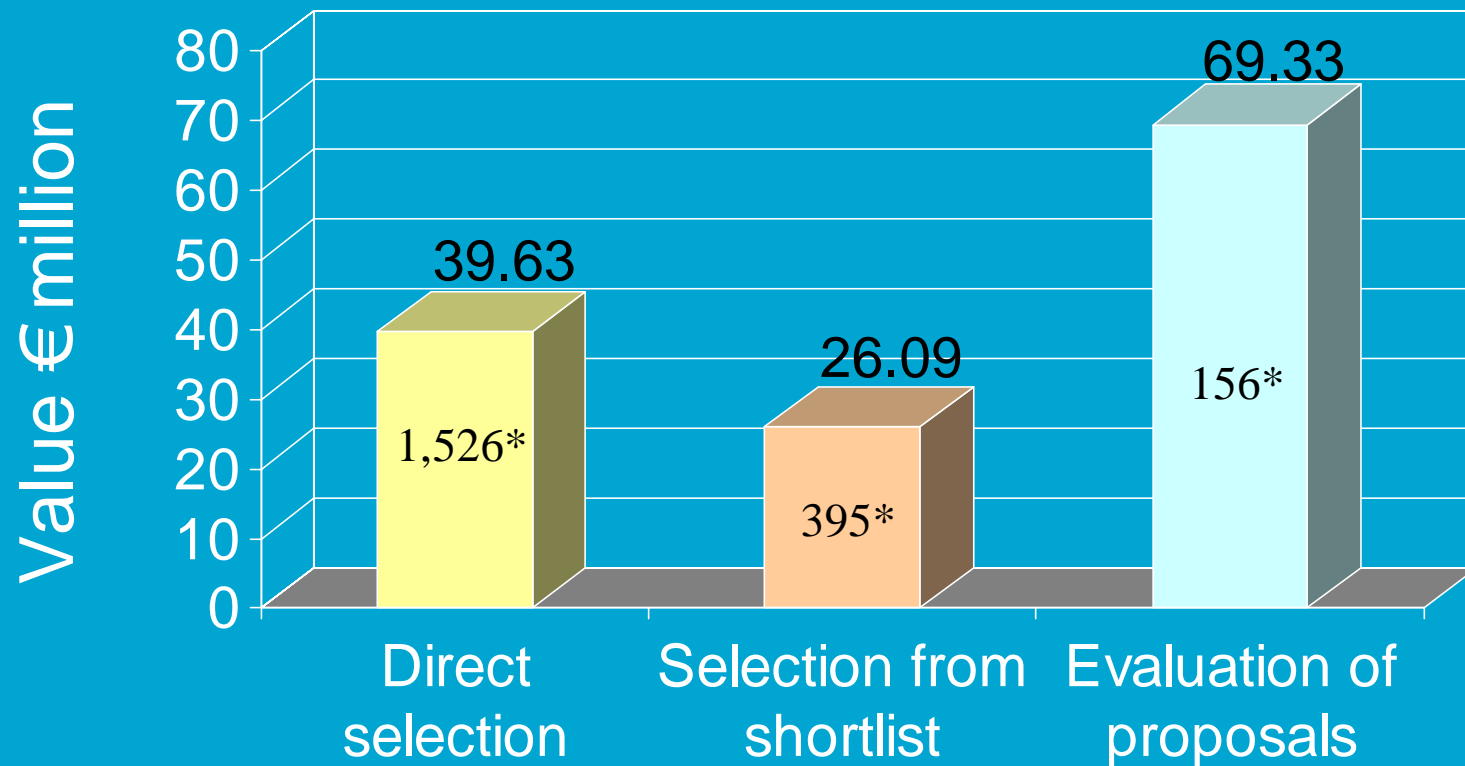
Selection methods for Bank and TC funded contracts in 2006*



In 2006, the EBRD awarded 2,077 contracts totalling €135.05 million (including contracts by TAM/BAS Programmes, retention of outside counsel by OGC, and contracts funded from public sector loan proceeds)



Value and number of contracts per selection method in 2006

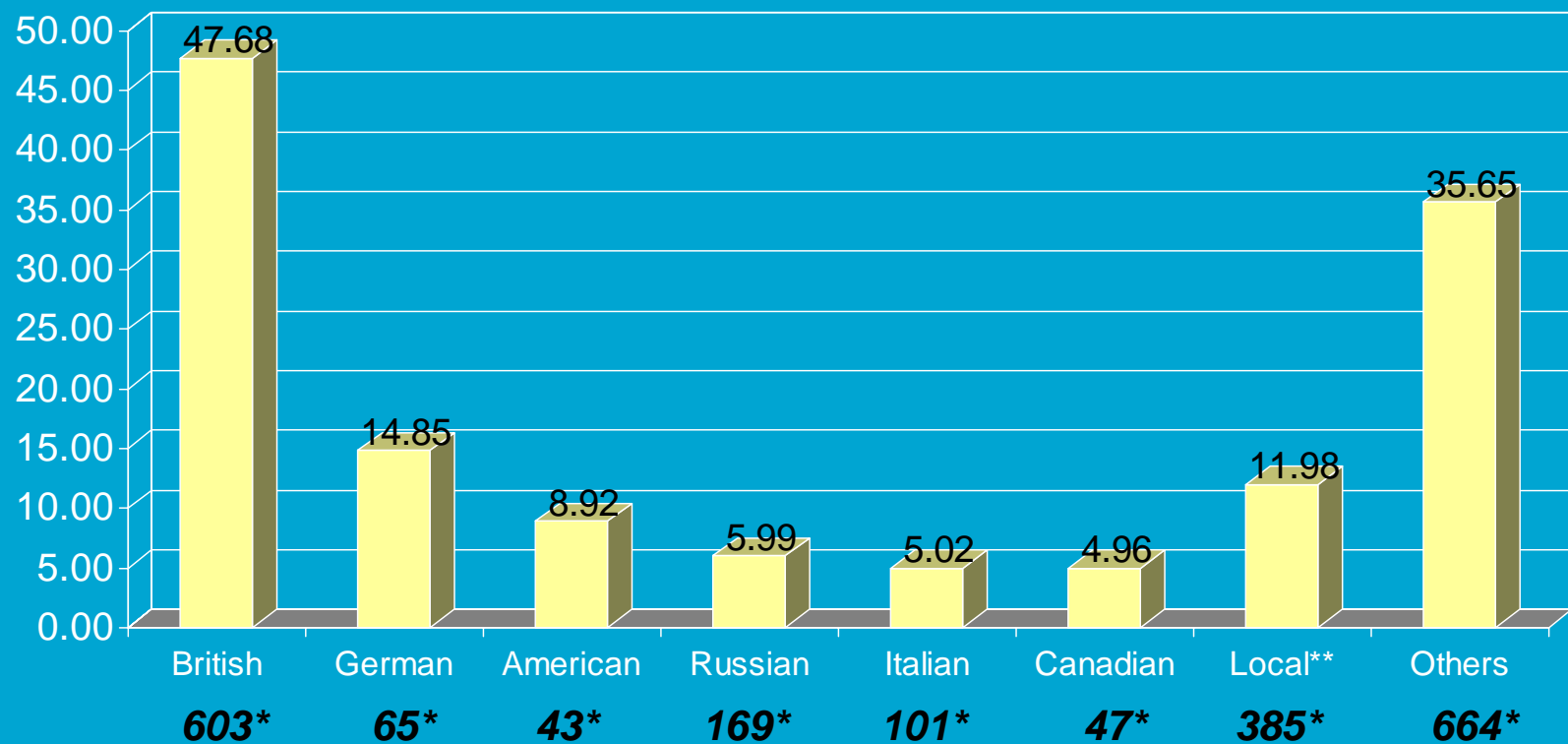


* Number of contracts



Value and Number of Contracts Awarded in 2006 by Consultants' Nationality

€ million



* Number of contracts

** Local Consultants from EBRD's Countries of Operation excluding Russia



Success Rate of Canadian Consultants for new TC and Bank funded contracts awarded through competitive selection*

	Year	Expressions of interest	Contracts awarded	% of success
Success rate for all competitively awarded contracts	2005	30	0	n/a
	2006	48	2	4.7%
Success rate for all contracts awarded by selection from shortlist	2005	24	0	n/a
	2006	22	0	n/a
Success rate for all contracts awarded by evaluation of proposals	2005	6 (none shortlisted)	0	n/a
	2006	25 (6 were shortlisted)	2	8%

* Excludes direct selection, competitive targeted selection (i.e. open to Canadian consultants only), competitively awarded call-off notices under existing framework agreements, TAM/BAS contracts, loan funded contracts and retention of outside counsel by OGC



Value and Number of Contracts Awarded by EBRD to Canadian Consultants

Year	Total € million consultancy contracts awarded	Total € million awarded to Canadian consultants	Total % awarded to Canadian consultants	Total no. of contracts awarded	Total no. awarded to Canadian consultants
2002	128.21	2.35	1.83%	1,571	30
2003	109.71	2.94	2.68%	1,602	21
2004	118.76	2.94	2.48%	1,620	22
2005	101.29	1.66	1.64%	1,899	30
2006	135.05	4.96	3.67%	2,077	47



EBRD and Canadian Consultants: Consultancy Contracts Highlights in 2006

- *Assignment:* Mongolia - Telecommunications Regulatory Development Programme
Funding Source: EBRD Mongolia Cooperation Fund
Contract Value: €749,995
Winner: INTELECON, Canada
- *Assignment:* Kyrgyzstan - Interconnect & Costing - Advisory Services
Funding Source: Early Transition Countries Fund
Contract Value: €399,818
Winner: Great Village International Consultants Inc., Canada
- *Assignment:* Bulgaria: Burgas Water - Project Implementation Unit
Funding Source: CIDA-EBRD Fund for South-Eastern Europe Phase II
Contract Value: €320,545
Winner: MACVIRO CONSULTANTS INC., Canada
- *Assignment:* Kazakhstan - State Accumulation Pension Fund ("SAPF") Pre-Privatisation: Institution Building Programme
Funding Source: Canadian Technical Cooperation Fund
Contract Value: €345,000
Winner: SNC Lavalin Capital Inc., Canada



The Top Three EBRD Departments Awarding Contracts via CSU to Canadian Consultants in 2006 by value:

Group for Small Business

Number of Contracts: 6

Value: €2,901,613

Legal Transition Team

Number of Contracts: 2

Value: €1,149,813

Municipal and Environmental Infrastructure

Number of Contracts: 2

Value: €477,966



The Group for Small Business

- Supports Micro and Small Enterprise (MSE) programmes through financial intermediaries to enable small businesses to access formal finance. In addition to working with existing banks, it helps establish microfinance banks and non-bank micro finance institutions.
- Standard consultancy assignment focus on institution building and creating MSE lending expertise including:
 - Staff training
 - Streamlining of processes and procedures
 - Implementation of best practice borrower analysis
 - Integration of MSE lending into the partner banks' mainstream operations



The Legal Transition Programme

- Helps create an investor-friendly, transparent and predictable legal environment to improve the investment climate in the Bank's countries of operations.
- Focuses on developing legal rules and establishing legal institutions as well as nurturing a culture that is essential for a vibrant market-oriented economy.
- Activities and standard consultancy assignments focus on
 - Capital markets and Corporate governance
 - Concessions
 - Insolvency
 - Secured transactions
 - Telecommunications regulatory reforms
 - Judicial capacity building



Municipal and Environmental Infrastructure (MEI) Sector

The MEI sector covers direct revenue earning services, such as water supply, waste-water collection and treatment, solid waste management, district heating, natural gas distribution and urban public transport.

Infrastructure, such as urban roads, and environmental clean-up operations, which are not directly revenue-earning, are also included. The MEI sector also covers environmental services, such as industrial and hazardous waste management, that may be organised nationally or outside local government responsibility.

Standard consultancy services required include financial audit and due diligence, feasibility study, environmental impact assessment, financial and operation performance improvement programme, corporate development programme, procurement assistance, creditworthiness enhancement programme, public service contract.



eSelection

Electronic Selection of Consultants



Benefits of eSelection for Consultants (1)

- Web-based application allowing consultants access from anywhere with an internet connection
- Create and maintain their own profile and information (eg. upload CVs or company profile)
- Subscription for electronic notification of consultants about new opportunities by sector and area of expertise to increase competition



Benefits of eSelection for Consultants (2)

- Electronic expressions of interest and submission of proposals (including financial proposals) by consultants
- An online workspace: Search for opportunities view status of and manage participation in your selection processes



How to access eSelection

<http://www.ebrd.com/oppo/procure/oppo/index.htm>

The screenshot shows a Microsoft Internet Explorer browser window displaying the EBRD Procurement notices homepage. The address bar shows the URL: <http://www.ebrd.com/oppo/procure/oppo/index.htm>. The page content includes a navigation menu on the left, a breadcrumb trail, a main text block about EBRD procurement, and several sections of links for procurement notices, consultant services, and other tender notices. A search box is located at the bottom left of the page content. The browser's taskbar at the bottom shows the Start button, several application icons, and the current window title 'Procurement notices ...'. The system tray on the right shows the time as 18:31 and the network status as 'Local intranet'.

procurement notices

[Home](#) > [Working together](#) > [Procurement](#) > Procurement notices homepage

Projects financed by the EBRD generate tendering opportunities for goods, public works and associated services. Using consultants is also an important part of the Bank's activities. The bank exercises due diligence to assure transparency, resource efficiency and high quality output.

Goods, public works and associated services

- [General procurement notices](#)
- [Invitations for prequalification](#)
- [Invitations for tenders](#)

Consultant services

- [Invitations for expressions of interest](#)
- [Access eSelection](#) and [About eSelection](#)
- [Selection process guidelines](#)

Other tender notices

- [Competitions, sale of shares](#)

Unless otherwise indicated, tendering for goods, public works and services as well as short listing, selecting and procuring consultants are governed by the EBRD Procurement Policies and Rules.

[Receive alerts when procurement notices are published](#)

[Terms and conditions](#) [Sitemap](#) [Feedback](#)



Login Page

Register here

The screenshot shows the EBRD eSelection Consultants Login page. The page header includes the EBRD logo and the text "European Bank for Reconstruction and Development" and "Electronic Selection of Consultants (eSelection)". The main content area is divided into two columns. The left column contains three sections: "What is eSelection?", "Who can register?", and "Why register?". The right column contains the "eSelection Consultants Login" form, which includes fields for "Email Address:" and "Password:", a "LOGIN" button, and three links: "Register for a Consultant Account", "Forgot Password", and "Contact Us". Red circles highlight the "click here" link in the "Why register?" section and the three links below the login form. Red arrows point from these circles to the corresponding text labels at the bottom of the slide.

What is eSelection?
eSelection is a secure Internet application allowing consultants to participate in the selection process for assignments in which the EBRD is responsible for the selection of consultants.

Who can register?
All individual consultants or individuals representing their respective firms.

Why register?
For two main reasons:
1. As a registered user you will be able to create your own profile and subscribe for the sectors and areas of expertise of interest to you. You will then be automatically alerted of upcoming opportunities as they arise.
2. You will be able to respond to procurement notices and participate in the EBRD selection processes ([click here to see current procurement notices](#)).

eSelection Consultants Login
Email Address:
Password:

[Register for a Consultant Account](#)
[Forgot Password](#)
[Contact Us](#)

You are signing-in to one or more secure applications operated by the EBRD for its official business. You have been granted the right to access these applications and the information contained in them to facilitate your official business with the EBRD. Misuse of your access rights may result in denial of further access. Your accounts and passwords are your responsibility. Do not share them with anyone.

[About EBRD](#) [eSelection Terms and Conditions](#) [EBRD Procurement Policies and Rules](#)

Click here to view
procurement notices

Send a query or
request assistance

Sends email with link
to reset password



Registering for a Consultant Account




Registration (1)

- Select Individual Account only if you are an ***individual expert*** looking for assignments for yourself (NB: Form requires expert details)
- Individuals cannot apply for assignments requiring Firms (Corporate Services)
- Select Corporate Services (Firms) Account if you are looking for assignments ***on behalf of your firm / organisation***
- For Corporate Services accounts, consider using a general e-mail account (e.g. info@company.com), to avoid complications when staff members change.



Registration - Individuals

EBRD eSelection - Register Consultant Account - Microsoft Intern...

 **European Bank**
for Reconstruction and Development

Register Consultant Account

Account Type

If you are an individual consultant looking for assignments for yourself then please select Individual Account.

If you are individual looking for assignments on behalf of your firm/organisation then please select Corporate Services (Firms).

Individual Account
 Corporate Services (Firms)

Contact Details

Title *

Last Name *

First Name *

E-Mail *

Telephone *

Fax

Mobile

Organisational Information

Job Title *

Select account type

Organisation *

Postal Address *

Town/City *

State/County

Telephone *

Fax

Country *

Postcode/Zip

Individual's Details

Expert First Name *

Expert Last Name *

Expert Nationality *
AFGHANISTAN
ALBANIA
ALGERIA

You may later change the above information, upload your CV and add details by logging in to the application and navigating to your User Profile.


*Indicates a required field

Enter Expert Details



Registration – Corporate Services (Firms)

EBRD eSelection - Register Consultant Account - Microsoft Intern...

 **European Bank**
for Reconstruction and Development

Register Consultant Account

Account Type

Individual Account
 Corporate Services (Firms)

If you are an individual consultant looking for assignments for yourself then please select Individual Account.

If you are individual looking for assignments on behalf of your firm/organisation then please select Corporate Services (Firms).

Contact Details

Title *

Last Name *

First Name *

E-Mail *

Telephone *

Fax

Mobile

Select account type

Enter your details as a representative of the firm /organisation

Organisational Information

Organisation *

Postal Address *

Town/City *

State/County

Telephone *

Fax

Country *

Postcode/Zip

may later change the above information and add company profile details by logging in to the application and navigating to your User Profile.

*Indicates a required field



Managing Your Account (1)

- It is Consultant's obligation to maintain their information. This data may be referenced by EBRD staff when searching for consultants
- Bank is not changing its practices in how Consultants are selected



Consultant's Summary Page

European Bank
for Reconstruction and Development

You are logged in as Gasc | Home | Log Out

Home

General Announcements

17-Oct-2005
Consultant Test2

Selection Snapshot

My Active Selections | My Subscribed Notifications | All Notifications | My Completed Selections

Title	Stage	Status	Deadline for Submission
UNITED KINGDOM : Technical Services Server Engineer	Evaluating Expressions of Interest	Evaluation In Progress	08-Feb-2006 23:59
Dushanbe Solid Waste Mangement Project - QUALIFY & SCORING	Evaluating Expressions of Interest	Evaluation Complete	28-Mar-2006 23:59
Donetsk District Heating Commercial Due Diligence & IFRS Audit	Evaluating Expressions of Interest	Evaluation Complete	01-Mar-2006 23:59
Ukraine: Harkiv District Heating Feasibility Study	Evaluating Expressions of Interest	Evaluation Complete	13-Feb-2006 23:59
Ukraine SME-2 Line of Credit 2nd & 3rd Competition	Evaluating Expressions of Interest	Evaluation Complete	15-Feb-2006 23:59
Russian Regional Bank Programme: Credit Strengthening and Institutional Strengthening	Evaluating RFP Responses	Evaluation In Progress	09-Mar-2006 00:00
Leasing 2005 - Bank of Harkhiv Kredyt	Evaluating RFP Responses	Evaluation In Progress	13-Mar-2006 15:00
Leasing 2005 - Donetsk Banka	Accepting RFP Responses	Confirmed	17-Mar-2006 00:00

My Tasks

Task Name	Selection Name	Received
Request for Proposal	Leasing 2005 - Donetsk Banka	03-Feb-2006 10:45
Request for Proposal	Leasing 2005 - Bank of Harkhiv Kredyt	30-Jan-2006 17:35
Request for Proposal	Leasing 2005 - Bank of Harkhiv	30-Jan-2006 17:29
Request for Proposal	Russian Regional Bank Programme: Credit Strengthening and Institutional Strengthening	26-Jan-2006 11:54
Request for Proposal	EOP complete Nov 2005 - institution building	04-Nov-2005 19:54
Request for Proposal	LTT Draft of RFP	04-Nov-2005 18:26
Request for Proposal	RFP Admin Example: Russian Regional Bank Programme	04-Nov-2005 15:42

Current Project Status

Submission Deadlines

List of Active Projects

Tasks to be completed



Useful Information

- Use Internet Explorer, some of the navigation functionality and submit buttons do not work in other browsers
- Don't use the "back" button, for security reasons, the system will eject you. The "breadcrumb trail" at the top of the screen will allow you to back-track
- Use the "Tasks" section on your home page and the "Key Available Actions" panel within the selection
- Look out for sections with multiple pages
- Use the "Help" section, it explains advice on how to use the system and information on the Bank's Procurement Policies and Rules



Managing Your Account (2)

- **Modify My Subscriptions** – Select Business Sectors and Sectors of Expertise for email alerts when opportunities are published
- **Change My Profile** – Both Account types
 - Maintain contact & organisation details
 - Change your password
 - Identify Business Sector(s) *you work in* & Sector(s) of Expertise *you can provide*



Managing Your Account (3)

- **Change My Profile – Individual**
 - Uploaded CV
 - Languages
 - Expert nationality details
 - Countries Worked in
 - Years of Experience
 - Other
- **Change My Profile – Corporate Services**
 - Additional Information



Subscription

European Bank
for Reconstruction and Development

as Gasc | Home | Log Out

Thursday, 16 Mar 2006

Home > Modify My Subscriptions

I want to ...

- Go to Homepage
- Change My Profile
- **Modify My Subscriptions**
- Find Help

Business Sectors

[Click here to subscribe to additional Business Sectors](#)

Business Sector Group	Business Sector	Action
Energy Efficiency	Energy Efficiency	X

Sectors of Expertise

[Click here to subscribe to additional Sectors of Expertise](#)

Sector of Expertise Group	Sector of Expertise	Action
Engineering	Environmental Services	X
Engineering	Industry	X
Engineering	Municipal Services	X
Engineering	Natural Resources	X
	Others	X
	Power and Energy	X
	Telecommunications	X
	Transport	X

Subscribe to Industry Sectors here

Subscription
criteria set here

Subscribe to Sectors of Expertise here



Using eSelection to express interest and manage the drafting and submission of a proposal



Expressing Interest (1)

Basic project information

The screenshot displays the EBRD website interface. At the top left is the EBRD logo and name. On the right, it shows the user is logged in as 'Gasc' with links for 'Home' and 'Log Out'. The breadcrumb navigation 'Home > Selection Summary' is circled in red. Below this is a 'Selection Overview' section with the following details:

Selection Name:	IAS System Implementation - START & NOTIFICATION	Status:	Accepting Expressions of Interest
Selection Method:	Selection from Shortlist	Country:	REGIONAL
Funding Source:	Bank Funded	Targeted:	No

Below the selection overview is a 'Notification Overview' section with a sub-tab 'Ernst's Involvement'. It contains a 'Notification Summary' table:

Publish Date	15-Mar-2006
Deadline Date	28-Mar-2006 11:59 PM
Funding Source	EBRD's own resources

A 'View Notification' link is circled in red. A red box at the bottom right contains the text: 'Click to view procurement notice as available in eSelection'.



Expressing Interest (2)

I want to ...

- [Go to Homepage](#)
- [Change My Profile](#)
- [Modify My Subscriptions](#)
- [Find Help](#)

Selection Overview

Selection Name:	IAS System Implementation - START & NOTIFICATION	Status:	Accepting Expressions of Interest
Selection Method:	Selection from Shortlist	Country:	REGIONAL
Funding Source:	Bank Funded	Targeted:	No

Notification Overview **Ernst's Involvement**

Expression of Interest

Your firm has not expressed interest in this selection.

Ernst may now submit an expression of interest up until the deadline of 28-Mar-2006 11:59 PM (GMT).

Award Summary

This selection has not yet been awarded.

Key Available Actions:

* [Express Interest in this Selection](#)

Guidance information displayed here

Access screen to upload documents



Expressing Interest (3)

Home > Selection Summary > Upload Expression of Interest Thursday, 15 Sep 2005

Selection Overview

Selection Name:	Senior PowerBuilder Analyst / Developer	Commitment Id:	16103
Selection Method:	Selection from Shortlist	Country:	UNITED K
Budget:	GBP 147,792	Status:	Evaluation

Consultant: J Individual
Submission Deadline: 17-Sep-2005 11:59 PM
Status: Pending

Expression of Interest Documents

To express interest, click the upload document button and upload the required document. You may submit or update documents up until the closing date.

[Upload Expression of Interest Document](#) [Upload Consultant's CV](#)

Document Title	Uploaded Date & Time
There are no documents.	

Alternate Contact Information

In case we have trouble contacting you, please provide an alternate contact information. This would be for manually contacting only.

Alternate Contact Name:

Email Address:

Phone/Mobile:

Associated Firms

List all companies and their country of registration that you are associating with, including consortia

[Add Associated Firm](#)

Company Name	Country of Registration
There are no associated firms.	

Cancel Expression of Interest Save **Save & Submit Expression of Interest**

*Indicates a required field

Click button and browse to upload documents

Submit Expression of Interest by clicking this button

Add Associated Firms



Accessing Request for Proposal (1)

European Bank
for Reconstruction and Development

You are logged in as Gasc | Home | Log Out

Home > Selection Summary

Wednesday, 15 Mar 2006

I want to ...

- Go to Homepage
- Change My Profile
- Modify My Subscriptions
- Find Help

Selection Overview [Help](#)

Selection Name: Leasing 2005 - Donetsk Banka
Status: Accepting RFP Responses
Selection Method: Evaluation of Proposals
Country: RUSSIAN FEDERATION
Funding Source(s): TC Funded

Notification Overview **Ernst's Involvement**

Request for Proposal	
Status	Invited
Submit RFC By	03-Mar-2006 11:59 PM
Submit Proposal By	17-Mar-2006 12:00 AM

Award Summary

This selection has not yet been awarded.

My Selection Team Members

Name
Florence, Gasc

Key Available Actions:

- [Confirm that your firm will be responding to the RFP](#)

**Ernst has been shortlisted for this selection.
Please confirm that your firm will submit a proposal.**

Access screen with Request for Proposal documents to confirm participation.



Confirming Intention to Participate

I want to ...


- [Go to Homepage](#)
- [Change My Profile](#)
- [Modify My Subscriptions](#)
- [Find Help](#)

Selection Overview [Help](#)

Selection Name: Leasing 2005 - Donetsk Banka **Status:** Accepting RFP Responses
Selection Method: Evaluation of Proposals **Country:** RUSSIAN FEDERATION
Funding Source(s): TC Funded

Request for Clarifications Deadline:	03-Mar-2006 11:59 PM
Receipt of Proposal Deadline:	17-Mar-2006 12:00 AM
Status:	Invited

Request for Proposal

 The following are the Request for Proposal documents. To view or download, click on the Document Title hyperlink. Please confirm within 10 days of the launch date that you will be submitting a proposal.

Document Title

[RFP 1 - Data sheet](#)
[RFP 2 - Standard Instructions](#)
[RFP 3 - Standard Proposal Form](#)
[RFP 4 - Evaluation Criteria](#)
[RFP 5 - Terms of Reference](#)
[RFP 6 - Contract](#)

I have read the RFP and confirm that I will be submitting a Proposal by the deadline

*Indicates a required field

Confirm participation by clicking here.

Accessing Request for Proposal (2)

The screenshot displays the EBRD portal interface. At the top left is the EBRD logo and name. The top right shows the user is logged in as 'Gasc' with links for 'Home' and 'Log Out'. The main content area is titled 'Home > Selection Summary' and shows details for a selection named 'Leasing 2005 - Donetsk Banka'. The status is 'Accepting RFP Responses' and the country is 'RUSSIAN FEDERATION'. A notification states: 'Ernst has confirmed that they will submit a proposal. Please prepare and submit your proposal before the 17-Mar-2006 12:00 AM (GMT) deadline.' Below this, a 'Key Available Actions' section is circled in red, containing a link to 'Continue preparing RFP Response'. A red arrow points from this link to a text box at the bottom of the slide.

European Bank
for Reconstruction and Development

You are logged in as Gasc | Home | Log Out

Home > Selection Summary Wednesday, 15 Mar 2006

Selection Overview [Help](#)

Selection Name: Leasing 2005 - Donetsk Banka
Selection Method: Evaluation of Proposals
Funding Source(s): TC Funded

Status: Accepting RFP Responses
Country: RUSSIAN FEDERATION

Notification Overview **Ernst 's Involvement**

Request for Proposal

Status	Confirmed
Submit RFC By	03-Mar-2006 11:59 PM
Submit Proposal By	17-Mar-2006 12:00 AM

Award Summary

This selection has not yet been awarded.

My Selection Team Members [Modify](#)

Name
Florence, Gasc

Key Available Actions:

- [Continue preparing RFP Response](#)

Access page to submit Requests for Clarifications, upload & submit Proposals.



Drafting Proposals (1)


Home > Selection Summary > Request for Proposal Wednesday, 15 Mar 2006

Selection Overview Help

Selection Name: Leasing 2005 - Donetsk Banka	Status: Accepting RFP Responses
Selection Method: Evaluation of Proposals	Country: RUSSIAN FEDERATION
Funding Source(s): TC Funded	

Request for Clarifications Deadline:	03-Mar-2006 11:59 PM
Receipt of Proposal Deadline:	17-Mar-2006 12:00 AM
Status:	Confirmed

Request for Proposal

 The following are the Request for Proposal documents. To view or download, click on the Document Title hyperlink. Please confirm within 10 days of the launch date that you will be submitting a proposal.

Document Title

- [RFP 1 - Data sheet](#)
- [RFP 2 - Standard Instructions](#)
- [RFP 3 - Standard Proposal Form](#)
- [RFP 4 - Evaluation Criteria](#)
- [RFP 5 - Terms of Reference](#)
- [RFP 6 - Contract](#)

Your firm has confirmed that they will be submitting a Proposal by the deadline.

Section 1: Request for Proposals package documents.



Drafting Proposals (2) – Request for Clarifications

Requests for Clarifications

To request clarification, write your questions within a Microsoft Word or a Text document, use the Upload RFC button to upload your document. EBRD will review all questions and upload clarifications, as need be. Clarification Documents will be displayed in this section. Please ensure the size of each file that you upload does not exceed 4MB.

i You may not remove documents from the list below at any stage once they have been posted. You may post requests for clarification up to the deadline outlined in the Request for Proposal package (RF 1 - Datasheet).

PLEASE ENSURE WHEN SUBMITTING YOUR REQUESTS FOR CLARIFICATION ALL IDENTIFICATION AND CONFIDENTIAL INFORMATION ARE REMOVED -- ALL SHORTLISTED CONSULTANTS WILL BE ABLE TO VIEW REQUESTS FOR CLARIFICATION.

Source	Document Title	Document Type	Uploaded Date
--------	----------------	---------------	---------------

There are no Requests for Clarification.

Section 2: Requests for Clarifications based on Request for Proposal package documents.



Proposals – Uploading & Submission

Section 3: Click button and browse to upload Technical & Financial proposal documents.

Proposal *

To submit a proposal, use Browse to select your file and upload your Technical Proposal Document(s) and Financial Proposal Document(s). Once done, click the Submit Proposal button at the bottom of the page. You must separate Technical Proposal and Financial Proposal documents and name documents corresponding to the Request for Proposal package schedule. You may submit multiple Technical and Financial documents however, you must use the supplied template formats and follow the instructions as per the Request for Proposal package. You may submit, delete or update documents up to the deadline date and time. Please ensure the size of each file that you upload does not exceed 4MB

[Upload Financial Document](#) [Upload Technical Document](#)

Delete	Document Title	Uploaded Date	Technical/Financial
--------	----------------	---------------	---------------------

Your firm has uploaded zero proposals.

Financial Proposal Amount *

Propose Amount: [Update Proposed Financial Amount](#)

Key Experts *

Key Expert

dhfsdhf

Expert Name

[Add/Modify](#)

Enter Total Proposal Price by clicking here

Add Key Expert names for evaluation by clicking here

Submit Proposal by clicking this button

[Submit Proposal](#)

[Save](#)

[Withdraw](#)



Managing Selection Team (1)

The screenshot displays the 'Home > Selection Summary' page. On the left, a navigation menu includes 'Go to Homepage', 'Change My Profile', 'Modify My Subscriptions', and 'Find Help'. The main content area is divided into several sections:

- Selection Overview:** A table with fields for Selection Name (Leasing 2005 - Donetsk Banka), Selection Method (Evaluation of Proposals), Funding Source(s) (TC Funded), Status (Accepting RFP Responses), and Country (RUSSIAN FEDERATION).
- Notification Overview:** A tabbed interface with 'Ernst 's Involvement' selected.
- Request for Proposal:** A table showing Status (Confirmed), Submit RFC By (03-Mar-2006 11:59 PM), and Submit Proposal By (17-Mar-2006 12:00 AM).
- Award Summary:** A message stating 'This selection has not yet been awarded.'
- My Selection Team Members:** A table with a 'Modify' link and one entry: 'Florence, Gasc'. This section is circled in red.
- Key Available Actions:** A list containing 'Continue preparing RFP Response'.

A red arrow points from the text box below to the 'My Selection Team Members' section.

Add Selection Team Members here. This enables colleagues or project team members from associated firms to use eSelection as a workspace for project submissions.



Managing Selection Team (2)

European Bank
for Reconstruction and Development

You are logged in as Gasc | Home | Log Out

Home > Selection Summary > Manage Selection Team Members

Wednesday, 15 Mar 2006

I want to ...

- Go to Homepage
- Change My Profile
- Modify My Subscriptions
- Find Help

Selection Overview [Help](#)

Selection Name: Leasing 2005 - Donetsk Banka Status: Accepting RFP Responses
Selection Method: Evaluation of Proposals Country: RUSSIAN FEDERATION
Funding Source(s): TC Funded

Selection Team Members

[Add Member \(Full Access\)](#) [Add Member \(Save Access\)](#) [Add Member \(View Access\)](#)

Name	Email	Status	Type
Florence, Gasc	flo@ernst.com	Full Access	Primary Contact

[Remove Member](#) [Make Primary Contact](#) [Cancel](#)

Add Selection Team Members by clicking here. Various levels of access can be granted.

To change the primary contact for a project: 1. Add as a team member; 2. Highlight name & click on this button.



eSelection Contacts

- **Tom Gale**
Tel: +44 (0)20 7338 6255 / fax: +44 (0)20 7338 7451
- **Tom Husband**
Tel: +44 (0)20 7338 6173 / fax: +44 (0)20 7338 7451
- **Contact us**
Technical assistance is available via
eselection@ebrd.com

