



# EIB Global Technical Assistance to Ukraine

Athens, 15 February 2024

# AGENDA



## 1) Opportunities for Greek firms - Procurement of services under the EIB technical advisory facility

- **Jean Baptiste Laffitte**, Technical Assistance Officer, EIB Global

## 2) Opportunities for Greek firms - EIB's project procurement

- **Jean Baptiste Laffitte**, Technical Assistance Officer, EIB Global

# EU4U Technical Assistance

Technical Assistance and advisory services covering:

- Programme management support & communication
- Infrastructure Advisory Services
- Financial sector advisory services
- Partnership with UN agencies & programmes
- Extensions to on-going service contracts
- Transversal activities; and
- Contribution to future trust fund

Description	Est. Amount
Programme Management Support and comm	6
Infrastructure TA facility	25
Financial sector TA facility	15
UN partnerships	10
Extension of existing contracts	10
Transversal activities	15
Contribution to future trust fund	19
<b>TOTAL</b>	<b>100</b>

# Technical Assistance procured by EIB

PRAG inspired and Directive aligned

Support in structuring Assignments and ToRs

Coordinating approvals

Procurement strategy & planning

## Procurement & Contract Management

Tender Procedure management

Chairing evaluation committees & awarding contracts

Contract management (administrative and contractual) – Addenda, payments, etc.

## Contracting options

### Framework contracts

- EIB AS Advisory (2023-2027)
- Financial sector (2020-2025) to be renewed 2024
- Digital Africa (2020-2024)
- Communication (2022-2028)

### Open tenders

### Restricted International Tenders

- 2 stages (Prequalification and tender)

### Negotiated Procedures (below 221 kEUR)

- Own shortlist of minimum 5 bidders

### Direct awards (below 70 kEUR)

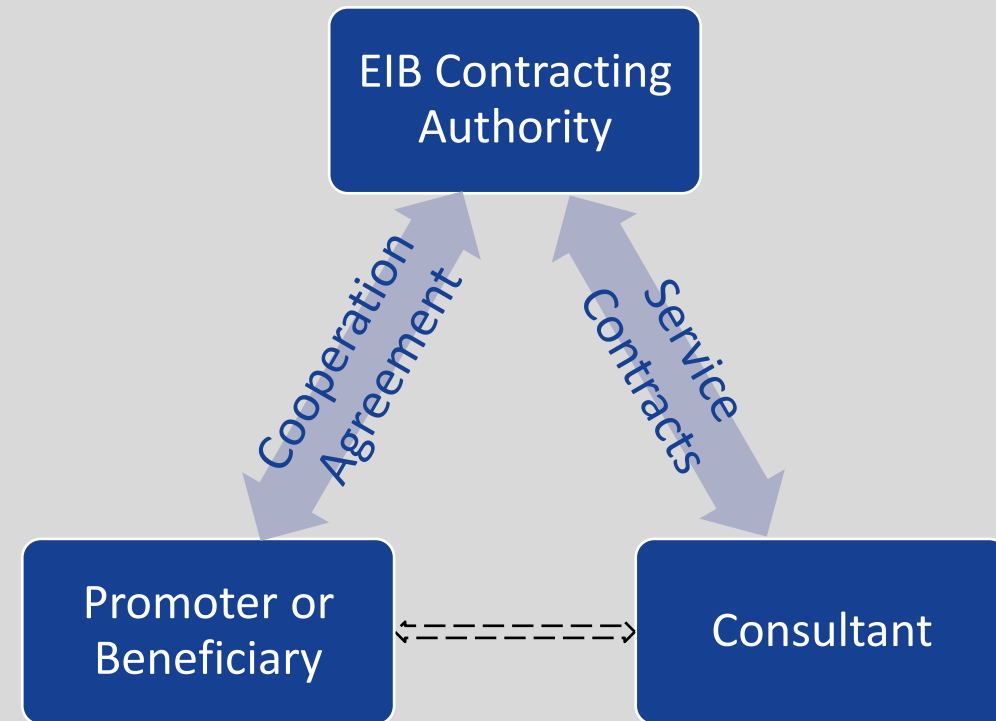
- No competition

# Promoters / beneficiaries

## TA Cooperation Agreement

Contract between the promoter / beneficiary & the EIB

- Funding and taxes; Intellectual Property Rights; Sanctions; etc.
- Annexes
  - Definition of tasks of consultant;
  - Source of funding and amount;
  - Indicative timing;
  - Involvement in procurement and daily management of the consultant (e.g. timesheets);
  - Approval of deliverables;
  - Payments;
  - Modification to TA;
  - Personal data;



## Engaging with clients

- public sector clients;
- banks and microfinance institutions;
- Corporate clients;
- Project Finance operations;
- Equity & equity trust funds

# EIB Global Advisory Role – GLO CPCMC

## TA Structuring & Procurement planning

Support in structuring Assignments and ToRs

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# Trends

## Regional & thematic facilities

IPF / ERI ITA type contracts

Framework Contracts with Single provider

## eProcurement

Tender Electronic Daily (TED)

eNotices 2

Medium term (2024)

- Off the shelf but tailored integrated software solution – Publication to submission

# Technical Assistance procurement

## Selection Criteria

- Read the Instructions to Tenderers in detail
- Use the templates provided (Declarations, datasheet)
- Be forward looking in your consortium composition.
- Consortium arrangements are evaluated at tender stage

## Points of attention

Financial – Professional – Technical  
1 reference = 1 contract + Addenda

Only eligible references

Be precise (Dates, Amounts, activities, consortium partners, etc.)

Do not add documentation

Quality assurance (Language, presentation, etc.)

Letters of undertaking

# Technical Assistance procurement

## Organisation and methodology

Read carefully the **TOR and the tender dossier**

Evaluation criteria

Maximum number of pages

Ask clarifications if you have doubts

Quality assurance (Language, presentation, etc.)

Demonstrate your experience (provide examples of similar projects or activities)

Correlate activities and expert's inputs

Be succinct but precise

## Good practices

Add value to the Terms of Reference  
– No paraphrasing.

Provide risk management strategy.

Avoid abstract description of tasks.

Analyse stakeholders

Be realistic



# Technical Assistance procurement

## CVs of the experts

- Stick to the requirements of the profiles.
- Be explicit. What did the expert do, not what was the project about;
- Emphasise relevant experiences;
- Mention month and year of start and end;
- Mention source of project funding;
- Link experiences to profile requirements

## Good to know

Too much extra experience not needed

Use same terminology as in Terms of Reference – a Team leader is not a project director.

If in doubt, ask a clarification

**GOOD LUCK !!!**

# Contract Management

We are flexible when we can while

Ensuring compliance & efficiency

Keeping track of time – Deliverables / Milestones

Approvals of NKE's and work from home

Replacement of Key Experts

Budget reallocation – Incidentals expenditures

New Expenditure verification template

Financial report – Use template - Budget planning

Interim Reports – Timely delivery

Special Conditions and General Conditions

SUBJECT TO **ECA AUDITS** – hence PRAG alignment

## Misc.

### Internal working groups

- CPCM forum
- JU CPCM Working group

### Points of Attention

- Timesheets should be detailed (per tasks)
- Non objection to be attached to Timesheets and Incidental expenditure supporting documentation

### Auditors reports

- Explain the sampling
- Should mention all findings (We often spot findings that are missed by the auditors)
- Correlate costs with size of invoice.

# Delivering services in Ukraine

## *challenges and constraints*

- Mobilization of international expertise ?
- Mobilization and availability of Ukrainian expertise ?
- Partnership with Ukrainian consulting companies ?
- Security measures ?



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- Mobilization of international expertise ?
- Mobilization and availability of Ukrainian expertise ?
- Partnership with Ukrainian consulting companies ?
- Security measures ?

Questions ?



# Further information

## **EIB response to the war in Ukraine:**

- <https://www.eib.org/standwithukraine>

## **EIB past and present involvement in Ukraine:**

- <https://www.eib.org/en/projects/regions/eastern-neighbours/ukraine/index.htm>

## **EIB in Ukraine Facebook page:**

- <https://www.facebook.com/EIBinUkraine/>

