

Procurement in EBRD projects in Ukraine

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Procurement



Procurement in EBRD projects

EBRD Procurement Policies and Rules (<https://www.ebrd.com/work-with-us/procurement/policies-and-rules.html>)

- Client led procurement (Clients are responsible for all aspects of procurement, with Bank's oversight)
- Focus on operations in public sector
- Tendering and contracting via EBRD Client E-Procurement Portal (ECEPP - <https://ecepp.ebrd.com/>)
 - ✓ All procurement notices available from the homepage without registration
 - ✓ Register for access to specific projects/tenders/documents (all countries and projects)

EBRD Corporate Procurement Policy (<https://www.ebrd.com/procurement/corporate-procurement.html>)

- Bank led procurement – including consultancy services in investment projects
- Procurement via SMART by GEP - [registration is required to view current Procurement Notices](#)

EBRD – current approach to procurement in Ukraine

- Enhanced risk assessment (increased risks, new risks, uninsurable risks, supply chain and logistics disruptions)
 - See [Project Implementation During Armed Conflicts or Wars](#) for details
 - Procurement of Goods mostly (tender and contract conditions adjusted accordingly)
 - Procurement of Works mostly limited to areas far from the active frontline
 - Wide use of **Market consultations** to ensure current market conditions and capabilities are captured (in particular, for complex equipment with long lead times) – to become mandatory under new PPR
 - ✓ Notices for market consultations published on EBRD website - <https://www.ebrd.com/work-with-us/procurement/notices.html>
- **Competition** by default, but some flexibility may apply (e.g. for security reasons)
- **No restrictions** on participation (*but note EU requirements under Ukraine Investment Facility*)
- **Cooperation and harmonisation** with other MDBs/IFIs

EBRD Procurement – opportunities and support

What can you do?

- As a **Supplier/Contractor** in Bank-financed projects (involving Bank's loan and donor investment grants administered by the Bank) – supply goods, carry out works and services
- As a **Consultant** – provide consultancy services for Bank's clients and the Bank
 - ✓ Procurement and project implementation support
 - ✓ Technical inspection (e.g. pre-shipment inspection, witnessing factory tests)
 - ✓ Lender's monitor (e.g. review of proposals and value for money verification in directly awarded contracts)
 - ✓ Assessments (e.g. feasibility studies, damage/reconstruction assessment etc.)

What can we do?

- Support available from the Bank
 - ✓ Dedicated market consultations / outreach events
 - ✓ Training on EBRD procurement and use of ECEPP (electronic procurement platform)
 - ✓ 'Business matching' sessions with private sector clients (for a specific sector)

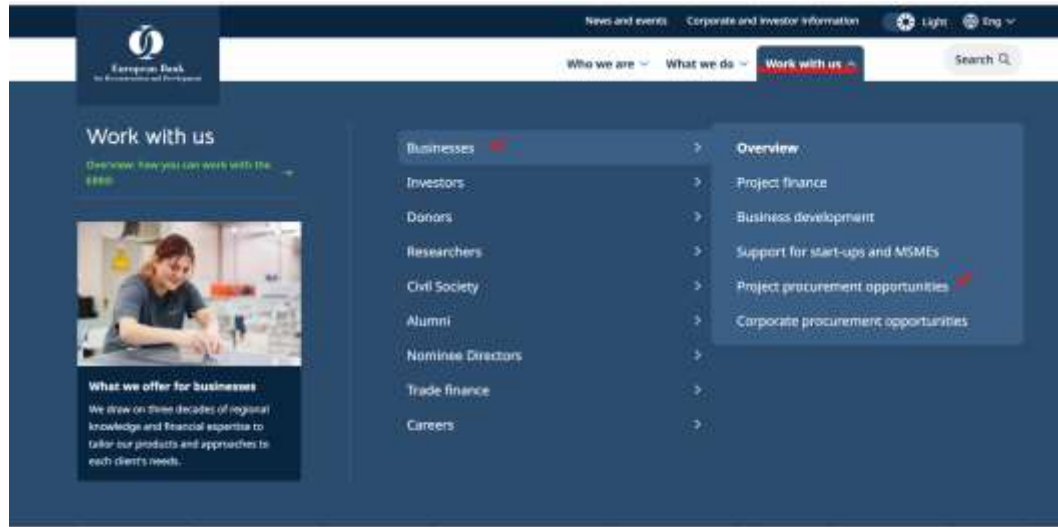
EBRD Procurement – opportunities in supply, works, services and consultancy services

As a Supplier/Contractor/Consultant in Bank-financed projects (involving Bank's loan and donor investment grants administered by the Bank)

Recommendations

- Find local partners in Ukraine (subcontractors, licensed designers, certified experts)
- Find JV / consortia partners (EU and Ukrainian companies)
- Familiarise yourself with procurement and project opportunities resources in Ukraine (Prozorro, DREAM)
- Seek sub-supplier opportunities to supply components, not only finished products (e.g. signalling system for railways and metro track works contracts)

EBRD Procurement – support from EBRD



For the implementation of EBRD-financed projects in both the public and private sectors, EBRD clients may need to procure goods, works, and services, as well as consultancy services.

The EBRD's [Procurement Policies and Rules](#) (PPRs) set out the principles and rules governing the procurement of goods, works, and services, as well as consultancy services contracted by EBRD clients in projects financed by the EBRD both in the public and private sector. The policy also applies to contracts financed with donor funds administered by the EBRD.

Procurement policy and advisory department

The EBRD's Procurement Policy and Advisory Department (PPAD) is the custodian of the PPRs. It provides advice and quality assurance for project procurement processes and contract management. PPAD carries out procurement policy dialogue with the authorities in EBRD economies to promote procurement as an efficient tool for transition and sustainable development. It runs numerous institutional capacity-development programmes in cooperation with other institutions.

Related

- [Access ECEPP](#)
- [Procurement Notices](#)
- [Contract Awards Notifications](#)
- [Project Summary Documents](#)

Recommendations to prospective participants

review Procurement Policies and Rules

review relevant guidance notes and directives

familiarise yourselves with Standard Procurement Documentation

EBRD project procurement – available resources (www.ebrd.com)

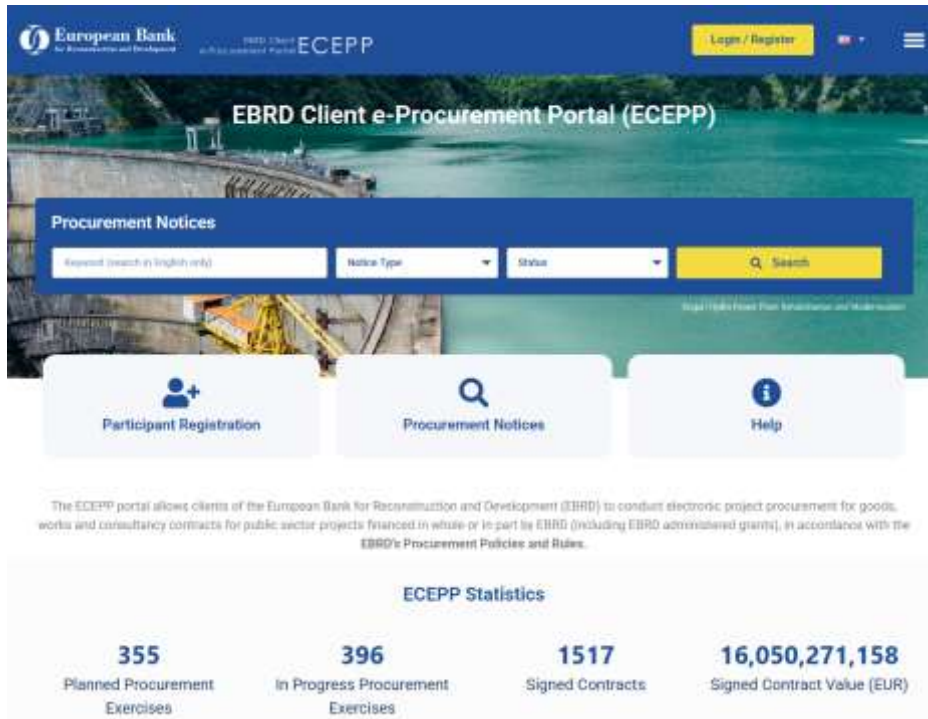
- Dedicated market consultations / outreach events
- Training on EBRD project procurement and use of ECEPP (e-procurement portal)
- 'Business matching' sessions with private sector clients (for a specific sector)

Please share your feedback and suggestions

- *New revisions to the EBRD Procurement Policies and Rules – September 2026*
- *New e-procurement system for project procurement – first phase expected Q1 2027*

What is ECEPP?

- EBRD Client e-Procurement Portal (**ECEPP**) allows clients of the Bank procure goods, works, services and consultancy contracts, and administer the resulting contracts, under all public sector projects, financed in whole or in part by EBRD (including EBRD administered grants), in accordance with the EBRD Procurement Policies and Rules.
- ECEPP is in use since August 2015 and the default option for all client-led procurements since January 2020.
- All procurement notices available from the homepage, but **register for access to specific projects/tenders**



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			
355	396	1517	16,050,271,158
Planned Procurement Exercises	In Progress Procurement Exercises	Signed Contracts	Signed Contract Value (EUR)

Registration, access to procurement document and participation in tenders is free of charge

Procurement particulars – open competitive procedures

Which **procedures** are used – depends on the complexity and nature of the contract:

- **Single stage** (with or without prequalification) – technical and financial proposals are submitted together and opened at the same time
 - ✓ Small works (e.g. pipe replacement) based on the Employer's (Client's) design
 - ✓ Standard goods (serial production Goods not requiring major installation, testing and commissioning)
- **Single stage two-envelope** (with or without prequalification) – technical and financial proposals are submitted together but opened at separate times
 - ✓ Consultancy services
- **Multi-stage** (with or without prequalification) – only technical proposal is submitted and evaluated first; updated and financial proposal are submitted and opened together at next stage
 - ✓ Works involving a technological element and/or design by the Contractor (e.g. wastewater treatment plant modernisation, bridge construction)
 - ✓ Complex Goods (e.g. metro trains)

Procurement particulars – alternative procedures

Which **procedures** are used – depends on the implementation arrangements for a project complexity and nature of contracts:

- **Procurement in accordance with rules of other IFIs/MDBs** on the basis of mutual reliance agreements for jointly co-financed projects
- **Procurement under national laws** – i.e. in accordance with Ukraine's Law on Public Procurement via Prozorro (Ukraine's e-procurement system)
- **Procurement of commodities** (e.g. gas procurement)
- **Direct contracting** – subject to conditions listed in PPR 3.24
- **Procurement by Utilities**

Procurement particulars – tender and contract conditions

- Eligibility – company from any company can participate, unless they are excluded (see PPR 2.8)
- Time limits – depends on the procedure and complexity of the contract:
 - Recommended (PPR 3.44) – normally not less than 40 days, but may be extended for large/complex contracts or, with prior agreement of the Bank, reduced
- Proposal evaluation (PPR 3.49–3.55)
 - proposals are evaluated using only the criteria and methodology included in procurement documents
 - price is not the only and not always the main factor
 - rated criteria are permitted with Bank's prior approval
- Contract terms and conditions
 - Use of internationally recognised forms of contract
 - Particular conditions (payment terms, bank guarantees, dispute resolution etc.) depend on the nature of the contract and Client's requirements
 - Advance payments made only against a bank guarantee

Procurement opportunities in Ukraine

Signed/ongoing projects:

- RFL - Ukrnafta Emergency Distributed Generation Support (supply and installation of gas engine power plants)
- Kyiv District Heating (supply and installation of co-generation equipment)
(installation and related works contracts for some equipment are tendered separately from the equipment, and our Clients assessed these should be attractive for Ukrainian contractors).
- Ukraine Road Corridors (road capital repairs and works supervision – tender ongoing)
- RLF - Hydro Power Plants Emergency Restoration (supply of hydro generation and electrical & mechanical (gantry cranes) equipment)
- RLF - Lutsk District Heating Phase II (supply and installation of CHP)
- Kharkiv Metro Extension (rehabilitation of existing (damaged) depot, design & construction of new underground depot)
- Chernivtsi District Heating Project (installation of individual heat substations, rehabilitation and modernization of large and small boiler houses, supply and installation of SCADA system)
- RLF - Mykolayiv Emergency Water Project (replacement of steel water pipes, construction of a sodium hypochlorite production station)
- Cherkassy Trolleybus (Procurement of trolleybuses + rehabilitation of associated infrastructure (PROZORRO))
- UZ Emergency support (Procurement of accessibility equipment for train stations (lifting platforms, escalators, wayfinding systems, elevators etc.))

Pipeline:

- RLF - Rivne Energy Efficiency (EE measures in public buildings)
- RLF - Vinnytsia Region District Heating (CHP, other, tbc)
- Kharkiv DH – (modular boiler houses with small cogeneration units – 4/6 lots)
- Odessa DH – (rehabilitation of district heating facilities and equipment)
- Cherkassy SW – (construction of a modern MSW processing facility in compliance with EU standards + closure of landfill)

PPR 2026

Effectiveness PPR 2026: 1 September 2026

Rated Criteria:

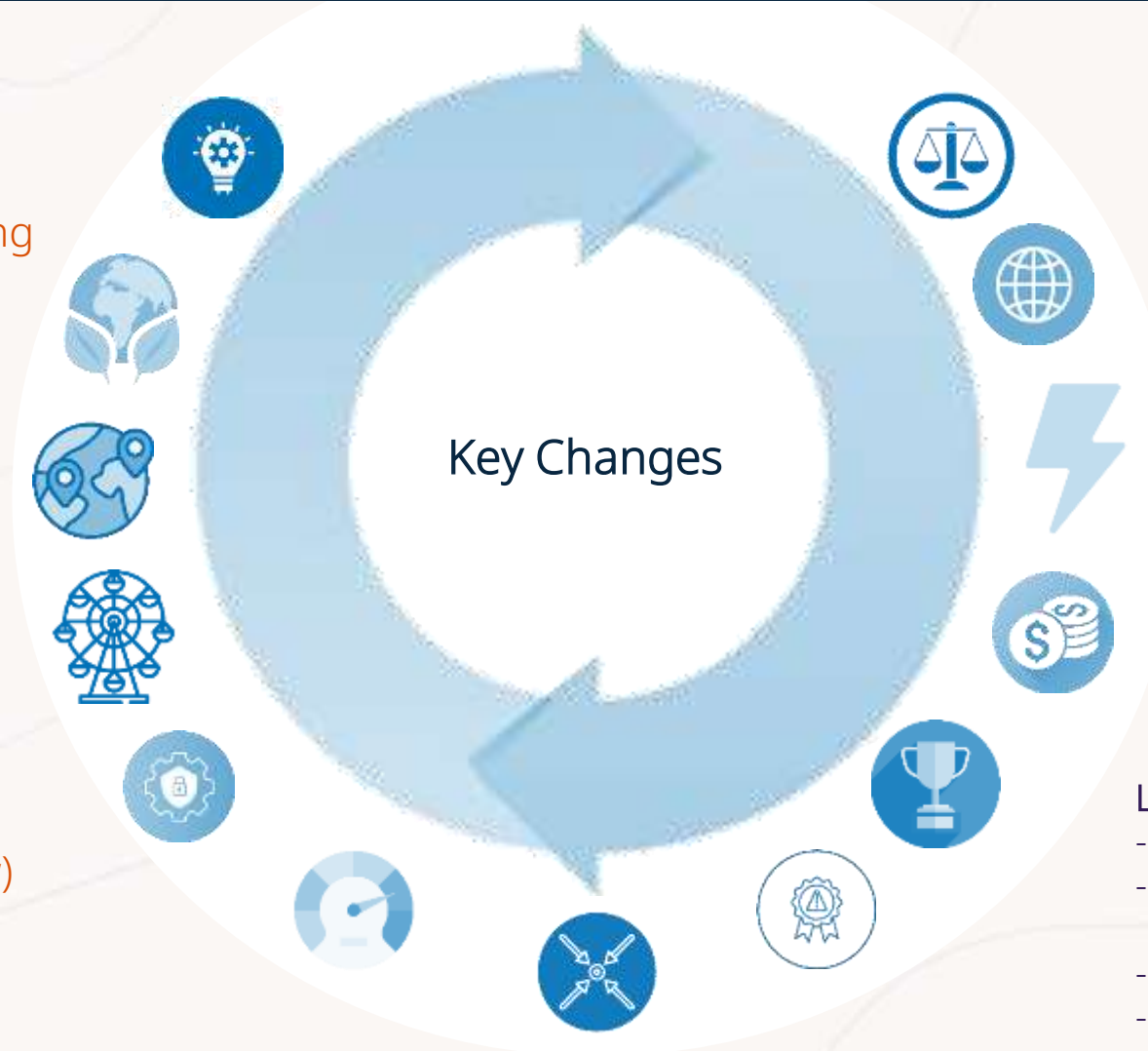
- Mandatory above specific thresholds
- minimum 50% qualitative rating

Thresholds (excl. VAT):

- Goods: EUR 10m
- Works: EUR 35m
- Services: EUR 35m
- Consultancy: EUR 100,000

Relevant documents:

- PPR 2026: Article 3.42 – 3.43
- Value for Money Guidance
- Rated Criteria Guidance (new)



Early market engagement:

- More structured and systematic approach
- Mandatory above specific thresholds

Thresholds (excl. VAT)

- Goods: EUR 10m
- Works: EUR 35m
- Services: EUR 35m
- Consultancy: EUR 5m

Relevant documents:

- PPR 2026: Article 3.5
- Early Market Engagement Guidance (new)

Local Labour:

- 30% local labour costs
- works contracts above EUR 35m (if appropriate)
- Early market engagement relevant
- Sustainable Public Procurement Guidance

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