

Working with the EBRD

Consultant Opportunities at the European Bank for Reconstruction and Development

*A full day workshop with the EBRD representatives
on the HOWs, DOs and DON'Ts of
obtaining consultancy work with the Bank and its Clients
and an opportunity to network with other players in the market*

*Sectors of Focus:
Transport, Municipal & Environmental Infrastructure
Power and Energy, Financial Institutions and SME Support*

Draft Programme

**26 September 2012
Central European Initiative Headquarters
Via Genova 9, Trieste**

Draft programme

09:30 – 10:15	<p><u>Opening session</u></p> <p>Representative of the Central European Initiative (CEI)</p> <p>Representatives of the Italian Government (tbd)</p> <p>Representative of the Association of Italian Engineering, Architectural and Technical-Economic Consulting Organisations (OICE)</p> <p>Representative of the European Federation of Engineering Consultancy Associations (EFCA)</p> <p>Representative of the Italian Federal Association of Consultancy Firms (Assoconsult)</p> <p>Ms Dilek Macit, Director, Consultancy and Corporate Procurement Department, EBRD</p>
10:15 – 11:30	<p><u>The 5 “W”s of consultancy opportunities at the EBRD</u></p> <ul style="list-style-type: none"> • <i>why</i> does the Bank need consultancy services • <i>where</i> does the Bank geographically operate and are the services needed • <i>what</i> kind of consultancy services does the Bank and its Clients need • <i>when</i> does the Bank or its Clients make use of consultancy services • <i>who</i> are the key players in decision making, selection and managing of consultants <p>Ms Dilek Macit, Director, Consultancy and Corporate Procurement Department, EBRD Mr Andrea Baldan, Head of Operations, Consultancy Services Unit, EBRD</p>
11:30 – 12:00	Coffee break
12:00 – 13:00	<p><u>The 3 “H”s of consultancy opportunities at the EBRD</u></p> <ul style="list-style-type: none"> • <i>how</i> does the Bank select consultants • <i>how</i> to succeed in a selection • <i>how</i> to implement a contract successfully <p>Ms Dilek Macit, Director, Consultancy and Corporate Procurement Department, EBRD Mr Andrea Baldan, Head of Operations, Consultancy Services Unit, EBRD</p>
13:00 – 14:00	Buffet Lunch
14:00 – 14:15	<p><u>Presentation of the CEI Fund at the EBRD</u></p> <p>Mr Guido Paolucci, Programme Manager, Office for the CEI Fund at the EBRD</p>
14:15 – 15:45	<p><u>Experience in working with the EBRD</u></p> <p>Consultancy firms (6) from Italy and other CEI member states</p>
15:45 – 16:00	Coffee break
16:00 – 17:00	<p><u>Case Studies:</u></p> <ul style="list-style-type: none"> • <i>how</i> to read a Procurement Notice • <i>how</i> to prepare an Expression of Interest • <i>how</i> to respond to a Request for Proposals <p>Ms Dilek Macit, Director, Consultancy and Corporate Procurement Department, EBRD Mr Andrea Baldan, Head of Operations, Consultancy Services Unit, EBRD</p>
17:00 – 19:00	<u>Meetings and networking</u>