

EBRD Business Opportunities for Jordanian Consultants

9 June 2014, Le Méridien, Amman, 09.00 – 16.00

The European Bank for Reconstruction and Development's (EBRD) Technical Cooperation (TC) Programme and related Project Opportunities for Jordanian Consultancies

The European Bank for Reconstruction and Development (EBRD) is pleased to invite consultancy firms and individual consultants to a bespoke seminar focusing on the EBRD's Technical Cooperation (TC) Programme and related consulting opportunities for Jordanian Consultancies. The main focus will be on opportunities in the Municipal and Environmental Infrastructure sector and especially on water projects.

In 2013, the EBRD and its clients awarded **more than 2,800 consultancy contracts** with a total value of more than **€170 million**. The EBRD requires consultants to prepare and implement its Technical Cooperation Programme in relation to fulfilling its mandate of fostering transition in its countries of operation. EBRD's sectors of operation include banking and financial institutions, support to SMEs, environment, power & energy, energy efficiency, municipal and environmental infrastructure, transport, management, public sector reform, economic research and legal transition.

The Workshop

Speakers from the EBRD will provide an introduction to EBRD consultancy opportunities and provide guidance and lessons learned on obtaining consultancy contracts with EBRD and its clients. The seminar will be interactive and is expected to cover:

- (a) EBRD investment projects (introduction, pipeline and strategy), associated TC consulting assignments and opportunities;
- (b) EBRD experience in the Municipal and Environmental Infrastructure sector and especially on Water Projects and the need for consultants;
- (c) Being prepared and identifying EBRD consultant opportunities and related information;
- (d) The EBRD's Procurement Policies and Rules (PP&R) for consultancy assignments and the key contractual arrangements;
- (e) Strategies for successful applications and winning contracts.

The seminar is addressed to both senior management interested in exploring additional business opportunities and staff who would work on applications for EBRD consultant opportunities and the implementation of assignments.

Please note that the seminar is aimed at consultants and will not address the procurement of goods and works or EBRD investment opportunities.

Workshop agenda:

Workshop for Jordanian Consultants on EBRD Business Opportunities	
09.00 – 09.30	Registration
09.30 – 09.45	Welcome remarks from the Head of Jordan Office Speakers: Dr Heike Harmgart
09.45 – 10.30	EBRD Opportunities in Municipal and Environmental Infrastructure – with focus on Water projects Speakers: Hamza Al-Assad, Associate Banker, Municipal and Environmental Infrastructure; and Esther Griffies Weld, Technical Cooperation Officer, Municipal and Environmental Infrastructure
10.30 – 11.00	EBRD investment projects and related consultancy opportunities: How to get started and to identify EBRD consultancy opportunities and related information. Speaker: Dilek Macit, Director of Technical Co-operation Team, EBRD
11.00 – 11:15	Coffee Break
11.15 – 11.45	The EBRD's Procurement Policies and Rules (PP&R) for consultancy assignments, and how the EBRD and its Clients procure consultants. Speaker: Steven Gillard, Senior Advisor/Team Leader, Technical Co-operation Team, EBRD
11.45 – 12.15	Strategies for successful applications and winning contracts Speaker: Jenny Scheffel, Advisor, Technical Co-operation Team, EBRD
12.15 – 12.30	Questions and Answer Session
12.30 – 13.30	Networking
13.30 – 16.00	One-to-one meetings (up to 10 minutes each) with EBRD representatives

Breaks will provide an opportunity for networking and participants are also invited to request one-to-one meetings with the EBRD speakers after the workshop.

Participation and registration

Date of the workshop: Monday, 9 June 2014, Amman, 09.00 – 16.00.

Location: Le Méridien, Queen Nour St, Shmeisani, Amman 11195, Jordan

Participation: The seminar will be held in English (without translation) and is free of charge. Light refreshments in the coffee breaks will be provided. Participation is limited to 50 people and all participants must pre-register using the attached form. Please respond promptly to ensure your place.

Registration for Workshop

EBRD Business Opportunities for Jordanian Consultants

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REGISTRATION FORM

1. **Name:**
2. **Company name:**
3. **Company address:**
4. **Title/position:**
5. **E-mail:**
6. **Are you interested in the one-to-one meeting with one of the EBRD representatives?** *Please note the places will be allocated on the first-come-first-served basis. The meetings will be 10 minutes long and are expected to take place after the break (approx. 13.30 – 16.00 for consultants). A confirmation including your time slot will be made during participants' registration on the day of the workshop.*
 - Yes
 - No
7. **If you request a one-to-one meeting, please indicate your preference:**
 - Technical Co-operation (consultancy services)
 - Municipal and Environmental Infrastructure

PLEASE COMPLETE REGISTRATION BY NO LATER THAN 2 JUNE 2014.