

Black Sea Bridge

Business opportunities from IFI-financed projects and IFI financing (World Bank, BSTDB, EBRD, MCC) Briefing-Networking

organized by the PSLO network of the World Bank Group, the Thessaloniki Chamber of Commerce and Industry:

Thessaloniki - Greece: Tuesday June 19, 2018 at the Thessaloniki Chamber of Commerce and Industry

The International Finance Institutions (IFI) are particularly interesting to the private sector companies for their procurement programs as well as their products and services. In 2017 the value of the WB-financed projects alone exceeded \$61.8 bn. Each year an average of \$25 billion worth of contracts are awarded through competitive bidding to private sector companies worldwide. BSTDB and, recently, EBRD have an established presence in Greece offering financing to the private sector.

Borrowing countries utilize IFI funds to purchase goods and equipment, carry out civil works and purchase consultant services required for the implementation of development projects. Each project may involve many separate contracts and business opportunities for suppliers, contractors and consultants worldwide. Contracts range in size from several hundred million dollars (for major infrastructure or industrial plants) to a few thousand dollars (for suppliers of goods and services). Contracts are awarded, with few exceptions, through competitive procedures detailed in the IFIs' procurement guidelines. Large and small companies can benefit from the business generated by IFI lending. Some 90% of contracts awarded are below \$ 1million in value and 60% are below 500.000 dollars. Contracts refer to the supply of goods and equipment up to 63%, construction of works, 20% and consultant services, 17%.

The successful participation in the IFI procurement programs is a good opportunity for the development of any company due to the credibility of these institutions and the fact that through the procurement procedures SMEs will gain experience from operating in a very competitive international environment, as well as the prestige that the award of an IFI-financed contract implies.

Objective

The forum is designed for representatives of both suppliers of goods and contractors and consulting firms (business consultants, education-training consultants, legal consultants, IT consultants, architects, engineers etc) that are primarily interested in learning how they can win contracts in IFI-financed projects. The forum is designed for companies that have some experience but need to deepen their knowledge.

Since the selection of a local partner is very important in the context of procurement when the bidding company is based outside the recipient country, participants will be given the opportunity to form synergies with partners in the Black Sea countries.

In the **first part** the forum aims to familiarize such companies with the IFIs procurement procedures, to give practical advice and point out mistakes that should be avoided.

In the **second part** the forum will offer participants the chance to find partners and form synergies with companies in the Black Sea region, thus increasing their effectiveness abroad as well as to discuss their particular needs or problems they face with IFI procurement specialists.

Time and venue

The forum will take place in:

THESSALONIKI on **Tuesday June 19, 2018** at the Thessaloniki Chamber of Commerce and Industry, 29 Tsimiski st., 2nd floor at 09.00-17.00

Organizers

The forum is organized by the Private Sector Liaison Officer (PSLO) to the World Bank in Greece, the Thessaloniki Chamber of Commerce and Industry and the PSLO network of the World Bank Group.

Language

English is the working language of the Forum.

Networking

During the event participants will be offered a lot of opportunities to ask questions and to interact with the instructors/representatives of IFIs. Participants are particularly encouraged to interact with each other and will be assisted by the organisers to make B2B meetings.

Registration & deadline

Due to the expected strong participation interest, applications will be treated on the First-Come-First-Served basis. Interested parties must fill the attached participation form and send it by fax to +302310370136 or e-mail theo@ebeth.gr by **June 15, 2018**.

Additional information can be obtained from the Private Sector Liaison Officer tel. +302310370120 and +302310370132 (fax +302310370136).

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AGENDA

- **09.00 – 09.30** Registration - Coffee
- **09.30 – 09.45** Welcome speech
- **09.45 - 10.30** Introduction to World Bank procurement procedures and principles, description of the project life cycle and sources of information, procurement of consultant services, *Elena Corman, Procurement Specialist*
- **10.30 - 11.15** Procurement of goods and works, brief outline of the new WB procurement regulations, *Elena Corman, Procurement Specialist*
- **11.15 – 11.45** Procurement Opportunities arising from MCC: The Do's and Don't's when bidding for a WB or MCC financed project. *Spiros Voyadzis, CEO PFD Group, Partnerships for Finance and Development*
- 11.45 -12.15 Coffee break
- **12.15 - 12.45** EBRD procurement opportunities, *Advisor, Technical Cooperation Team*
- **12.45 -13.15** EBRD Advice for Small Businesses Programme, *Dimitra Papandreou, Principal Manager, Advice for Small Businesses*
- **13.15 - 13.45** BSTDB products - services and procurement opportunities, *Vassilis Christakis, Principal Officer, Procurement & Corporate Governance*
- 13.45 – 15.00** Questions Answers, discussion and conclusions
- **15.00 – 17.00** meetings