

Ukraine's infrastructure through the lens of national procurement

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Technical fields

Buildings &
structures

Transport &
mobility

Environment

Technical
building
equipment

Construction
& project
management

Water

Geology &
geotechnical
engineering

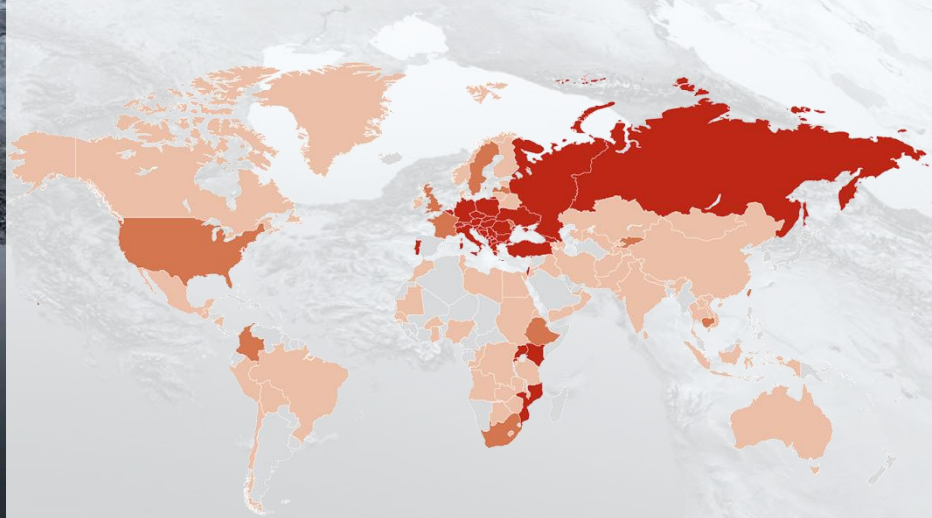
Tunnelling

Energy





With our global know-how and competencies on site as well as **more than 600 colleagues** and our experience in **100 countries** we provide solutions for projects worldwide.





iC is in Ukraine since 2006 and **officially registered in 2013.**

16 employees leading in Energy Efficiency, Renewables sectors... until now...

Membership of iC in Ukraine



How did we “land” in Ukraine’s transport infrastructure sector?

How did we land in Ukraine's transport infrastructure sector?

Many many attempts to get into the internationally financed projects

Traffic management, e-ticketing, public transport projects.. Lviv, Kryvy Rih

Monitoring of quality of road repairs (2015) and assessment of technical supervision processes (2019)

“The Great Construction” programme and search for “new” companies

Tender on the technical supervision of the construction of the highway across Dnipro river in Zaporizhzhia (automobile road H-08 Boryspil-Dnipro-Zaporizhzhia (through Kremenchuk city) - Mariupol “Access road to Khortytsia island” (highway across Dnipro river in Zaporizhzhia) I stage of construction.

EUR 3.2 mil / EUR 2.7 mil max budget (exch. rate differences betw. June & Oct.)

Launched on the **1st of June** first deadline on **June 26** (ext. July 03)



Meet tight deadlines

Fulfill requirements

Set up legal structure

Find team

Supervision tender (1)

NEW legal structure. In quarantine. With “no director”

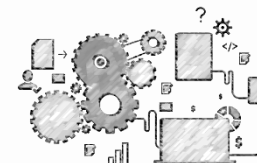


Paper work. Notaries, translations, apostil.
First version of TD 1600 pages

Team. 16 engineers partially with very challenging qualifications. i.e. CC3 requirement. With contracts signed. Initially employment contract required (!)... but no CV?



Laboratory. Very few in Ukraine



Supervision tender (2)

Material base. Proof of i.e. computer (Invoice, Akt, Nakladnaya!)

Proof of experience. 1 **equivalent** reference. “positive recommendation” from the client. Proof of performance/completion

No technical evaluation. Auction and lowest price apply

Bank guarantee. Alone can qualify for a book...

Supervision services

Cost of technical supervision services, % of the construction

5%



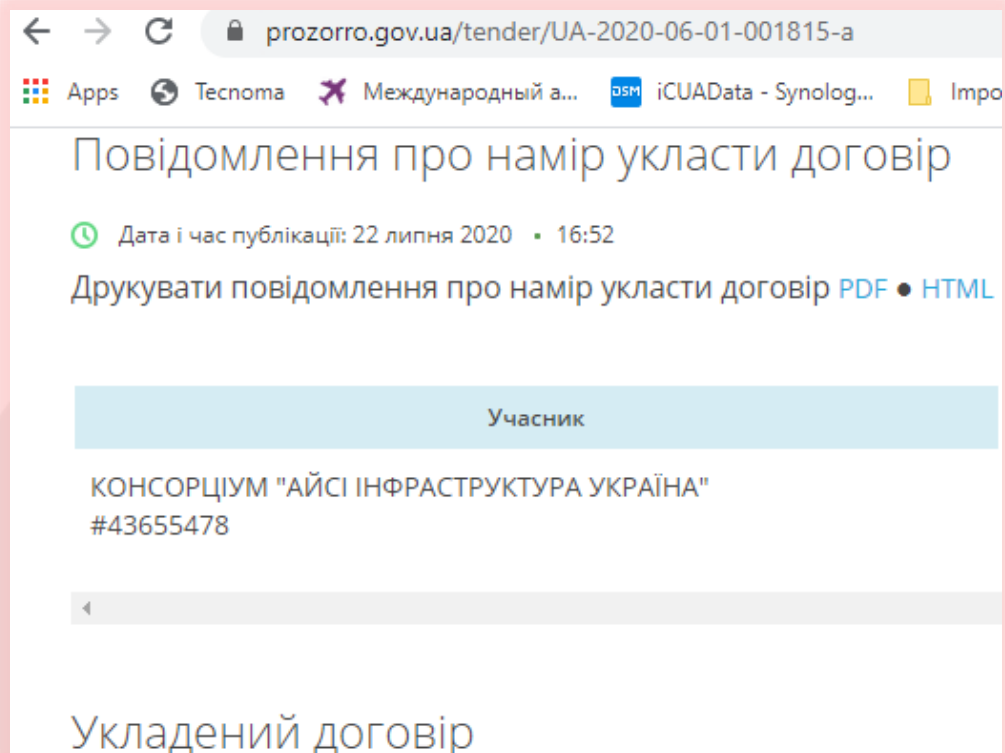
1,5%



0,78%



Tender in 30 days – DONE!



The screenshot shows a web browser window with the URL prozorro.gov.ua/tender/UA-2020-06-01-001815-a. The page title is "Повідомлення про намір укласти договір". Below the title, it shows the publication date and time: "Дата і час публікації: 22 липня 2020 • 16:52". There are links to "Друкувати повідомлення про намір укласти договір" in PDF and HTML formats. A table with one row is visible, showing the participant's name and ID. The participant is "КОНСОРЦІУМ 'АЙСІ ІНФРАСТРУКТУРА УКРАЇНА'" with ID "#43655478". The page also shows a section for "Укладений договір".

← → ↻ 🔒 prozorro.gov.ua/tender/UA-2020-06-01-001815-a

Apps Tecnomia ✈️ Международный а... iCUADData - Synolog... Impo

Повідомлення про намір укласти договір

🕒 Дата і час публікації: 22 липня 2020 • 16:52

Друкувати повідомлення про намір укласти договір [PDF](#) • [HTML](#)

Учасник
КОНСОРЦІУМ "АЙСІ ІНФРАСТРУКТУРА УКРАЇНА" #43655478

Укладений договір

Lessons Learnt



PARTNERS & Good Lawyers!

LOCAL OFFICE in Kyiv worked day and night in extensive mode (3 -4 people full time for 4-6 weeks)

SPEED in all tasks and aspects partners/subcontractors/authorities

INVESTMENT. EUR 30 – 50k

CURRENCY RISKS. No products available...

ONCE IT'S DONE IT'S DONE. Experience can be re-used

POLITICAL INFLUENCE. Strong and worrisome. It's often impossible to “do it right”

The bridge





© MINTRANS





The Bridge

- **2 parallel bridges with a navigable span of 260 meters supported by a cable stay structure – five sections of 80 meters bridge**
- **the total height of reinforced concrete pylon is 166 meters**
- **separate frame girder parallel bridges with total length of 340 meters**
- **approximately 9 km of highway with 6 interchanges and 8 overpasses**



The Bridge – unique landmark project



Олена Рибак
Економічний Директор

Thank you for attention!

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