



INCLUSIVE PROCUREMENT: ACHIEVING POSITIVE OUTCOMES FOR INCLUSION TARGET GROUPS

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Building Human Capital and Scaling up Gender Mainstreaming across Investments and Policy Engagements

Strategy for the Promotion of Gender Equality



THE GREEN ECONOMY

- Gender mainstreaming into Green Cities, Renewables FWs, GEFs and JT



THE DIGITAL ECONOMY

- STEM / digital skills and jobs for women
- Digital entrepreneurship, responsible use of AI and digital technologies



THE CARE ECONOMY

- Investments in public and private care provision
- Enhancing care policies and practices and corporate and national policy levels



VOICE, AGENCY AND ADDRESSING GBVH

- Women in boards/snr management
- Women's participation in policy making
- Tackling Gender Based Violence and Harassment

ALIGNED STRATEGIC FOCUS AREAS

BUILDING INCLUSIVE AND GENDER-RESPONSIVE FINANCIAL SYSTEMS

BROADENING ACCESS TO SKILLS, EMPLOYMENT AND SUSTAINABLE LIVELIHOODS

CREATING INCLUSIVE AND GENDER-RESPONSIVE SERVICES AND PUBLIC GOODS

Equality of Opportunity Strategy

Investments and policy engagement to tackle inequalities as they arise due to...

LARGE-SCALE SHOCKS / COVID CRISIS



REGIONAL DISPARITIES, URBANISATION AND MIGRATION



CLIMATE CHANGE



DIGITALISATION AND FUTURE OF WORK



... and to enhance human capital resilience.

Promoting Inclusive Regions and Cities

Enhancing green / digital / STEM skills and jobs

Creating Inclusive and gender equal Financial Systems

Providing Inclusive Infrastructure Solutions

Supporting a Just Transition towards a green economy

Promoting Inclusion Goals in Large-scale Infrastructure Projects

The EBRD invests in around 100 projects in the Sustainable Infrastructure sector each year.

- Approx. 20 percent of these explicitly target the **economic inclusion of young people, women and those from less-developed regions.**
- Other economically disadvantaged groups such as **migrants, refugees and people with disabilities** can also be the focus



Promoting **inclusive procurement principles** is one key way in which the EBRD leverages its infrastructure investments to achieve positive outcomes for its inclusion target groups.

The EBRD's Inclusive Procurement Approach

Inclusive procurement is the integration of an additional clause into the procurement documentation to encourage contracting companies to offer on-site training opportunities to inclusion target group members.

Very **flexible** and **cost-effective** approach:

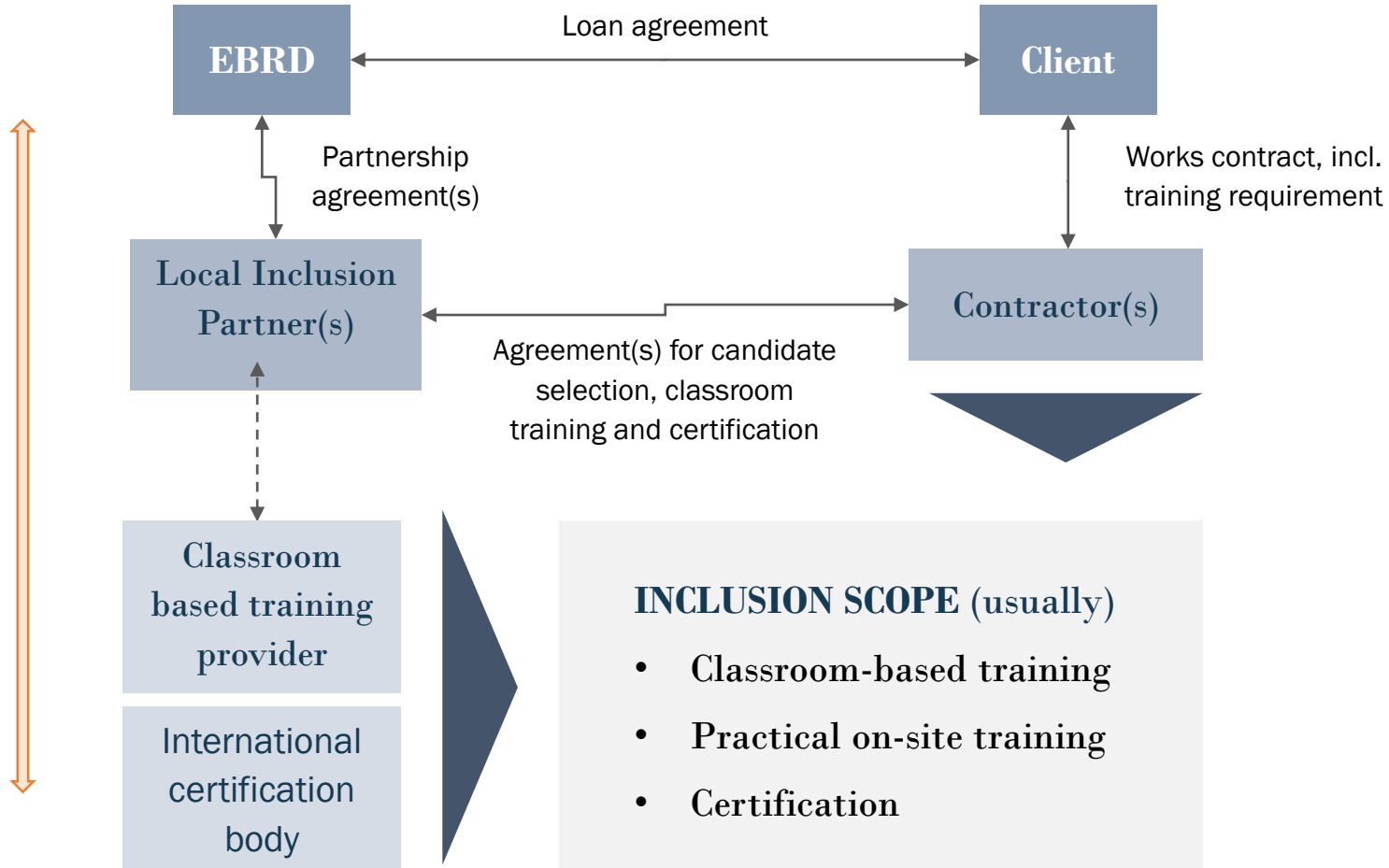
- Wide range of requirements can be included, e.g. encouraging contractors to **strengthen workforce diversity** by promoting the participation of women
- Costs to the client are generally very low (small **fraction of EBRD loan**), accompanied by **small grant-funded TC** focused on establishing training arrangements and ensure monitoring on the ground
- Approach leverages **existing training providers** (e.g. National Employment Services)



Inclusive Procurement in Practice – Key Parties and Processes

Supported by small TC assignment, focused on

- Establishment of training arrangements
- Input into tender documents / capacity building
- Monitoring of training implementation



Additional costs to the contract usually small, covering e.g.

- Insurance
- Supervision/mentorin g of trainees on site
- Basic equipment (hard hats, high visibility jackets, etc.)

Inclusive Procurement Projects in the Western Balkans

Croatia, Corridor Vc - Motorway Completion (EUR 35.7m loan, 2020 | TC EUR 75k):

- Construction of 17.5 km section on Corridor Vc, purchase of motorway equipment; contractors will **train a minimum of 60 young people**; the client has also pledged to develop **policies to apply inclusive procurement principles on their future tenders**.

Leading an expert group on behalf of **WBIF** to develop an **Inclusive and Socially Responsible Procurement** approach for piloting in a future investment, with an aim to target Roma inclusion

Serbia, Route 7 Highway (EUR 85m loan, 2020 | TC EUR 75k):

- Construction of an approx. 39.4 km road section; contractors will offer **on-site training opportunities to at least 60 students and unemployed youth**, and participate in **formal internship programme** reaching out to young female students in degrees such as engineering, geology, environment, etc.

Albania, Regional and Local Roads Connectivity (USD 50m loan, 2019 | TC EUR 75k):

- Rehabilitation of key regional and local roads; **contractors will offer training to at least 60 students**.

North Macedonia Corridor 8 (EUR 69mil loan, 2021 | TC EUR 61k)

- Construction of an approx. 10 km road section; contractors will offer **on-site training opportunities to at least 50 students and unemployed youth**, and participate in **formal internship programme** reaching out to young female students in degrees such as engineering, geology, environment, etc.

Bosnia & Herzegovina, Corridor Vc Part 3 (EUR 180m loan, 2018 | TC EUR 75k)

- Construction of four key sections with total length of approx. 15.8 km; **contractors will offer training to at least 75 local young people**.
- Under a separate loan (**Corridor Vc - Doboj Bypass**), EBRD has furthermore included a component to **promote equal opportunities for women and men**, incl. at the level of contractors.

Key points to scale up inclusive procurement from EBRD experience

IDENTIFICATION STAGE

- Investment in a relevant geographical location/sector
- Policy and regulatory context
- Identify private sector champions with commitment to inclusion and sustainability
- Match between upskilling opportunities and target group's educational background; aim for certification of skills

DESIGN STAGE

- Find the right channels to identify and reach out to the target group, and establish the interest
- Identify and collaborate with non-traditional IFI partners
- Strengthen monitoring, incl. sex-disaggregated data collection
- Build institutional capacity on the methodology for sustainable application of new practices

INCENTIVES

- Incentives are good, but long-term sustainability requires clear business case for all parties involved and return on investment; **goal is to establish win-win situations**





Thank You

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