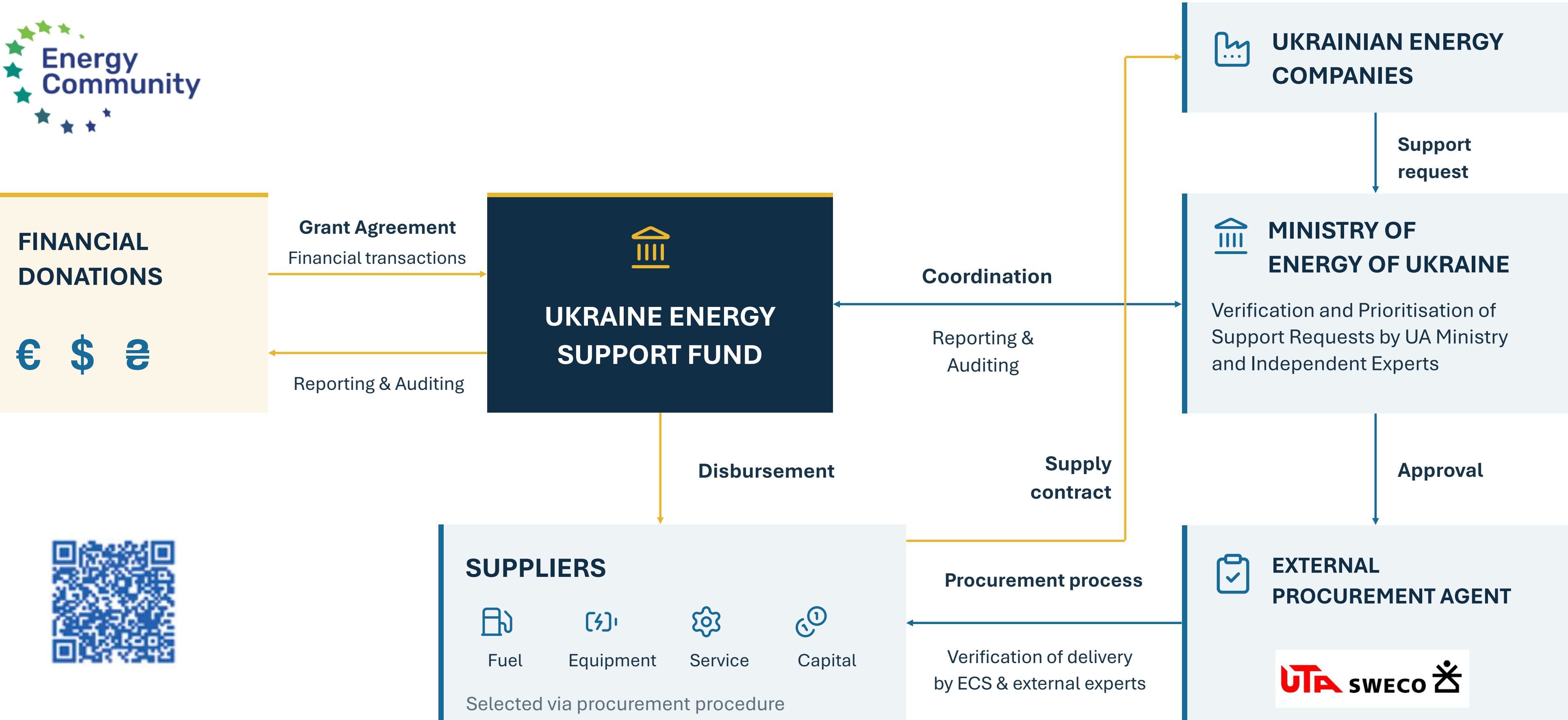


Industries Outreach Workshop

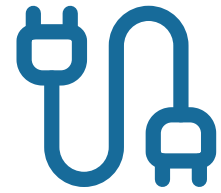
“Procurement opportunities for businesses under the Ukraine Energy Support Fund”



Ukraine Energy Support Fund

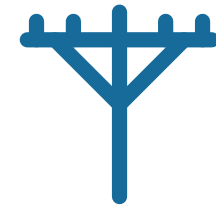


What UESF Buys



ELECTRICAL EQUIPMENT

Power and distribution transformers, switchgear, circuit breakers, high-voltage cables, insulators, protection and control systems essential for grid operation



GRID & SUBSTATION COMPONENTS

Complete substation equipment, metal structures, busbars, transformer oil, earthing materials and auxiliary systems



GENERATION & GAS INFRASTRUCTURE

Turbogenerators, gas compressor units, boiler and combined heat and power (CHP) components, auxiliary generation equipment



District Heating & Thermal Equipment

- Heat exchangers and distribution networks
- Industrial boilers and heating systems
- Pumps, valves and piping networks
- Control and monitoring systems



Safety & Operational Equipment

- Personal protective equipment (PPE) for field personnel
- Specialised tools and testing equipment
- Vehicles and mobile operational units
- Emergency response equipment



Associated Services

- Installation, commissioning and testing
- International and domestic logistics
- Warranty provision and after-sales support

Procurement Approach and Principles



INDEPENDENT PROFESSIONAL MANAGEMENT

All procurement is conducted by an External Procurement Agent acting on behalf of UESF. The Agent operates under internal procurement guidelines developed from international best practice, drawing extensively on the experience and standards of major Multilateral Development Banks (MDBs).

CORE MDB PRINCIPLES



Transparent and competitive procedures open to qualified suppliers worldwide



Non-discrimination and equal treatment of all bidders regardless of origin



Value for money and integrity in every procurement decision

EMERGENCY CONTEXT ADAPTATIONS

Whilst maintaining rigorous standards, procedures are adapted to the urgent realities of supporting a country at war:

- 01 Streamlined timelines** and accelerated decision-making processes
- 02 Focus on ready stock** or suppliers offering accelerated delivery schedules
- 03 Fit-for-purpose lotting** and strategic packaging of requirements to maximise competition and delivery speed
- 04 Flexible technical specifications** where appropriate, to accommodate available solutions

Despite these adaptations, all documentation and processes remain fully auditable and compliant with donor requirements. Transparency and accountability are never compromised.

UESF Procurement Portal – How It Works



 <https://uesf.fund/>

- | | | | |
|---|---|---|---|
| 01  | 02  | 03  | 04  |
| Register Your Company | Browse Opportunities | Download Tender Documents | Submit Your Bid |
| Create your supplier profile with company details, capabilities and documentation | Navigate to the Opportunities section to view current and upcoming tenders | Access complete tender dossiers including specifications, forms and contract templates | Upload your technical and financial proposals before the deadline |

Portal Access: The UESF procurement portal serves as your single point of access for all tender opportunities. The platform provides secure document exchange, clarification mechanisms and bid submission functionality. Familiarise yourself with the portal interface before tender deadlines to ensure smooth participation.

Ukraine Energy Support Fund
e-procurement platform

Opportunities

Notice Number	Title	Category	Method
Notice Number	Title	All	All
Buyer	Child Buyer	Published Date	Deadline
All x	All	Select Date	Select Date
Tender Status			
All	Q SearchReset		



How Your Proposals Are Evaluated



Compliance, Ethics, Debriefing & Complaints



Zero Tolerance for Misconduct

The UESF maintains the highest standards of integrity throughout all procurement activities. There is zero tolerance for:

- 01 Fraud and corruption:** including bribery, misrepresentation or falsification of information
- 02 Collusion:** agreements between bidders to manipulate competition
- 03 Coercive practices:** threats or harassment to influence procurement processes
- 04 Conflicts of interest:** any situation where personal interests might compromise objectivity

All suppliers must strictly follow instructions in the tender dossier, including adherence to codes of conduct, integrity provisions, and sanctions compliance requirements. Violation of these standards may result in immediate disqualification and exclusion from future opportunities.



Debriefing Rights

Unsuccessful bidders may request a debriefing to understand the evaluation of their proposal. The debriefing process, timelines and contact points are clearly described in each tender dossier. Debriefings provide valuable feedback to help you strengthen future bids.



Complaints Mechanism

A formal complaints mechanism is available. Each tender dossier describes:

- The grounds on which complaints may be filed
- The formal channel and contact point for submissions
- The timeline within which complaints must be lodged
- The process for reviewing and responding to complaints

This mechanism ensures accountability and provides recourse whilst protecting the integrity of procurement decisions.

Why Contact Us BEFORE Tender is Out



Introduce Your Company

Share information about your organisation, main product lines, service capabilities and relevant experience in the energy sector.



Inform About Ready Stock

Alert us to equipment you have in stock or can deliver with very short lead times – critical for emergency needs.



Present Innovative Solutions

Showcase non-standard or innovative technologies that could strengthen resilience and restoration of Ukraine's energy system.



Highlight Special Capabilities

Emphasise unique strengths such as emergency deployment capacity, experience working in challenging conditions, or local service presence.

Early Market Engagement Benefits

Contacting us before specific tenders are launched serves an important purpose: it helps us understand the market landscape and the range of potential solutions available. This knowledge enables us to design tenders with realistic specifications and timelines that maximise competition and deliverability.

Early engagement is particularly valuable when you can offer equipment with immediate availability or possess specialised capabilities that may not be widely known. By understanding what suppliers can realistically provide, we can structure procurement to meet urgent Ukrainian needs more effectively.

Maintaining Fair Competition

It's essential that early market engagement must not compromise competition or give any supplier an unfair advantage. All information gathered during pre-tender consultations is used solely to inform tender design – never to favour specific companies.

When tenders are published, all suppliers compete on equal terms with access to identical information. Early engagement helps shape realistic, competitive tenders that serve the Ukrainian energy sector's interests whilst maintaining absolute fairness in the evaluation process.

How to Contact Us WITHIN Tendering & Evaluation



01

STRICTLY THROUGH THE PORTAL

Once a tender is published, all communication is channelled exclusively through the procurement platform. No phone calls or direct emails to evaluation teams are permitted.



02

SUBMIT CLARIFICATION QUESTIONS

Use only the electronic Q&A or clarification section on the portal. Questions must be submitted by the deadline specified in the tender dossier.



03

ANSWERS SHARED WITH ALL

Responses to clarification questions are published on the portal and shared with all bidders, ensuring equal access to information and maintaining competitive fairness.



Debriefing and Complaints:

Requests for debriefing after evaluation results, or formal complaints about the procurement process, must be submitted in line with the procedures and contact points specified in the tender dossier. These are handled through formal, documented channels to ensure transparency, fairness and proper record-keeping.

Restricting communication to formal channels protects the integrity of the evaluation process and ensures no supplier gains an unfair informational advantage. It also creates a clear audit trail for accountability to donors and stakeholders. Always respect these communication protocols – violations may result in disqualification.

Practical Tips for Bidding



Register Early and Test Portal Access

01

Complete your registration well in advance. Log in and test document upload functionality before the tender deadline to avoid last-minute technical issues.



Use the Clarification Mechanism

03

If anything is unclear, submit questions through the portal's clarification function. Do so early – responses take time and late questions may not be answered before the deadline.



Check Internal Consistency

05

Verify that your technical and financial proposals are consistent with each other – matching models, quantities, specifications and delivery times throughout.



Read the Complete Tender Dossier

02

Carefully review the entire dossier including all annexes, forms, technical specifications and contract conditions. Important details are often found in appendices.



Ensure Your Offer is Complete

04

Include all requested forms, supporting documents, signatures and stamps where required. Incomplete submissions may be rejected without further consideration.



Apply Tax and Duty Exemptions Correctly

06

Where exemptions are indicated in the tender dossier, follow instructions precisely on whether to quote prices inclusive or exclusive of taxes and duties.



07

Respect Submission Deadlines

Late offers cannot be accepted under any circumstances. Submit with adequate time to spare to account for potential technical issues or upload delays.

DDP vs DAP – How We Work

DAP



DAP – Delivered At Place

Under DAP terms, the seller delivers goods to the named place in the country of destination. The buyer is responsible for import clearance, payment of duties and taxes, and any customs procedures.

Seller's obligations end when goods are made available at the agreed location, ready for unloading. The buyer bears the cost and risk of completing import formalities.

DDP



DDP – Delivered Duty Paid

Under DDP terms, the seller delivers goods to the named place in the country of destination and is responsible for import clearance, payment of all applicable duties, taxes and customs charges.

This is the maximum obligation for the seller. DDP represents a complete "door-to-door" service where the seller assumes all costs and risks until goods are ready for unloading at the final destination.

UESF Standard Practice:

For UESF-financed supplies, we typically work with DDP Incoterms. This means your quoted price should include all costs – equipment or materials, international transport, insurance, import clearance, duties, taxes and delivery to the agreed destination in Ukraine, unless stated otherwise in the tender dossier.

Always check the specific Incoterm stated in the tender dossier and prepare your financial offer accordingly. Misunderstanding delivery terms is a common source of bid errors. If DDP applies, ensure your price includes all costs through to final delivery. If another Incoterm is specified, structure your pricing to match exactly what is required.

UESF Tender Activity



2500+

Items procured



700

Tenders launched



€803+

Total value of tenders



LIVE Tenders

Source: uesf.fund (15 September 2026)

Title	Deadline	Days left
Procurement of mobile gas distribution stations	26 Oct 12:00	41
Procurement of power transformer	12 Oct 13:30	27
Procurement of circuit breaker	12 Oct 13:00	27
Procurement of power transformers	12 Oct 12:30	27
Procurement of power transformer	12 Oct 12:30	27
Procurement of switchgears	12 Oct 12:00	27
Procurement of transformer oil	12 Oct 12:00	27
Procurement of communication and telemechanics equipment	05 Oct 12:30	20
Procurement of power transformer	05 Oct 12:00	20
Procurement of electrical equipment	05 Oct 12:00	20
Procurement of mobile substation	05 Oct 12:00	20
Procurement of cable products	02 Oct 12:00	17
Procurement of gas generators	01 Oct 14:00	16
Procurement of protective structures	01 Oct 13:30	16
Procurement of turbine oil coolers and energy radiators	01 Oct 13:00	16
Procurement of transformer oil	01 Oct 12:30	16
Procurement of special vehicle	01 Oct 12:00	16
Procurement of disconnectors	30 Sep 13:30	15
Procurement of current and voltage transformers	30 Sep 13:00	15
Procurement of protective structures and materials	30 Sep 12:30	15
Procurement of motors	30 Sep 12:30	15
Procurement of pumping equipment	30 Sep 12:00	15
Procurement of current transformers 110 kV	28 Sep 15:30	13
Procurement of busbar supports	28 Sep 15:00	13
Procurement of busbar supports	28 Sep 14:30	13
Procurement of disconnectors	28 Sep 14:00	13
Procurement of current transformers	28 Sep 13:30	13
Procurement of circuit breakers	28 Sep 13:00	13
Procurement of current transformers	28 Sep 12:30	13
Procurement of wire products	28 Sep 12:00	13
Procurement of power transformers	28 Sep 12:00	13
Procurement of pipe products	25 Sep 14:30	10
Procurement of circuit breakers	25 Sep 14:00	10
Procurement of switchgears 0.4 kV	25 Sep 13:30	10
Procurement of automatic reactive power compensation unit	25 Sep 13:00	10

Title	Deadline	Days left
Procurement of transformer oil	25 Sep 13:00	10
Procurement of transformer oil	25 Sep 13:00	10
Procurement of electrical equipment	25 Sep 12:30	10
Procurement of turbine oil	25 Sep 12:30	10
Procurement of galvanized profiled sheets	25 Sep 12:00	10
Procurement of current transformers	25 Sep 12:00	10
Procurement of mobile diesel pump unit	24 Sep 14:00	9
Procurement of special vehicle	24 Sep 13:30	9
Procurement of complete switchgear 10 kV	24 Sep 13:00	9
Procurement of protective structures	24 Sep 13:00	9
Procurement of switchgears 6 kV	24 Sep 12:30	9
Procurement of complete switchgears	24 Sep 12:30	9
Procurement of switchgears 0.4 kV	24 Sep 12:00	9
Procurement of circuit breakers	22 Sep 13:00	7
Procurement of power transformer	22 Sep 12:30	7
Procurement of circuit breakers	22 Sep 12:30	7
Procurement of circuit breakers	22 Sep 12:00	7
Procurement of transformer oil	22 Sep 12:00	7
Procurement of circuit breakers	21 Sep 13:00	6
Procurement of DC panels	21 Sep 13:00	6
Procurement of disconnectors	21 Sep 12:30	6
Procurement of SF6 circuit breakers	21 Sep 12:30	6
Procurement of complete switchgears	21 Sep 12:00	6
Procurement of electrical equipment 110 kV	21 Sep 12:00	6
Procurement high-voltage equipment	21 Sep 12:00	6
Procurement of current transformers	18 Sep 13:00	3
Procurement of electrical equipment	18 Sep 12:30	3
Procurement of electrical equipment	18 Sep 12:00	3
Procurement of power transformer	17 Sep 14:00	2
Procurement of control and measuring devices	17 Sep 13:30	2
Procurement of components for overhead power lines	17 Sep 12:30	2
Procurement of power transformer	17 Sep 12:30	2
Procurement of circuit breakers	17 Sep 12:00	2
Procurement of circuit breaker	16 Sep 12:30	1
Procurement of electrical equipment 35 kV	16 Sep 12:00	1



70

live
tenders



54

mln Euro

value of tenders

CONTACT US

 **vendors@u-t-a.co.uk**

 Preferably no phone communications

