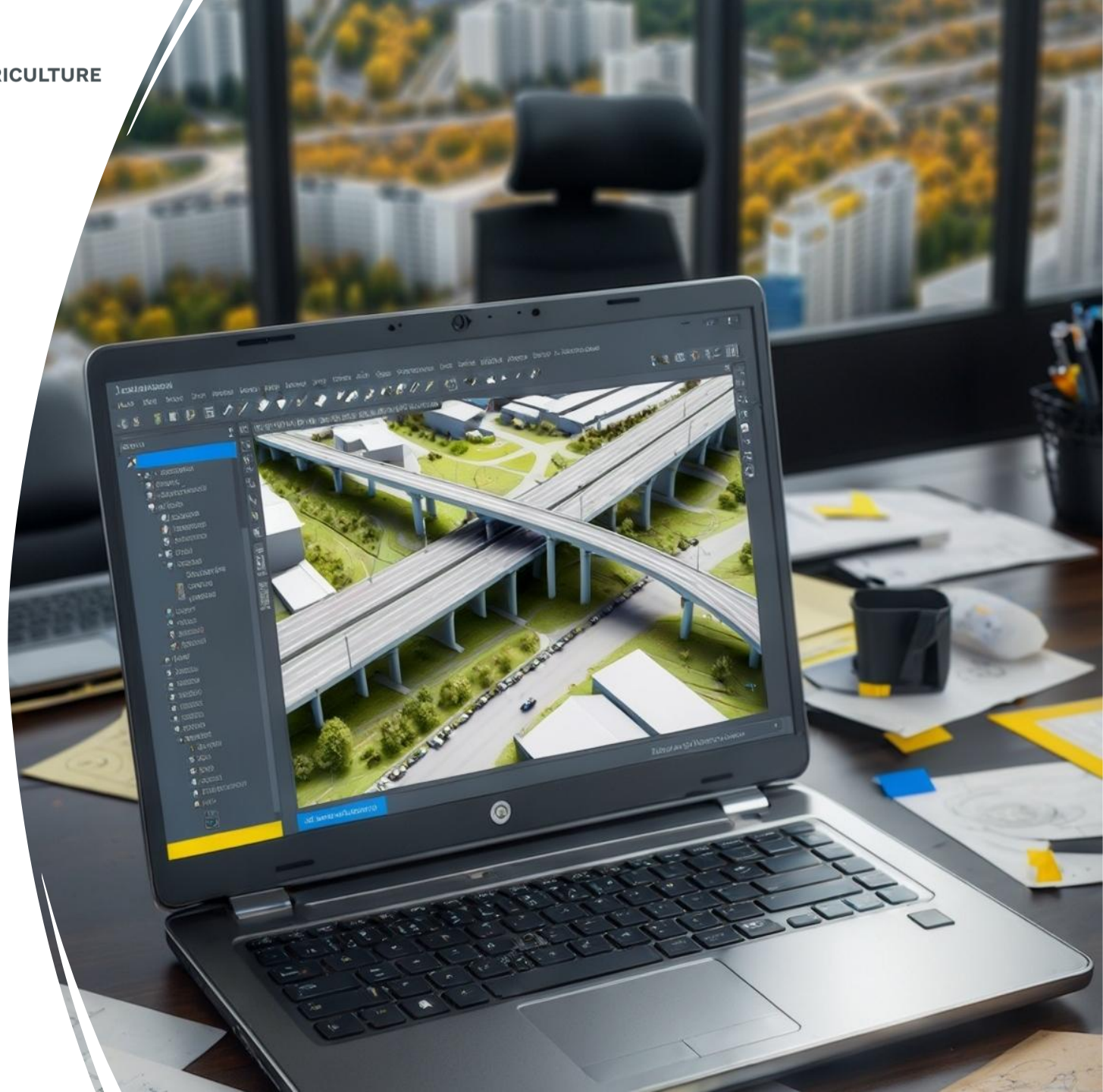


Framework Agreements for Consulting Services

Early Market Engagement on the potential use of Framework Agreements under the Ukraine Government Project Preparation Facility (UG PPF)

June 11, 2026

Funded under the World Bank supported PREPARE Ukraine operation with grant contributions provided by donors to the Ukraine Relief, Recovery, Reconstruction and Reform Trust Fund (URTF), including US, UK FCDO and other URTF donor partners



Ukraine Government PPF implementation model

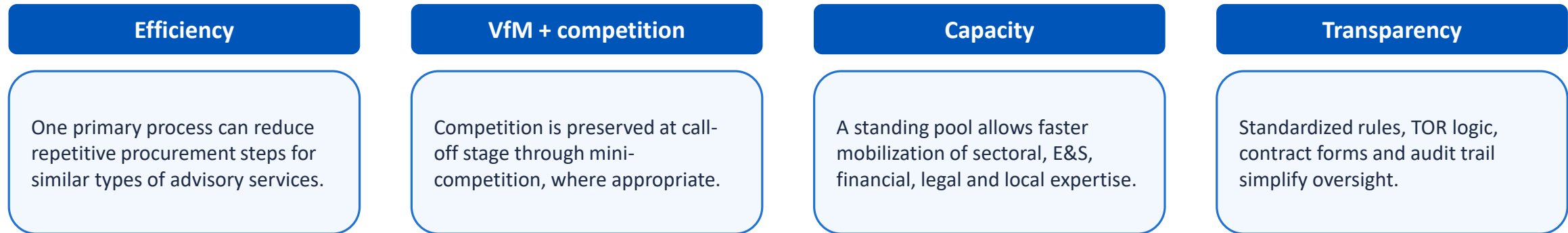


Scope of support by Ukraine Government PPF: Project Preparation



Framework Agreement: why it may be useful for UG PPF

For repeated project preparation assignments where the exact pipeline and scope will evolve over time

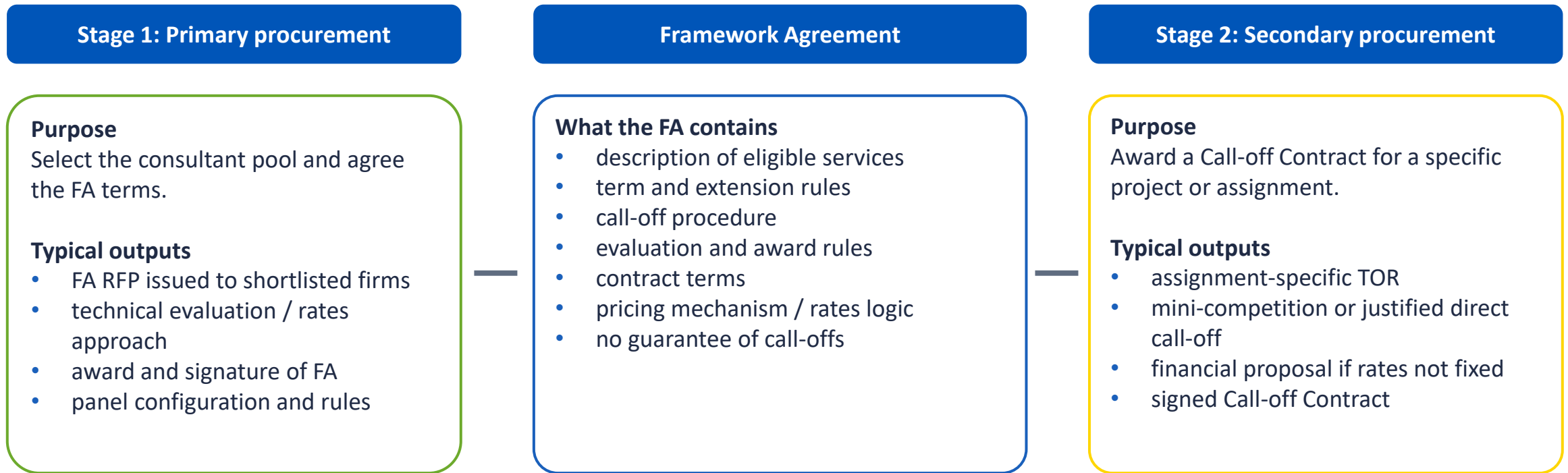


Important — conclusion of a Framework Agreement does not guarantee call-off awards; each specific assignment still requires a defined TOR, price and Call-off Contract.



Two-stage procurement logic under FA

The FA sets the rules and eligible pool; call-off contracts procure specific assignments



Design principle

keep the primary FA broad enough for the pipeline, but precise enough for transparent call-off competition and contract management



Primary procurement: establishing the FA pool

Recommended sequencing before any call-off contracts are awarded



Two possible FA RFP pathways

Option 1

Financials at secondary stage
Technical quality is evaluated at FA stage. Prices are requested later for each call-off. Suitable where scope and inputs cannot be fixed upfront.

Option 2

Rates set at primary stage
Rates / pricing mechanisms are agreed when the FA is concluded, then applied or refined during call-offs.



Secondary procurement: call-off contracting

Each project still requires a defined assignment and a separate Call-off Contract

- 1 Assignment need**
Project owner / PPP Agency confirms the need and expected output.
- 2 Call-off TOR**
Assignment-specific scope, deliverables, timing, expert inputs and selection logic.
- 3 Secondary selection**
Mini-competition among FA panel members or direct call-off if allowed and justified.
- 4 Evaluation & award**
Apply the FA rules; request price where not set at primary stage.
- 5 Call-off Contract**
Contract references the FA and governs the specific assignment.

Pricing / competition logic at call-off

Rates not fixed at FA stage
Request financial proposals during mini-competition.

Ceiling daily rates (“Rate Cards”) agreed for standardized expert categories. Call-off competition may be based on methodology, inputs and discounts against the ceiling rates, as specified in the FA.

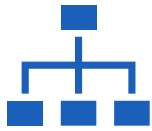
Award basis should be clear in the FA and call-off request: technical quality, availability of experts, delivery time, price, risk approach and assignment-specific value for money.

No standstill is generally required for call-offs among FA holders, unless specified otherwise.



Key procurement design decisions for consulting FA

Issues to settle before launching the FA procurement process



Lot structure

Sector lots, service-type lots, or mixed approach.



Panel size

Enough providers to maintain real call-off competition.



Local capacity

Ukrainian technical, legal, E&S, permitting and language capacity.



Practical recommendation

keep assignment-specific experts and price competition largely at call-off stage, while testing firm capacity and delivery model at FA stage.

Fit-for-purpose FA design
for UG PPF



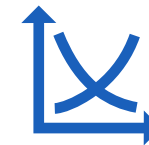
Lead consultant / JV

Clear coordination, QA, delivery responsibility and liability.



Key Experts timing

Core experts at FA stage vs. assignment experts at call-off stage.



Pricing mechanism

Fixed rates, ceilings, rate cards, or price at call-off.



Issues for further consideration and discussion



Are you interested in participating in Framework Agreements under UG PPF?

Please share your views on the questions below either **by raising your hand on this call** or **by submitting written responses** to kyrylo.nishenko@gmail.com **by June 18, 2026**.

1 Framework Agreement structure: Should the FA(s) be structured by sector (with separate lots for, e.g., transport, energy, health), by type of service (e.g., pre-feasibility, feasibility, design), or through a mixed/cross-cutting approach? What are the advantages and risks of each structuring option?

2 Number of Framework Agreement holders: What is the optimal number of firms or consortia to be selected under each lot or the overall FA to ensure genuine competition at the call-off stage while maintaining quality?

3 Duration of the Framework Agreement: What contract duration (e.g., 3 years, 4 years, with or without extension options) would be commercially attractive and operationally practical given the nature of the assignments and the security context?

4 Call-off procedures: What call-off mechanism (mini-competition, direct call-off, or a hybrid) would work best for assignments of varying complexity and urgency? What evaluation criteria and weighting should be applied at the call-off stage?

5 Qualification and capacity requirements: What minimum qualifications, technical capacity, and financial thresholds should be set for initial FA selection to attract the right market segment, including both international and local firms?

6 Local expertise and joint ventures/sub-consultancy: How should the FA structure accommodate local Ukrainian firms and experts, given the importance of local knowledge, language, and the availability of local professionals?

7 Lessons learned and risks: What are the key risks associated with Framework Agreements for consulting services in conflict-affected environments, and how can these be mitigated? Please share practical recommendations from your organizational experience.

8 Making the procedure commercially attractive: What contractual, financial, and procedural terms would make participation in this Framework Agreement attractive to high-quality international and local consulting firms?



**Thank you for
your attention and
cooperation!**



**MINISTRY OF ECONOMY,
ENVIRONMENT AND AGRICULTURE
OF UKRAINE**

Ministry of Economy,
Environment and Agriculture
of Ukraine

+38 (044) 596-67-66

meconomy@me.gov.ua



State Organization "Agency on Support
Public-Private Partnership"

+38 (096) 582-83-13

info@pppagency.me.gov.ua

