# Expo 2020 Procurement Overview

March 2018

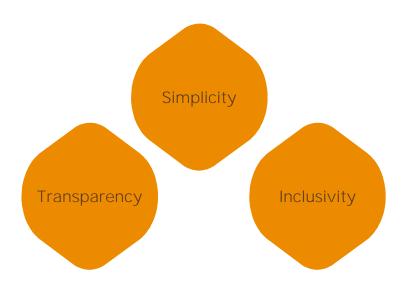




#### PROCUREMENT

#### eSourcing Platform



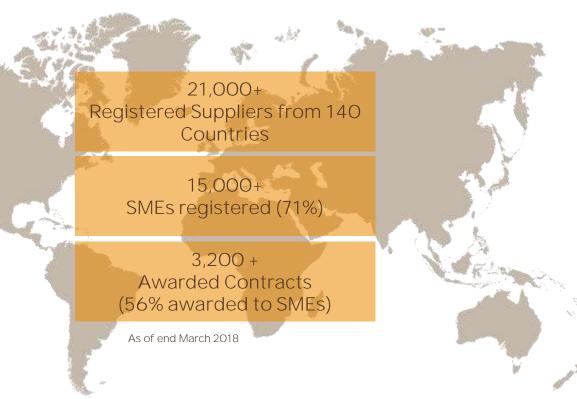


https://esource.expo2020dubai.ae/



#### **PROCUREMENT**

eSourcing Platform





#### **PROCUREMENT**

#### 2017 Market Opportunities / Awards







Non-Construction Contracts AED 460 M

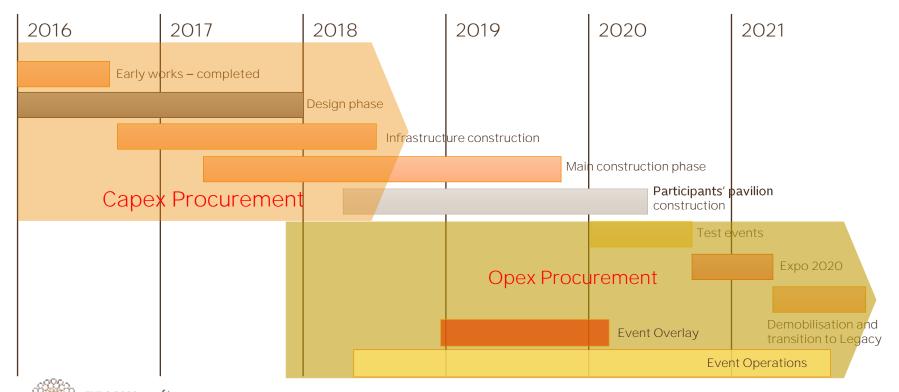


300 Licensing Products

134 Major Tenders during 2017



## Site development timeline Setting the stage for an exceptional Expo



# Construction Procurement Opportunities



## 2018 Market Opportunities

Design Packages	<ul> <li>Opportunity Pavilion (Architecture)</li> <li>Opportunity Pavilion (Content)</li> <li>Media / superstore Pavilion Fit Out</li> </ul>
Construction Logistics Packages	<ul><li>Waste Management</li><li>Onsite Catering</li><li>Security Checkpoints</li></ul>
HSEQWW Packages	<ul><li>Emergency Aid Centre</li><li>Welfare Facilities</li><li>Assurance packages</li></ul>
Urban Planning & Public Realm Packages	14 Major Packages for Public Realm
Thematic Districts & Al Wasl Packages	<ul><li>Al Wasl Audio Visual Works</li><li>Thematic Districts Shading</li><li>Thematic Districts Wrap</li></ul>
Third Party & Construction Packages	<ul> <li>Fit Out Works – Site Wide</li> <li>Leadership Pavilion</li> <li>Mobility &amp; Sustainability Content</li> <li>Permanent Fire &amp; Police Points</li> <li>Service Pavilions</li> <li>Renewable Energy</li> <li>Permanent Fire &amp; Police Points</li> <li>Opportunity Pavilion</li> </ul>
Overlay Packages	<ul> <li>Temporary Structures</li> <li>CoEx Event Fit-Out</li> <li>Storage Facilities</li> <li>FF&amp;E</li> </ul>

# Operational Procurement Opportunities



#### EXPO 2020 DUBALIN NUMBERS





70%
International
Visitors



200+ International Participants



438
Hectare Site

300,000 Site Capacity



Weekday 131,000 Weekend 173,000



173
Days



Expo Hours 10:00 to 01/02:00



02:00 to 10:00 Overnight

Overnight Service Hours



204
Country & Cooperate
Self-Built, Rented and
Assisted Pavilions



Shade/Canopy structures

12 Km



Al Wasl Trellis 150mts width and 70mts high





1 %

200+ Food outlets





2

Waste Recycled & Reverted from Landfill

4 Iconic Pavilions



## **Tactical Opportunities**





#### Tactical Opportunities

#### **Business Support**

- Office Framework Agreements
- Travel & Accommodation Framework

#### **Event Operations**

- Facilities Management
- Waste Management
- Food & Beverage
- Transport & Logistics

#### District 2020

- Master planning
- Transition Design Consultancies
- Construction Contracting
- Sales and Marketing Consultants

#### Exhibits & Public Realm

- 38 Key Exhibitions Packages
- Commissioned Artwork
- Exhibit storage and logistics
- Technical Production Contractors
- Stage Production
- Talent Booking
- Playgrounds and Children's Activations
- Visitor Centre

#### **Event Management**

- Ceremonies Preparation
- Journey Events
- Event Management Frameworks
- Exhibitions Frameworks

#### Expo Live

- Expo Live Grants
- Innovation Challenge Programme



#### Tactical Opportunities

#### **ICT**

- 124 Software Systems and Platforms
- Hardware Frameworks
- Printing Services & Maintenance
- Systems Integration

#### Partnerships & Licensing

- Master Concessionaire Contracting
- Hospitality Concessionaire Contracting
- Partnerships (various Tiers)
- 38 Licensee Categories

#### International Participants

- Participant Pavilion Construction
- Procurement consultancy
- Hard / Soft Service Rate Cards
- Protocol Services

#### Marketing & Comms

- Branding
- Public Relations Framework
- Media Buy and Out of Home
- Creative and Production Frameworks

#### Security

- Manguarding Services
- Access Controls and Visitor Security

#### Ticketing

- Ticketing Service Provider (TSP) Selection
- Ticketing Media Development

#### Workforce & Recruitment

- Staff Recruitment Agency Framework
- Specialist Consultancy Services
- Staff Training Frameworks
- Staff Wellness Initiatives



## Procurement Introduction eSourcing Platform

https://esource.expo2020dubai.ae/ Helpdesk إكسيو 2020 EXPO دور الإخسارات الاستفالمنجود

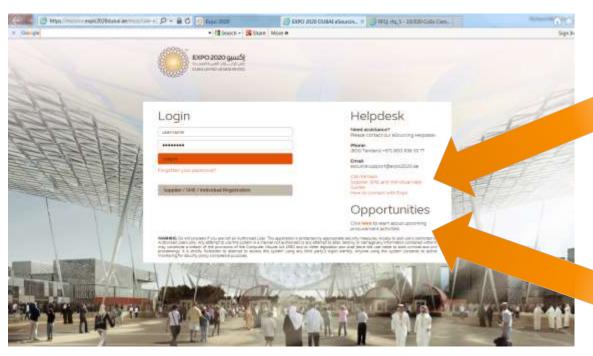
# Procurement Introduction eSourcing Platform





## Procurement Introduction

### eSourcing Platform

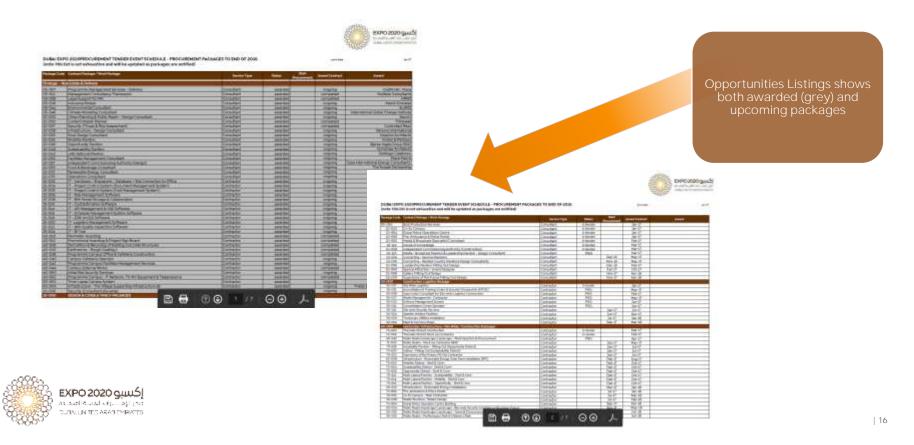


Details of the 24/7 helpdesk are provided on the landing page

A link to the opportunities register is also included on the landing page for all upcoming (2017) and awarded opportunities



# Procurement Introduction Opportunities Listings





# إكسبو 2020 EXPO و 2020 دبي. الإمسارات العربية المتحدة