



ROSATOM

STATE ATOMIC ENERGY CORPORATION ROSATOM

ROSATOM procurement system. Main rules, opportunities for suppliers.

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Budapest, Hungary**



The procurement system of the State Atomic Energy Corporation ROSATOM is based on international rules and governed by the laws of the Russian Federation:

- **UNCITRAL Model Law on Procurement of Goods, Construction and Services, with Guide to Enactment.**
- **Basic principles of the WTO (General Agreement on Tariffs and Trade)**
- **Principles and rules of procurement of goods, works and services of the European Bank for Reconstruction and Development**
- **Federal law of 18.07.2011 N 223-FZ (ed. by 06.29.2015) "On procurement of goods, works and services by certain types of legal entities"**
- **Federal law of 05.04.2013 N 44-FZ "On the contract system in state and municipal procurement of goods, works and services"**

ROSATOM procurement system

Unified rules and transparency

- Unified Industry Procurement Standard and its development;
- Procurement web sites www.zakupki.rosatom.ru and www.zakupki.gov.ru
- Electronic trading facilities (www.b2b-center.ru, www.roseltorg.ru, www.fabrikant.ru)

Suppliers involvement

- Suppliers training system (Rosatom Corporate Academy <http://www.rosatom-academy.org>);
- Industry seminars, suppliers forums;
- Distance training program “How to become a supplier for Russian nuclear power industry?” <http://www.rosatom.ru> in the section «For suppliers»

Procurement support system

- Category management:
- Aggregation of orders,
 - Long-term contracts,
 - Reduction and stabilization of prices due to enlargement and unification of the order

Control and responsibility

- Competent authorities for the procurement;
- Permitting authorities;
- Arbitration Complaints Committees;
- Theft and fraud prevention hotline (8-800-100-07-07, 0707@rosatom.ru);
- Penalties for violations

ROSATOM procurement system achievements



ROSATOM



Diploma “For development and implementation of modern and transparent procurement rules”. Issued by Federal Antimonopoly Service. 2014



Ranked 1st in the State Corporation Transparency Rating by the Anti-Corruption Research Center Transparency International Russia. 2013



Ranked 1st in the rating of Quality of Managing Procurement Activity among state corporations or state-owned companies. 2013

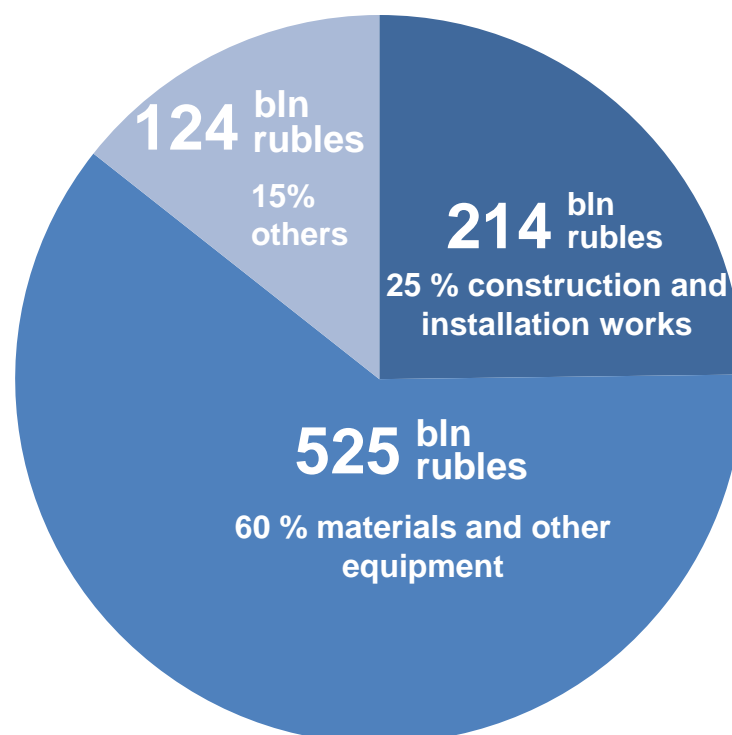
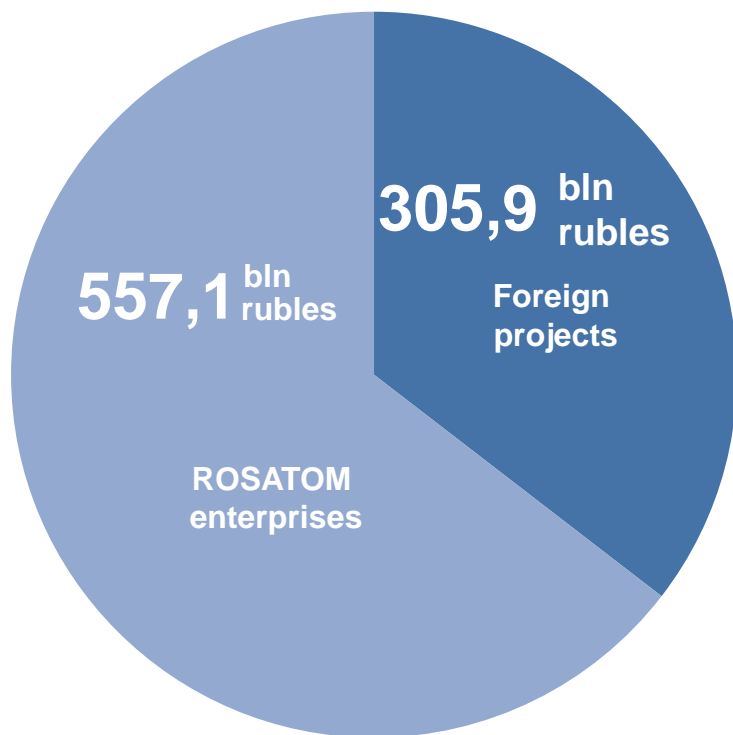


Ranked 2d in the National Rating of Procurement Transparency - 2013



Short-listed for the International Procurement Leaders Award. 2014

more than 38K procurements **863** bln rubles



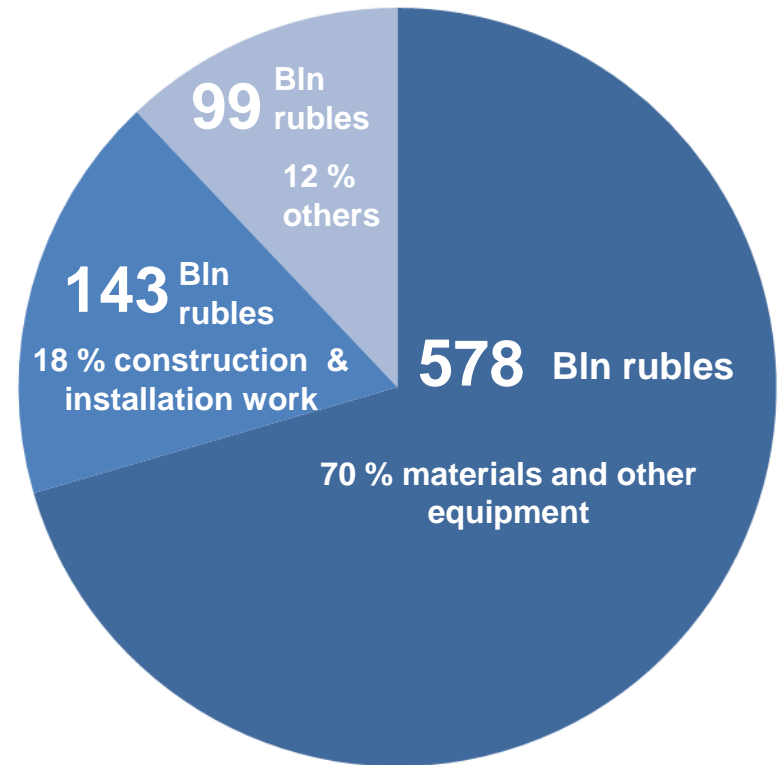
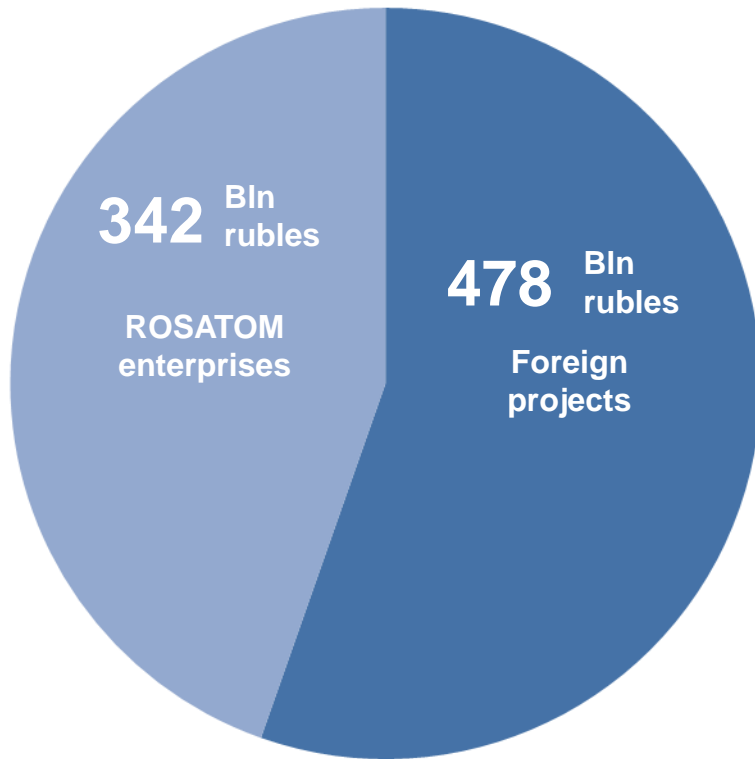
Procurement figures in 2016*



ROSATOM

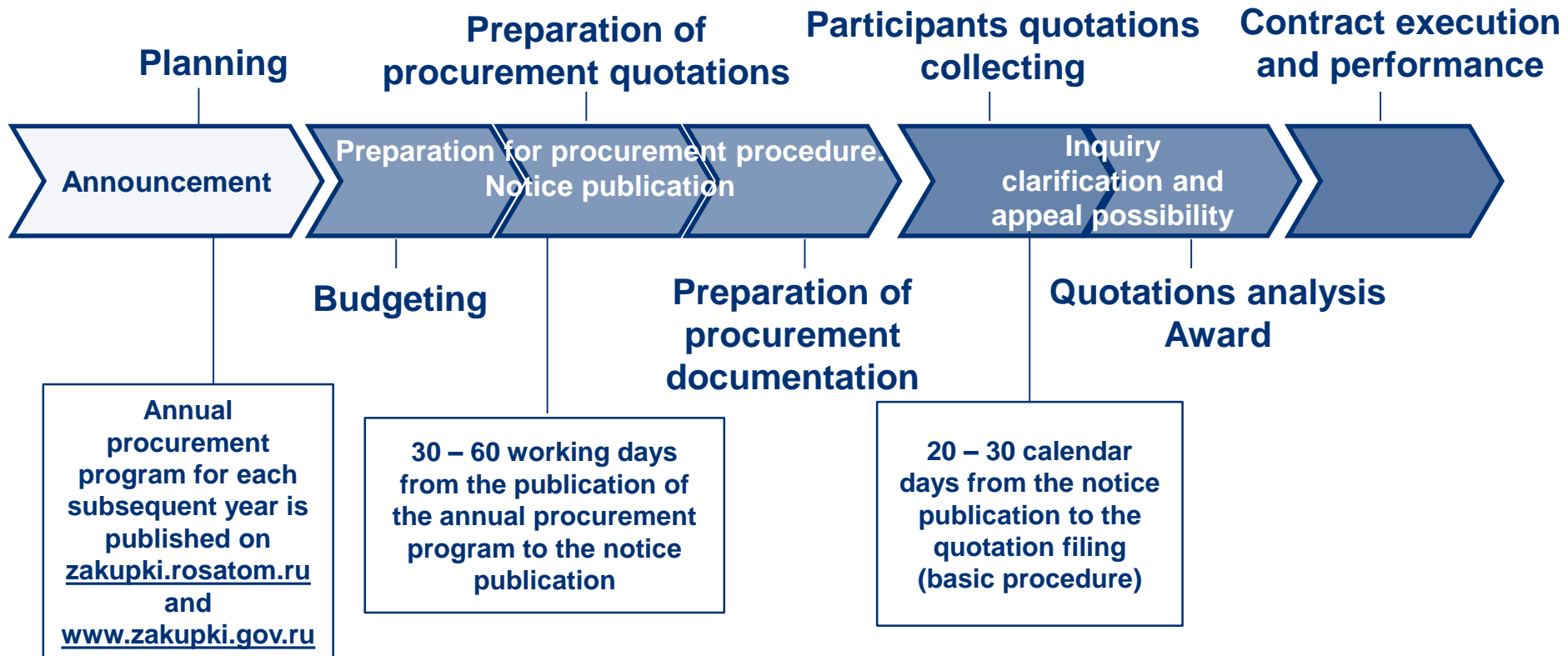
more than **24K** procurements

820 bln rubles





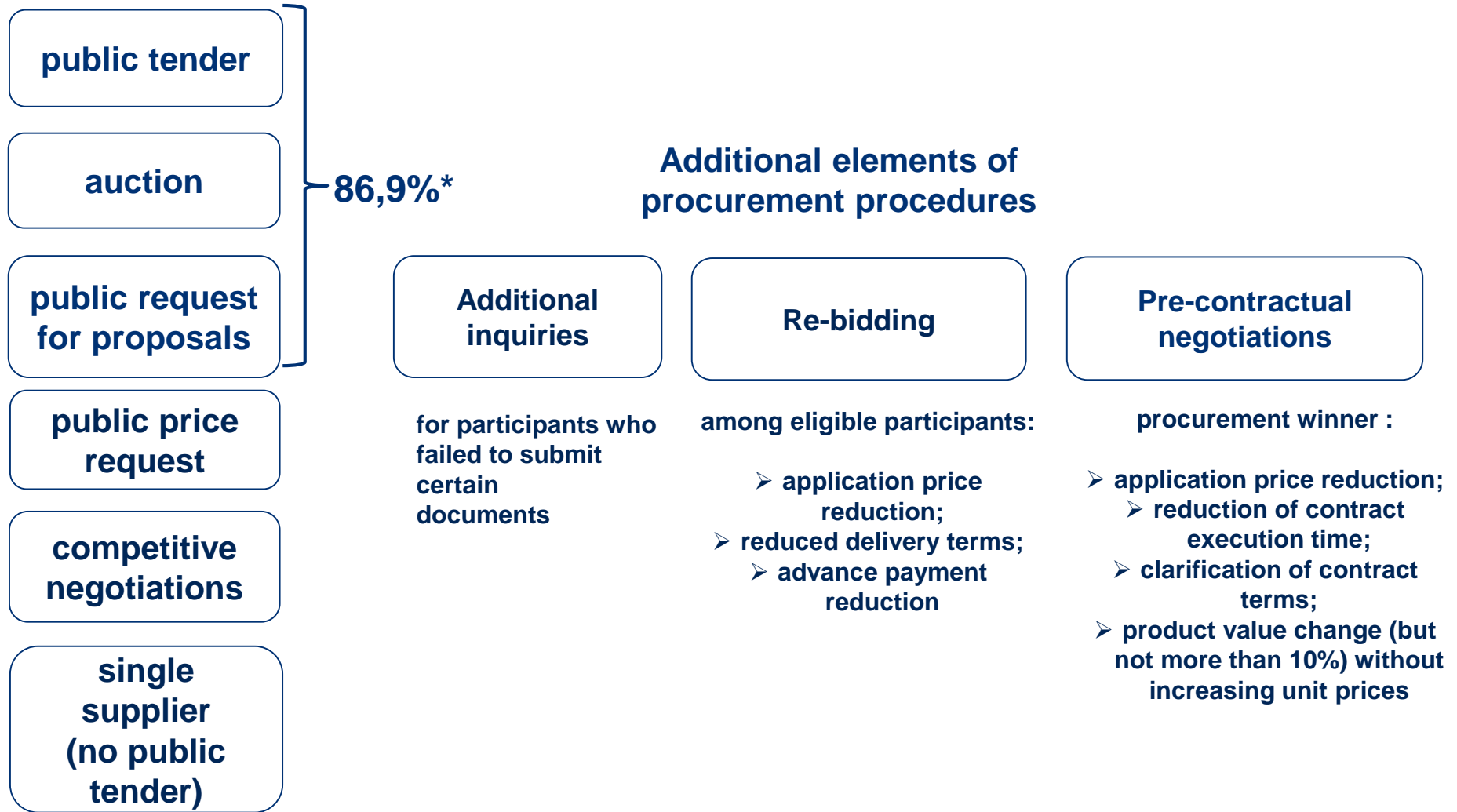
Procurement process



- Procurement procedure is conducted using electronic trading platforms (www.b2b-center.ru, www.roseltorg.ru, www.fabrikant.ru)
- Electronic trading platforms provide technical support and training for suppliers and contain types of all necessary documents for easy use



Procurement methods



* for all procurement s conducted by competitive methods (in monetary terms)



Requirements determination

Requirements to procurement participants, their subcontractors (co-executor) shall be specified subject to national legislation provisions:

To products and terms of purchase

- ✓ **For products (package contents (composition) and quantity, location and delivery terms, quality and product specifications, etc.);**
- ✓ **To the agreement terms (securing obligations under the contract; payment conditions and procedure; terms of obligations)**

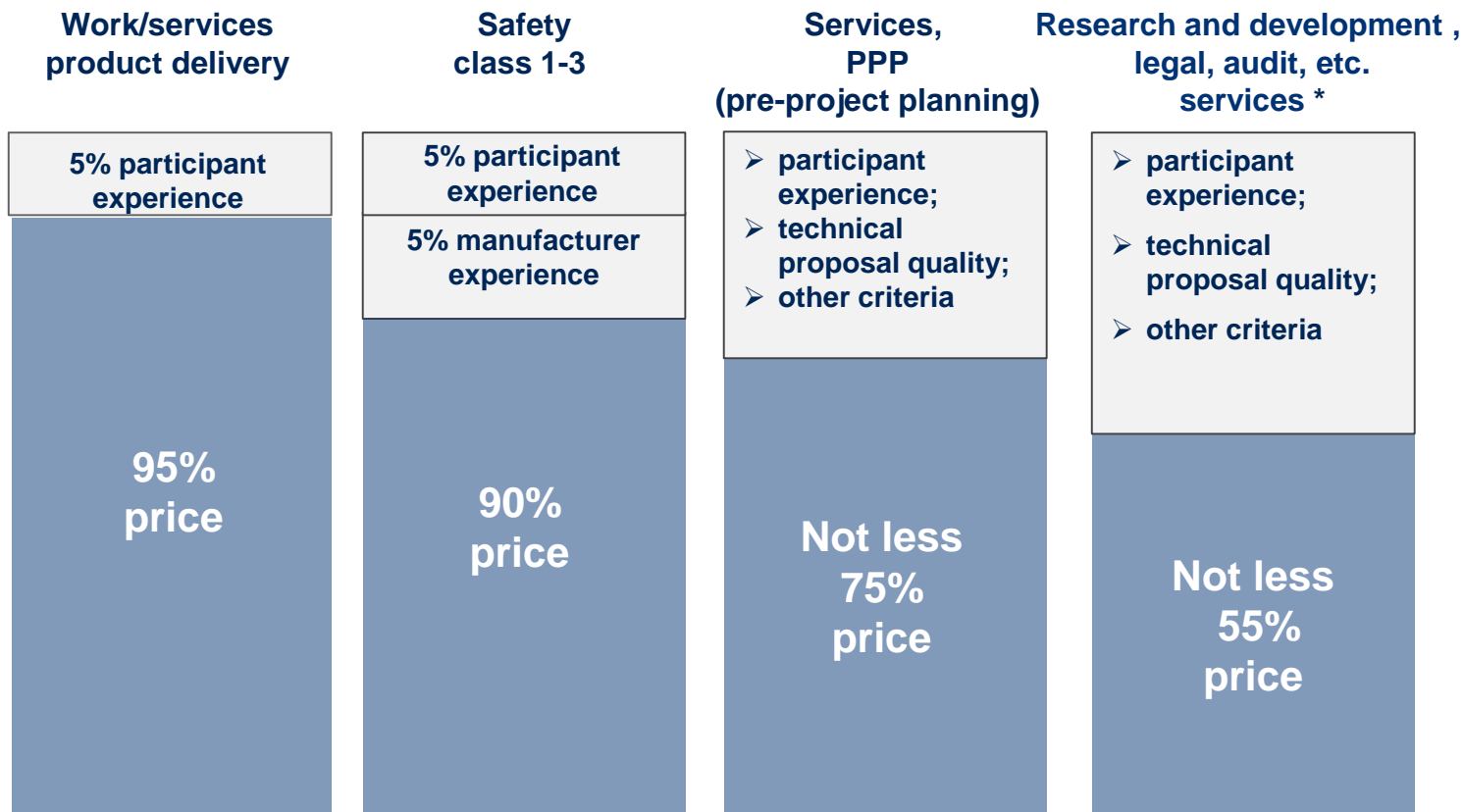
To procurement participants

- ✓ **Availability:**
 - **civil and special legal capacity;**
 - **management system of labor protection;**
 - **experience;**
 - **personnel and logistical resources;**
 - **quality management system;**
 - **volume of in-house operations;**
 - **availability of financial resources;**
 - **subcontracting possibility ;**
 - **requirements to subcontractors.**

All requirements are taken in consideration and can be checked, unified and apriori known to suppliers



Evaluation criteria establishment



Special aspects of evaluation criteria establishment provided by UIPS (unified industry procurement standard)

* - According to UIPS

Internal control system. Appeal system

Customer and procurement Committee actions appeal

**Federal antimonopoly state
service of Russian Federation
AND STATE COURTS OF
ARBITRATION**

**ROSATOM
COMMERCIAL
ARBITRATION**

**Fraud prevention
HOTLINE**

 **8-800-100-07-07**

**E-mail:
0707@rosatom.ru**

- **Over 4.5 thousand (4522) complaints have been received during 6 years of the arbitration history**
- **Within 9 months of 2015 the volume of substantiated complaints has amounted to 26%**