

Expo 2020 Dubai

Connecting Minds, Creating the Future



إكسبو 2020
دبي، الإمارات العربية المتحدة
DUBAI, UNITED ARAB EMIRATES



Bureau
International
des Expositions



EXPO
2020
DUBAI
UAE

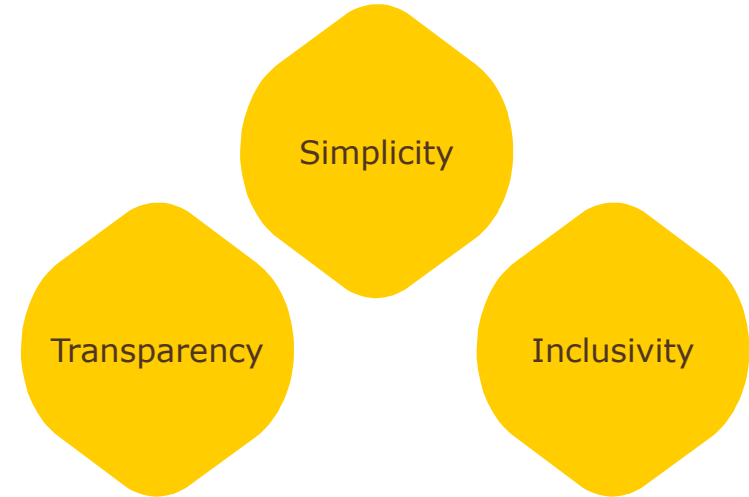


PROCUREMENT & BUSINESS OPPORTUNITIES

A large, ornate conference room with a U-shaped table covered in a white tablecloth. Numerous people are seated around the table, facing towards the front of the room. In the background, a large projection screen displays a presentation. A person is standing near the screen, possibly presenting. The room features high ceilings with decorative chandeliers and a patterned carpet.

PROCUREMENT

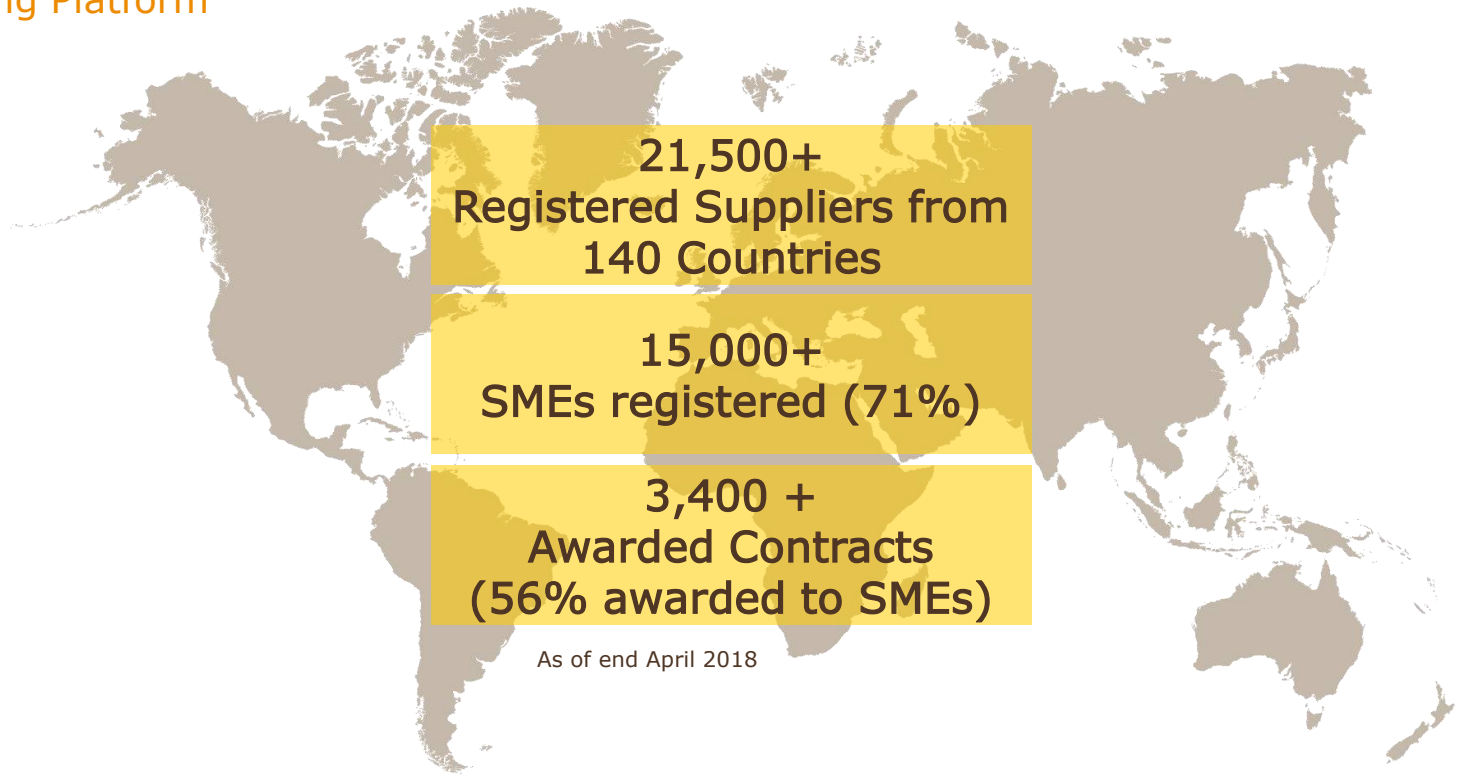
eSourcing Platform



<https://esource.expo2020dubai.ae/>

PROCUREMENT

eSourcing Platform

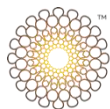


21,500+
Registered Suppliers from
140 Countries

15,000+
SMEs registered (71%)

3,400 +
Awarded Contracts
(56% awarded to SMEs)

As of end April 2018



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PROCUREMENT

2017 Market Opportunities / Awards



Construction
Contracts
Euro 2.5 Bn



Non-Construction
Contracts
Euro 106m



300
Licensing Products

134 Major Tenders during 2017

SME INTEGRATION

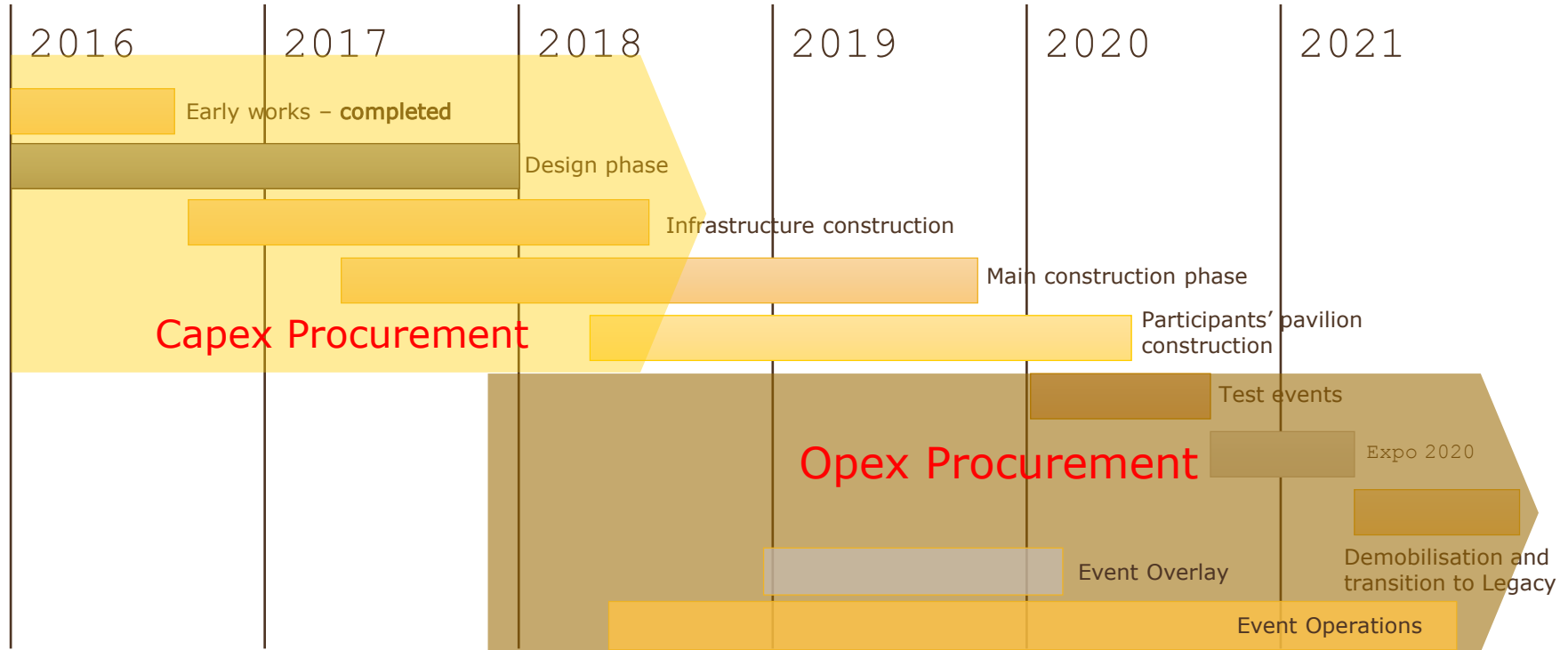
Expo 2020 Dubai commits to **20%** spend for SMEs

Modified terms to enable SMEs to participate and bid more competitively:

- 25% advanced payment for services
- 50% advanced payment for goods/materials
- Payment made within 30 days upon the receipt of the approved invoice instead of 45 days
- No Tender Bonds required
- Proposal validity period improved from 120 days to 60 days
- Company cheque instead of Advanced Payment Guarantee

Site development timeline

Setting the stage for an exceptional Expo



Construction Procurement Opportunities



إكسبو 2020 EXPO 2020
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Expo Village

Route 2020
Station

Opportunity
District

AIWasi



Mobility
District

Sustainability
District

2018 Market Opportunities

Design Packages

- Opportunity Pavilion (Architecture)
- Opportunity Pavilion (Content)
- Media / superstore Pavilion Fit Out

Construction Logistics Packages

- Waste Management
- Onsite Catering
- Security Checkpoints

HSEQWW Packages

- Emergency Aid Centre
- Welfare Facilities
- Assurance packages

Urban Planning & Public Realm Packages

- 14 Major Packages for Public Realm

Thematic Districts & Al Wasl Packages

- Al Wasl Audio Visual Works
- Thematic Districts Shading
- Thematic Districts Wrap

Third Party & Construction Packages

- Fit Out Works – Site Wide
- Leadership Pavilion
- Mobility & Sustainability Content
- Permanent Fire & Police Points
- Service Pavilions
- Renewable Energy
- Permanent Fire & Police Points
- Opportunity Pavilion

Overlay Packages

- Temporary Structures
- CoEx Event Fit-Out
- Storage Facilities
- FF&E

Operational Procurement Opportunities



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EXPO 2020
DUBAI, UNITED ARAB EMIRATES

EXPO 2020 DUBAI IN NUMBERS



25
Million
Visitors



70%
International
Visitors



200+
International
Participants



438
Hectare Site

300,000
Site Capacity



24/7
173
Days



Expo Hours
10:00 to
01/02:00



02:00 to
10:00
Overnight
Service Hours



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



Shade/Canop
y structures
12 Km



**Al Wasl
Trellis**
150mts width
and 70mts high

400+
Buildings



200+
Food outlets

171
Tonnes of
Waste per Day



85%
Waste Recycled &
Reverted from
Landfill

4

Iconic
Pavilions



Tactical Opportunities

Workforce &
Recruitment

Partnerships
& Licensing

Exhibits and
Public Realm

Event
Operations

Event
Management

Ticketing

Marketing &
Comms

Security

District 2020
(Legacy
Construction)

ICT

Expo Live

International
Participants

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

International Participants Marketing & Comms

- Participant Pavilion Construction
- Procurement consultancy
- Hard / Soft Service Rate Cards
- Protocol Services
- Branding
- Public Relations Framework
- Media Buy and Out of Home
- Creative and Production Frameworks

Partnerships & Licensing

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

Security

- Manguarding Services
- Access Controls and Visitor Security

Ticketing Workforce & Recruitment

- Ticketing Service Provider (TSP) Selection
- Ticketing Media Development
- Staff Recruitment Agency Framework
- Specialist Consultancy Services
- Staff Training Frameworks
- Staff Wellness Initiatives

Procurement Introduction

eSourcing Platform

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Procurement Introduction

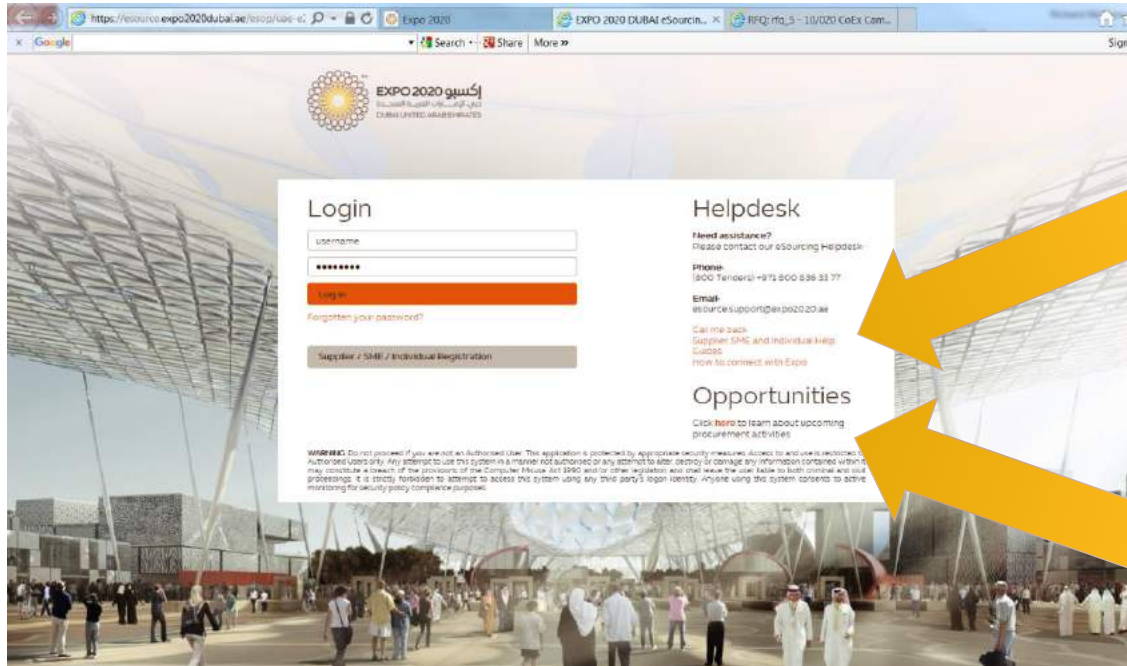
eSourcing Platform



The portal can be accessed directly from the main Expo 2020 web page.

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 and awarded opportunities

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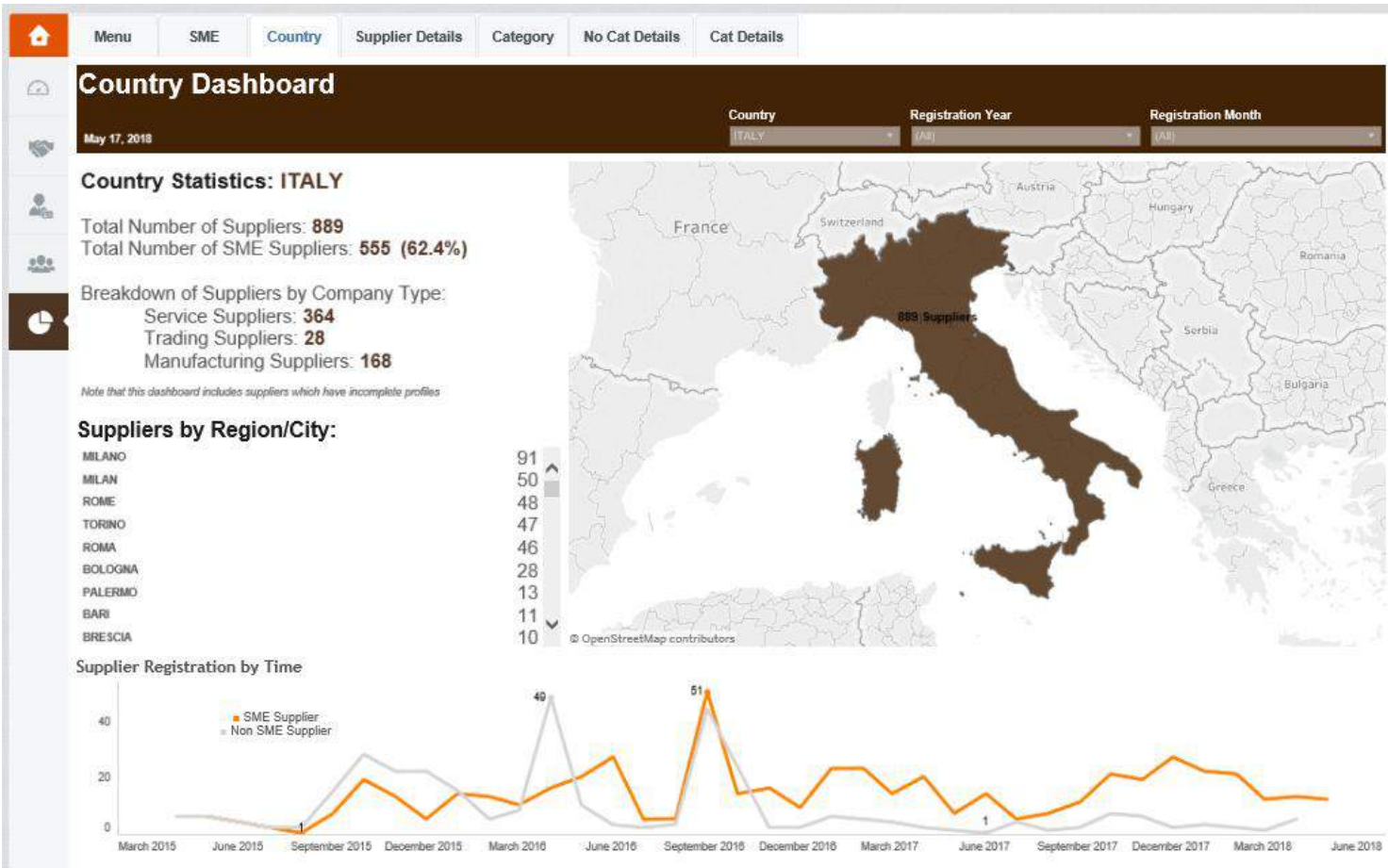


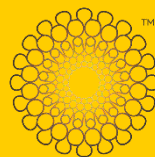
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Expo 2020 دبی
دبي 2020 معرض
25 OCT - 28 FEB 2020 DUBAI, U.A.E.





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