PARTICIPATION OF FOREIGN COMPANIES IN THE STATE PROCUREMENT OF THE RUSSIAN FEDERATION

Emerging Markets Group

2017
REGULATION OF THE PUBLIC PROCUREMENT SYSTEM

PUBLIC PROCUREMENTS

DIRECTLY ON THE ACCOUNT OF THE BUDGET OF THE RUSSIAN FEDERATION/ITS` TERRITORIAL ENTITIES

INDIRECTLY FOR THE ACCOUNT OF THE BUDGET OF THE RUSSIAN FEDERATION/ TERRITORIAL ENTITIES OF THE RUSSIAN FEDERATION

PROCUREMENTS FOR COMMERCIAL/ NON-COMMERCIAL ORGANIZATIONS, THE OWNER OF WHICH IS THE RUSSIAN FEDERATION/ ITS` TERRITORIAL ENTITIES

44-FZ FEDERAL LAW

223-FZ FEDERAL LAW

www.zakupki.gov.ru
# Customers of the Procurements

<table>
<thead>
<tr>
<th>44-FZ Federal Law</th>
<th>223-FZ Federal Law</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>State Customer</strong></td>
<td><strong>Municipal Customer</strong></td>
</tr>
<tr>
<td>2. Rosatom (state corporation)</td>
<td>2. Municipal government institutions</td>
</tr>
<tr>
<td>4. State off-budget funds</td>
<td></td>
</tr>
<tr>
<td>5. State treasury institution</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>Other Customers</strong></th>
<th>5. Budget institutions when purchase is carried out through private grants, Russian subsidies or due to performance</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Budget institutions</td>
<td>besides</td>
</tr>
<tr>
<td>2. Federal State Unitary Enterprises, Federal Municipal Unitary Enterprises</td>
<td>besides</td>
</tr>
<tr>
<td></td>
<td>5. Federal State Unitary Enterprises, Federal Municipal Unitary Enterprises when purchase is carried out through private grants, Russian subsidies or due to performance</td>
</tr>
</tbody>
</table>
**PRINCIPALS OF THE PROCUREMENT**

- **INFORMATIONAL OPENNESS (TRANSPARENCY):** free and gratuitous access to the information placement of procurement information in the unified information system (article 7, 44-FZ Federal Law, clause 1 article 3, 223-FZ Federal Law)

- **ENSURING COMPETITION:** creating equal conditions for ensuring competition among participants; absence of discrimination and unreasonable restrictions with respect to participants, the prohibition on setting unmeasurable requirements for procurement participants (article 8, 44-FZ Federal Law, clause 1 article 3, 223-FZ Federal Law)

any entity can become a participant, but in accordance with the legislation of the Russian Federation

This implies the possibility of unhindered access of foreign companies to participation in procurement
### PARTICIPANTS OF THE PROCUREMENT

<table>
<thead>
<tr>
<th>44-FZ FEDERAL LAW</th>
<th>223-FZ FEDERAL LAW</th>
</tr>
</thead>
</table>
| **1. ANY LEGAL ENTITY, regardless**  
  - organizational form  
  - property form  
  - location  
  - place of origin of capital  
  with the exception of legal entities, registered in offshore zones, list of the offshore zones is approved by Ministry of Finance from 03.11.2007 №108H | **1. ANY LEGAL ENTITY/ SEVERAL LEGAL ENTITIES AS A COLLECTIVE PARTICIPANT regardless**  
  - organizational form  
  - property form  
  - location  
  - place of origin of capital  
  with no exceptions |
| **2. ANY INDIVIDUAL, including an individual entrepreneur** | **2. ANY INDIVIDUAL/SEVERAL INDIVIDUALS AS A COLLECTIVE PARTICIPANT, including an individual entrepreneur** |

### SOME PRIVILEGED PARTICIPANTS

| **1. PENAL INSITUTIONS** | **1. SMALL BUSINESS**  
  SHALL COVER AT LEAST 18% OF ANNUAL STATE PURCHASE VOLUME |
| **2. ORGANIZATIONS OF DISABLED PERSONS** | **2. MEDIUM BUSINESS**  
  SHALL COVER AT LEAST 15% OF ANNUAL STATE PURCHASE VOLUME |
| **3. SMALL BUSINESSES**  
  while procurement is organizing the procurement,  
a restriction can be established = only the small business |
PRINCIPALS OF THE PROCUREMENT. QUOTE

“In accordance with paragraph 4 of Art. 3 of 44-FZ Federal Law, a party to the procurement of goods may be any legal entity regardless of its organizational and legal form, form of ownership, location and place of origin of capital. Clause 1 of Art. 2 of the Civil Code provides that the rules established by civil law are applied to relations with the participation of foreign legal entities, unless otherwise provided by Federal Law. Consequently, foreign legal entities, along with legal entities registered in accordance with the legislation of the Russian Federation, are participants in relations governed by civil law (including contract obligations), have right to acquire and exercise their civil rights by their will and in their interest, freely establish their rights and obligations on the basis of the contract and to determine any terms of the contract that do not contradict the legislation (clause 2 of Article 1, clause 1 of Article 2 of the Civil Code of the Russian Federation).”

Graduate School of Management
Andrey Ivanov, Assistant Professor,
Deputy Head of the Centre for Public and Private Partnership Research
ivanov@gsom.pu.ru
«44-FZ Federal Law: Any entity can become a participant of the procurement with the exception of the legal entity, which place of registration is the state or territory included in the approved in accordance with subsection 1 of clause 3 of Article 284 of the Tax Code of the Russian Federation, the list of countries and territories that provide preferential tax regime of taxation and (or) does not provide for disclosure of information on financial operations (offshore zones) in respect of legal entities (hereinafter - the offshore company). It is required to have a notarized translation of foreign documents for electronic trading platforms. Only a ban on admission of certain categories of goods of foreign origin in accordance with the Government decree can effect the participation in the procurement.

223-FZ Federal Law: *in accordance with the provisions of the Customer.*»

LLC RusTender
Natalia Zhidkova, Manager for work with legal entities
n.zhidkova@tender-rus.ru
PARTICIPANTS OF THE PROCUREMENT. LIST OF OFFSHORE ZONES

1. Anguilla;
2. Principality of Andorra;
3. Antigua and Barbuda;
4. Aruba;
5. Commonwealth Bahamas;
6. Kingdom of Bahrain;
7. Belize;
8. Bermuda shorts;
9. Brunei-Darussalam;
10. Republic of Vanuatu;
11. British Virgin Islands;
12. Gibraltar;
13. Grenada;
14. Commonwealth of Dominica;
15. People's Republic of China: Hong Kong Special Administrative Region (Hong Kong); Macao Special Administrative Region (Aomin);
16. Union Mosquitoes: island Anjouan;
17. Republic of Liberia;
18. Principality of Liechtenstein;
19. Republic of Mauritius;
20. Malaysia: island Labuan;
21. Republic of Maldives;
22. Republic of the Marshall Islands;
23. Principality of Monaco;
24. Montserrat;
25. Republic of Nauru;
26. Curacao and Saint Martin (Netherlands part);
27. Republic of Niue;
28. United Arab Emirates;
29. Cayman Islands;
30. Cook Islands;
31. Turks and Caicos Islands;
32. Republic of Palau;
33. Republic of Panama;
34. Republic of Samoa;
TENDERS

44-FZ FEDERAL LAW

AUCTIONS

ELECTRONIC

OPEN

CLOSED

REQUEST FOR PROPOSALS

CALL FOR QUOTES

PROCUREMENTS FROM A SINGLE PARTICIPANT

TWO-STAGE

WITH LIMITED PARTICIPATION

OPEN

CLOSED

- voluntary
- mandatory
THE ALLOCATION OF PROCUREMENTS TO IDENTIFY THE SUPPLIER

- 56.34% - Electronic auction - RUB 3,058,828.9 million
- 24.05% - Procurement from a single supplier - RUB 1,305,900.5 million
- 12.82% - Open tender - RUB 696,484.4 million
- 5.8% - Other methods of procurement - RUB 314,570.0 million
- 1% - Quotation request - RUB 50,855.9 million
PROCUREMENT FROM THE SINGLE SUPPLIER (44-FZ FEDERAL LAW)

- Part 1, point 29, art. 93 - the conclusion of the contract on power supply or purchase agreement of electric energy with the guaranteeing supplier of electric energy
- RUB 81 970,44 million
- Part 1, point 25, art. 93 - recognition of a tender with limited participation to be invalid and making by the customer of a decision on the procurement from the sole supplier (contractor, performer)
- RUB 86 517,04 million
- Part 1, point 25, art. 93 - recognition of an open tender to be invalid and making by the customer of a decision on the procurement from the sole supplier (contractor, performer)
- RUB 93 610,65 million
- Part 1, point 8, art. 93 - rendering of services for water supply, water disposal, heat supply, gas supply, connection to the utility networks at controlled prices, storage and import (export) of narcotic drugs and psychotropic substances
- RUB 158 189,43 million
- Other reasons
- RUB 274 177,62 million
- Part 1, point 25, art. 93 - recognition of an electronic auction to be invalid and making by the customer of a decision on the procurement from the sole supplier (contractor, performer)
- RUB 981 434,00 million
METHODS OF PROCUREMENT (223-FZ FEDERAL LAW)

- TENDERS
  - OPEN
  - CLOSED
- AUCTIONS
  - CLOSED
  - OPEN
- OTHER
  - CALL FOR THE QUOTES
  - REQUEST FOR PROPOSALS
  - COMPETITIVE NEGOTIATIONS
- PROCUREMENTS FROM A SINGLE SUPPLIER

could be in electronic form
THE ALLOCATION OF PROCUREMENTS TO IDENTIFY THE SUPPLIER

- 58.60% - Other methods of procurement - RUB 15,242,763.4 million
- 35.38% - Procurement from a sole supplier - RUB 9,198,168.0 million
- 2.08% - Open tender - RUB 531,445.4 million
- 1.98% - Open auction in electronic format - RUB 506,928.7 million
- 0.99% - Open auction - RUB 17,393.4 million
- 0.99% - Quotation request - RUB 223,166.9 million
CHALLENGES OF PARTICIPATION OF FOREIGN COMPANIES IN THE PROCUREMENT

- TECHNICAL
- ORGANIZATIONAL
- LEGAL
MANDATORY ELECTRONIC FORM
RF Government Order of March 21, 2016 N 471-R (44-FZ Federal Law) and RF Government Decree of June 21, 2016 No. 616 (223-FZ Federal Law) specify the list of goods, works, services, in the case of procurement of which the customer is obliged to conduct the auction (order method of procurement) in electronic form (electronic auction).

ELECTRONIC DIGITAL SIGNATURE
To participate in electronic tenders, an electronic signature is required. To participate in trades on 44-FZ, an unqualified electronic signature is required, and for some trading platforms - unqualified or qualified, depending on the requirements of a specific procurement. Regulator - Law No. 63-FZ "On electronic signature".

"The Ministry of Communications and Mass Communications of the Russian Federation has drafted a bill according to which the right to issue qualified electronic signatures will completely pass to the accredited state structures. In this case, private companies can no longer engage in the issuance of electronic signatures", source: https://tender-rus.ru/.

ACCREDITATION
Accreditation is registration on the site of the trading platform, an obligatory procedure, the passage of which will provide the user access to trading. To pass it, you must electronically submit an application on the site, indicating all the bank details of the organization and information about the authorized person.
ELECTRONIC TRADING PLATFORMS (44-FZ FEDERAL LAW)

- Sberbank-AST - RUB 1 369 792,3 million
- RTS-tender - RUB 1 087 321,8 million
- United electronic market place - RUB 996 599,7 million
- National Electronic Platform - RUB 279 412,4 million
- Public Procurement Agency of the Republic of Tatarstan - RUB 111 905,7 million
OBTAINING THE ELECTRONIC DIGITAL SIGNATURE FOR THE FOREIGN COMPANIES. MINIMUM LIST OF DOCUMENTS

- Application for issuing an electronic signature: an application of a prescribed form is provided to the certifying center. Can be filled in electronic form.
- Extract from the RF Unified Register of Taxpayers: received no later than 30 days before its submission.
- The passport of the owner of the electronic signature: the original and a copy of 2-3 pages of the passport and pages with registration at the last place of residence.
- A power of attorney of the head of a foreign company subdivision / representative office: a document is necessary if an electronic signature is issued to the head of a representative office of a foreign organization.
- Power of attorney of the authorized representative: the document is necessary if the electronic signature is not issued to the head of the organization. The power of attorney of the established sample is given by the certifying center.
- Power of attorney for obtaining electronic signature: the document is necessary if the electronic signature is received by the representative of the electronic signature owner. The power of attorney of the established sample is given by the certifying center.
- Passport of the beneficiary electronic signature: the document is necessary if the electronic signature is obtained by the representative of a signer. It is necessary to provide the original and a copy of 2-3 pages of the passport and the page with the registration at the last place of residence.
TECHNICAL CHALLENGES. ACCREDITATION

For procurement according to 44-FZ FEDERAL LAW the list of documents is established by law

1. Duly certified translation into Russian of documents on state registration of a legal entity in accordance with the legislation of the respective state.
2. Copies of constituent documents of a legal entity.
3. Copies of documents confirming the authority of the person to receive accreditation on behalf of this participant - a legal entity. Or a power of attorney to carry out the appropriate actions on behalf of such participant, certified by its seal (if there is a seal) and signed by the head or a person authorized by him.
4. Copies of documents confirming the authority of the head. Or a power of attorney issued to an individual for the performance on behalf of this participant of actions to participate in such auctions, certified by his seal (if there is a seal) and signed by the head or an authorized person.
5. Analogue of the taxpayer identification number (TIN) in accordance with the legislation of the relevant foreign state;
6. E-mail address of the participant.
7. Decision on approval or on completion of such auctions of transactions on behalf of this procurement participant - a legal entity with information on the maximum amount of one transaction.

For procurement according to 223-FZ FEDERAL LAW the list of documents is not established by law, up to the customer and/or electronic platform, but usually it is the same as in accordance with 44-FZ FEDERAL LAW
ORGANIZATIONAL CHALLENGES (1)

- LIMITED TIMEFRAME
  - TENDERS (20 DAYS)
  - AUCTIONS > 3 MLN RUBLES (15 DAYS)
  - AUCTIONS < 3 MLN RUBLES (7 DAYS)
  - CALL FOR QUOTES (7 DAYS)
  - REQUEST FOR PROPOSALS (5 DAYS)

- UNIFIED SUPPLIER REQUIREMENTS: foreign vs. Russian
  - Preparation of foreign documentation and submission of application
    - apostille
    - translation
    - forwarding
  - EXTRA TIME
ORGANIZATIONAL CHALLENGES (2)

- THE LANGUAGE BARRIER
  - misspelled application
  - incomplete set of supporting documents

- WAYS OF BID SECURING

- DIFFICULTIES IN COMPLIANCE WITH LEGISLATION

- DIFFICULTIES IN INTERPRETATION

- DIFFICULTIES IN MONEY TRANSMISSION
REQUIREMENTS TO PARTICIPANTS OF PROCUREMENT

UNIFIED

- non-conduct of liquidation (bankruptcy)
- non-reinstatement of activities
- absence of debt in the amount of more than 25% of the book value of assets
- no criminal record for economic crimes
- possession of exclusive rights to the results of intellectual activity
- the lack of conflict of interests between the parties to the procurement and the customer
- not belonging to offshore companies

Requirement of the absence in the register of unscrupulous suppliers (contractors, executors) of information about the procurement participant

ADDITIONAL

- availability of financial resources for contract performance
- availability of equipment and other material resources for contract performance
- availability of relevant experience and business reputation
- availability of the necessary number of specialists and other employees of a certain level of qualification for the performance of the contract (can be applied to procurements of goods, works, services only when it is stipulated by the Government)
**BASIC PACKAGE OF DOCUMENTS FOR PROCUREMENT APPLICATION**

- Documents on state registration of a legal entity in accordance with the legislation of the respective state - duly certified translation into Russian.
- A document confirming the authority of a person to act on behalf of a participant.
- Copies of constituent documents of the participant.
- Decision to approve or to commit a major transaction, if such is required by the constituent documents of the participant.
- A declaration on the compliance of a participant in an open tender with the requirements of the legislation.
- In the cases provided for in the bidding documents, copies of documents confirming the conformity of the goods, work or services with the requirements established in accordance with the legislation of the Russian Federation (if any): for example, a license for a certain type of activity, a certificate of admission to work on the organization of construction.

*It is not allowed to require the submission of such documents, if in accordance with the legislation of the Russian Federation such documents are transferred together with the goods.*
ORGANIZATIONAL CHALLENGES. QUOTE

“Practice shows that foreign companies participate in tenders through their Russian representative offices, dealers, etc. Nevertheless, a foreign legal entity that does not have a representative office in the territory of the Russian Federation is not deprived of the right to participate in tenders. The list of information and documents that should be contained in the application for participation in an open tender is defined by clause 2 of Art. 51 of 44-FZ Federal Law. The peculiarity associated with the status of a foreign legal entity is, in this case, the fact that, as part of documents, a foreign company does not provide an extract from the Unified State Register of Legal Entities or a notarized copy of such an extract, but a duly certified translation into Russian of documents on state registration of such legal entity in accordance With the legislation of the corresponding state (subparagraph "b" clause 1, part 2, article 51 of Law No. 44-FZ)”

Graduate School of Management
Andrey Ivanov, Assistant Professor,
Deputy Head of the Centre for Public and Private Partnership Research
ivanov@gsom.pu.ru
Since the inclusion in the documentation of requirements for business reputation is not allowed in the procurement under 44-FZ Federal Law, there are no additional difficulties for foreign participants in procurement.

However, due to the fact that such requirements can be established in the procurement under 223-FZ Federal Law, the customer in the procurement documentation may establish requirements for goodwill, and in the procurement clause to fix the list of documents by which compliance with these requirements can be confirmed. A foreign company may find itself in a situation when the list of documents will provide for a certificate of conformity provided for by the Russian national system of standards.
WAYS TO SOLVE TECHNICAL AND ORGANIZATIONAL CHALLENGES

TO ESTABLISH DAUGHTER COMPANY IN RUSSIA

TO HAVE THE DISTRIBUTOR OR PARTNER IN RUSSIA

TO HAVE REPRESENTATIVE OFFICE/BRANCH IN RUSSIA
WAYS TO SOLVE TECHNICAL AND ORGANIZATIONAL CHALLENGES.

PARTNERSHIP

According to Part 5 of Article 3 of 223-FZ Federal Law, the Collective participant is a participant in the procurement, which is the association of legal entities acting on the side of one participant in the purchase, regardless of the legal form, form of ownership, location and place of origin of capital, or several individuals, Acting on the side of one participant in the procurement, including several individual entrepreneurs acting on the side of one participant in the procurement, which meet the requirements established by the customer in accordance with the procurement regulations.

Collective participation is applicable to any procurement procedure (if it is not directly prohibited by the procurement documentation) in particular if a wide range of differently directed types of economic and professional activities (for example, construction) is required to fulfill the terms of the contract being the subject of procurement, with a view to improving the opportunities for Development of fair competition and creation of a prospect of participation in the procurement of persons fully meeting the requirements set by the Customer for potential participants in the procurement, and About having limited powers.
WAYS TO SOLVE TECHNICAL AND ORGANIZATIONAL CHALLENGES. QUOTE

“Our company has a subsidiary in Saint Petersburg and is operating in agricultural business, that is way we often participate in tenders both under 223-FZ Federal Law and 44-FZ-Federal Law, we win often and I have never felt corruption, probably because of the fact that we are in agricultural sector. We are participating both on the electronic trading platforms and on customer’s request. We are also participating in auctions. Sometimes companies in Russia organize tenders and ask for the price directly from our mother company in Finland on ex-works prices.

Piippo Russia
Evgeny Kunin, General Director
evgeny.kunin@piipporus.ru
LEGAL CHALLENGES

- LIMITED PARTICIPATION IN CONNECTION WITH
  - privileged participants
  - closed forms of procurements (mostly not applied to foreign companies, as connected with state secret)
  - additional qualification requirements to participants

- RESTRICTION OF FOREIGN GOODS (import substitution)

  “The main document that introduces preferences to Russian companies is the Order of the Ministry of Economic Development of the Russian Federation 155 from 25.03.14 "On the conditions for admission of goods originating from foreign countries for the purposes of purchasing goods, works, services for provision of state and municipal needs". Resolution of the Government of the Russian Federation 1289 of 30.11.15 "On the restrictions and conditions for admission of medicinal products from foreign countries included in the list of essential and essential medicines for the purposes of procurement for ensuring state and municipal needs" requires rejecting all foreign applications when filing two Applications by representatives of the Eurasian Economic Union." Andrey Ivanov, Assistant Professor, Deputy Head of the Centre for Public and Private Partnership Research
The Customer rejects all applications containing proposals for the supply of products originating from foreign countries, provided that no less than 2 eligible applications for the supply of products from which the EurAsEC Member States originate are filed for participation (RR No. 102, No. 1289, N 832) or the Russian Federation (products for the RFP N 968).

In the event that the purchase winner submits an application for participation in the procurement, containing a proposal for the supply of goods originating from foreign countries, or a proposal for the performance of work, the provision of services by foreign persons, an agreement with such a winner is concluded at a price reduced by 15% price of the contract.
MECHANISMES OF PRIORITY (1)

Goods, works services covered by the «third wheel» mechanism:

<table>
<thead>
<tr>
<th>#</th>
<th>GOODS, WORKS, SERVICES</th>
<th>THE GOVERNMENT DECREE</th>
</tr>
</thead>
<tbody>
<tr>
<td>2.</td>
<td>Some food products (fish, sault, beef, pork, milk, butter, cheese, rice, sugar)</td>
<td># 832 of 22.08.2016</td>
</tr>
<tr>
<td>3.</td>
<td>Vital and essential medicines</td>
<td># 1289 of 30.11.2015</td>
</tr>
<tr>
<td>4.</td>
<td>Some medical instruments and equipment</td>
<td># 102 of 05.02.2015</td>
</tr>
</tbody>
</table>
MECHANISMES OF PRIORITY (2)

Foreign goods, works services restricted in other ways:

<table>
<thead>
<tr>
<th>#</th>
<th>GOODS, WORKS, SERVICES</th>
<th>THE GOVERNMENT DECREE</th>
<th>Type of restrictions</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>Goods, works, services required for national defense and security</td>
<td># 9 of 14.01.2017</td>
<td>Prohibited provided there is a production of required goods in the RF/ EurAsEC</td>
</tr>
<tr>
<td>2.</td>
<td>Some engineering products (self-propelled vehicle, construction machines, cars, trams, busses, trolleybuses)</td>
<td># 656 of 14.07.2014</td>
<td>Almost always prohibited except special investment contracts</td>
</tr>
<tr>
<td>3.</td>
<td>Some consumer goods (textile, clothing and footwear, plastic goods)</td>
<td># 791 of 11.08.2014</td>
<td>Prohibited provided there is a production of required goods in the RF/ EurAsEC</td>
</tr>
<tr>
<td>4.</td>
<td>Software</td>
<td># 1236 of 16.01.2015</td>
<td>Prohibited provided the required software is on the RF software register and fits the required technical and functional criteria</td>
</tr>
</tbody>
</table>
PROCUREMENTS IN TERMS OF THE SUPPLY NOMENCLATURE

- **46,64%** - Other - RUB 2 526 710,3 million
- **17,24%** - Highway and Railway; Highway and Railway construction works - RUB 934 072,6 million
- **8,67%** - Buildings and construction of buildings - RUB 469 917,2 million
- **8,21%** - Services connected with research and experimental development in the field of natural and technical sciences - RUB 444 595,8 million
- **5,88%** - Pharmaceuticals and medicines - RUB 184 048,4 million
- **3,43%** - Intermediation services in the monetary sphere - RUB 185 712,6 million
HOW TO OVERCOME IMPOSED PRIORITIES

INCREASE COMPETITIVENESS OF THE OFFER AT THE ACCOUNT OF NON-CUTTING CRITERIA

TRANSITION TO NON-COMPETITIVE FORMS OF PURCHASE (ON SINGLE SUPPLIER)
**CRITERIA FOR EVALUATION OF APPLICATIONS**

<table>
<thead>
<tr>
<th>Criteria</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Price of the contract</td>
<td>%</td>
</tr>
<tr>
<td>Expenses for the operation and repair of goods, use of the results of work</td>
<td>%</td>
</tr>
<tr>
<td>Qualitative, functional and ecological characteristics of the object of procurement</td>
<td>%</td>
</tr>
<tr>
<td>The qualifications of the participants in the procurement, including the availability of financial resources, the right to own or otherwise legally based equipment and other material resources, work experience related to the subject of the contract, and business reputation, professionals and other employees of a certain skill level</td>
<td>%</td>
</tr>
</tbody>
</table>
UNIFIED INFORMATIONAL SYSTEM (WWW.ZAKUPKI.GOV.RU)

From January 2016 www.zakupki.gov.ru officially fulfills the role of UNIFIED INFORMATIONAL SYSTEM.

Initially, RF Government Resolution No. 36 of January 23, 2015, enacted to implement the possibility of bidding by electronic bidders through the Unified Information System until January 1, 2017. However, by the Decree of the Government of the Russian Federation of December 31, 2016 No. 1588, the deadline for this task was postponed to the date no later than January 1, 2018, source: https://tender-rus.ru/.
UNIFIED INFORMATIONAL SYSTEM. EXAMPLE OF PARTICIPATION OF FOREIGN COMPANY IN PROCUREMENT

ИНФОРМАЦИЯ О ДОГОВОРЕ
№ 77706614573150000560000

ISS - подписка на события договора

Размещено 29.03.2016 (МСК (CET+3) Москва, Волгоград)
По местному времени организации, осуществляющей закупку

<table>
<thead>
<tr>
<th>СВЕДЕНИЯ О ПОСТАВЩИКАХ (ИСПОЛНИТЕЛЯХ, ПОДРЯДЧИКАХ)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>НАИМЕНОВАНИЕ</strong></td>
</tr>
<tr>
<td>-------------------------------------------</td>
</tr>
<tr>
<td><strong>Ganz Engineering and Energia's Machinery Ltd.</strong></td>
</tr>
</tbody>
</table>
ИНФОРМАЦИЯ О ДОГОВОРЕ
№ 77706614573150000560000

ISS - подпись на события договора

Размещено 29.03.2016 (МСК (СГВ+3) Москва, Волгоград)
По местному времени организация, осуществляющей закупку

<table>
<thead>
<tr>
<th>Номер договора</th>
<th>33/3702-Д</th>
</tr>
</thead>
<tbody>
<tr>
<td>Дата заключения договора</td>
<td>14.07.2015 (МСК)</td>
</tr>
<tr>
<td>Номер поставщика</td>
<td>№ 3111257018</td>
</tr>
<tr>
<td>Предмет договора</td>
<td>Поставка электронноосных агрегатов рециклюзации и перекачки сбросных вод для сортировки энергоблоков №1 и №2 Белорусской АЭС производства Gaz Engineering and Energies Machinery Ltd.</td>
</tr>
</tbody>
</table>

ОБЩАЯ ИНФОРМАЦИЯ