

Bird & Bird &
Our International
Projects and
Procurement Group

*International presence,
local knowledge*

Introducing our international
capabilities





Our International Projects and Procurement group has extensive experience of advising public bodies, utilities, bidders and sponsors on local, national and cross-border regulated procurement matters. We give strategic, outcome-focused advice to ensure our clients navigate the complex legal environment and achieve the best possible commercial outcome for their publicly procured projects.

30

offices in 20 countries
giving you a truly local
presence to rely on



a public projects team
that spans offices across
Europe, the Middle East
and Asia Pacific

1300+

lawyers in 30 offices across
Europe, the Middle East,
Asia-Pacific and North America,
we're ready to help you wherever
you are in the world

100+

public projects advised
on last year in at least
21 countries

Examples of our global projects



A circular map of Europe with various project callouts. Each callout includes a line pointing to a specific location on the map, an icon, and the project name. The projects are: Isavia: Keflavik International Airport (airplane icon), Danish Government Security and Defence (shield icon), European Space Agency (rocket icon), European Satellite Services Provider (ESSP) (satellite icon), Helicopter manufacturer (helicopter icon), Telecommunications provider Tele2 (phone icon), Nokia (mobile phone icon), Ministry of Transport and Communication (cross icon), International pharmaceutical company (cross icon), Budapest 2024 Ltd. (Olympic rings icon), and TERN A S.p.A./EDF S.p.A. (train icon).

Isavia: Keflavik International Airport

Danish Government Security and Defence

European Space Agency

European Satellite Services Provider (ESSP)

Helicopter manufacturer

Telecommunications provider Tele2

Nokia

Ministry of Transport and Communication

International pharmaceutical company

Budapest 2024 Ltd.

TERN A S.p.A./EDF S.p.A.



A world map with project callouts. A dotted circle highlights the European region, which is also shown in a larger circular inset on the left. The projects are: Kingdom of Saudi Arabia (nuclear symbol icon), Leading satellite image provider (satellite icon), Energy Market Authority (lightning bolt icon), Energy Market Authority (wrench and hammer icon), KPMG government procurement tenders (shield icon), and Basware SaaS for South Australian Government (shield icon).

Kingdom of Saudi Arabia

Leading satellite image provider

Energy Market Authority

Energy Market Authority

KPMG government procurement tenders

Basware SaaS for South Australian Government

Procurement teams

UK and Ireland

Our team in the UK provides cross-border and domestic advice to public sector organisations and utilities, companies bidding and doing business with them and institutions financing public sector projects in all of the key markets across the world. We provide integrated advice on procurement law, commercial negotiations, contract drafting and dispute resolution. Clients turn to us for the value we can add to their involvement in the procurement process, whether through advice on procurement strategy, structuring bids and helping to resolve disputes. We help clients in all areas of law affecting procurement transactions at any stage of the life cycle, including planning and advertising, negotiation, short-listing, contract award (including making and defending legal challenges), contract management (including dispute resolution and avoidance). Our team has particular strength in advising bidders participating in procurements outside their jurisdiction and on multi-national and pan-European projects.

Key Projects



European Space Agency
The new Govsatcom EU project programme



Isavia: Airport
Keflavik Airport Major Re-development Plan



Kingdom of Saudi Arabia
Pathfinder PPP projects



Stuart Cairns

Partner

+44 (0)7701 314 035
stuart.cairns@twobirds.com

Denmark

The Danish Procurement Team is among the largest and most reputable procurement teams in Denmark. We have for more than 15 years worked mainly on the public side supporting public entities and utility companies making strategic purchases with a special insight within technology, digitization, mechanical hardware and infrastructure projects. Our team advises international bidders participating in procurements in Denmark and utilizing our extensive experience on the public side to interpret tender materials, requirements, contractual risks and evaluation criteria as well as the practical implications of the chosen evaluation model.

We are often used by bidders to assess the admissibility but also the quality of a draft tender in regard to targeting the evaluation criteria and we handle all aspects related to the award of contract including disclosure, clarification meetings with the public entity and handling the complaint procedure for the Danish Complaints Board.

Key Projects



Danish Government Security and Defence
Multiple IT and Hardware system purchases



Danish Ministry of Taxation
International IT Project EU toll regulation



Major Transport Infrastructure
Femern Rail Tunnel and Copenhagen Metro



Peter Jorgensen

Partner

+45 40 54 74 96
peter.jorgensen@twobirds.com

Germany

Our team is one of the largest, most successful and most recognized procurement law teams in Germany. Our longstanding expertise enables us to design and develop complex EU-wide procurement procedures successfully and achieve the best possible outcome for our clients. We support national and international business clients in successfully participating in procurement procedures and represent public and private clients in procurement law disputes before procurement review boards, higher regional courts and the European Court of Justice. The efficient cross-practice structure of Bird & Bird helps our team especially in highly complex IT procurement procedures. Due to the detailed specialist legal knowledge of our lawyers in a broad spectrum of areas, we can ensure accurate and practice-oriented consultations with highly satisfactory results. In addition to the energy & utilities and the health care & life science sectors we also offer legal advice and support in the transportation and in the defence & security sectors.

Key Projects



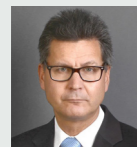
International pharma company - First time procurement procedure for cultivating, processing and delivery of cannabis for medical purposes



International train manufacturer - Multiple litigation procedures regarding technical innovative trains



Different statutory sickness funds - Highly complex IT procurement procedures for electronic patient record Apps"



Dr. René Voigtlaender, J.D. (USA)

Partner

+49 (0)89 3581 6222

rene.voigtlaender@twobirds.com

Italy

Our team has more than 20 years' experience in advising national and international economic operators and contracting authorities.

We combine a deep knowledge of national and EU public procurement rules with extensive experience in technology intensive sectors disrupted by the digital world, including aerospace and defence, communications, IT, life sciences, electricity & gas.

Our assistance ranges from tender package drafting and preparation, to the analysis and interpretation of tender rules and requirements and support in contractors-customers relations. As we also regularly represent clients in disputes concerning tender procedures and procurement contracts, we can provide valuable insights on the implications of tender structuring and strategic participation choices.

Key Projects



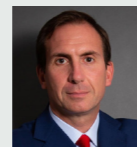
TERNA S.p.A./EDF S.p.A. - SACOI 3 interconnector (Sardinia-Corsica-Italy) works/supply procurement contract



Smiths Detection - Support in participating in airport tenders for the supply of EDS equipment



Ferrovie dello Stato Italiane S.p.A - Support participating in the delayed Singapore-Kuala Lumpur High speed rail project



Simone Cadeddu

Partner

+39 06 69 66 70 07

simone.cadeddu@twobirds.com

Spain

Our Spanish team advises both purchasing bodies and bidders on complex procurement processes and procurement law challenges and disputes. We provide comprehensive advice on all aspects of projects (structuring, financing, procuring and delivery) both within Spain and internationally. We work with some of the most important companies within the Government procurement matters, mainly in the Life Sciences & Healthcare, Security & Defence and IT & Communications sector, as well as Media, Entertainment & Sport, Retail & Consumer, Finance, Energy, Public transport, Railway & Construction sector. We possess exceptional expertise in public procurement of innovative products - supply contracts of highly regulated and sophisticated products and services (medicines, medical devices, frontier products, aircrafts, helicopters, dual use - civil and military - products, software, hardware), requiring special attention to certain issues (IPRs, damages and liability, regulatory compliance) and innovative public procurement and projects (risk-sharing agreements, PPPs, framework agreements, competitive dialogues, central purchasing, Pre-commercial Procurement).

Key Projects



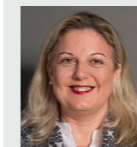
European Commission - Design and deployment of e-health PCP and PPI projects.



A major sports streaming operator - Advising our client on its entrance onto Spanish market



Helicopter manufacturer <NH>
Helicopters supply contract



Coral Yanez

Partner

+34 91 790 3212

coral.yanez@twobirds.com

The Netherlands

Our team in the Netherlands provides advise to a variety of clients on issues throughout the procurement process. From reviewing tender documents and advising clients on the questions to ask procuring entities, to representing clients in court. Our team has particular strength in advising bidders participating in procurements in the Netherlands, but outside their own jurisdiction. Clients also turn to us for high-tech or IT-related tenders and tenders in regulated sectors, such as telecommunications or life sciences. Thereby utilizing our extensive experience in those fields when interpreting tender documents, requirements, contractual risks and evaluation criteria as well as the practical implications. As all the ministries and many other public authorities and our office are both located in The Hague, we have the advantage of being close to those authorities and the competent courts.

Quote from Chambers: "*Janneke Kohlen is regarded as a "very talented" up-and-comer in the competition area. She has a specific focus on public procurement matters and advised Kinly as a third party in EUR82 million public procurement proceedings between the Dutch Police and Avex, the losing tenderer.*"

Key Projects



Defense: Marshall Land Systems Ltd.

Multiple major projects for the supply and maintenance of different defence materials



IT: Major IT solutions provider.

Litigated against the Dutch National Police and won the matter of a value of EUR 82 million.



Telecom: Dutch telecommunications provider Tele2
- Provided strategic advice on multiple framework agreements



Janneke Kohlen

Partner

+31 (0)70 353 8846

janneke.kohlen@twobirds.com

Finland

Our Finnish procurement team has more than 20 years' experience in assisting both public and private sector organisations in their procurement processes. We offer high-quality legal advice on procurement law as well as on commercial negotiations, contract drafting and in connection with market court proceedings. Our legal insight ranges from advising procuring organisations in building bids, into evaluating admissibility of individual bids or helping during related market court proceedings. Our team supports the supplier client during the whole procurement, making sure that it meets all the legal requirements of the process. On the other hand, bidding companies turn to us when the aim is to pull together a high quality bid meeting all the requirements of an eligible bid. Recently, we have assisted especially international suppliers aiming to enter the Finnish public sector market or to strengthen their position therein. Our Helsinki practice works in close cooperation with other offices, giving a unique position in Finnish legal market.

Key Projects



Fujitsu Finland - Advising and litigating for Fujitsu in various ICT public procurement issues.



Ministry of Transport and Communication - Advising the Finnish Ministry on negotiating and drafting a complex procurement agreement in the transportation sector.



Air Navigation Services Finland - Advising and litigating for state-owned Air Navigation Services Finland in aviation public procurement issues.



Katia Duncker

Partner

+358 (0)9 6226 6749

katia.duncker@twobirds.com

Poland

Our Polish team delivers comprehensive legal advice for both contracting authorities and Polish and international companies applying for public contracts in Poland. Our lawyers support clients at every stage of the procedure - from the tender announcement- up to selection of the best offer.

We advise contractors during the public procurement procedures in numerous industries, i.e.: IT, industrial, defense and security, postal, medical, rail and energy.

We support contracting authorities in preparing and successful completion of public tenders. We prepare the strategy of procurement disputes and represent clients in the disputes in the National Chambers of Appeals and in the courts. We also advise clients during the life cycle of the public contracts, especially when they need to be adapted to the changed circumstances.

Key Projects



Nokia - We advised on creating a consortium to participate in a tender for the construction of a fiber-optic network and GSM R system for PKP PLK SA and supporting in managing the implementation of the contract.



Siemens Mobility - Support in a tender for delivery of wagons for Warsaw Metro.



Bergen Engines - Representing in public tenders for providing maintenance services for PGE in Rzeszów.



Tomasz Zalewski

Partner

+48 22 583 79 46

tomasz.zalewski@twobirds.com

Belgium

Our team in Belgium has the distinguishing particularity to be active in EU public procurement law as well as in domestic public law. We advise public authorities at European, Federal or regional level, cities and municipalities, associations, state-owned enterprises and international organisations and companies on all aspects of public procurement, including the legal and organisational aspects of challenging procurement projects, in-house and inter-municipal cooperation, concessions and tendering procedures. We advise on both contentious and non-contentious matters. Beyond public procurement and related procedures governed by the European and domestic rules on tendering processes, our team has developed a particular expertise in the field of pre-commercial procurement (PCPs) and has been providing legal support to some high profile PCP projects over the last years.

Key Projects



Broadway - We are an active member of the Broadway consortium. Aim of the project: harmonisation of telecommunication systems between the different public protection and disaster relief (PPDR) authorities across EU Member States.



European Satellite Services Provider (ESSP)

We advise ESSP on the public procurement aspects of the European GNSS's Agency (GSA) tender processes.



British Telecom - We advise and litigate for BT in IT and Telecommunication EU public procurement issues.



Marc Martens

Partner

+32 (0)2 282 6090

marc.martens@twobirds.com

Hungary

Our office's attorneys have extensive knowledge and experience in advising clients regarding issues surrounding procurement law. Our team's public procurement experience includes advising clients on tendering obligations in the energy and construction sectors, public works contracts, state-sponsored transactions, as well as services procured by the state and state-owned undertakings. In the area of public procurement, the office's clients have been active in the energy, construction, financial services, telecommunications, defence and transportation industries. The Budapest office has represented Hungarian and foreign clients in a wide variety of international and cross-border transactions and is consistently recognized as a leading law firm in Hungary and is ranked in the top tier for most of its practices by major legal publications.

Key Projects



KKBK Zrt. - Government Investments Development of large-scale sports arenas



Budapest 2024 Ltd.

Bid to organize the 2024 Olympic Games



Paks Tender Contract

Refurbishment of vital IT system in Nuclear Power Plant



Ferenc Mátrai

Counsel

+ 36 1 301 8900

ferenc.matrai@twobirds.com

Middle East

Our procurement team in the Middle East has an in-depth understanding of local laws, industries, business practices and customs of the region. Through our offices in Dubai and Abu Dhabi, our full-service Middle East practice provides innovative advice to local, regional and international clients in all areas related to procurement, with a special focus on sectors and industries that are important to the development of the region. We have advised contracting authorities and bidders in the region on complex projects including working closely with key Government organisations in designing robust, transparent processes to maximum international interest in high-value competitions. Our key practice areas in the UAE are digital technology and aviation with a special focus on Infrastructure. We offer extensive advice in the following sectors: Aerospace, Airports, Defence & Security; Aviation; Energy & Utilities; Financial Services; Life Sciences & Healthcare; Media, Entertainment & Sport; Retail & Consumer; Technology & Communications.

Key Projects



Advising a leading satellite image provider in relation to the procurement process and the contract with a Saudi Ministry



Advising a global Air Traffic Control provider in relation to the bid for services related to Abu Dhabi Airports



Advising a global aircraft manufacturer and aerospace company in relation to various procured transactions with the UAE Ministry of Defence



Anders Nilsson

Partner

+971 26108 107

anders.nilsson@twobirds.com

Singapore

Our Singapore procurement team has wide ranging experience in public projects and regulatory work in Singapore, having advised a number of regulators and state agencies in Singapore including Energy Market Authority, Building & Construction Authority, Jurong Town Corporation, Ministry of Health, Tripartite Alliance Limited, People's Association and National Arts Council. We have been actively involved, often in the capacity as lead coordinator, in various innovative pathfinder public projects, large scale infrastructure projects, bids and tenders. We also advise multinational corporations in their procurement processes and policies for real estate, IT or outsourced functions.

Our experience includes developing procurement strategies for agencies, drafting of relevant RFI and RFP and preparation of bids and consortium arrangements. We have a unique practice advising regulators on special administration orders for key licensees which are in peril of ceasing to be a going concern.

Key Projects



Energy Market Authority on the Request for Information, award and implementation of Singapore's first utility-scale Energy Storage System.



Building Construction Authority and Singapore Green Building Council (SGBC) for widescale adoption of procurement of energy audits and implementation of ECM.



Singapore's Ministry of Health on the tender documentation for the construction/retrofit of specialist medical suites and polyclinics in Singapore.



Sandra Seah

Partner

+65 6428 9429

sandra.seah@twobirds.com

Australia

Our team in Australia advises on a wide range of procurement and tendering issues, with a particular emphasis on technology and the digital world. Our Sydney-based team advises on contractual, commercial, regulatory and strategic issues associated with procurement, as well as on resolving procurement-related disputes for a range of Australian, international and multinational clients.

Information technology procurement for large organisations, detailed government tender analysis and procurement advice for international professional services consultants, and the roll-out and regulatory issues associated with procurement of complex national and global communications and energy infrastructure projects are the kinds of procurement-related matters which keep our Australian lawyers busy.

Key Projects



KPMG

All aspects of government procurement tenders



Basware

SaaS for South Australian Government



NBN

Procurement and roll-out regulatory issues



Hamish Fraser

Partner

+61 2 9226 9815

hamish.fraser@twobirds.com

France

Our team in France has wide range of experience in transactions and major public works - construction contracts specially in the infrastructure and energy sectors in France and Africa.

They advise on major infrastructure and renewable energy projects, and notably on the drafting of EPC contracts. The team have advised several financial institutions and corporations, governments, local authorities and companies for the structuring of infrastructure and PPP projects.

Key Projects



RTE - Provided early advices on development of electricity interconnector between France/ Ireland and on procurement and EPC aspects to select cable suppliers ad constructors.



Public Agency for the Ministry of Justice's Real Estate - Assistance for the structuring, the preparation and the procurement of public-private procurement contracts for the construction of several prisons and courthouses (€800m).



Boris Martor

Partner

+33 (0)1 42 68 6320

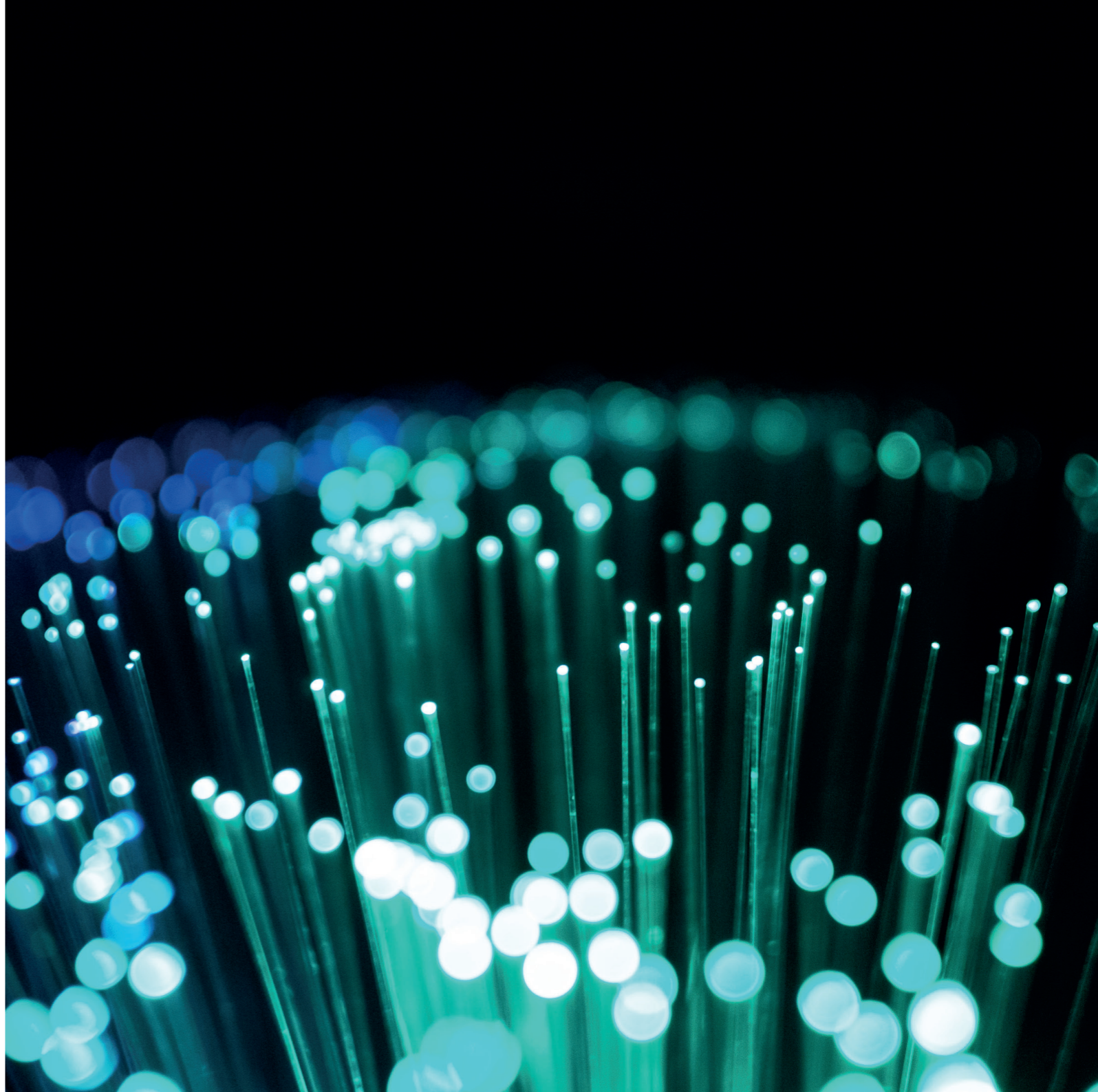
boris.martor@twobirds.com

A full service law firm to help you

A wide range of expertise and strong project management



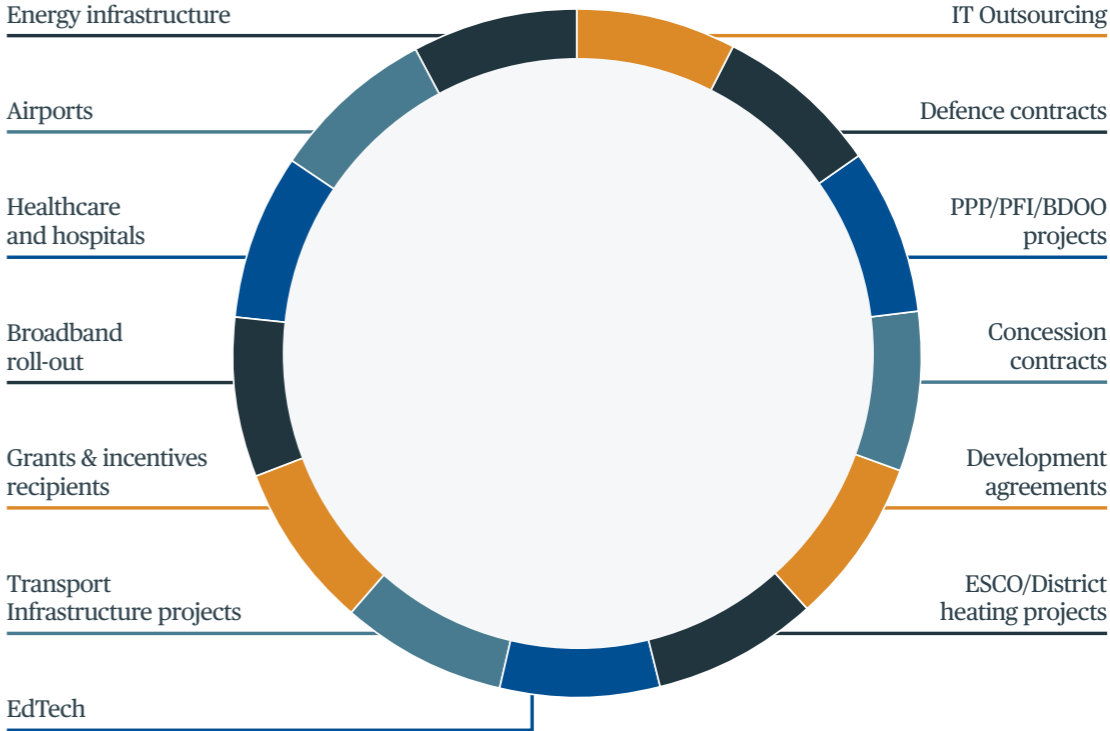
Supporting you internationally



An expert procurement disputes practice

Our major global disputes practice is skilled in all forms of dispute resolution including litigation, arbitration, ADR including mediation, corporate governance advice and investigations.

Our balanced practice, advising both customers and bidders, means we are ideally positioned to help you manage and settle disputes at an early stage. Where that is not possible, we have an expert international procurement disputes practice, which supports clients in challenges under the procurement rules before administrative bodies, national courts and the European courts, and on in-life disputes and contract management issues.



What others say about our team:

A client says: "We are extremely happy with them, above all with their transparency and the work they've done to explain what we're gaining and how to avert problems a few years down the line."

CHAMBERS UK, 2021

"Solution-oriented and adapts quickly to issues." "Stuart is immensely practical, focusing on what the client wants to achieve and very good at coming up with solutions to problems."

STUART CAIRNS, CHAMBERS 2021

Peter Dann Jørgensen of Bird & Bird is well regarded for his expertise within the public procurement sphere, in particular with assisting municipalities. He wins praises among market sources, with one describing him as "straightforward and friendly," and another calling him "highly specialised and very active in the community."

PETER DANN JØRGENSEN, CHAMBERS EUROPE 2020

'Their expertise on procurement law is excellent. They are good partners with very good people skills. Cannot recommend working with them enough.'

LEGAL 500 2020

Bird & Bird LLP are "very precise and client-oriented" and the lawyers "react to the client's wishes and offer apt solutions."

CHAMBERS EUROPE, 2018

"Roger is extremely knowledgeable on technology procurement."

ROGER BICKERSTAFF, CHAMBERS 2021

Strengths "They are incredibly professional but also very approachable. No question is ever dismissed and feedback is of the highest quality," a client says.

CHAMBERS UK, 2020

He is reported to be "very quick, responsive and profound."

TOMASZ ZALEWSKI, CHAMBERS EUROPE, 2019



Get in touch

UK & Ireland

Stuart Cairns

Partner

+44 (0)20 7982 6439
stuart.cairns@twobirds.com

Roger Bickerstaff

Partner

+44(0)20 7415 6160
roger.bickerstaff@twobirds.com

Elizabeth Reid

Partner

+44 (0)20 7905 6226
elizabeth.reid@twobirds.com

Denmark

Peter Jorgensen

Partner

+45 40 54 74 96
peter.jorgensen@twobirds.com

Thomas Larsen

Partner

+45 39 14 16 17
thomas.larsen@twobirds.com

France

Boris Martor

Partner

+33 (0)1 42 68 6320
boris.martor@twobirds.com

Germany

Dr. René Voigtlaender

Partner

+49 (0)89 3581 6222
rene.voigtlaender@twobirds.com

Dr. Alexander Csaki

Partner

+49 (0)89 3581 6195
alexander.csaki@twobirds.com

Dr. Jan Byok

Partner

+49 (0)211 2005 6124
jan.byok@twobirds.com

Martin Conrads

Senior Counsel

+49 (0) 40 46063 6176
martin.conrads@twobirds.com

Guido Bormann

Partner

+49 (0)211 2005 6224
guido.bormann@twobirds.com

Italy

Simone Cadeddu

Partner

+39 06 69 66 70 07
simone.cadeddu@twobirds.com

Spain

Coral Yanez

Partner

+34 91 790 3212
coral.yanez@twobirds.com

The Netherlands

Janneke Kohlen

Partner

+31 (0)70 353 8846
janneke.kohlen@twobirds.com

Finland

Katia Duncker

Partner

+358 (0)9 622 66749
katia.duncker@twobirds.com

Poland

Tomasz Zalewski

Partner

+48 22 583 7946
tomasz.zalewski@twobirds.com

Belgium

Marc Martens

Partner

+32 (0)2 282 6090
marc.martens@twobirds.com

Hungary

Ferenc Mátrai

Counsel

+36 1 301 8900
ferenc.matrai@twobirds.com

Middle East

Anders Nilsson

Partner

+971 26108 107
anders.nilsson@twobirds.com

Singapore

Sandra Seah

Partner

+65 6428 9429
sandra.seah@twobirds.com

Australia

Hamish Fraser

Partner

+61 2 9226 9815
hamish.fraser@twobirds.com

Thomas Jones

Partner

+61 2 9226 9802
thomas.jones@twobirds.com

Bird & Bird

twobirds.com

Abu Dhabi & Amsterdam & Beijing & Berlin & Bratislava & Brussels & Budapest & Copenhagen & Dubai & Dusseldorf & Frankfurt & The Hague & Hamburg & Helsinki & Hong Kong & London & Luxembourg & Lyon & Madrid & Milan & Munich & Paris & Prague & Rome & San Francisco & Shanghai & Singapore & Stockholm & Sydney & Warsaw