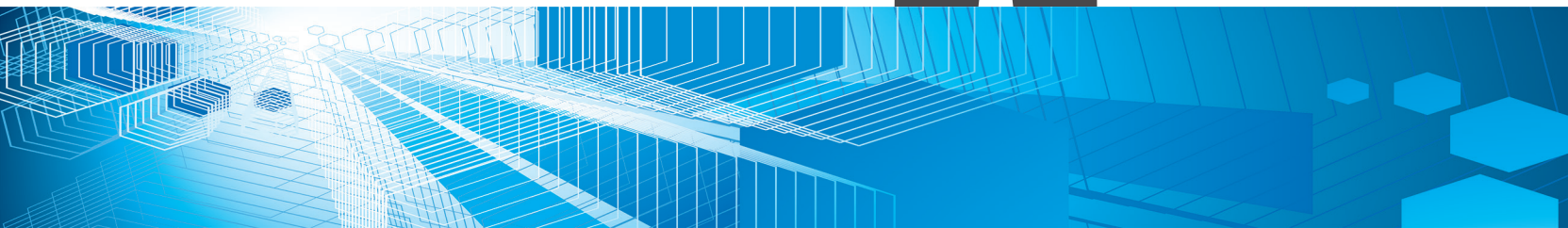


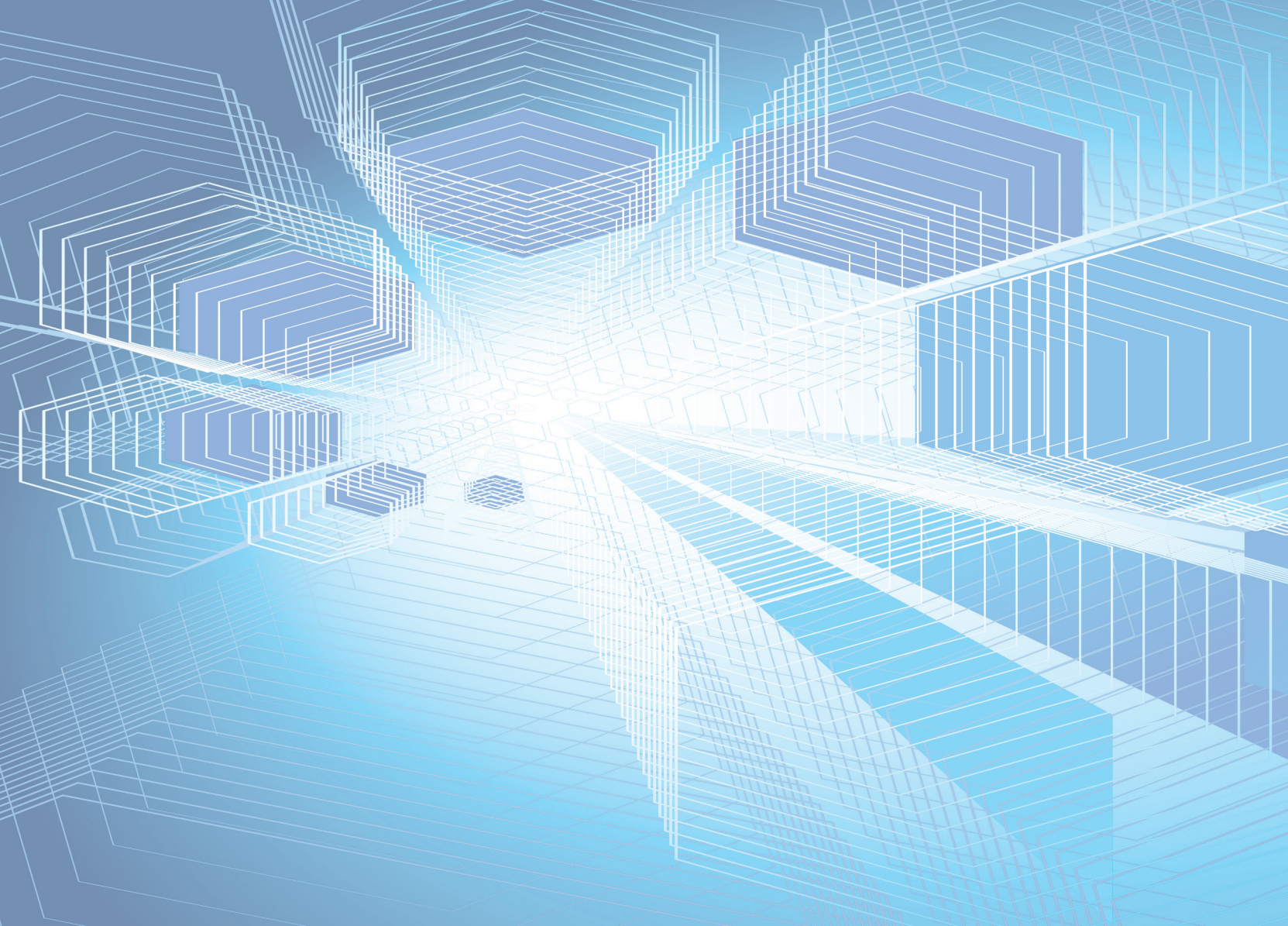


ROSATOM

## LEARN MORE ABOUT ROSATOM

- ✓ PROJECTS
- ✓ PROCUREMENT
- ✓ PARTNERSHIPS





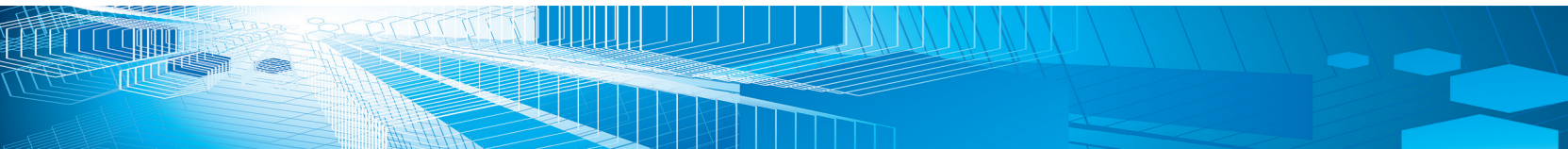
Dear colleagues!

The State Atomic Energy Corporation ROSATOM incorporates more than 350 enterprises and scientific institutions, including all civil nuclear companies of Russia, research organizations and the world's only nuclear-powered fleet.

Today the company implements an ambitious program on new NPP construction both in Russia and abroad. This is a huge volume of equipment and services order for machinery enterprises, engineering complex, suppliers of equipment and construction materials.

ROSATOM is holding an interest in cooperation with reliable and responsible suppliers. In particular, the quality and reliability of all nuclear power facilities depend strongly on suppliers, that is why it is so important to establish a transparent and effective system of cooperation of ROSATOM organizations with companies interested in supplying nuclear industry enterprises.

We hope that this brochure will give you a better understanding about ROSATOM.



# Global Presence of ROSATOM

Hi!

I am a Foreign Supplier! I will be exploring ROSATOM's world with you.

And this is the first stop: ROSATOM Globally



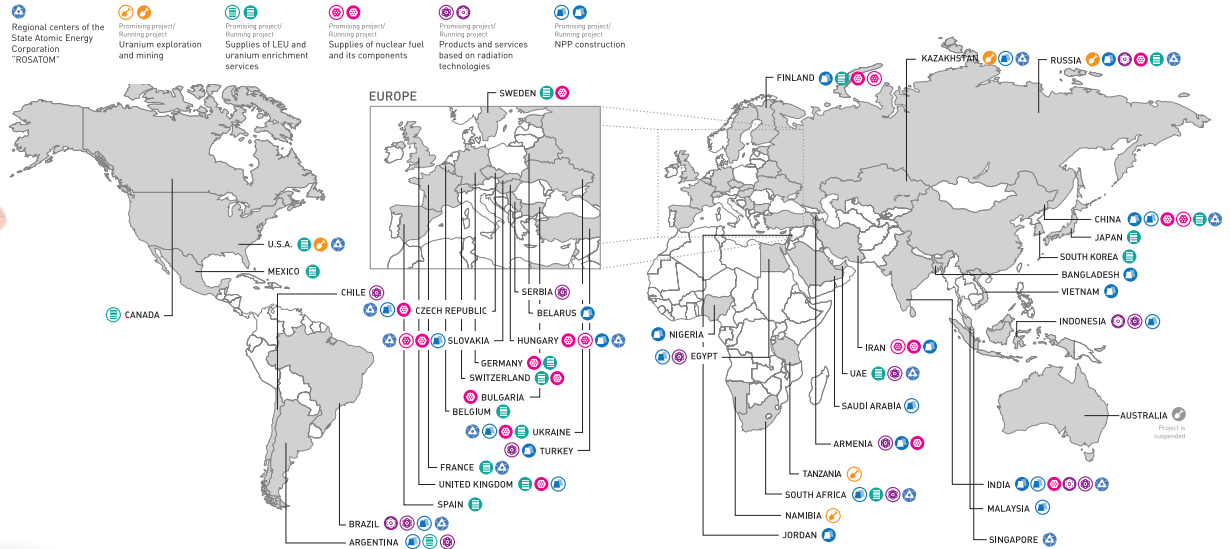
**1<sup>st</sup>**  
in the world in terms of number of NPP units being concurrently constructed abroad

**2<sup>nd</sup>**  
in the world in terms of installed capacity among nuclear power companies

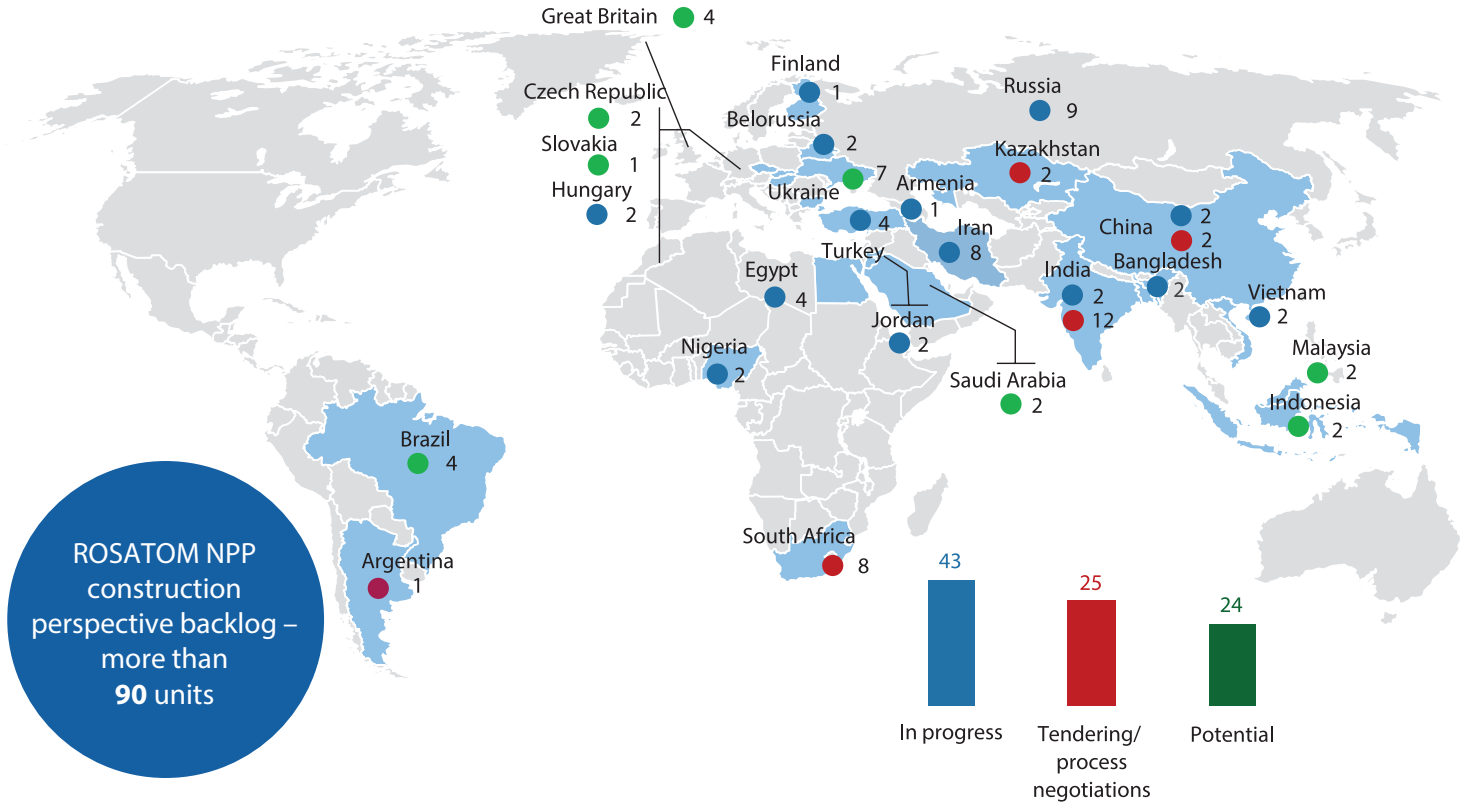
**2<sup>nd</sup>**  
in the world in terms of uranium feedstock and 13% of the world's natural uranium market

**36%**  
of the world's uranium enrichment services market

**17%**  
of the world's nuclear fuel market



# ROSATOM's Projects



# ROSATOM's Localization

ROSATOM has a long-lasting experience in equipment production and services localization and sourcing

And what about the track of projects?

I heard localization is a big thing for ROSATOM and is a big advantage for local suppliers...



## 1970 ..... 2015

**1974–1987**

**Paks NPP, Hungary**

Units 1-4

Was constructed with the cooperation of the USSR companies, Hungary, Czechoslovakia, Bulgaria, Romania, GDR.

**1995–2007**

**Tianwan NPP**

Units 1, 2

Was constructed in cooperation with companies from Russia, China, France, Germany, part of construction that was done by Chinese companies exceeds 50%.

**1999–2015**

**Kudankulam NPP**

Units 1, 2

Is being constructed by Indian and Russian companies, the share of the works executed by Indian companies exceeds 70%.

**2012–2018**

**Belarusian NPP**

Is being constructed in cooperation with Belarusian and Russian companies, with participation of foreign companies. The share of works performed by Belarusian companies exceeds 70%.

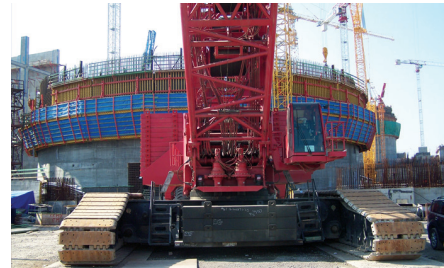


**Local supplier's involvement in equipment and services supply**

# Procurement in ROSATOM

The main objective of the State Corporation ROSATOM in procurement is to increase the efficiency of procurement system of nuclear industry in order to minimize expenses of enterprises for purchasing of materials, equipment, works and services under the strict quality requirements and deadlines for manufacturing, as well as security requirements.

Well, but how do I know how to supply to all the projects mentioned and where the opportunities are?



To achieve this objective within the State Corporation ROSATOM there was developed a unified and a transparent system of regulated procurement procedures aimed at expanding the range of suppliers and the formation of fair competition.

# Procurement. Useful information

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Procurement by means of extrabudgetary and proprietary funds are regulated by the Unified industry procurement standard of the State Corporation "ROSATOM" (UIPS), approved by resolution of the Supervisory Board of the State Corporation "ROSATOM".

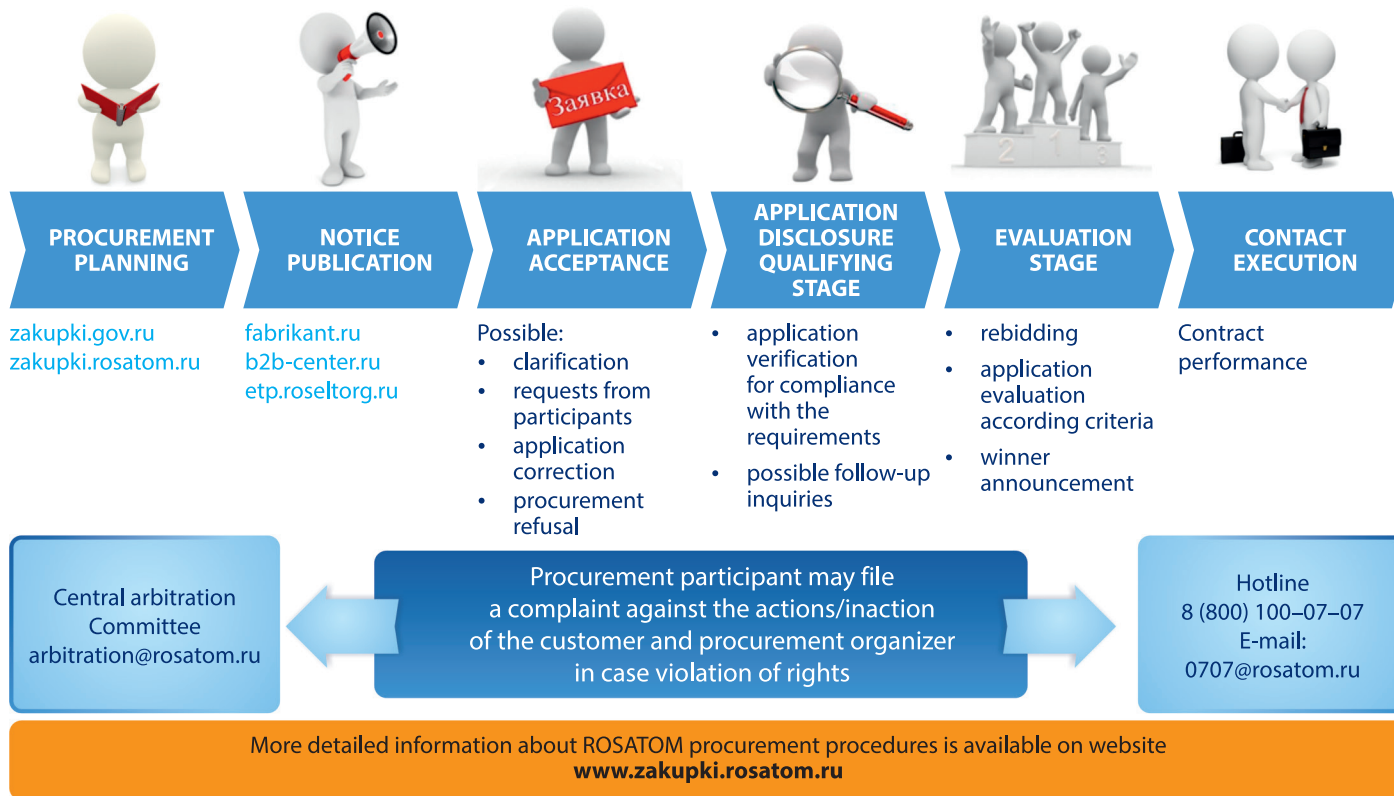
The Standard in the latest edition can be downloaded from the official website of the State Corporation "ROSATOM" <http://zakupki.rosatom.ru> in the section "Documents".

Peculiarities of the procurement in foreign countries can be found in section 24 of UIPS.

Peculiarities of participation of foreign parties in procurement can be found in section 26 of UIPS.



# Procurement. How to become a supplier



# Procurement. Main customers

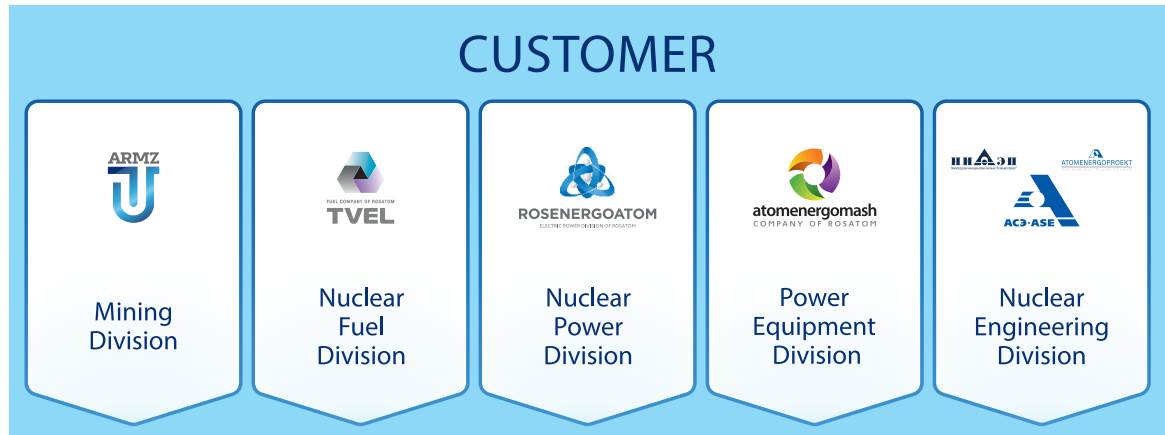
Review information on the customer in the Annual procurement program.  
Also the Customer is specified in the description of each published procurement.

Entity acting as a customer depends on the type of products which you intend to supply, as well as on the area of delivery.

Below you can see a scheme of the main customers for being under construction and operating NPPs of ROSATOM.

For example, the main customer for the fuel sector is TVEL.

But who are the main customers, placing the orders?



# Procurement. Step 1

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Know more of the Customer's needs

First of all, I need to understand what is planned to be purchased.



VISIT the official site on placement of orders for the procurement of goods, works and services for the needs of the State Corporation "ROSATOM" – <http://zakupki.rosatom.ru>

Also, nuclear industry enterprises are placing information on public procurement on the official website – <http://zakupki.gov.ru/>

On these sites you will find:

- ✓ Annual procurement program.
- ✓ Up-date information on current procurement.
- ✓ Documents, regulating ROSATOM's procurements.

Annual procurement program will help you to prepare for participation in procurement procedures: to get additionally required certificates.

Also you can, by selection of specific procurement, to plan their activities more efficiently, pre-study terms of contracts execution, to estimate them with your capabilities.

# Procurement. Step 2

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Find the information on the procurement

**You should access**

<http://zakupki.rosatom.ru>

<http://zakupki.gov.ru>

How do I find information on the tender?



Regularly review the information on announced procurement posted on these sites.

On the site <http://zakupki.rosatom.ru> You can subscribe for the information being of interest for you on procurement provided by the organizations of the State Corporation "ROSATOM".

# Procurement. Step 3

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## Participate in the procurement procedure

Documentation on the procurement of interest is placed on the official sites:

<http://zakupki.rosatom.ru>

<http://zakupki.gov.ru>

How to apply?

If procurement is carried out in electronic form, then the procurement shall also (in addition to the site) be published on the website of electronic trading platform (ETP).

You can participate in such procurement after obtaining accreditation from the operator ETP for nuclear industry:

<http://www.atom.roseltorg.ru>

<http://www.fabrikant.ru>

<http://www.b2b-center.ru>

\* To participate in electronic trading on the territory of Russia, electronic digital signature (EDS) is needed which issued only to residents of the Russian Federation.

Foreign companies can participate in ROSATOM's procurements on electronic trading platforms without digital signature.



# Procurement. Step 4

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## Prepare and apply

- ✓ To find out more about conditions and procedure of procurement You need to download the documentation from the official websites or from the website of the electronic trading platform under this procurement.
- ✓ Prepare your application in strict accordance with the requirements of the procurement documentation.
- ✓ Submit your application in accordance with specifications in the notice.
- ✓ If the procurement is conducted electronically submit application through the Electronic trading platform.
- ✓ Foreign suppliers must provide customer with the original application, signed in paper form. The list of necessary documents is specified in the documentation for each specific procurement.

How to apply?



# Procurement. Step 5

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## Monitoring of applications processing

After submission of an application for participation in the procurement, track out the information posted on the official websites and on the ETP, where the procurement procedure, in which you participate, is carried out.

Waiting...  
or proactive  
monitoring?



**This will allow you timely acknowledge with:**

- ✓ changes made to the notice and procurement documentation;
- ✓ clarifications of procurement documentation;
- ✓ official minutes of the meetings of the procurement commission reflecting the decisions made during the procurement.

# Procurement. Step 6

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## Know the results

How can I know out the results?



- ✓ Procurement commission makes its decision on selection of the winner within the term specified in the notice and procurement documentation.
- ✓ Final report shall published on the official websites and on the ETP.
- ✓ In case if the Procurement commission makes a decision on recognition of your organization as a winner of the procurement procedures, you shall sign a contract with the customer within the period prescribed in the documentation.

### Note

The Customer is entitled to conduct pre-contractual negotiations with the winner.



# Organizers of Large Procurements

## JSC Atomkomplekt (Moscow)

Atomkomplekt – subsidiary company (100% of shares) of the State Atomic Energy Corporation ROSATOM – authorized agent and organizer of the procurement of the State Atomic Energy Corporation ROSATOM organizations for the sum over \$ 1.5 million and the headquarters of the State Atomic Energy Corporation ROSATOM for the sum over 150 thousand dollars.

JSC Atomkomplekt has all necessary resources and highly qualified professionals to ensure the organization and holding of regulated procurements of different complexity.



**ATOM KOMPLEKT**  
ROSATOM STATE CORPORATION COMPANY

### Contacts:

Joint Stock Company Atomkomplekt

Bolshaya Polyanka, 25, bldg. 1  
119180, Russian Federation, Moscow

Phone: +7 (499) 949-47-40  
Fax: +7 (499) 949-47-36  
E-mail: [info@atomkomplekt.org](mailto:info@atomkomplekt.org)  
<http://www.atomkomplekt.org>



**NPP EQUIPMENT**  
Directorate for Consolidated Procurement

## CONSOLIDATED NPP EQUIPMENT PROCUREMENT DIRECTORATE JSC (CEPD JSC)

CEPD JSC – a subsidiary company (100% of shares) of the State Atomic Energy Corporation ROSATOM – company for centralized order of major equipment with long manufacturing cycle for nuclear power stations and also for other centralized procurements.

Bolshaya Polyanka, 25, bldg. 1  
119180, Russian Federation, Moscow

Phone: +7 (499) 949-27-27  
Fax: +7 (499) 949-27-44  
E-mail: [nppequipment@rosatom.ru](mailto:nppequipment@rosatom.ru)  
<http://www.nppequipment.com>

# Procurement. Additional instrument – E-catalogue

Are there any additional possibilities to make my product visible and to know out the needs of the projector before the announcement of procurement?



<http://eoncom.niaep.ru>

Unified industry nomenclature catalog of equipment and materials (UIN-CEM), applied throughout the whole life cycle of the power unit, including the organization of its filling with suppliers and implementation of verification processes.

## Contacts

tel. +7 (831) 421-79-00, ext. 24-92  
Martyanov Artem Aleksandrovich  
[www.eoncom.niaep.ru](http://www.eoncom.niaep.ru),  
e-mail: [catalog@niaep.ru](mailto:catalog@niaep.ru)

## The main objectives of the project

- ✓ Simplifying design technologies.
- ✓ Creation of a centralized database of equipment and materials, based on the data of manufacturing plants.

## The main targets of the project

- ✓ Development of standardized descriptions for all types of products.

- ✓ Engaging of suppliers and equipment manufacturers.
- ✓ Filling new information on the equipment.
- ✓ Verification of the inserted data.
- ✓ Creation of data transmission interfaces to systems SPRD Intergraph, EOS NSI EOSZ, to external systems (in accordance with ISO 15926).
- ✓ Development and practical implementation of regulations processes.

## Basic set principles

- ✓ Self-introduction by the suppliers of information about their products.
- ✓ The most complete and detailed description of each item of equipment.
- ✓ Absence of limits on the assortment and nomenclature range of equipment.

# E-catalogue. Information on manufactured products

Information on the equipment shall be inserted by the suppliers in the volume of:

## Characteristics

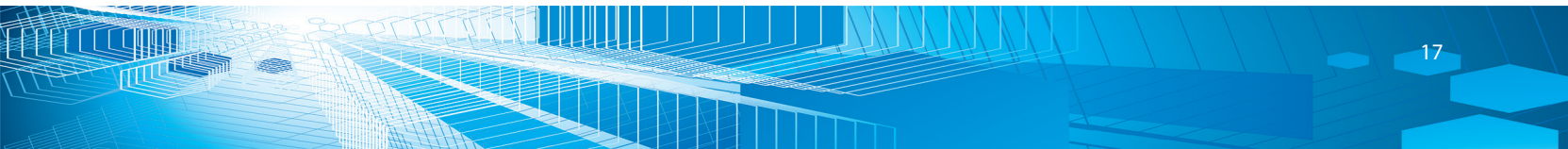
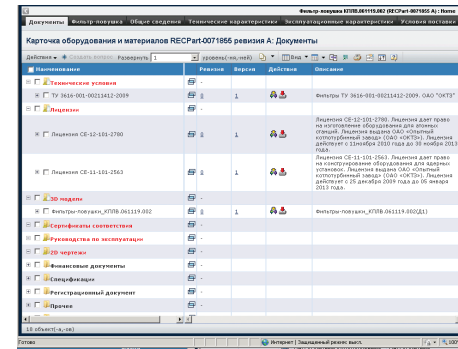
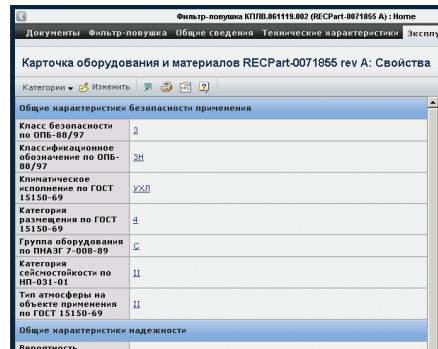
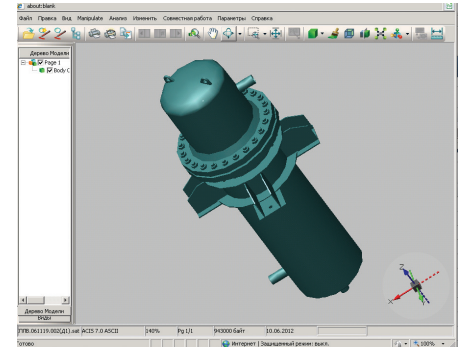
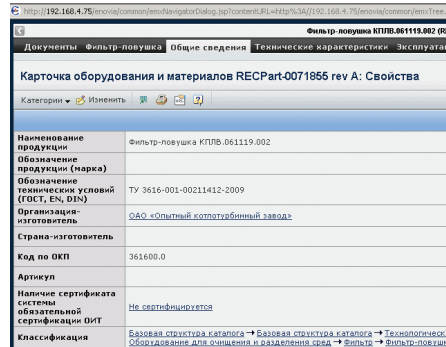
- ✓ Technical
- ✓ Size and weight
- ✓ Safe handling
- ✓ Climatic performance
- ✓ Resistance to external factors
- ✓ Classification of NTD

## Documentation

- ✓ Technical
- ✓ Operational
- ✓ Approvals

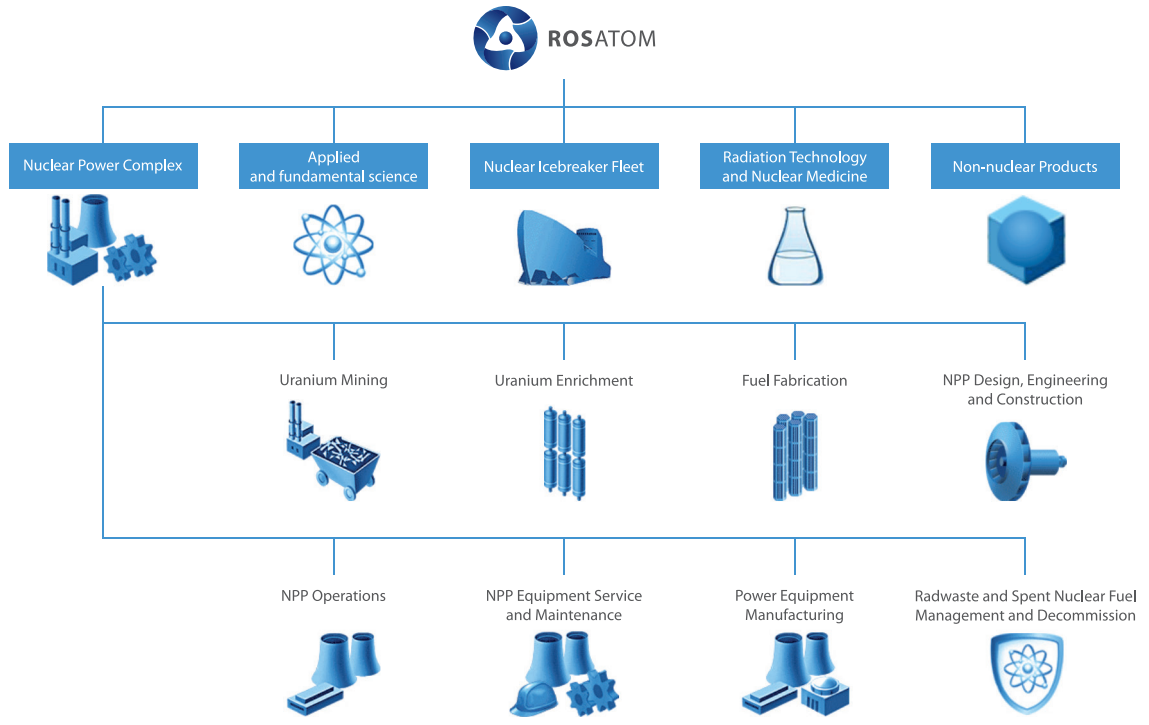
## 3D-model of the project

- ✓ Geometrical dimensions
- ✓ Characteristics of the connections.

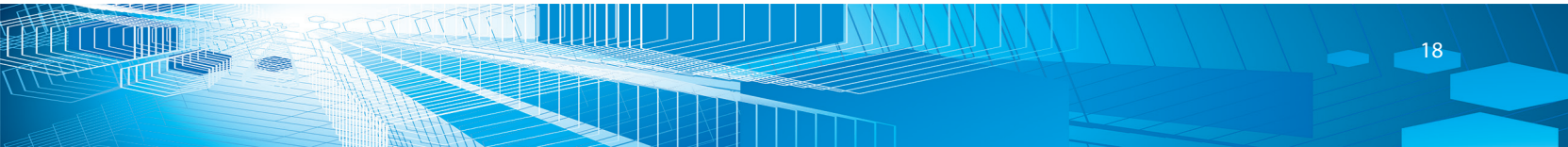


# ROSATOM's Enterprises

And what about ROSATOM's enterprises?  
Which ones should I pay my attention to?



Information on the key enterprises of ROSATOM is posted on the website:  
<http://www.rosatom.ru/en/about/enterprises/>



# Procurement. Useful information

The information I've learned is very useful.

But how can I know out more if I need to?



## Training system for suppliers

Since 2011 there has been developed a permanent training system for suppliers.

### Education options:

- ✓ Seminars in Moscow, in ROSATOM Corporate Academy building.
- ✓ In house training for suppliers (groups minimum of 40 people).

More detailed information and schedule of the seminars can be found on website: <http://rosatom-academy.org>

## Events and arrangements of nuclear Industry

Forums of Nuclear Industry Suppliers "ATOMEX" and "ATOMEX-Europe".

Official Site of the Forum is <http://atomeks.ru>

Information on the events and activities held in nuclear industry is placed on the official site of the State Corporation "ROSATOM" <http://rosatom.ru>









**ROSATOM**

[www.rosatom.ru](http://www.rosatom.ru)