

Expo 2020 Dubai

Connecting Minds, Creating the Future



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



Bureau
International
des Expositions

20 October, 2020 – 10 April, 2021



Expo 2020 Dubai site

4.38

square kilometres

*3 international airports
will serve the Expo audience*

The Expo site is equidistant from
Dubai & Abu Dhabi international airports

20 minutes away from Al Maktoum International
Airport by car



200+

Participants



Participating Countries



Corporates



Academia



Multilateral Organizations



Foundations & NGOs

25

Million Visits



30 %



National



70 %



International

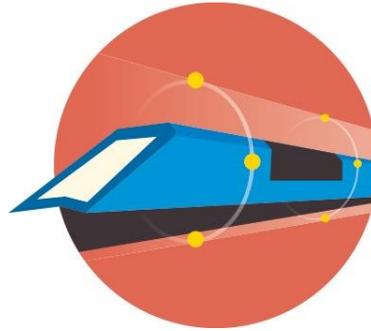
Our theme and subthemes

Connecting Minds, Creating the Future



Opportunity

How can we realise our potential and dreams of the future



Mobility

How can we access people and resources to achieve that potential



Sustainability

How we pursue our dreams and goals wisely protecting the needs of future generations



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Mobility

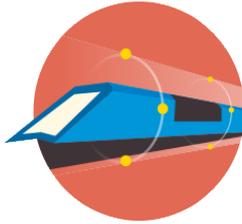
Economic and business sectors with direct relevance to Mobility

LOGISTICS



- Logistics
- Supply chain management
- ICT
- Maritime
- Infrastructure

TRANSPORTATION



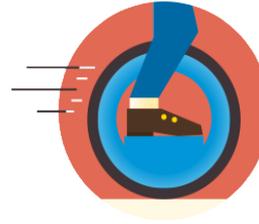
- Air transport
- Rail transport
- Maritime transport
- Automotive
- Aviation

TRAVEL & EXPLORATION



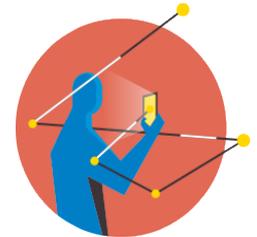
- Accommodation
- Aerospace
- Security
- Travel
- Tourism

PERS ONAL MOBILITY



- Design
- Robotics

DIGITAL CONNECTIVITY



- ICT
- Big Data
- Telecommunications



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Opportunity

Economic and business sectors with direct relevance to Opportunity

NEW INDUSTRIES



- Technology
- Pharmaceutical
- Biotechnology
- Communication
- Consumer products
- Health & Medical
- Retail
- New media

FUTURE OF WORK



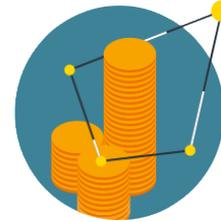
- All sectors
- Automation
- Robotics
- Employment & HR

EDUCATION



- Education
- New media
- Publishers
- ICT
- Content providers

FINANCIAL CAPITAL

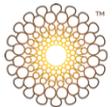


- Banking
- Financial services
- Insurance
- Investment

GOVERNANCE



- Public administration
- Entrepreneurship incubators



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Sustainability

Economic and business sectors with direct relevance to Sustainability

ECOSYSTEMS & BIODIVERSITY



- Pharmaceuticals
- Biomimicry
- Biotechnology
- Agriculture

SUSTAINABLE & BUILT HABITATS



- Real Estate
- Construction
- Materials

RESOURCES



- Utilities
- Water
- Agriculture and agribusiness
- Chemical
- Energy
- F&B
- Fisheries

CLIMATE CHANGE

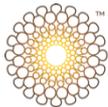


- All sectors

GREEN ECONOMY



- All sectors
- Transport
- Waste
- Manufacturing



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One Nation

One Pavilion

Expo 2020 Dubai Master plan



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Expo 2020 Masterplan

Expo Village

Shopping Mall

Route 2020 Station

Opportunity District

AlWasl

Sustainability District

Mobility District



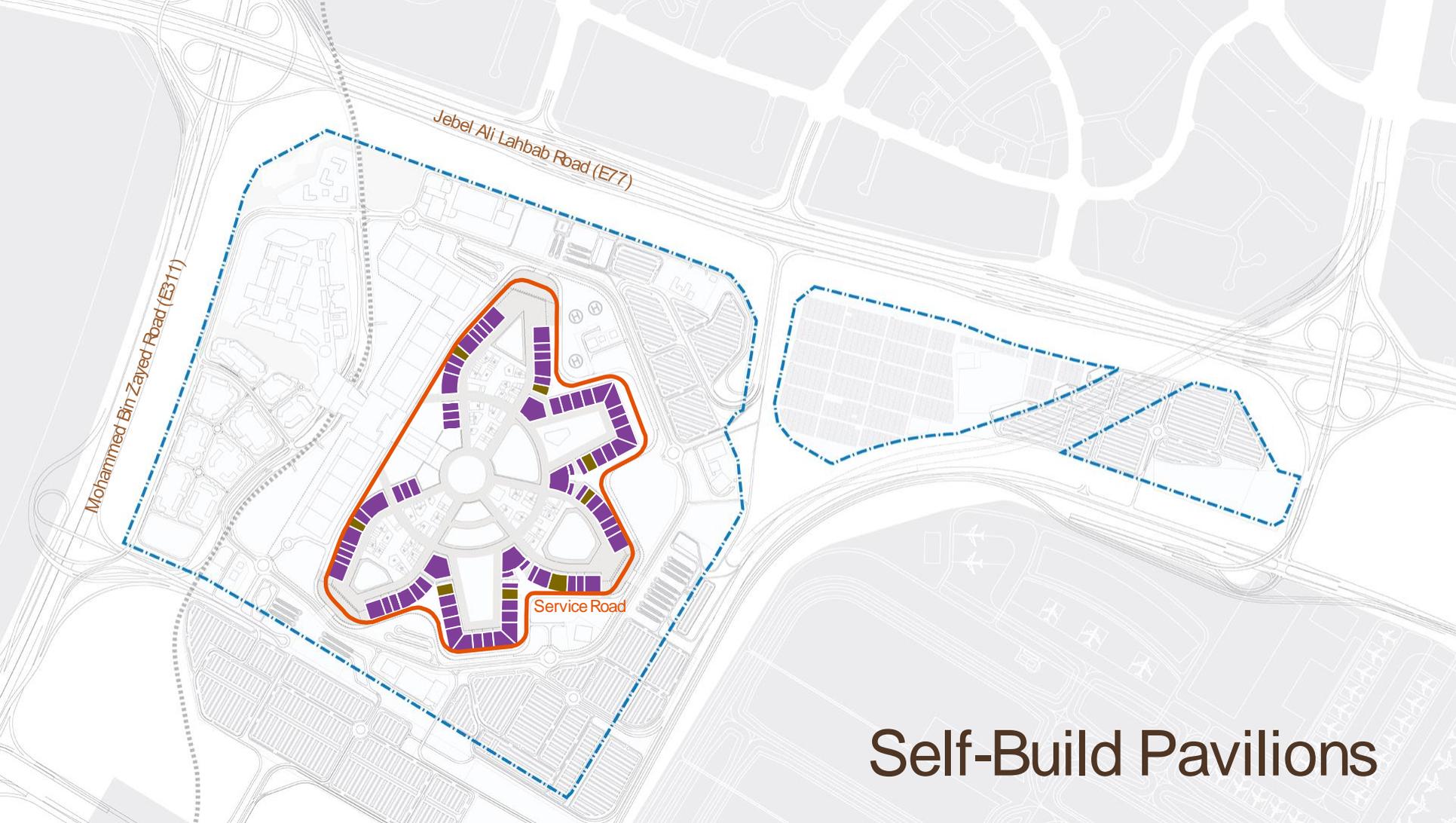


Jebel Ali Lahbab Road (E77)

Mohammed Bin Zayed Road (E311)

Secure Boundary

Entry Gates

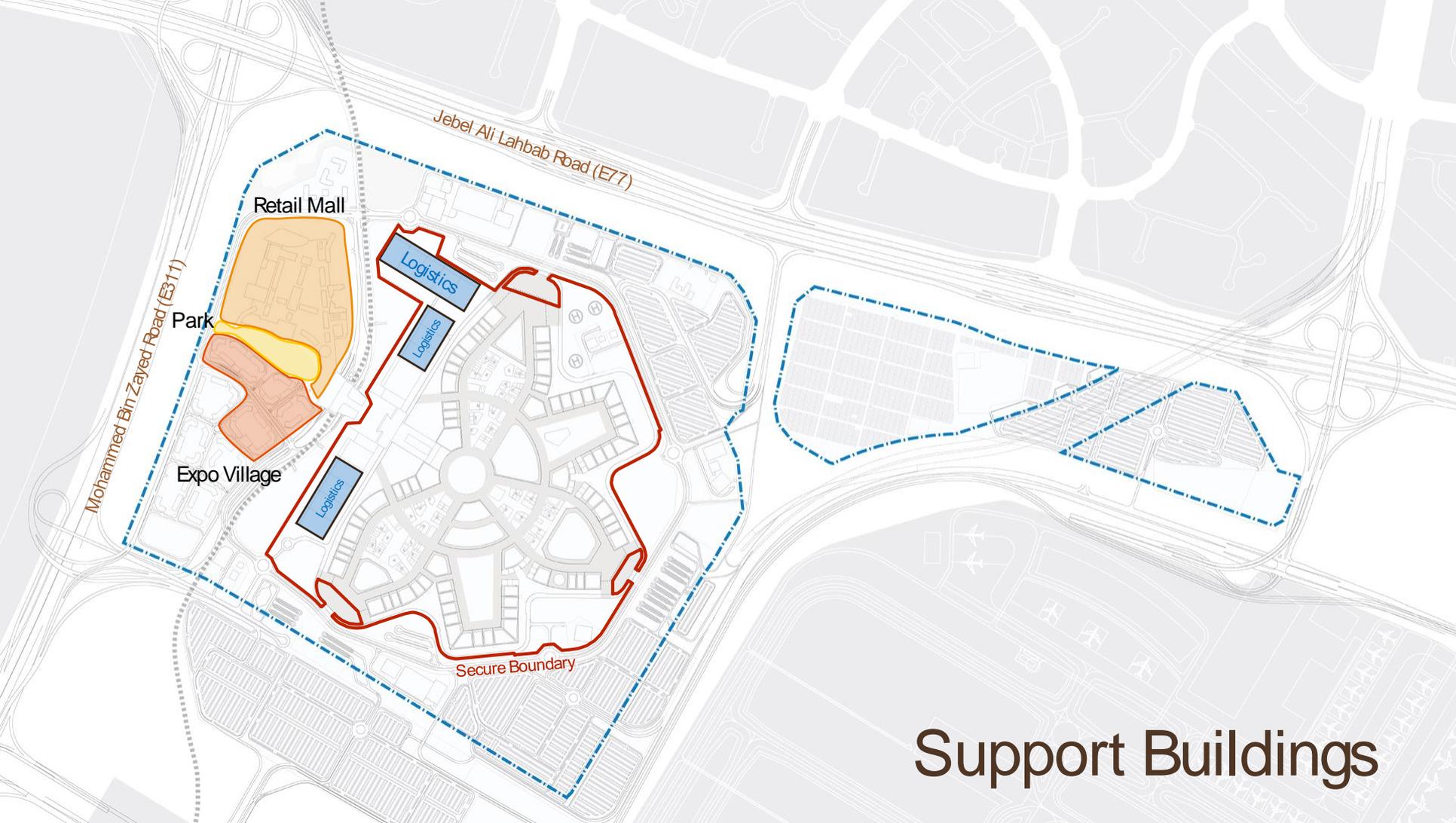


Mohammed Bin Zayed Road (E311)

Jebel Ali Lahbab Road (E77)

Service Road

Self-Build Pavilions



Mohammed Bin Zayed Road (E311)

Jebel Ali Lahbab Road (E77)

Retail Mall

Park

Expo Village

Logistics

Logistics

Logistics

Secure Boundary

Support Buildings

Mobility Pavilion



Sustainability Pavilion



Al Wasl Plaza



EXPO 2020
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دولة الإمارات العربية المتحدة
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UAE Pavilion



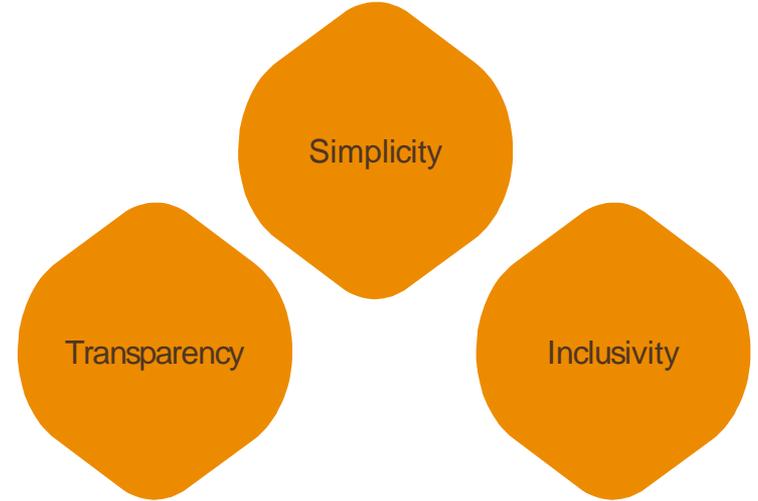
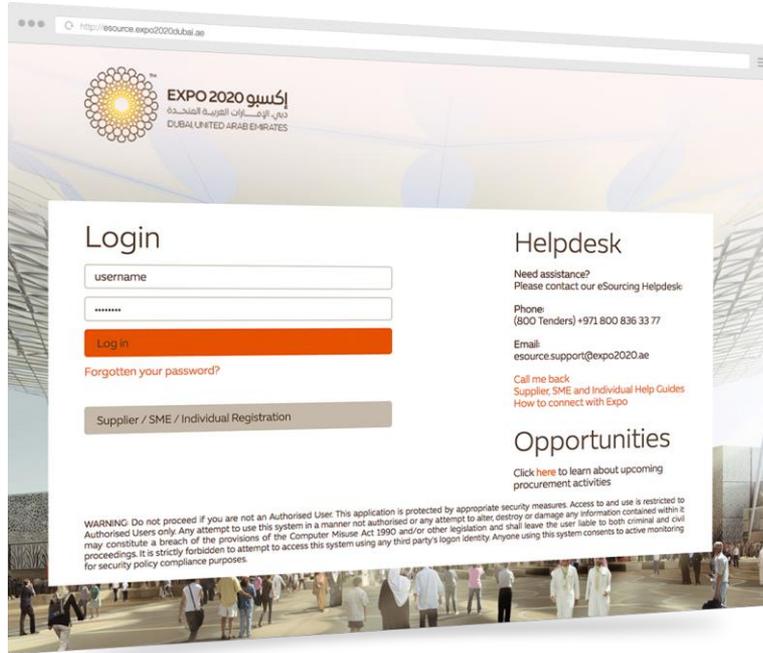
Expo2020 Procurement Overview



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PROCUREMENT

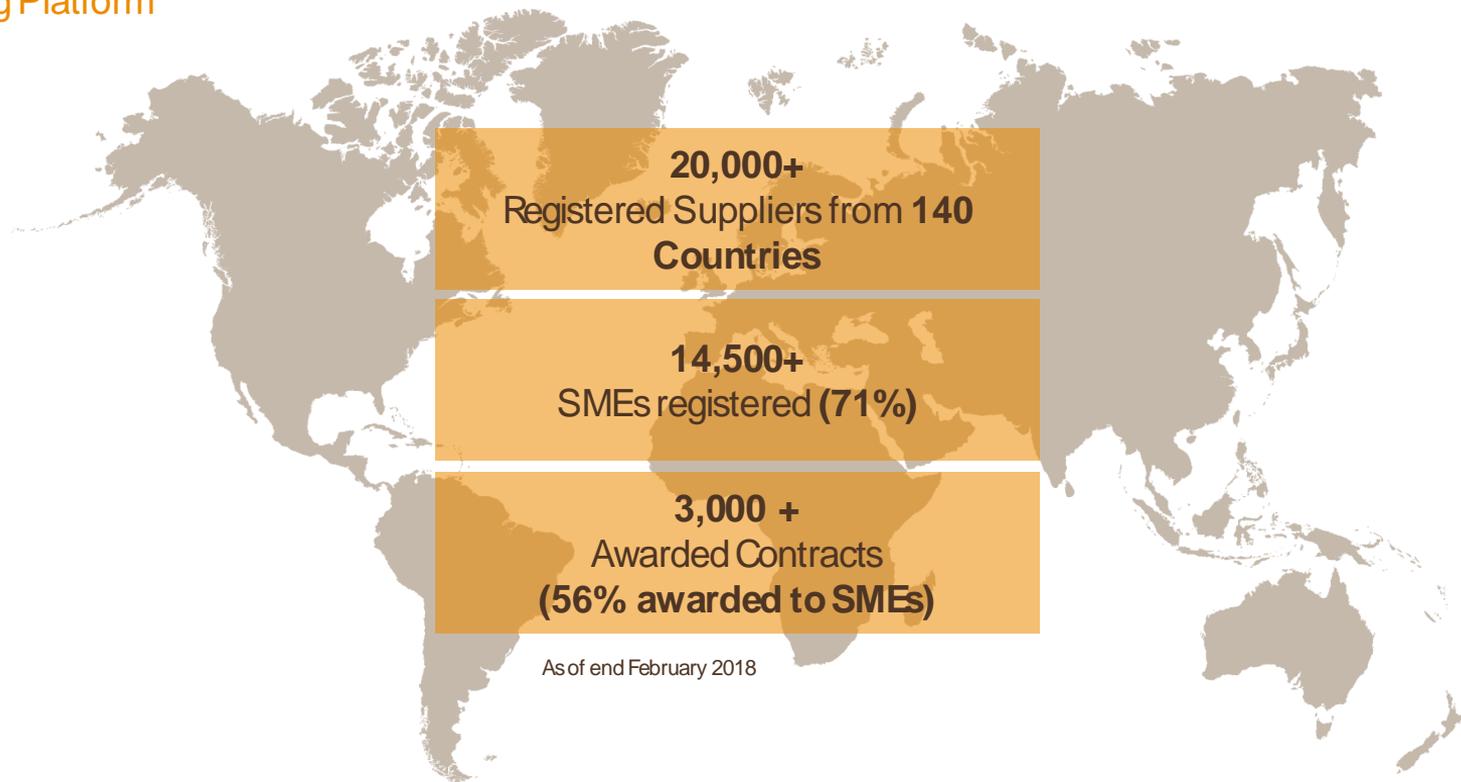
eSourcing Platform



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



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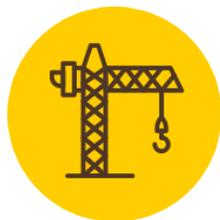


As of end February 2018



PROCUREMENT

2017 Market Opportunities / Awards



Construction Contracts
AED 10.8 Bn



Non-Construction
Contracts
AED 460 M



300
Licensing Products

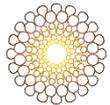
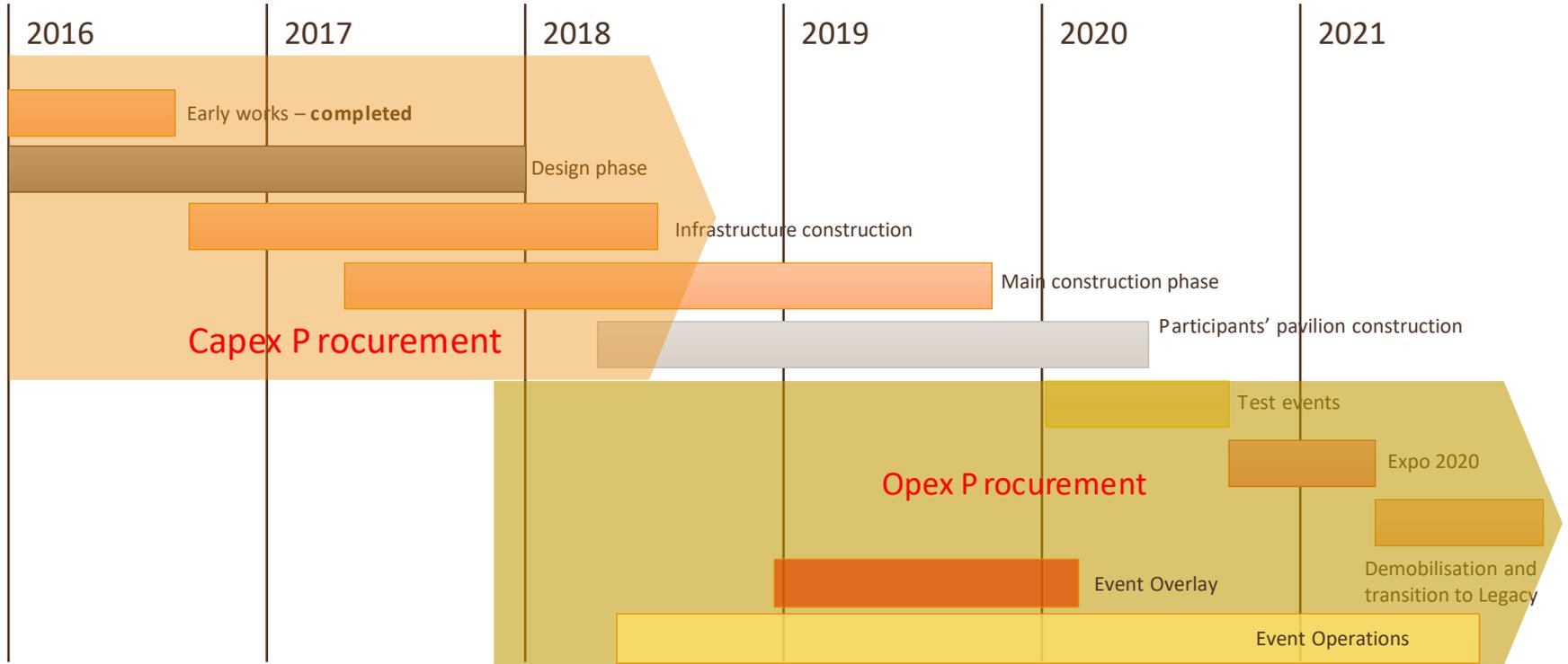
134 Major Tenders during 2017



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Site development timeline

Setting the stage for an exceptional Expo



Construction Procurement Opportunities



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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 & AI Was I Packages

- AI Was I Audio Visual Works
- Thematic Districts S hading
- 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 IN NUMBERS



25
Million
Visits



70%
International
Visitors



200+
International
Participants



438
Hectare Site

300,000
Site Capacity



Peak day

Weekday 131,000
Weekend 173,000

24/7
173
Days



Expo Hours
10:00 to 01/02:00

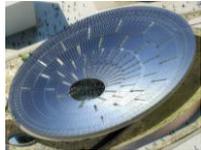


02:00 to 10:00
Overnight Service
Hours



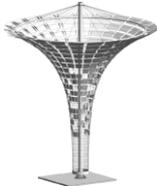
204

Country & Cooperate Self-Built, Rented and Assisted Pavilions



Shade/Canopy
structures **12**

Km



4
Iconic
Pavilions



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

Tactical Opportunities

Workforce &
Recruitment

Partnerships &
Licensing

Exhibits and
Public Realm

Event Operations

Event
Management

Ticketing

Marketing &
Comms

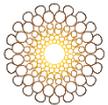
Security

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

- Participant Pavilion Construction
- Procurement consultancy
- Hard / Soft Service Rate Cards
- Protocol Services

Marketing & Comms

- 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

- Ticketing Service Provider (TSP) Selection
- Ticketing Media Development

Workforce & Recruitment

- Staff Recruitment Agency Framework
- Specialist Consultancy Services
- Staff Training Frameworks
- Staff Wellness Initiatives



Procurement Introduction eSourcing Platform

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



Procurement Introduction

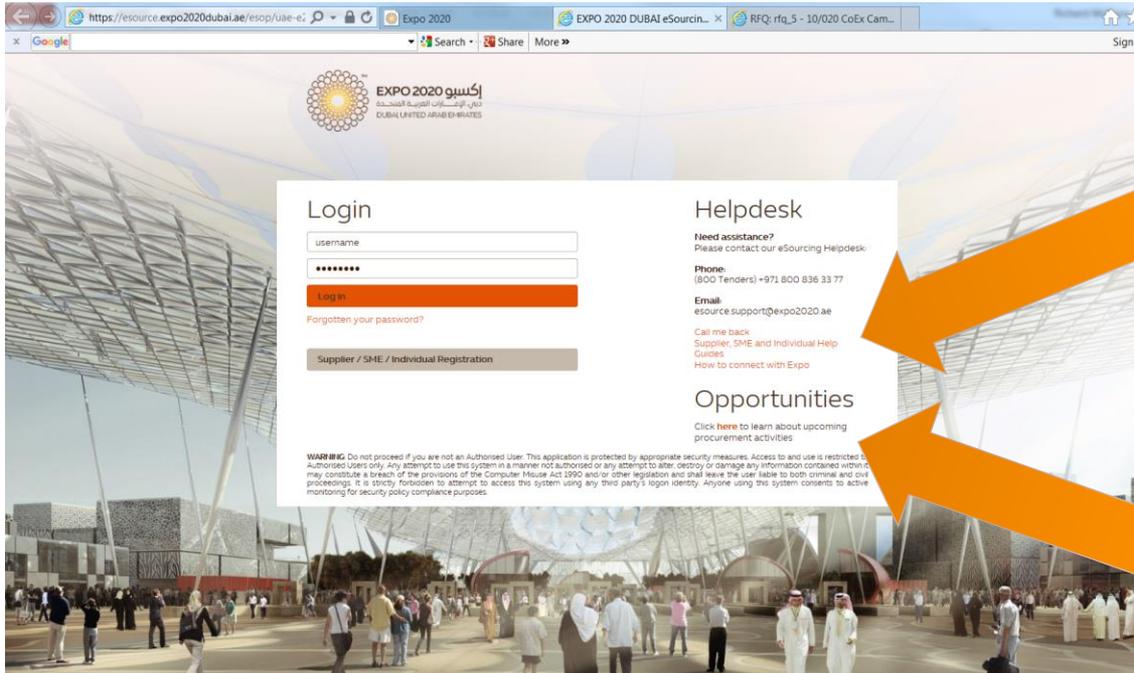
eSourcing Platform



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

P rocurement Introduction

eS ourcing P latform



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 (2017) and awarded opportunities

P Procurement Introduction

Opportunities Listings



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Expo 2020

DUBAI EXPO 2020 PROCUREMENT TENDER EVENT SCHEDULE - PROCUREMENT PACKAGES TO END OF 2016
(note: this list is not exhaustive and will be updated as packages are notified)

31-Jan-2016 31-Jan-2017

Package Code	Contract Package / Work Package	Service Type	Status	Start Procurement	Award Contract	Award
05-007	Programme Management Services - Delivery	Consultant	awarded	ongoing	ongoing	CIGN HEF / Macq
05-032	Management Consultancy Framework	Consultant	awarded	completed	completed	Multiple Consultants
05-033	Legal Support for IRE	Consultant	awarded	completed	completed	DLA
05-038	Insurance Broker	Consultant	awarded	ongoing	ongoing	Marsh Emirates
05-044	Environmental Consultant	Consultant	awarded	ongoing	ongoing	ELAD
05-046	Carriage Accessory Consultant	Consultant	awarded	ongoing	ongoing	International Global Change Institute
10-002	Urban Planning & Public Realm - Design Consultant	Consultant	awarded	ongoing	ongoing	Alcom
10-003	Contact Header Frame	Consultant	awarded	completed	completed	Newsweb
10-007	Security (Threat & Risk Assessment)	Consultant	awarded	completed	completed	Controlled Risk
10-008	Infrastructure - Design Consultant	Consultant	awarded	ongoing	ongoing	Barton Malow
10-026	Solar Design Consultant	Consultant	awarded	ongoing	ongoing	Hokins Architects
10-036	Mobility Pavilion	Consultant	awarded	ongoing	ongoing	Foster & Partners
10-038	Opportunity Pavilion	Consultant	awarded	ongoing	ongoing	Alparis Impact Group (IAG)
10-040	Sustainability Pavilion	Consultant	awarded	ongoing	ongoing	Grimshaw Architects
10-042	UAE National Pavilion	Consultant	awarded	ongoing	ongoing	Santiago Calatrava
10-056	Facilities Management Consultant	Consultant	awarded	ongoing	ongoing	Mace Macris
10-057	Food-Safe Commissioning Authority (Design)	Consultant	awarded	ongoing	ongoing	Copa International Energy Consultants
10-059	Food & Beverage Consultant	Consultant	awarded	ongoing	ongoing	The Retail Partnership
10-072	Renewable Energy Consultant	Consultant	awarded	ongoing	ongoing	
10-076	Operations Consultant	Consultant	awarded	ongoing	ongoing	
10-092	IT - Hardware / Serverport / Database + Site Connection to Office	Contractor	awarded	ongoing	ongoing	
10-094	IT - Project Control System (Document Management System)	Contractor	awarded	ongoing	ongoing	
10-095	IT - Project Control System (Cost Management System)	Contractor	awarded	ongoing	ongoing	
10-096	IT - Risk Management Software	Contractor	awarded	ongoing	ongoing	
10-098	IT - BIM Model Storage & Collaboration	Contractor	awarded	ongoing	ongoing	
10-099	IT - Cost Estimation Software	Contractor	awarded	ongoing	ongoing	
10-104	IT - CRM Management & LMS Software	Contractor	awarded	ongoing	ongoing	
10-106	IT - Schedule Management System Software	Contractor	awarded	ongoing	ongoing	
10-108	IT - ERP Software	Contractor	awarded	ongoing	ongoing	
10-109	IT - Logistics Management Software	Contractor	awarded	ongoing	ongoing	
10-102	IT - BIM Quality Inspection Software	Contractor	awarded	ongoing	ongoing	
10-104	IT - 3D Test	Contractor	awarded	ongoing	ongoing	
10-100	Demolition Impact	Contractor	awarded	completed	completed	
10-108	Promotional Signage & Project Sign Board	Contractor	awarded	ongoing	ongoing	
10-108	Demolition & Recycling of Existing Concrete Structures	Contractor	awarded	completed	completed	
10-107	Exhibition Stand Design	Contractor	awarded	ongoing	ongoing	
10-108	Programme Campus Office & Cafeteria Construction	Contractor	awarded	completed	completed	
10-140	Campus Cafeteria Operator	Contractor	awarded	ongoing	ongoing	
10-142	Programme Campus Facilities Management Services	Contractor	awarded	ongoing	ongoing	
10-144	General External Works	Contractor	awarded	completed	completed	
10-140	Hotel Site Security Services	Contractor	awarded	ongoing	ongoing	
10-182	Programme Campus - IT Network, TV/AV Equipment & Telepresence	Contractor	awarded	completed	completed	
10-203	Time-Lapse Camera Installation	Contractor	awarded	ongoing	ongoing	
10-205	Infrastructure - The Village Supporting Infrastructure I&E	Contractor	awarded	ongoing	ongoing	Tristar
10-206	Security Consultant - IT Network	Contractor	awarded	ongoing	ongoing	

Opportunities Listings show both awarded (grey) and upcoming packages



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DUBAI EXPO 2020 PROCUREMENT TENDER EVENT SCHEDULE - PROCUREMENT PACKAGES TO END OF 2016
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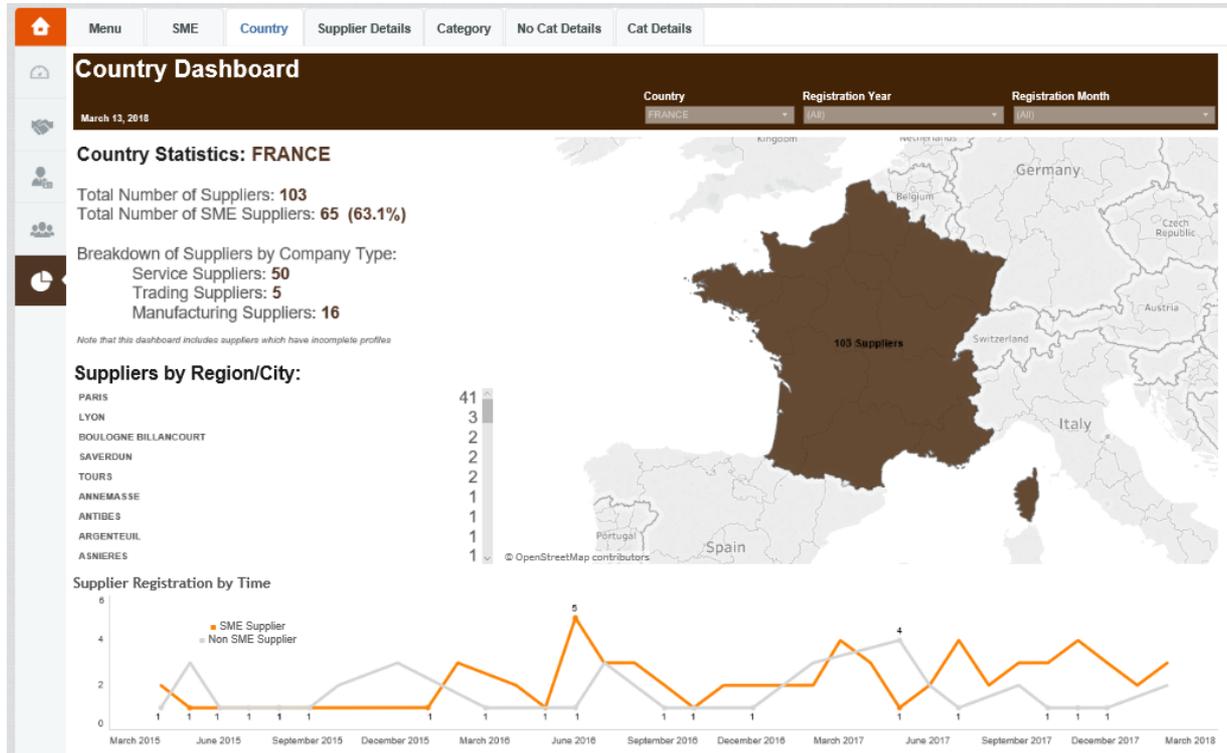
31-Jan-2016 31-Jan-2017

Package Code	Contract Package / Work Package	Service Type	Status	Start Procurement	Award Contract	Award
00-000	000 Production Services	Consultant	in tender	Mar-17	Mar-17	
10-000	000 In-Campus	Consultant	in tender	Jan-17	Jan-17	
10-004	000 Dubai World Operations Centre	Consultant	in tender	Jan-17	Jan-17	
10-006	000 Fire, Ambulance & Police Booths	Consultant	in tender	Jan-17	Jan-17	
10-007	000 Media & Broadcast Operations Consultant	Consultant	in tender	Feb-17	Feb-17	
10-104	000 Abuse of Knowledge	Consultant	in tender	Mar-17	Mar-17	
10-104	000 Expenditure Commissioning Authority (Construction)	Consultant	in tender	Mar-17	Mar-17	
10-105	000 Media, Broadcast, Pavilion & Leadership Pavilion - Design Consultant	Consultant	in tender	Mar-17	Mar-17	
10-106	000 Concept/RA - Barabed, Country Pavilion Design Consultants	Consultant	Not-16	Mar-17	Mar-17	
10-107	000 Concept/RA - Pavilion Entry, Out Design	Consultant	Not-16	Feb-17	Feb-17	
10-100	000 Special Attraction / Event Designer	Consultant	Apr-17	Oct-17	Apr-17	
10-100	000 Site Safety & Design	Consultant	Not-17	Apr-17	Apr-17	
10-100	000 Suppliers of the Future Heliport Out Design	Consultant	Not-17	Apr-17	Apr-17	
10-000	000 General Infrastructure / Site Works / Construction Packages	Contractor	in tender	Mar-17	Mar-17	
10-001	000 Side Walk Landscaping	Contractor	in tender	Mar-17	Mar-17	
10-008	000 Supervision Consultant for Site-wide Logistics Construction	Contractor	POG	Feb-17	Feb-17	
10-009	000 Public Realm - Main Site Contractor - I&E	Contractor	POG	Mar-17	Mar-17	
10-003	000 Delivery Management System	Contractor	POG	Jan-17	Jan-17	
10-001	000 Temporary Site Services	Contractor	POG	Jan-17	Jan-17	
10-001	000 Site-wide Security Services	Contractor	POG	Jan-17	Jan-17	
10-004	000 Sanitary Wastewater	Contractor	Jan-17	Dec-17	Jan-17	
10-009	000 Temporary - Utility Installation	Contractor	Jan-17	Jan-18	Jan-17	
10-001	000 Heavy & Road Traffic	Contractor	Jan-17	Mar-18	Jan-17	
10-000	000 General Infrastructure / Site Works / Construction Packages	Contractor	in tender	Mar-17	Mar-17	
10-002	000 Thematic District Construction	Contractor	in tender	Mar-17	Mar-17	
10-006	000 Thematic District High Rise Contractor	Contractor	POG	Apr-17	Apr-17	
10-002	000 Public Realm - Main Site Contractor - Plant Selection & Procurement	Contractor	POG	Jan-17	Jan-17	
10-002	000 Public Realm - Main Site Contractor - I&E	Contractor	POG	Jan-17	Jan-17	
10-038	000 Hospitality Pavilion - Pre-ling Out (Opportunity District)	Contractor	Jan-17	Jan-17	Jan-17	
10-030	000 Gallery - Pre-ling Out (Opportunity District)	Contractor	Jan-17	Jan-17	Jan-17	
10-032	000 Superstore of the Future - Pre-ling Out Contractor	Contractor	Jan-17	Jan-17	Jan-17	
10-038	000 Infrastructure - Renewable Energy - Solar Farm Installation (I&E)	Contractor	Feb-17	Feb-17	Feb-17	
10-062	000 Mobility District - Steel & Concrete	Contractor	Feb-17	Oct-17	Feb-17	
10-064	000 Sustainability District - Steel & Concrete	Contractor	Feb-17	Oct-17	Feb-17	
10-066	000 Opportunity District - Steel & Concrete	Contractor	Feb-17	Oct-17	Feb-17	
10-062	000 Multi-Layered Pavilion - Sustainability - Steel & Concrete	Contractor	Feb-17	Oct-17	Feb-17	
10-062	000 Multi-Layered Pavilion - Opportunity - Steel & Concrete	Contractor	Feb-17	Oct-17	Feb-17	
10-060	000 Infrastructure - Renewable Energy - Solar Farm Installation	Contractor	Mar-17	Jan-18	Mar-17	
10-006	000 Fire, Ambulance & Police Booths	Contractor	Jan-17	Jan-17	Jan-17	
10-002	000 In-Campus - Main Contractor	Contractor	Jan-17	Mar-18	Jan-17	
10-008	000 Media Structures - Block Contractor	Contractor	Jan-17	Feb-18	Jan-17	
10-004	000 Dubai Police Operator Centre Building	Contractor	Jan-17	Apr-18	Jan-17	
10-004	000 Public Realm - Main Contractor - Landscaping - Site-wide Security Installations (Including Safety)	Contractor	Jan-17	Jan-18	Jan-17	
10-002	000 Public Realm - Main Contractor - General Construction	Contractor	Jan-17	Jan-18	Jan-17	
10-002	000 Public Realm - Performance Deck & Outdoor Edge	Contractor	Jan-17	Jan-18	Jan-17	



Procurement Introduction

Vendor Registration – Registrations of Companies



Business Development & Integration



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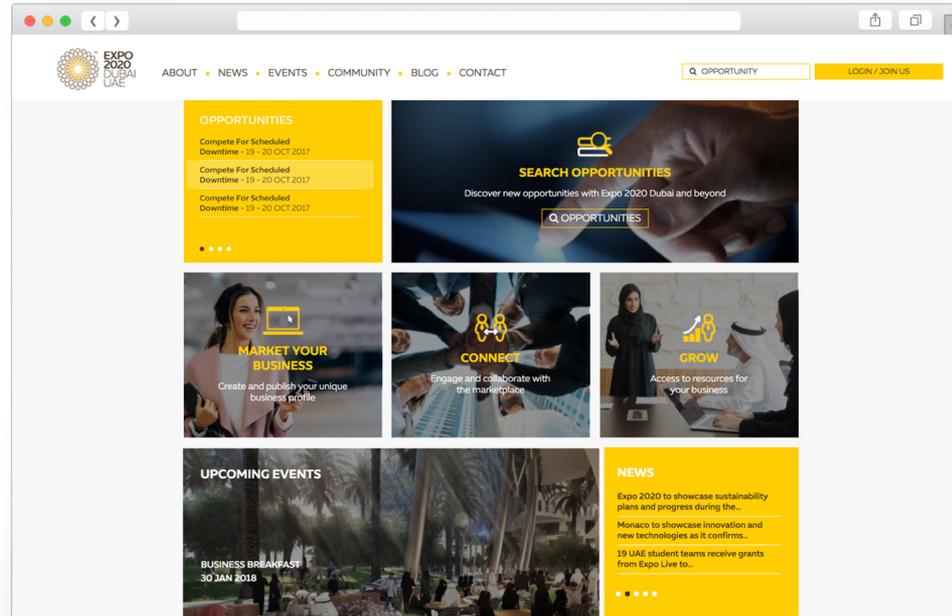
S ME INTEGRATION

Expo 2020 Dubai commits to **20%** spend for S ME s

Modified terms to enable S MEs to participate and bid more competitively:

- P roposal validity period improved from 120 days to 60 days
- 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 90 days
- No Tender Bonds required
- Company cheque instead of Advanced P ayment Guarantee

ONLINE MARKETPLACE



An **interactive** online marketplace, supporting business **connectivity** and **growth**

BUSINESS CONCIERGE & MATCHMAKING



Business Concierge & Matchmaking



A business concierge and matchmaking service, leveraging Expo's extensive stakeholder network

A service available to confirmed nations throughout the lead up and delivery of Expo

- Supporting visiting delegations and trade missions with their business objectives.
- Creating new partnerships by introducing governments and their businesses to key UAE public and private sector stakeholders.
- Business matchmaking and facilitating the right connections to enable long-lasting economic value and partnerships.



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دبي، الإمارات العربية المتحدة
DUBAI, UNITED ARAB EMIRATES

Post-Expo Site



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دبي، الإمارات العربية المتحدة
DUBAI, UNITED ARAB EMIRATES



Over **80%** of
infrastructure will
be retained
following the Expo
event

OFFICIAL PREMIER PARTNERS



OFFICIAL PARTNERS



Thank you



Bureau
International
des Expositions