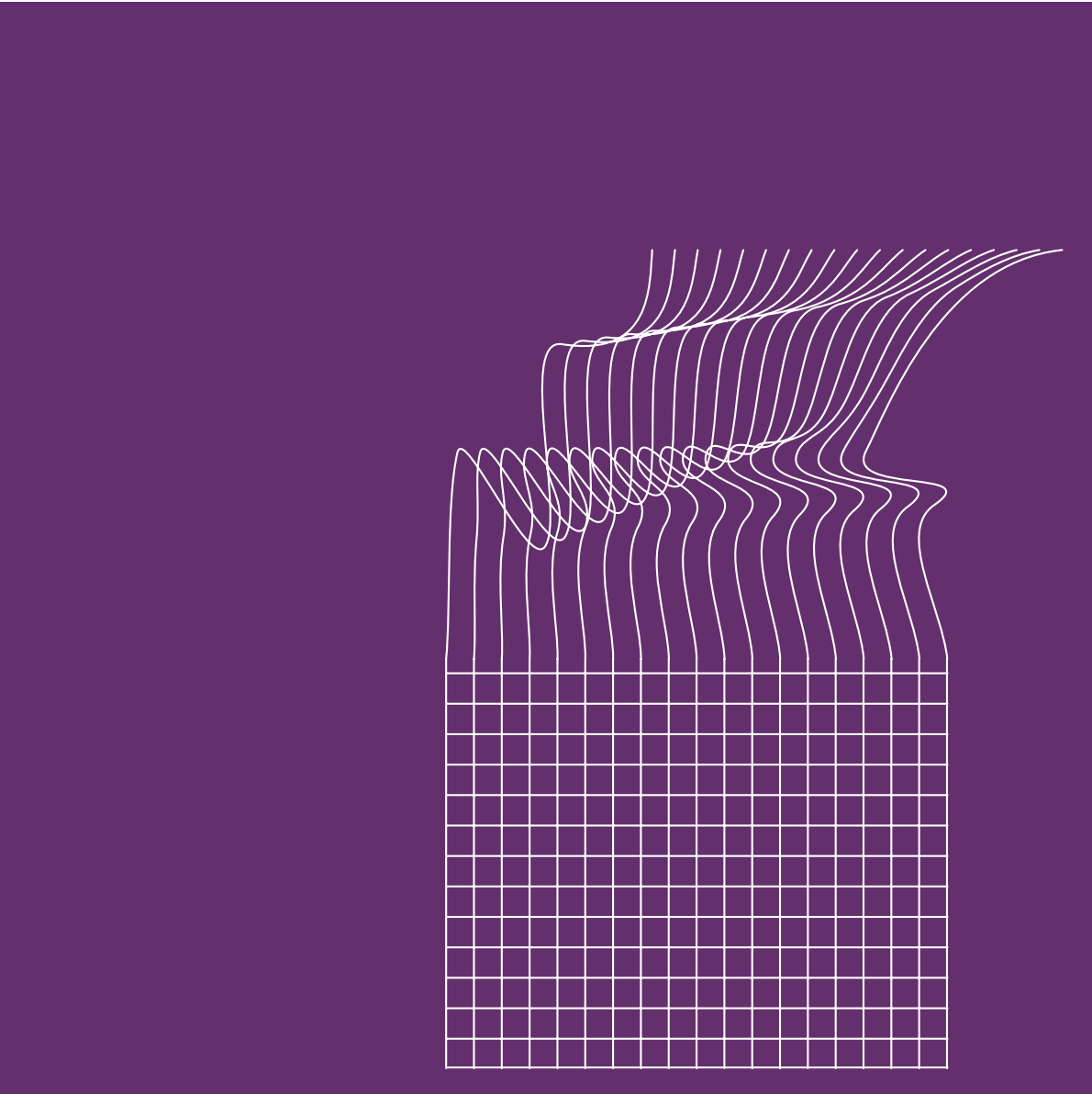


# Public Procurement & Concessions



## A leading law firm

Our firm is one of the largest and longest established in Greece specializing in the provision of comprehensive legal and tax services to legal entities conducting business in Greece. Our firm is particularly active in the development of new business and investments for international and local market players.

The majority of our clientele (90%) is based outside of Greece while more than a third of our work originates from foreign law firms. This places us in a unique position to understand the needs of foreign based entities wishing to conduct business in Greece and guide them through the intricacies of the Greek legal system and commercial environment.

Our people include more than 190 talented professionals many of them with long-standing in-house industry experience. Our main strength lies in our capacity to combine resources from across disciplines to provide seamless and integrated solution focused advice.

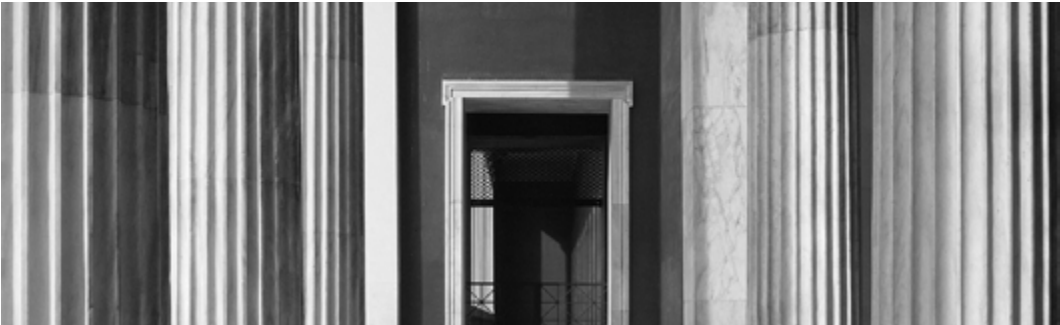
## A result-oriented practice

Although the local public procurement framework has gone through significant transformation in recent years in alignment with EU public procurement rules, it still remains rather complex and formalistic both for domestic as well as foreign entities wishing to contract with the State. As a result, successful participation in tender procedures launched in Greece is often subject to partnering with skilful and experienced lawyers who have in depth knowledge of the regulatory framework and market conditions and are able to guide their clients through the intricacies of the Greek legal system. Our public procurement & concessions practice has been involved in numerous similar procedures over the years, including landmark tenders in various sectors and has accumulated invaluable experience in guiding clients in this respect. Our practice structure both in terms of size as well as expertise means that we

can successfully assist foreign and domestic entities with their participation in Greek public tenders and help them comply with the regulatory and project management aspects thereof.

Wrap-around guidance begins from evaluating a prospective tenderer scheme's capacities in view of meeting the tender requirements and defining their participation strategy and spans to all steps of the procedure until the negotiation of and final conclusion of the contract. Where required, the provision of assistance in relation to tender related disputes consists part of work. We also regularly work with other practices of our firm particularly within the context of prospective mergers, acquisitions and reorganizations, to provide guidance in relation to potential amendments during the life of public procurement contacts in the form substitution, assignment or early termination thereof.

Our clientele originates from a wide array of industries such as energy, defence, transport, waste management, healthcare and gaming. In addition, our public procurement practice often joins forces with our project development experts in advising clients in the context of major infrastructure projects, as well as of award procedures for PPP contracts. Our ensuing know-how combined with our unique internal resources means that we are able to provide integrated advice covering all stages and aspects of interaction with the state as a counterparty in procurement procedures.



## Outstanding track record

We have an outstanding track record of representing domestic and foreign tenderers in a variety of award procedures for large-scale, multimillion projects in a variety of sectors and industries. Recent highlights include representing US gambling leader Mohegan Gaming and Entertainment throughout its participation, along with local partner GEK Terna, in the international tender for the concession of a wide – range activities casino operating license in the landmark Hellinikon – Ag. Kosmas Metropolitan Pole, as well as supporting Suez International in its participation in Greek tender procedures. We also act on behalf of key players in the context of privatization procedures of infrastructure, energy or real estate assets.

## Your benefit

Engaging us means joining forces with a multidisciplinary team of experts combining understanding of commercial issues with in - depth knowledge of the regulatory particularities of Greek public tender processes. Our team resources also mean that we can take care of the project management aspects of participation which are in most cases a critical part of the procedure and a key factor for success. We offer solution – oriented, seamless advice leveraging our own unique experience and understanding of the largely formalistic administrative landscape with our firm's inter-disciplinary expertise. In our team, our clients not only find a guide through their daily legal challenges but also a trust-worthy advisor for all major decisions in any way related to their engagement in tender procedures or contracts with the Greek public sector.

## Related experience

1. Assessment of tender participation requirements and assistance with respect to the optimal participation strategy;
2. Compilation bids, handling of interaction with the Awarding Authorities through the lodging of Q&As and project management related assistance up until the submission of bids;
3. Joint Venture and Consortium formation procedures within the context of participation in public tenders;
4. Tender related litigation both in administrative as well as judicial level;
5. Negotiation of contracts and provision of assistance up to the final conclusion thereof;
6. Assistance with respect the identification and implementation of self-cleaning measures;
7. Provision of advice with respect to the novation and assignment and modification of contracts.

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## Your key to success

To discuss how we can help you succeed in Greece, please contact one of our key people.



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## We are responsible

Just to mention two aspects of our social responsibility work: we donate to not-for-profit associations that support children in need, and we fund law student activities and run internships.

## We are transparent

We are committed to conduct business to the highest ethical standards. This is why we have been selected as the Greek partner of Trace International.



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### Stay in the Know

Zepos & Yannopoulos comprehensive news alerts highlight a variety of legal insights for a wide array of practice areas and industries. Subscribe to our Newsletters at [www.zeya.com/stay-know](http://www.zeya.com/stay-know) and keep abreast of all latest legal and tax developments in Greece.

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