

# Expo 2020 Dubai Overview

May 10, 2017



Bureau  
International  
des Expositions



# WORLD EXPOS



## WHAT IS A WORLD EXPO?





# MOMENTS IN EXPO HISTORY



**1851**  
LONDON

The first world  
Expo and the  
lasting legacy of  
South  
Kensington



**1904**  
ST. LOUIS

Medicine took a  
huge leap  
forward with  
the introduction  
of the X-ray  
machine



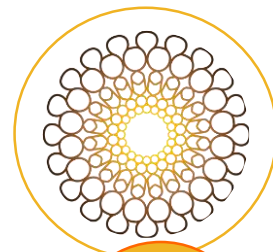
**1939**  
NEW YORK  
CITY

The birth of the  
television  
broadcast



**1982**  
NOXVILLE

Touch screen  
display screens  
were  
first introduced



**2020**  
DUBAI,  
UAE


Imagine ►►

# Expo 2020 Dubai



# WHY ARE WE HOSTING?

Expo 2020 Dubai will engage with the international community to seek collective solutions to global challenges of Opportunity, Mobility and Sustainability

An aerial night view of the Expo 2020 Dubai site. The central hub is illuminated, surrounded by various pavilions and landscaped areas. A large firework display is visible in the sky above the site. The surrounding city of Dubai is visible in the background, with its lights reflecting on the water.

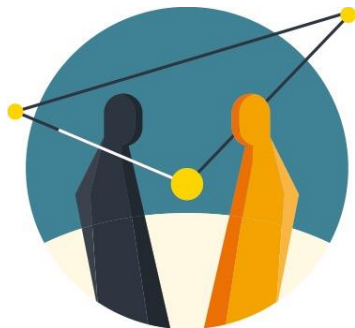
"When human beings have the courage and commitment to transform a dream into reality, there is nothing that can stop them."

HH SHEIKH MOHAMMED BIN RASHID AL MAKTOUM  
UAE VICE PRESIDENT, PRIME MINISTER AND RULER OF DUBAI

# OUR THEME & SUBTHEMES

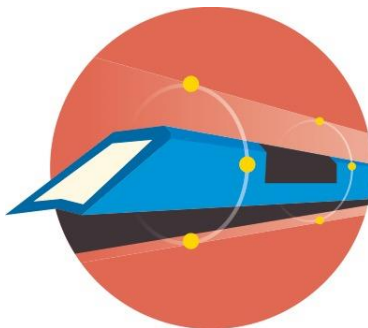
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## Connecting Minds, Creating the Future



### Opportunity

How can we realize 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?



# EXPO 2020 SITE

Shopping  
Mall

Expo Village

Route 2020  
Station

Opportunity  
District

Al Wasl  
Plaza

Children's  
Park

Mobility  
District

Sustainability  
District





# AL WASL PLAZA

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# 200+

## Participants



Participating Countries



Corporates



Academia



Multilateral Organizations



Foundations & NGOs

# 25

## Million Visits



30 %



National



70 %



International



October 20, 2020 – April 10, 2021



Expo Operating Hours: **7 Days/Week for 173 days**



Expo Visiting Hours: **10:00 - 02:00**



Overnight Service Hours: **02:00 - 10:00**

## PLANNING FIGURES



**300,000** Site Capacity

**60,000** Visitors per hour

**30,000** Volunteers

**20,000-35,000** Daily Workforce

**5,000** Participants Workforce

**60+** Events Daily



**30,000** Taxis

**30,000** Parking Spaces

**800** Expo Buses



**500,000** Daily Meals on site

**25,000** m<sup>3</sup> of Potable Water Daily

**25,000** kg Uniform Laundry per day

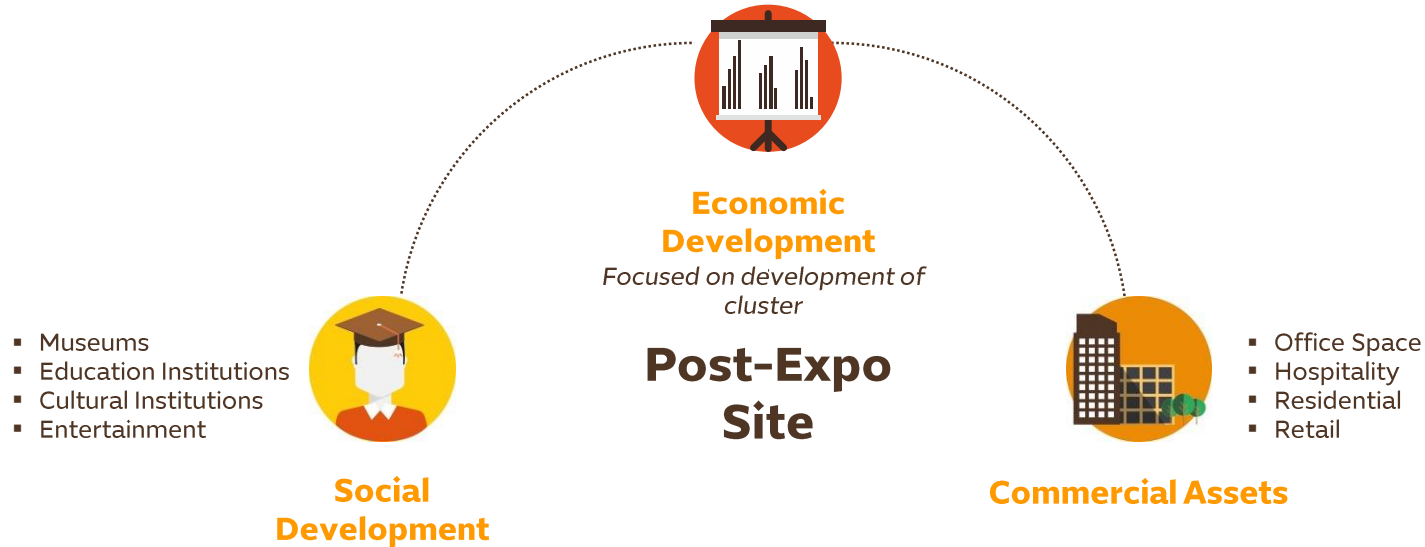


# Legacy



## POST-EXPO SITE DEVELOPMENT

The site will be transitioned into a destination focused on economic development and complimented by social and commercial elements

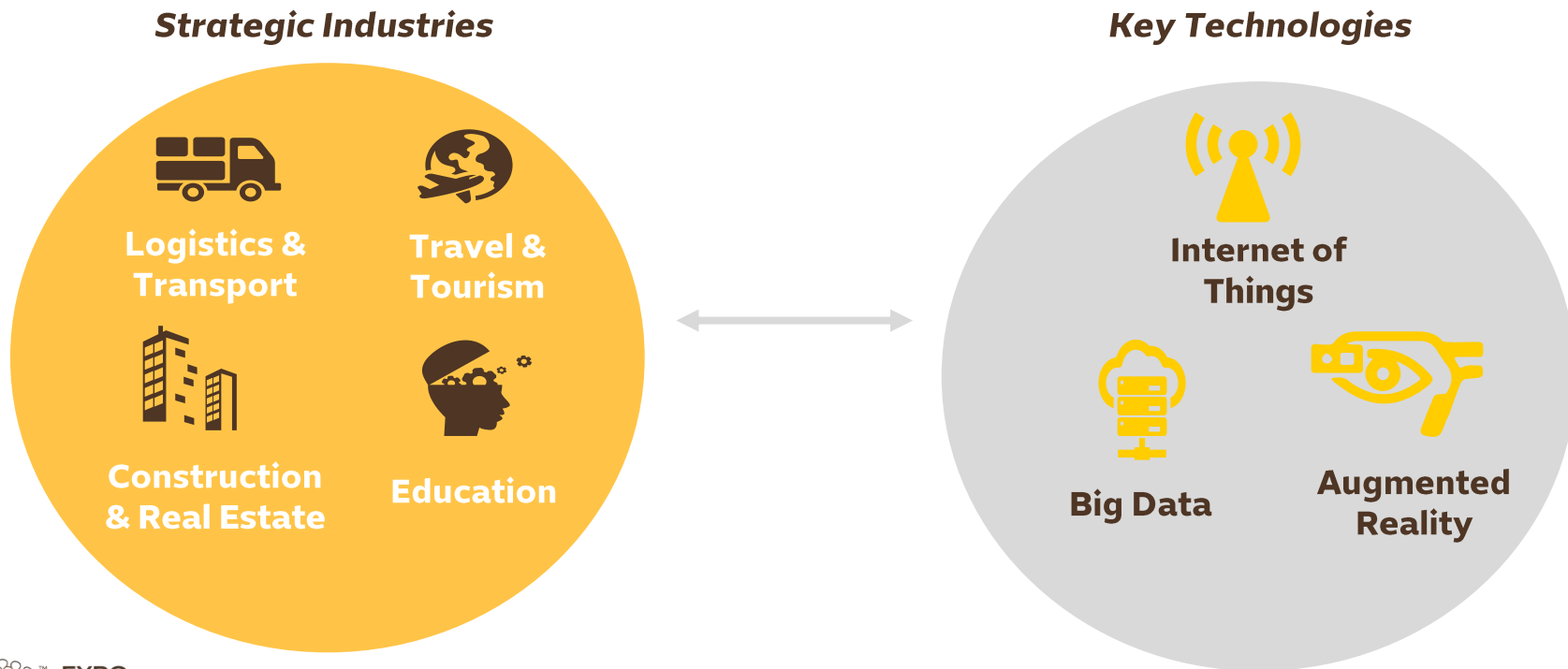


...to maximize achievement of  
legacy objectives



## POST-EXPO SITE DEVELOPMENT

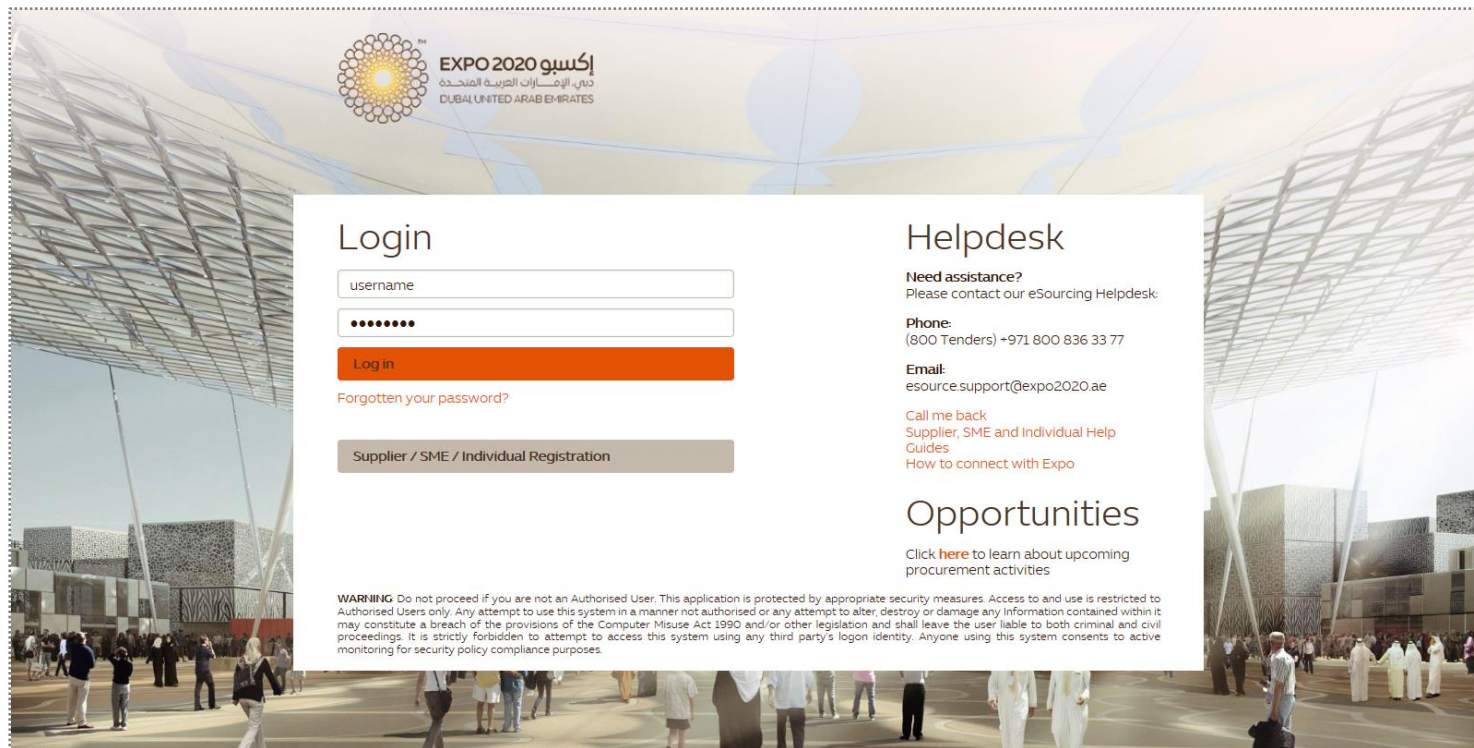
It will be centered around key technologies that will shape the future of UAE strategic industries



# Expo 2020 Opportunities



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



The image shows a screenshot of the Expo 2020 Dubai eSourcing portal. The background is a wide-angle photograph of the Expo 2020 Dubai architecture, featuring a large, white, geometric, lattice-like roof structure over an open plaza with people walking. The website interface is overlaid on this image. At the top left is the Expo 2020 Dubai logo, which consists of a stylized sun or flower icon made of dots, followed by the text 'EXPO 2020' in English and Arabic, and 'DUBAI UNITED ARAB EMIRATES' below it. The main content area is divided into three sections: 'Login', 'Helpdesk', and 'Opportunities'. The 'Login' section has a 'username' input field, a password field with dots, an orange 'Log in' button, and a link for 'Forgotten your password?'. Below the login fields is a grey button labeled 'Supplier / SME / Individual Registration'. The 'Helpdesk' section includes the heading 'Need assistance?', a request to contact the eSourcing Helpdesk, and contact information for Phone (+971 800 836 33 77), Email (esource.support@expo2020.ae), and links for 'Call me back', 'Supplier, SME and Individual Help Guides', and 'How to connect with Expo'. The 'Opportunities' section has a heading and a link to learn about upcoming procurement activities. At the bottom of the interface is a 'WARNING' message in small text.

**EXPO 2020**  
إكسبو 2020  
دبي الإمارات العربية المتحدة  
DUBAI UNITED ARAB EMIRATES

## Login

username

••••••••

**Log in**

[Forgotten your password?](#)

**Supplier / SME / Individual Registration**

## Helpdesk

**Need assistance?**  
Please contact our eSourcing Helpdesk:

**Phone:**  
(800 Tenders) +971 800 836 33 77

**Email:**  
esource.support@expo2020.ae

[Call me back](#)  
[Supplier, SME and Individual Help Guides](#)  
[How to connect with Expo](#)

## Opportunities

Click [here](#) to learn about upcoming procurement activities

**WARNING** Do not proceed if you are not an Authorised User. This application is protected by appropriate security measures. Access to and use is restricted to Authorised Users only. Any attempt to use this system in a manner not authorised or any attempt to alter, destroy or damage any information contained within it may constitute a breach of the provisions of the Computer Misuse Act 1990 and/or other legislation and shall leave the user liable to both criminal and civil proceedings. It is strictly forbidden to attempt to access this system using any third party's login identity. Anyone using this system consents to active monitoring for security policy compliance purposes.



## PROCUREMENT FOR 2017

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**47 Packages**  
**USD \$3 Bn**



**98 Orders**  
**USD \$98 M**



**5,000**  
**Licensing Products**

# PROCUREMENT

## Registrations and Contracts Awarded



Total US Companies Registered: **253** (of which **125** are SMEs)

14,800+  
Registered Suppliers

123  
Countries

67.9%  
SMEs Registered

1,632  
Awarded Contracts

USD \$1.43 Bn  
Total Contract Value

46%  
Contracts Awarded  
to SMEs

**Expo 2020 commits to 20% budget allocation for SMEs worth USD \$1.36 Bn**

### **Modified terms to enable SMEs to bid more competitively:**

- Proposal 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 Payment Guarantee



# ONLINE MARKETPLACE

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



**Online Marketplace & SME  
Internationalization**

**An interactive online B2B and B2G trading platform**

- Allowing businesses to **network**, **advertise** their offerings, and compete for business **across borders**.
- Offering direct and indirect procurement opportunities.
- Connecting Expo 2020 Participants to a community of suppliers that can respond to their tendering requirements.
- Enabling **growth** and **internationalization** of SMEs.

# BUSINESS CONCIERGE & MATCHMAKING

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



## Business Concierge & Matchmaking

**A service available to confirmed Participants 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.

# Expo Live





# INNOVATION GRANT PROGRAM

- **Multiple rounds:** Calls for proposals take place twice a year
- **Grant amount:** USD 100,000 per project (with a potential of additional funding)
- **Who may apply:** Individual entrepreneurs, SMEs, NGOs, Government entities
- **Project type:** innovative solutions to current issues that generate social value
- **Project stage:** minimum prototype level in demonstration, implementation or scale stage



## 1st Cycle Completed:

**Applications: ~600 Applications from 71 Countries**

**Finalists: 33 Applicants from 23 Countries**

Canada

USA

Grenada

Venezuela

Colombia

Brazil

Chile

Sweden

Belarus

Ireland

Netherlands

UK

Slovenia

Italy

Egypt

Nigeria

Ghana

Kenya

Mauritius

South Africa

Nepal

UAE

Bangladesh





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