



Ost-Ausschuss der Deutschen Wirtschaft - 11053 Berlin

Ost-Ausschuss Vorstand  
 Ost-Ausschuss-Präsidium  
 Hauptgeschäftsführer der Trägerverbände  
 Mitgliederversammlung  
 Länderkreise Ost-Ausschuss  
 Zentraler Immobilien Ausschuss (ZIA)  
 Sonderverteiler Aussteller bautec 2010

**Geschäftsführung**

**Datum**  
 27. Januar 2010

**Unser Zeichen**  
 Ldr/Kae

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**Rundschreiben Nr.**  
 03/10

**“Is Fair Competition at Risk? – Public Procurement of Infrastructure in Central and Eastern Europe”, side event as part of bautec 2010**

Dear Sir or Madam,

The Committee on Eastern European Economic Relations (OA), the leading association of the German construction industry and Messe Berlin GmbH take great pleasure in welcoming you to the event

**“Is Fair Competition at Risk? -  
 Public Procurement of Infrastructure in Central and Eastern Europe”  
 on Wednesday, 17 February 2010, 10 am to 12:30 pm  
 in Berlin, Trade Fair Grounds, hall 7.3, room Berlin.**

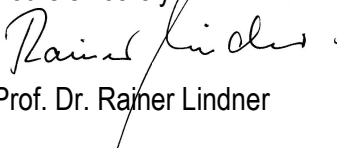
Public invitations to tender are the pivotal point for infrastructure projects in Central and Eastern Europe. In public procurement bidders compete with each other worldwide. As part of the event current developments will be assessed and perspectives for developing public procurement practice in Central and Eastern Europe discussed.

Contributions will focus on the area of conflict between quality and price. Long-term business and the economic impact of certain development paths on both companies and the individual economies of Central and Eastern Europe tie in with this.

These aspects will be discussed in three introductory talks at the beginning of the event. Experts, particularly those with practical experience, from Romania, Poland and Germany will then discuss current developments and evaluate the perspectives for this key field of the European construction industry.

**Enclosed please find a detailed programme and registration documents. We look forward to welcoming you as a participant.**

Yours sincerely

  
 Prof. Dr. Rainer Lindner

  
 Stefan Kägebein

**Träger:**

Bundesverband der Deutschen Industrie e.V.  
 Bundesverband deutscher Banken e.V.  
 Gesamtverband der Deutschen Versicherungswirtschaft e.V.  
 Zentralverband des Deutschen Handwerks e.V.  
 Außenhandelsvereinigung des Deutschen Einzelhandels e.V.

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Anlage

**bautech**  
Internationale Fachmesse für  
Bauen und Gebäudetechnik



Ost-Ausschuss der Deutschen Wirtschaft  
**oa**

## **Side event to Bautech 2010**

**Is Fair Competition at Risk?  
Public Procurement of Infrastructure in Central and Eastern Europe**

**Programme**

**Wednesday, 17 February 2010**

**Trade Fair Grounds Berlin  
Hall 7.3, room Berlin  
Conference languages: German, English**

**Is Fair Competition at Risk?**  
**Public Procurement of Infrastructure in Central and Eastern Europe**  
**17 February 2010, 10 am - 12.15 pm**  
**Trade Fair Grounds Berlin, hall 7.3, room Berlin**

- 9.30 am            Registration
- 10 am             **Welcome**  
**Werner Mocke**, Director, KompetenzCenter Facility & Construction, Messe Berlin GmbH  
**Prof. Dr. Rainer Lindner**, Director, Committee on Eastern European Economic Relations (OA)
- 10.15 am         **Introductory speeches**  
**Thomas Maier**, Managing Director, Infrastructure, EBRD  
**Laurentiu Plosceanu**, President, Romanian Association of Construction Entrepreneurs (ARACO)  
**Hansjörg Klingelhöfer**, Commercial Manager, Direction EK, KIRCHNER Poland Chairman, Working Group on Central and Eastern Europe, German Construction Industry Federation
- 11 am             **Discussion – Is fair competition at risk?**  
**Laurentiu Plosceanu**, President, Romanian Association of Construction Entrepreneurs (ARACO)  
**Hansjörg Klingelhöfer**, Commercial Manager, Direction EK, KIRCHNER Poland Chairman, Working Group on Central and Eastern Europe, German Construction Industry Federation  
**Helge Tolksdorf**, Head of Division EU Enlargement, Southeast Europe, Turkey, Federal Ministry of Economics and Technology  
**Hanns Ludwig Fiechtner**, Director Central and Eastern Europe, Drees und Sommer AG  
**Hana Lesenarova**, Senior Consultant, Corporate Investigations, Control Risks  
**Krzysztof Sajewski**, Partner, Head of German Desk, Salans Warsaw  
**Thomas Urbanczyk, LL.M.**, Member of the Managing Board German-Polish Chamber of Industry and Commerce  
Moderation: **Frank Kehlenbach**, Director, German Construction Industry Federation
- 12.30 pm         **Get Together**