

Request for Expressions of Interest for Development of five year corporate strategy and 2-year business plan

Issued on: January 6, 2017

Contract Ref: SRB-REMP-8486YF-CQS-CS-16-034

CLARIFICATIONS #1

January 18, 2017

Question 1

In accordance with the Request for expressions of interest for consultancy services – Ref. No. SRB-REMP-8486YF- CQS-CS-16-034, please provide us with clarification regarding the following question: which elements/segments in Expression of interest are obligatory i.e. is there any instruction how Expression of Interest should be structured?

Answer 1

Interested Consultants should provide information demonstrating that they have the required qualifications and relevant experience to perform the Services:

- experience and description of similar assignments
/table with similar assignments, their short description, a period for assignments, the contract value, number of employees, e-mail of contact person.../
- availability of skilled staff
/list of skilled staff, their position, their availability - period.../
- CVs of key personnel and key experts.
/ CVs of key experts: Strategic Business Planning Expert, Legal Expert, Human Resources Management Expert, Financial Expert, Quality Management Expert, ICT Expert /

Question 2

Please clarify the criteria for evaluation set:

”The following selection criteria with corresponding points will be used for the above three positions in the evaluation procedure:

Specific experience relevant to the assignment ...	50 pts
Qualifications for the assignment	30 pts
Competence for the assignment	20 pts”

Please clarify how will be done evaluation of second and third position and elaborate on how the proposed experts will be evaluated.

Answer 2

Qualifications for the assignment 30 pts

/Points will be determined based on experience of the Key experts offered in the Expression of Interest. Please note that shortlisted Comany/JV must offer same or better candidate comared to one offered in EOI/

Competence for the assignment 20 pts

/Points will be determined based on number of projects larger than 150,000 EURO that are relevant to this assignment/

Question 3

Please clarify in which way the Consultant should present availability of skilled staff by signed CVs or other way.

Answer 3

CV with clear reference on availability dates signed by the Consultant should suffice

Question 4

Please consider to extend the deadline for submission of expression of interest for a period of ten days in order to give potential Consultants enough time to prepare valid and competitive offers, and ensure the Beneficiary has the opportunity to choose from a wide pool of eligible consulting firms. Two weeks for preparation of offer proved to be very short having in mind holiday season and fact many of experts were not available to confirm their participation.

Answer 4

We do not know which holidays you are referring to, but respecting your request we are ready to prolong deadline by additional 5 days, e.g. **Wednesday 25th of January.**

Question 5

In accordance with the Request for expressions of interest for consultancy services – Ref. No. SRB-REMP-8486YF- CQS-CS-16-034, please provide us with clarification regarding the deadline.

Does January 20, 2017, 12:00AM mean midnight Thursday/Friday or midnight Friday/Saturday?

Answer 5

Deadline for the tender submission is extended. Expressions of interest must be delivered in a written form to the address below or via e-mail by **January 25, 2017, 14:00.**