

REQUEST FOR EXPRESSIONS OF INTEREST (CONSULTING SERVICES – FIRMS SELECTION)

COUNTRY: CROATIA

NAME OF PROJECT: Modernization and Restructuring of the Road Sector Project

Loan No.: 8749 - HR

Assignment Title: "TECHNICAL AND BUSINESS RATIONALIZATION OF CROATIAN STATE-MANAGED MOTORWAYS"

Reference No. (as per Procurement Plan): B3 - b - QCBS - MARS

Republic of Croatia has signed a loan with the World Bank for financing toward the cost of the "Modernization and Restructuring of the Road Sector Project", and intends to apply part of the proceeds for consulting services.

The consulting services ("the Services") include preparation of a study for operational, technical and business rationalization of Croatian state - managed motorways. Objective of the assignment is as follows:

Main objective of the assignment is achieving improvements in the technical and business efficiency and effectiveness of the motorway company. Detailed Action Plan should be developed, based on the Restructuring Action Plan / Labor Restructuring Plan developed for MSTI through the EBRD financing (the Atkins study). The main objectives are to optimize management and maintenance costs, enhance outsourcing where beneficial, reduce technical units and rationalize administrative activities. These improvements will be based on modern management features and the notion of levels of service – including safety, riding comfort, travel speed, energy efficiency, etc. – and are expected to lead to a decrease in maintenance costs and to a significant reduction of staffing needs, following a careful review of functional needs. Key performance indicators (KPIs) measuring operational and business performance shall be introduced and multi-year rolling maintenance plans and budgets shall be adopted.

Contract under this ToR will be done for 10 months.

NOTE: The detailed Terms of Reference for the above referenced consulting services is posted on the website of the Client, at: www.mppi.hr.

Ministry of Sea, Transport and Infrastructure (as the Client) now invites eligible consulting firms ("Consultants") to indicate their interest in providing the Services. Interested Consultants should provide information demonstrating that they have the required qualifications and relevant experience to perform the Services (criteria related to required qualifications and experience of the firm, but not individual experts' bio data). The shortlisting criteria are:

1. Details on required company's capabilities requirements:

Firms (or joint ventures of firms) should be experienced in providing consulting services, with at least one [1] project or more in the last ten [10] years in European countries, related to all of the following:

- motorway / trunk road maintenance and operation (traffic management and tolling), including winter maintenance
- business organization / operational restructuring including optimization of technical and administrative processes and functions, including development of operational efficiency and cost rationalization measures
- analysis of out-sourcing potential for business processes and functions
- development of management capacity / change management, including provision of training

The reference value of each project must be at least 50 000 EUR, while at least one value of the project shall amount to 150 000 EUR.

(Preferential advantage: experience with projects in more countries, experience with state owned infrastructure companies, more projects concerning road maintenance operations, more project in business organization and/or operational restructuring, change management experience, provision of training).

2. Details on required personal capabilities requirements:

- Team Leader with at least 10 years' experience in business consulting including experience in operational restructuring projects
- Civil engineer with at least 7 years' experience in road maintenance / construction respectively
- Quality assurance engineer with at least 7 years' experience
- Traffic engineer with at least 7 years' experience in traffic management / safety
- Systems or electrical/electronic engineer or IT expert with at least 7 years' experience in traffic management / tunnel systems
- Business analyst with at least 7 years' experience in relevant business operations (road contractor and/or road managing authority)
- Legal expert with at least 7 years' experience in public sector restructuring
- Energy specialist (7 years overall experience)
- Environmental specialist (7 years overall experience)
- Work organization specialist (7 years overall experience)

Experience in state owned infrastructure companies, knowledge of spoken and written Croatian and experience in Croatia would be considered an advantage for all positions.

The attention of interested Consultants is drawn to paragraph 1.9 of the World Bank's "Selection and Employment of Consultants under IBRD Loans and IDA Credits & Grants by World Bank Borrowers dated January 2011, revised July 2014" ("Consultant Guidelines"), setting forth the World Bank's policy on conflict of interest. In addition, please refer to the following specific information on conflict of interest related to this assignment as per paragraph 1.9 (d) of Consultant Guidelines.

Consultants may associate with other firms in the form of a joint venture or a subconsultancy to enhance their qualifications. The "association" may take the form of a Joint Venture or a subconsultancy. In case of a Joint Venture (JV), all members of the JV will be evaluated jointly for the

purpose of short listing and shall be jointly and severally liable for the assignment and shall sign the contract in case of award is made to that JV group. Interested consultants should clearly indicate the structure of their "association" and the duties of the partners and sub consultants in their application. Unclear expression of interests in terms of "in association with" and/or "in affiliation with" and etc. may not be considered for short listing. Keeping one expression of interest per firm as principle, a consultant firm may decide whether it wishes to participate as a sub consultant or as an individual consultant or as a partner in a joint venture. Please note that a firm shall submit only one expression of interests in the same selection process either individually as a consultant or as a partner in a joint venture. No firm can be a sub consultant while submitting an expression of interests individually or as a partner of a joint venture in the same selection process. A firm, if acting in the capacity of sub consultant in any consultant or JV, may participate in more than one consultant, but only in the capacity of a sub consultant.

A Consultant will be selected in accordance with the Quality and Cost Based Selection (QCBS) method set out in the Consultant Guidelines.

Further information can be obtained at the address below during office hours Monday to Friday, from 09:00 a.m. to 04:00 p.m.

1. Delivery of Expressions of Interest

Expressions of interest must be delivered in a written form to the address below (in person or by mail) marked as:" Expression for Interest - TECHNICAL AND BUSINESS RATIONALIZATION OF CROATIAN STATE-MANAGED MOTORWAYS" by March 2, 2018 (until 1 pm - following CET) to:

Ministry of Sea, Transport and Infrastructure (*Room 1024, X floor*)
(*Attn.: Mrs. Nataša Munitić, Advisor of the Minister*)
Prisavlje 14, 10000 Zagreb, Croatia

or by e-mail to the following persons and respective e - mail addresses:
Natasa.Munitic@mmpi.hr

Cc: Igor Guja, Procurement Specialist (igor.guja@mmpi.hr)

2. Contact person for (only) written inquiries during selection procedure

Contact person during selection procedure to whom potential Consultants could send their inquiries will be:

Mr. Igor Guja, Procurement Specialist (igor.guja@mmpi.hr)

