

**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:** Study on the development of electronic toll collection system in the Republic of Croatia

**Reference No.** (as per Procurement Plan): B4 - 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 services on preparation of study on the development of electronic toll collection system in Croatia. Consulting services will include as follows:

Consultant will prepare the Study in two main stages:

- First stage: the feasibility analysis of possible toll technologies application will be conducted taking into account all the criteria mentioned in the previous section, as well as the time frame and financial costs, and accordingly a strategic choice of technology of electronic toll system will be proposed
- Second stage: a detailed analysis of requests for the chosen electronic toll technology will be done, as well as of the timeframe and financial plan for the project implementation

Contract under this ToR will be done for 9 months from the contract signing date.

NOTE: The detailed Terms of Reference for the above referenced consulting services is posted on the website of the Client, at: [www.mppi.hr](http://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 of relevant project experience, in performing feasibility studies and cost benefit analysis in the transport (motorway/highway) segment, in the previous 5 years, at least:**

- Three projects demonstrating knowledge and experience in design and implementation, and/or operation of intelligent transport systems in several EU

countries, which meet the following specifications:

- at least one of the contract is connected with design and implementation and/or operation of free-flow toll system (DSRC and/or GNSS technology),
- implementation of toll system has to be on the national road network, whose length is at least 600 km,
- at least one system containing 9 or more toll plazas with at least 50 million transactions a year,
- one of the plazas should have an AADT of at least 40,000 vehicles per day,
- at least one of the contract is connected with design and implementation and/or operation of toll system, whose CAPEX was at least 50,0 mil. EUR and OPEX was at least 18,0 mil. EUR.

(Preferential advantage: experience with projects in more countries, more projects concerning toll systems, experience with both technologies, etc.)

- 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.

## **2. Details on required personal capabilities requirements:**

- Senior Transport Planner (Team Leader)
  - a minimum of 10 years' experience in transport planning in developed and emerging economies, motorway/highway tolling experience is required, with a minimum of 5 years' international experience and a minimum of 5 years' local field experience
  - Education: University degree in Traffic Engineering or a relevant, directly related discipline, or equivalent
- Senior Transport Economist
  - preferably 10 years' experience in transport economics and advisory in developed and emerging economies, experience in economic analysis and feasibility studies in motorway/highway infrastructure is required, while understanding of tolling and of local environment and local field experience is an advantage, but a minimum of 5 years required
  - Education: University degree in Economics or a relevant, directly related discipline, or equivalent
- Senior Transport or Systems Engineer
  - preferably 10 years' experience in transport engineering in developed and emerging economies, motorway/highway operational experience is required, while understanding of tolling and of local environment and local field experience is an advantage, but a minimum of 5 years required
  - Education: University degree in Electrical Engineering, Traffic Engineering or a relevant, directly related discipline, or equivalent
- Senior Infrastructure Finance Expert
  - preferably 10 years' experience in transport financial advisory in developed and emerging economies, experience in financial analysis, cost estimates and

feasibility studies in motorway/highway infrastructure is required, while understanding of local environment and local field experience is an advantage, but a minimum of 5 years required

- Education: University degree in Economics or a relevant, directly related discipline, or equivalent
- Senior Legal Advisor
  - preferably 10 years' experience in legal / institutional affairs in Croatia, EU and domestic transport legal experience is required, while understanding of local environment and local field experience is an advantage, but a minimum of 5 years required.
  - Education: University degree in Law or a relevant, directly related discipline, or equivalent
- Senior IT Expert
  - preferably 10 years' of experience in IT advisory in developed and emerging economies, experience in analysis of the transport IT systems is required, while understanding of local environment and local field experience is an advantage
  - Education: University degree in Electrical Engineering / IT or a relevant, directly related discipline, or equivalent
- HR Expert (10y); local experience is required
- Marketing Expert (10y); local experience is desirable
- Civil Works Advisor (10y) with experience in construction project management / bidding documents; local experience is desirable

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 subconsultants 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 - tolling study" by August 31,2017 (until 1 pm - following CET) to:**

*[Name of office]: Ministry of Sea, Transport and Infrastructure, Room 1024 (X floor)*

*[Name of officer and title]: Mrs. Nataša Munitić, Advisor of the Minister*

*[Street address, postal code, city and country]: Prisavlje 14, 10000 Zagreb, Croatia*

**or by e-mail to the following persons and respective e - mail addresses:**

*[Email address]: [Natasa.Munitic@mmpi.hr](mailto:Natasa.Munitic@mmpi.hr)*

*Attn: Igor Guja, Procurement Specialist ([igor.guja@mmpi.hr](mailto:igor.guja@mmpi.hr))*

## **2. Contact person for inquiries during bidding procedure**

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

*Mr. Igor Guja, Procurement Specialist ([igor.guja@mmpi.hr](mailto:igor.guja@mmpi.hr))*