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BA-Sarajevo: IPA — technical assistance to support the tourism industry in Bosnia and Herzegovina
2010/S 94-139857

Pre-accession countries

Bosnia and Herzegovina (BA)

Service procurement notice

Common procurement vocabulary (CPV):

Main object:

75125000 Administrative services related to tourism affairs

Additional object(s):

75130000 Supporting services for the government

1. **Publication reference:**

EuropeAid/128357/C/SER/BA.

Internet address:

General address of the contracting authority: DELEGATION-BIH-PROCUREMENT@ec.europa.eu

2. **Procedure:**

Restricted.

3. **Programme:**

IPA.

4. **Financing:**

Financing agreement.

5. **Contracting authority:**

European Union, represented by the European Commission, on behalf of and for the account of the beneficiary countries.

6. **Nature of contract:**

Fee-based.

7. **Contract description:**

Overall objective: the overall objective of the project is to strengthen the capabilities of the Bosnia and Herzegovina tourism support structures at the state, entity and Brcko district levels to address the challenges faced by a growing tourism industry and lay the foundations for the development of a sustainable Bosnia and Herzegovina tourism industry in preparation for EU membership.

Purpose: capabilities of the Bosnia and Herzegovina tourism support structures at the state, entity and Brcko district levels strengthened to address the challenges faced by a growing tourism industry.

Results to be achieved by the consultant: the consultant will be required to work closely with the beneficiary institutions, the contracting authority, as well as other relevant public sector agencies and private sector stakeholders within the tourism industry in preparation and implementation of the project which will seek to achieve the following overall results:

— component 1: a sustainable tourism policy and strategic framework harmonised,

— component 2: a short- and long-term plan for strengthening the institutional and legal framework for sustainable tourism developed,

— component 3: sustainable tourism marketing strategy and action plan developed,

— component 4: human resource development strategy developed and training projects executed.

It is expected that the consultant will, when implementing the project, transfer knowledge of — and implement — state-of-the-art European and international sustainable tourism development standards and strategies. These will include the design of inventive and creative measures to ensure that Bosnia and Herzegovina will have a vibrant tourism sector, ready to cater for the experienced tourist, who has a superior sense of quality and is concerned for the environment.

8. **Numbers and titles of lots:**

The contract is divided into lots: No, 1 lot only.

9. **Budget:**

Maximum budget: 2 000 000 EUR.

10. **Scope for additional services:**

The contracting authority may, at its own discretion, extend the project in duration and/or scope, subject to the availability of funding, up to a maximum not exceeding the length and value of the initial contract. Any extension of the contract would be subject to satisfactory performance by the contractor.

Conditions of participation

11. **Eligibility:**

Participation is open to all legal persons (participating either individually or in a grouping (consortium) of candidates) which are established in a Member State of the European Union or in a country or territory of the regions covered and/or authorised by the specific instruments applicable to the programme under which the contract is financed (see also item 29 below). Participation is also open to international organisations. The participation of natural persons is governed by the specific instruments applicable to the programme under which the contract is financed.

See also http://ec.europa.eu/europeaid/work/procedures/implementation/eligibility/index_en.htm next enter 'General Annex A2 eligibility programmes 2007–2013' and go to 'Instrument for Pre-Accession Assistance (Council Regulation (EC) No 1085/2006 — OJ L 210/82 of 31.7.2006)'.

12. **Candidature:**

All eligible natural and legal persons (as per item 11 above) or groupings of such persons (consortia) may apply. A consortium may be a permanent, legally-established grouping or a grouping which has been constituted informally for a specific tender procedure. All members of a consortium (i.e., the leader and all other members) are jointly and severally liable to the contracting authority.

The participation of an ineligible natural or legal person (as per item 11) will result in the automatic exclusion of that person. In particular, if that ineligible person belongs to a consortium, the whole consortium will be excluded.

13. **Number of applications:**

No more than 1 application can be submitted by a natural or legal person whatever the form of participation (as an individual legal entity or as leader or member of a consortium submitting an application). In the event that a natural or legal person submits more than 1 application, all applications in which that person has participated will be excluded.

14. **Shortlist alliances prohibited:**

Any tenders received from tenderers comprising firms other than those mentioned in the shortlisted application forms will be excluded from this restricted tender procedure. Shortlisted candidates may not form alliances or subcontract to each other for the contract in question.

15. **Grounds for exclusion:**

As part of the application form, candidates must submit a signed declaration, included in the standard application form, to the effect that they are not in any of the exclusion situations listed in Section 2.3.3 of the 'Practical Guide to contract procedures for EU external actions'.

16. **Subcontracting:**

Subcontracting is allowed.

Maximum percentage of the contract value which may be subcontracted: 10 %.

17. **Number of candidates to be shortlisted:**

On the basis of the applications received, at least 4 and at most 8 candidates will be invited to submit detailed tenders for this contract. If the number of eligible candidates meeting the selection criteria is less than the minimum of 4, the contracting authority may invite the candidates who satisfy the criteria to submit a tender.

Provisional timetable

18. **Provisional date of invitation to tender:**

15.7.2010.

19. **Provisional commencement date of the contract:**

1.10.2010.

20. **Initial period of implementation of tasks:**

Duration in months: 24.

Selection and award criteria

21. **Selection criteria:**

Same criteria for legal and natural person.

The following selection criteria will be applied to candidates. In the case of applications submitted by a consortium, these selection criteria will be applied to the consortium as a whole:

1) Economic and financial capacity of candidate:

In the case of the applicant being a public body equivalent information should be provided:

1. the annual turnover of the candidate(s) for each of the 2 last years (2008 and 2009) must be a minimum of 1 500 000 EUR.

2) Professional capacity of candidate:

1.a) at least 10 permanent staff employed by the candidate(s) work currently in the fields related to this contract.*

* Technical assistance to the institutions responsible for tourism, in close collaboration with other relevant public sector agencies and private sector stakeholders within the tourism industry in preparation and implementation of the support to transfer of knowledge of — and implementation of — state-of-the-art European and international sustainable tourism development standards and strategies in:

(a) policy and strategic framework,

(b) institutional and legal framework;

(c) marketing strategy and action plan;

(d) human resource development, thus ensuring that the beneficiary country has a vibrant tourism sector, ready to cater for the experienced tourist, who has a superior sense of quality and is concerned for the environment.

3) Technical capacity of candidate:

1. over the last 36 months prior to the launch of this tender candidate(s) have successfully completed at least 1 project (project value of at least 1 500 000 EUR in the fields related to this contract*). The proportion carried out by the candidate(s) must be a minimum of 70 %.

* Technical assistance to the institutions responsible for tourism, in close collaboration with other relevant public sector agencies and private sector stakeholders within the tourism industry in preparation and implementation of the support to transfer of knowledge of — and implementation of — state-of-the-art European and international sustainable tourism development standards and strategies in:

(a) policy and strategic framework;

(b) institutional and legal framework;

(c) marketing strategy and action plan;

(d) human resource development, thus ensuring that the beneficiary country has a vibrant tourism sector, ready to cater for the experienced tourist, who has a superior sense of quality and is concerned for the environment.

An economic operator may, where appropriate and for a particular contract, rely on the capacities of other entities, regardless of the legal nature of the links which it has with them. It must in that case prove to the contracting authority that it will have at its disposal the resources necessary for performance of the contract, for example by producing an undertaking on the part of those entities to place those resources at its disposal. Such entities, for instance the parent company of the economic operator, must respect the same rules of eligibility and notably that of nationality, as the economic operator.

If more than 8 eligible candidates meet the above selection criteria, the relative strengths and weaknesses of the applications of these candidates must be re-examined to identify the 8 best applications for the tender procedure.

The only factors which will be taken into consideration during this re-examination are:

— the number of completed projects in the fields related to this contract as per criterion 3.1,

— the total financial value of the completed projects in the field related to this contract as per criterion 3.1.

22. Award criteria:

Best value for money.

Application

23. Deadline for receipt of applications:

17.6.2010 (16:00), Central European Time.

Any application received after this deadline will not be considered.

24. Application format and details to be provided:

Applications must be submitted using the standard application form, the format and instructions of which must be strictly observed. The application form is available at the following Internet address: http://ec.europa.eu/europeaid/work/procedures/implementation/services/index_en.htm

Any additional documentation (brochure, letter, etc.) sent with an application will not be taken into consideration.

25. How applications may be submitted:

Applications must be submitted exclusively to the contracting authority in the following language — English:

— either by recorded delivery (official postal service) to:

Delegation of the European Union to Bosnia and Herzegovina, Skenderija 3a, 71000 Sarajevo, BOSNIA AND HERZEGOVINA,

— or hand-delivered (including courier services) directly to the contracting authority in return for a signed and dated receipt to:

attention: Procurement team. Tel. +387 33254700.

As in abovementioned address.

The contract title and the publication reference (see item 1 above) must be clearly marked on the envelope containing the application and must always be mentioned in all subsequent correspondence with the contracting authority.

Applications submitted by any other means will not be considered.

26. **Alteration or withdrawal of applications:**

Candidates may alter or withdraw their applications by written notification prior to the deadline for submission of applications. No applications may be altered after this deadline.

Any such notification of alteration or withdrawal shall be prepared and submitted in accordance with item 25.

The outer envelope (and the relevant inner envelope if used) must be marked 'Alteration' or 'Withdrawal' as appropriate.

27. **Operational language:**

All written communications for this tender procedure and contract must be in English.

28. **Date of publication of contract forecast notice:**

4.4.2009.

29. **Legal basis:**

Council Regulation (EC) No 1085/2006 of 17.7.2006 establishing an Instrument for Pre-Accession Assistance (IPA).

30. **Additional information**

31. **Date of dispatch of this notice:**

4.5.2010.