# Request for Expressions of Interest

# Consulting Services – Firms Selection

Revised

**Implementing Agency: Ministry of Transport and Communications**

**Country: Republic of North Macedonia**

**Project: Western Balkans Trade and Transport Facilitation Project - P162043**

**Loan No.: 8029-MK**

**Assignment Title: Development of National Intelligent Transportation System**

**(ITS) Strategy for the Republic of North Macedonia**

**Reference No.: WBTTFP-8929-MK-211A-CS-CQS**

**Issued on: 04 June, 2021**

Republic of North Macedonia has received financing from the International Bank for Reconstruction and Development – World Bank in the form of a loan towards the costs of the Western Balkans Trade and Transport Facilitation Project and intends to apply part of the proceeds for consulting services.

The consulting services (“the Services”) include development of National ITS Strategy aligned with national and international (EU) legal framework and plan for its implementation. The specific objectives of this assignment are: Identify potentials and weaknesses in the ITS legal, organizational, technology and application implementation and develop strategic actions and measures to be address for full legal, institutional, technical and operational deployment of ITS on National Level, aligned with International standards. Actions shall cover the period of 10 years and shall recommend priority areas and timeline of projects, activities, initiatives and policies, as well as indicators for progress reporting. Final Delivery shall comprise of National ITS Strategy and Action Plan including Financial needs for short, medium- and long-term actions.

The services will include the following tasks:

Review of existing National plans, policy frameworks, laws and by-laws, national implementation plans and other relevant documents and recommend necessary amendment of the existing legal framework and technical standards - Legal Context; Undertake stakeholder mapping and analysis - Institutional Context; Undertake a situational analysis of ITS implementation to date, identification of constrains and opportunities for continuity and sustainable implementation - Technology Context;

Based on existing sectorial strategic documents and through a consultative process and application of analytical tools, identify vision and mission statement with strategic objectives / priority areas - SWOT analysis; Propose policy options for achieving the strategic Objectives - Policy options; Based on the vision and mission statement and strategic objectives of the ITS introduction, develop the ITS application prioritization framework which will inform development of short, medium, and long term deployment scenarios - prioritization framework;

Asses current standardization practices and potentials for industry participation and expansion in standardized and compatible manner - Market Context; Develop, validate and propose scenarios for procurement strategy and costing - Strategic Financial Plan; Propose institutional arrangements for monitoring the implementation of the strategy;

Propose architecture and standardization roadmap; Propose implementation plan with estimated budgets and responsible agencies - Action Plan with log frame; Conduct stakeholders' meetings to validate the developed deliverables before proposing the draft Strategy and Implementation Plan - Stakeholders Workshops;

Propose measures for achieving objectives for priority areas and monitoring indicators for key results (implementation monitoring and reporting plan); Environmental Context - In accordance with national legislation, Law on Environment, the Consultant, through the MoTC shall obtain a Decision related to the need/or not for preparation of Strategical Environmental Assessment (SEA) related to environmental impact of the ITS Strategy.

The intended commencement of the Services is August 2021 and the period of implementation shall be 7 months.

The detailed Terms of Reference (TOR) for the assignment can be found at the following websites: <https://www.e-nabavki.gov.mk> and <http://mtc.gov.mk/javniOglasi>.

The Ministry of Transport and Communications now invites eligible consulting firms (“Consultants”) to indicate their interest in providing the Services. Interested Consultants (a firm or a group of firms) should provide information demonstrating that they have the required qualifications and relevant experience to perform the Services.

The shortlisting criteria are:

1. (general) Experience with development of at least one ITS strategic document (strategy, action plans, deployment plans, etc.) in the past 10 years.
2. (policy) Regional and/or International experience in working with public sector as evidenced by providing technical assistance related to policy advisory in transport sector.
3. (ITS design and deployment) Experience in designing, leading or supervising deployment of at least one complex ITS system (e.g. tunnels, traffic control, speed control, VMS, etc.) with-in the past 10 years.
4. (financial) Proven track record of delivering technical assistance work with at least one contract equal or above Euro 150,000 within the past 10 years.

Key Experts will not be evaluated at this stage.

The selected procurement method of the service will be Consultant Qualification Selection (CQS) - Open International procedure, in accordance with the World Bank’s “Procurement Regulations for IPF Borrowers” dated July 2016, revised November 2017 and August 2018 (“Procurement Regulations”).

Following the procurement procedure for CQS method, the Client will publish a Request for Expression of Interest (REoI). From the Consultant firms that will submit an Expression of Interest (EoI), the Client will select the firm with the best qualifications and relevant experience as a first ranked firm and will invite the firm to submit its combined technical and financial Proposal as a subject for contract negotiations. Qualifications of the Key staff (CVs including their qualifications) are not part of the selection process, but will be subject of contract negotiations with the first ranked firm. At that stage, the first ranked firm/JV should make sure the proposed key staff fulfils the qualification requirements set forth in the TOR for respective key staff positions. The CVs of the Key staff will be submitted only by the first ranked firm/JV during contract negotiations.

The attention of interested Consultants is drawn to Section III, paragraphs, 3.14, 3.16, and 3.17 of the World Bank’s “Procurement Regulations for IPF Borrowers” dated July 2016, revised November 2017 and August 2018 (“Procurement Regulations”), as amended, setting forth the World Bank’s policy on conflict of interest.

Consultants may associate with other firms to enhance their qualifications, but should indicate clearly whether the association is in the form of a joint venture and/or a sub-consultancy. In the case of a joint venture, all the partners in the joint venture shall be jointly and severally liable for the entire contract, if selected.

The eligible consulting firms (“Consultants”) can obtain further information from the Project Implementation Unit (PIU) of the Ministry of Transport and Communication, Attn: Mr. Slavko Micevski and/or Ms. Vlasta Ruzinovska, e-mail: [slavko.micevski.piu@mtc.gov.mk](mailto:slavko.micevski.piu@mtc.gov.mk); [vlasta.ruzinovska.piu@mtc.gov.mk](mailto:vlasta.ruzinovska.piu@mtc.gov.mk); during office hours from 09:30 to 15:30. **Due to COVID-19 VIRUS emergency, the procedure for expressing interest in providing the Services is strictly electronically as stated below.**

The Terms of References in English language may be obtained by interested eligible consulting firms (“Consultants”) from the website of the national electronic system for procurement: “ЕСЈН-Заеми/Донации/Грантови-Огласи од меѓународни институции” ([**https://www.e-nabavki.gov.mk**](https://webmail.t.mk/cp/ps/Mail/ExternalURLProxy?d=t.mk&u=tejumi&url=https://www.e-nabavki.gov.mk&urlHash=-1.1261282751824486E-304#_blank)) and from the website of the Ministry of Transport and Communications: [**http://mtc.gov.mk/javniOglasi**](http://mtc.gov.mk/javniOglasi);

The eligible consulting firms (“Consultants”) must submit their Expression of Interest **only by e-mail** to the all below listed e-mail addresses (as readable PDF file in English language), **on or before**

**15 Jun, 2021, 15:30 p.m.** Receipt of each Expression of Interest will be immediately confirmed.

## Ministry for Transport and Communications - Project Implementation Unit

## Attn: Mr. Slavko Micevski and/or Ms. Vlasta Ruzinovska – procurement officers

## Street “Crvena Skopska Opstina”, Nr. 4, 1000 Skopje, Republic of North Macedonia

Tel: + 389 (0)2 3145 531; + 389 (0)75 494977

Web site addresses: <http://mtc.gov.mk/javniOglasi>; [https://www.e-nabavki.gov.mk](https://webmail.t.mk/cp/ps/Mail/ExternalURLProxy?d=t.mk&u=tejumi&url=https://www.e-nabavki.gov.mk&urlHash=-1.1261282751824486E-304#_blank).

## E-mail addresses (obligatory):

[**slavko.micevski.piu@mtc.gov.mk**](mailto:slavko.micevski.piu@mtc.gov.mk)**;** [**vlasta.ruzinovska.piu@mtc.gov.mk**](mailto:vlasta.ruzinovska.piu@mtc.gov.mk)**;** [**harita.pandovska@mtc.gov.mk**](mailto:harita.pandovska@mtc.gov.mk)**;** [**piuwb.mtc@gmail.com**](mailto:piuwb.mtc@gmail.com)**;** [**wbpiu@mtc.gov.mk**](mailto:wbpiu@mtc.gov.mk)