

**Global Water Partnership – Mediterranean (GWP – Med)**  
**Legally and lawfully represented by the non-profit society**  
**MEDITERRANEAN INFORMATION OFFICE FOR ENVIRONMENT, CULTURE AND SUSTAINABLE DEVELOPMENT**  
**– MIO ECSDE**

**ANNOUNCES THE PRESENT CALL 23/2022/AF Floods FOR OFFERS**  
**For the**

***Development of risk financing and risk transfer (mechanisms) strategy  
for the Drin Basin***

**SUBMISSION OF OFFERS BY: 19 May 2022, at 17:00h CET**

**MAX AVAILABLE BUDGET: USD 36.800,00 including VAT.**

This amount includes all other costs, income taxes, VAT and any other amount payable or cost that may be required for the completion of the work/service, including travel-related costs.

### **Description of the Assignment**

GWP-Med is announcing the present Call for Offers for the Development of risk financing and risk transfer (mechanisms) strategy for the Drin Basin in the framework of the “The Integrated Climate-Resilient Transboundary Flood Risk Management in the Drin River Basin in the Western Balkans” (Drin FRM Project)

**Objective of the activity related to this Call** is to develop risk financing and risk transfer mechanisms strategy to include private sector engagement and risk transfer mechanisms.

**The aim of the Assignment under this Call** is to increase financial response capacity while reducing the fiscal burden generated by the government liabilities associated to the floods.

For a detailed description of the Assignment, please refer to the respective **ToR**.

## Procurement

The procurement will proceed having regard to:

- ✓ General principles of EU law on procurements.
- ✓ Internal Rules and Regulations of MIO-ECSDE/GWP-MED which can be found at <https://mio-ecsde.org/about-us/our-accountability> and at <https://www.gwp.org/en/About/who/Governance-Funding/>
- ✓ The present CALL FOR OFFERS and its supporting documents.

## Offer Submission

Interested participants should submit an offer including the following:

1. **Technical Offer form (Attached)**
2. **Solemn Self Declaration (Attached)**
3. **Financial offer (Attached)**

**Please read carefully the section “Place & Time of Offers Submission” of the present call, on how exactly you are required to submit your offer**

Offers must be submitted for the entire Assignment. Offers for part of the Assignment will not be accepted.

The Participants shall bear all costs associated with the preparation and submission of their offer. The Contracting Authority will in no case be responsible or liable for such costs, whatever the conduct or outcome of the procedure. The Contracting Authority will neither be responsible for, nor cover, any expenses or losses incurred by the participants for any site visits and inspections or any other aspect of their offer.

The language of this procedure, the tender documents and the offers is English. Any documentation (certificates, etc) submitted in any other language should be accompanied by a translation in English, certified by a lawyer or public authority.

## Deadline for submission of offers

The **deadline** for submission of offers is set to be **19 May 2022, at 17:00h CET**.

The successful participant will be informed within 10 working days following the submission deadline.

The results of the present call for offers will be published at the GWP-Med Website <https://www.gwp.org/en/GWP-Mediterranean/>

## Clarifications

Requests for clarifications should be submitted by email, the latest, seven (7) days before the closing date of this call for offers.

The answers / additional information will be published on the website of GWP-Med four (4) days before the closing date of this call for offers.

### **Clarifications during the (technical and financial) evaluation of offers**

The Contracting Authority may, during the evaluation of offers, ask the Participants to provide clarifications on the documents submitted with their offers, within reasonable time.

Any clarifications and/or additional documents submitted by the Participants not in the context of a request for clarifications posed by the Contracting Authority are not taken into account for the evaluation of offers.

During the evaluation of offers the Contracting Authority, by applying the principles of equal treatment and of transparency, may request from participants, when the information or the documentation they are obliged to submit are or appear incomplete or wrong, including those in the Solemn self-declaration, to submit, to complement or to clarify the relevant information or documentation, within a time-frame of at least 10 calendar days, with a maximum of 20 calendar days from the date the participants receive the relevant request from the Contracting Authority

### **Eligibility Conditions – Participation Requirements**

Participation in the present call for offers is open, on equal terms, to any natural or legal person or entity who meet the legal, financial and technical conditions laid down in this Call where they possess adequate professional experience and capacity.

### **Grounds for exclusion – disqualification (ON/OFF)**

Participants should verify by submitting a **solemn declaration** (annexed to the present Call) that they are not bankrupt or subject of proceeding for a declaration of bankruptcy, that they are in good standing, operate under no legal restrictions, are not under any liquidation procedure or the subject of proceedings for declaration of liquidation or any similar situation and that they have not been convicted for any one of the following legal offences: participation in a criminal organization, corruption, bribery, fraud, money laundering, terrorist, child labour and human trafficking.

Please refer to the **Solemn Self-Declaration Statement in Annex 1 which should be filled in and signed as indicated. Failure to comply with the requirements included in the Self Declaration is considered ground for exclusion.**

### **Selection Criteria (Pass/Fail)**

Successful participants must have: (in case of a group of experts / company the experience listed below applies for the lead expert).

- a) University degree (BSc or equivalent) in relevant field (i.e., Economy, Finance, Environmental economy, development economics or related quantitative social sciences). (In case of a more general first University degree discipline, Master or equivalent degree closely related to the scope of the work)
- b) Fluency/proficiency in both written and spoken English.

### **Qualification and Experience**

The required and desired qualifications are presented below. **Failure to provide the minimum required qualifications is considered ground for disqualification.** Qualifications additional to the minimum requested per category will receive additional score under the evaluation process as described in section Awarding Criterion and Evaluation process'. In case of a group of experts / company the experience listed below applies only for the lead expert.

#### Work experience (**Required**)

- Minimum fifteen (15) years of experience in economic or financial analyses and policy analyses in

development contexts.

- Minimum seven (7) years of experience in risk financing in the EU countries and/or EU financed projects of comparable nature and degree of complexity
- Minimum three (3) relevant projects in environmental economics, development of risk financing strategies/ mechanisms/ instruments in EU countries in the last 10 years.

**Work experience (Desired- Not Required)**

- experience in development of the hazard risk financing and transfer mechanisms products and tools (Minimum engagement in one related project / position for one year)
- experience in working on water/flood related issues (Minimum engagement in one related project / position for one year)
- experience in working in any of the Drin countries (Minimum engagement in one related project / position for one year)
- Knowledge of one of the Drin riparian languages (Montenegrin, Serbian, Albanian, North Macedonian, Croatian, Bosnian)

**Awarding Criterion and Evaluation process**

The Award criterion is the most economically advantageous tender on the basis of best price / quality ratio.

Offers shall be evaluated as follows:

Offers qualified in terms of exclusion grounds and selection criteria will be further evaluated on the basis of the requirements presented under section “Qualification and Experience”, as follows:

Name of Firm / Participant:			
(1) Criterion	(2) weighting (w)	(3) points of criterion (c) 100p Base +10p for extra criteria over base up to 50 additional points	(4) Score = (2) x (3)
<b>Required qualifications</b>			
-Minimum fifteen (15) years of experience in economic or financial analyses and policy analyses in development contexts	20%		
Minimum seven (7) years of experience in risk financing in the EU countries and/or EU financed projects of comparable nature and degree of complexity	20%		
Minimum three (3) relevant projects in environmental economics, development of risk financing strategies/ mechanisms/ instruments in EU countries in the last 10 years.	20 %		
<b>Desired qualifications</b>			

experience in development of the flood risk financing and transfer mechanisms products and tools (Minimum engagement in one related project / position for one year)	20%		
experience in working on water/flood related issues (Minimum engagement in one related project / position for one year)	10%		
experience in working in any of the Drin countries (Minimum engagement in one related project / position for one year)	5%		
Knowledge of one of the Drin riparian languages	5%		
<b>Total</b>	<b>100%</b>		

**Failure to provide the minimum requirements in any of the above is considered ground for disqualification**

Each Section/evaluation criterion is evaluated autonomously. The final scoring of each evaluation criterion is the outcome of its scoring multiplied by the corresponding weighting factor. The overall score of the technical offer is the sum of the final scoring of all the Sections/evaluation criteria. The overall score of the technical offer is calculated on the basis of the following formula:

$$B_i = w_1 \times c_1 + w_2 \times c_2 + \dots$$

For the overall score which will determine the ranking of offers, technical evaluation will be weighted with 80%, and the financial offer with 20%.

The final listing of the most advantageous offers will be made on the basis of the following formula:

$$\Lambda_i = 0,8 * (B_i/B_{max}) + 0,2 * (K_{min}/K_i).$$

Where:

B<sub>max</sub>: the max score received by the best of the technical offers received

B<sub>i</sub>: the score of the technical offer

K<sub>min</sub>: The cost of the financial offer with the minimum price offered.

K<sub>i</sub>: The cost of the financial offer

The most advantageous offers is the one with the greater value of  $\Lambda$ .

In case of equality of overall scores, the retained proposal is the one whose corresponding technical proposal received the highest rating.

### Duration of the Contract

The overall duration of the contract will be maximum eighteen (18) months.

### Contract Price, Deliverables and Schedule of Payment

The maximum fee for this assignment is 36.800,00 USD. This amount includes all other costs, income taxes and any other amount payable or cost that may be required for the completion of the work/service, including VAT.

For a detailed description of Tasks, please refer to the ToR.

Deliverable	Verification	Payment	Scheduled
D1. Inception report	Accepted by Project Manager	Tranche 1 (10%)	Jun 2022
D2. The Drin basin Flood risk financing overview report D3. Draft report on the potential flood financing and transfer mechanisms (before consultation process) D4. Final report on the proposed flood financing and transfer mechanisms (after consultation process)	Accepted by Project Manager	Tranche 2 (40%)	November 2022
D5. Draft basin flood risk financing and risk transfer strategy D6. Final basin flood risk financing and risk transfer strategy D7. Technical input for the ToR(s)	Accepted by Project Manager	Tranche 3 – Final Payment (45%)	March 2023
D8. Comments on the Feasibility study(ies).	Accepted by Project Manager	Tranche 4 – Final Payment (5%)	End 2023

GWP-Med may order additional services from the successful candidate to complement the task described in the ToR if specific needs arise that cannot be anticipated at this moment. In any case the value of any additional service requested cannot exceed 50% of the amount of the present call.

### **Termination / cancelation / repetition / reformulation of the procurement procedure**

Termination of a procurement procedure, partial cancellation and repetition of a procedure, reformulation of procedure results.

1. GWP-Med/MIO-ECSDE may, by a reasoned decision, and after the opinion of the competent body, cancel the procurement procedure by annulling the respective Call, either due to failure to submit a tender or the rejection of all tenders or the exclusion of all Participants in accordance with the terms and conditions of the Call.

2. Cancellation of the procurement procedure may take place by a reasoned decision of the GWP-Med/MIO-ECSDE, in the following cases:

- i. due to the irregularity of the procurement procedure
- ii. if the financial and technical parameters related to the award process have changed substantially and the execution of the contractual object is no longer of interest to GWP-Med/MIO-ECSDE
- iii. if due to force majeure, the contract cannot be properly executed
- iv. if the tender selected is deemed not economically advantageous
- v. in case of expiry of the bids
- vi. in case the needs of GWP-Med/MIO-ECSDE and / or of the beneficiary (-ies) of the project have changed

- vii. in case the circumstances have changed resulting in the inability to deliver the contract / project (eg local community reactions, inability to fund, etc.).
  - viii. in case of other imperative reasons of public interest such as for purposes of public health or environmental protection.
3. If errors or omissions are found at any stage of the award procedure, the GWP-Med/MIO-ECSDE may, after the opinion of the competent body, either cancel the proceedings partially or reshape the outcome accordingly or decide to repeat the procedure from the point where the error occurred. or omission.
4. GWP-Med/MIO-ECSDE also reserves the right, after the opinion of the competent body, to decide, in addition to the cancellation of the procurement procedure or the annulment of the Call, the repetition of any phase of the concluding procedure, as well, with or without modifying its terms or recourse to the negotiation process, provided it is in conformity with the Internal Rules and Regulations of GWP-MED /MIO-ECSDE.
5. Under no circumstances shall GWP-MED /MIO-ECSDE be obliged to pay to Participants any compensation for expenses or other positive or consequential damages that may have been incurred by their participation in the proceedings.

## Objections

Objections against any act of the Contracting Authority can be submitted within five (5) days from the notification of the Contracting Authority's act.

An objection to the call for offers can be submitted within a period that extends up to half the period from the publication of the call in the Contracting Authority's website and the final date of submission of offers. For the calculation of this period's deadline, the dates of the publication of the call and the submission of the offers are considered. Objections are submitted in written, by courier, by fax or by email.

Objections are submitted to the Contracting Authority, which shall decide within ten (10) days from the notification of the objection. In the event of an objection to the call for offers, the Contracting Authority shall decide in any case before the closing date for the submission of offers. In case the Contracting Authority has not answered within the above deadline, the rejection of the objection is presumed.

## Place & Time of Offers Submission

**Exceptionally** and due to the restrictive measures in force due to the coronavirus pandemic, the submission of offers can be done via e-mail.

Therefore, you are kindly requested to prepare and send to [procurement@gwpmed.org](mailto:procurement@gwpmed.org) writing in the email subject line: Call for Offers **23/2022/AF Floods**, Development of risk financing and risk transfer (mechanisms) strategy for the Drin Basin **before the above-mentioned closing date for submission of offers the following two folders:**

1. A compressed folder (.zip or .rar) containing the 1. Technical Offer form, the Solemn Declaration and any other supporting documents
2. **A password-protected compressed folder (.zip or .rar) containing only your financial offer.** The password for opening the password protected folder with your financial offer should be sent to the same email address ONLY at the request of the contracting Authority which will send a follow up email to all participants that their technical offer has passed the technical evaluation.

**In case the password is sent together with the offer file, the offer will be rejected.**

Offers submitted after the specified date shall not be taken into consideration.

The Contracting Authority bears no liability whatsoever for any late delivery of offers or for the contents of its accompanying folders.

For any clarifications on the present call for offers please contact:

**Novak Cadjenovic**, *Senior Programme Officer*  
Global Water Partnership – Mediterranean (GWP-Med)  
E-mail: [novak.cadjenovic@gwpmed.org](mailto:novak.cadjenovic@gwpmed.org)

The present call for quotations is posted on the website of GWP-Med ([www.gwp-med.org](http://www.gwp-med.org)).

The Chairman of GWP-Med/MIO-ECSDE

Prof. Michael J. Scoullos