

Contract Award

Project Name: **SUSTAINABLE CROATIAN RAILWAYS IN EUROPE PROJECT**

Project Number: **P147499 – Croatia Railway**

Loan No. **IBRD - 85000**

CONTRACT AWARD FOR CONSULTING SERVICES AS FINANCIAL ADVISOR TO THE MINISTRY OF THE SEA, TRANSPORT AND INFRASTRUCTURE

Purchaser: **HŽ INFRASTRUKTURA d.o.o.**
Mihanovićeva 12
10000 Zagreb
Croatia

Country: **CROATIA**
Project Number: **SUCRE-HZI-CS-FBS-2018**

Report Period: **from 7th March 2019 to 7th January 2020**

Awarded Firm/Individual: Consortium: PricewaterhouseCoopers Savjetovanje d.o.o., Croatia (Lead), PricewaterhouseCoopers Advisory SpA, Italy and PwC Polska Sp.z.o.o., Poland

Address: PricewaterhouseCoopers Savjetovanje d.o.o., Heinzelova 70, 10000 Zagreb, Croatia.

Contract signature date: 28th February 2019

Method of Procurement/Selection: FBS – Fixed Budget Selection

Price: EUR 215,240.00 (excl. VAT)

Duration: 10 months.

Summary scope of contract:

Phase I – Preparatory Phase-Overview and assessment of HZ Cargo’s current status

Phase II – Interim Phase- Optimization process

Phase III – Implementation Phase - Transaction

a) Names of all consultants on the shortlist:

| Consultant | Submitted proposal |
|---|---------------------------|
| Consortium: PricewaterhouseCoopers Savjetovanje d.o.o., Croatia | Yes |
| Consortium: KPMG Croatia d.o.o., Croatia (Consortium leader) Croatia | No |
| BDO Consulting Ltd., Croatia | No |
| Consortium: CPCS Transcom Limited, Canada | Yes |
| Deloitte Savjetodavne usluge d.o.o, Croatia | Yes |
| Consortium: Admetam Business Consultants d.o.o., Croatia | No |

b) The overall technical scores and scores assigned for each criterion and sub-criterion (minimum qualifying score: 80 points):

| Consultants' names | JV Deloitte savjetodavne usluge d.o.o., Croatia | Pricewaterhouse Coopers Savjetovanje d.o.o., Croatia | CPCS Transcom Limited, Canada |
|---|---|--|-------------------------------|
| Criteria | Scores | Scores | Scores |
| 1. Adequacy and quality of the proposed methodology, and work plan in responding to the Terms of Reference | 20,0 | 35,7 | 29,7 |
| 2. Key Experts' qualifications and competence for the Assignment | 35,5 | 45,8 | 42,7 |
| 3. Participation by nationals among proposed Key Experts | 7,3 | 9,3 | 8,7 |
| Total score | 62,8 | 90,8 | 81,1 |
| Rank | 3 | 1 | 2 |

c) Prices offered by each consultant as read out:

| No. | Consultant | Price/EUR |
|------------|---|-------------------|
| 1. | Consortium: CPCS Transcom Limited, Canada Sub-Consultant: First Class Partnerships Limited, United Kingdom ODI Law, Croatia | 219,740.00 |
| 2. | Consortium: PricewaterhouseCoopers Savjetovanje d.o.o., Croatia PricewaterhouseCoopers Advisory SpA, Italy PwC Polska Sp.z.o.o., Poland Sub-Consultant: Šavorić & partneri odvjetničko društvo d.o.o., Croatia | 215,240.00 |