

## Contract Award

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

Project Number: **P147499 – Croatia Railway**

Loan No. **IBRD - 85000**

### CONTRACT AWARD FOR THE ASSET MANAGEMENT PROJECT

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

Country: **CROATIA**

Project Number: **SUCRE-HZI-CS-FBS-01-2017**

Report Period: **from 7<sup>th</sup> March 2019 to 7<sup>th</sup> September 2021**

**Awarded Firm/Individual:** Consortium: PricewaterhouseCoopers savjetovanje d.o.o. Croatia (Lead), PricewaterhouseCoopers Advisory SpA, Italy, Šavorić & partneri odvjetničko društvo d.o.o., Croatia, Trezor Invest d.o.o., Croatia

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

**Contract signature date:** 28<sup>th</sup> February 2019

**Method of Procurement/Selection:** FBS – Fixed Budget Selection

**Price:** EUR 1,130,085.00 (excl. VAT)

**Duration:** 360 business days.

**Summary scope of contract:** The following consulting services are to be provided to HZ Infrastructure, HZ Passenger Transport and HZ Cargo, and under the supervision of the Ministry of Maritime Affairs, Transport and Infrastructure (MMATI).

**Phase 1. Due diligence report: Inception, initial review and recommendations**

*1.1. Process of separation of assets and status of disputed assets*

*1.2. Review of Asset management in the Croatian Railways Companies*

*1.3 Proposed assets classification and valuation methodology and proposed coordination mechanisms for dispute resolution*

*1.4. Road map for implementation of asset management*

**Phase 2. Implementation of asset management improvements**

*2.1. Confirmation and finalization of inventories and accounting valuation*

*2.2. Outstanding issues related to separation of disputed assets and assets with unclear legal status*

*2.3. Valuation of assets to be commercialized or transferred*

*2.4. Support to increase efficiency in asset management in the companies*

**a) Names of all consultants on the shortlist:**

<b>Consultant</b>	<b>Submitted proposal</b>
The Boston Consulting Group LLC, Sub-consultants: Law Firm Glinska & Mišković Ltd. Croatia, Cross Consulting LLC, Croatia, Peris LLC, Croatia	Yes

JV A.T.Kearney Management Consulting S.R.L., podružnica Zagreb, Croatia; Audit d.o.o., Croatia, Sub-consultants: Ilić, Orehovec & Partners Law Firm Ltd., Croatia, Bricmore Ltd, Croatia, GEO Media Ltd., Croatia	Yes
JV Arthur D. Little s.r.o., Czech Republic; UHY RUDAN d.o.o., Croatia, PBZ Nekretnine d.o.o., Croatia, Sub-consultants: Emanuel Šip, Czech Republic, Attorney office Škarica i partneri, Croatia, Attorney office Ćorić, Croatia, Interaudit d.o.o., Croatia, Sub Divo d.o.o., Croatia, Zavod za fotogrametriju d.d., Croatia, Prefera consulting d.o.o., Croatia, Barkons, za savjetovanje i usluge, Croatia, Kastel d.o.o., Croatia	Yes
JV KPMG Croatia d.o.o., Croatia; Dornier Consulting International GmbH, Germany, Odvjetničko društvo Hanžekovići & Partneri d.o.o. Croatia	Yes
JV Deloitte savjetodavne usluge d.o.o. Croatia, Odvjetničko društvo Župić & partneri d.o.o., Croatia; Sub-consultants: MC Mobility Consultants GmbH, Austria, Centar akcija d.o.o., Croatia, Knez – INVEST d.o.o., Croatia	Yes
Consortium PricewaterhouseCoopers savjetovanje d.o.o. Croatia, PricewaterhouseCoopers Advisory SpA, Italy, Šavorić & partneri odvjetničko društvo d.o.o., Croatia, Trezor Invest d.o.o., Croatia, Sub-consultant: Geom d.o.o., Croatia	Yes

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

Consultants' names	Pricewaterhouse Coopers savjetovanje d.o.o., Croatia	JV KPMG d.o.o., Croatia	JV Deloitte savjetodavne usluge d.o.o., Croatia
Criteria	Scores	Scores	Scores
<b>1. Adequacy and quality of the proposed methodology, and work plan in responding to the Terms of Reference</b>	36,00	31,40	28,40
<b>2. Key Experts' qualifications and competence for the Assignment:</b>	47,08	44,73	42,23
<b>3. Participation by nationals among proposed Key Experts</b>	9,60	9,40	9,80
<b>Total score</b>	<b>92,68</b>	<b>85,53</b>	<b>80,43</b>
<b>Rank</b>	<b>1</b>	<b>2</b>	<b>3</b>

**c) Prices offered by each consultant as read out:**

No.	Consultant	Price/EUR
<b>1.</b>	Consortium PricewaterhouseCoopers savjetovanje d.o.o. Croatia, PricewaterhouseCoopers Advisory SpA, Italy, Šavorić & partneri	<b>1,130,085.00</b>

	odvjetničko društvo d.o.o., Croatia, Trezor Invest d.o.o., Croatia, Sub-consultant: Geom d.o.o., Croatia	
<b>2.</b>	JV KPMG Croatia d.o.o., Croatia; Dornier Consulting International GmbH, Germany, Odvjetničko društvo Hanžekovići & Partneri d.o.o. Croatia	<b>1,200,000.00</b>
<b>3.</b>	JV Deloitte savjetodavne usluge d.o.o.Croatia, Odvjetničko društvo Župić & partneri d.o.o., Croatia; Sub-consultants: MC Mobility Consultants GmbH, Austria, Centar akcija d.o.o., Croatia, Knez – INVEST d.o.o., Croatia	<b>1,149,410.00</b>