

## **CONTRACT AWARD FOR THE**

Selection of Consulting Services for ***AUDIT OF CONTRACT NO 1/2019/DP-HPP ON PUBLIC SERVICES FOR SERVICES OF GENERAL ECONOMIC INTEREST IN PUBLIC PASSENGER RAIL TRANSPORT IN THE REPUBLIC OF CROATIA***

**Country: CROATIA**

**Contract No. SUCRE-HR-HZI-177343-CS-FBS**

**Loan No. HR – 8500**

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

**Purchaser: HŽ INFRASTRUKTURA d.o.o.**

**Mihanovićeva 12**

**10000 Zagreb**

**Croatia**

**Awarded Firm/Individual:** Consortium Deloitte Savjetodavne Usluge d.o.o., Zagreb, Croatia (Lead member) and MC Mobility Consultants GmbH, Vienna, Austria (member)

**Address:** Radnička cesta 80, 10000 Zagreb, Croatia

**Contract signature date:** 13<sup>th</sup> January 2021

**Method of Procurement/Selection:** Selection under a Fixed Budget( FBS)

**Price: 149.723,20 EUR** (excl. VAT)

**Duration:** 12 weeks from the Commencement Date

1. **Summary scope of contract:** The Ministry of the Sea, Transport and Infrastructure (MSTI) and Hrvatske Željeznice Putnički Prijevoz (HŽPP)<sup>1</sup> signed a Public Service Contract (PSC) on December 21, 2019 for delivery of public passenger rail services in the Republic of Croatia. The PSC covers the period from January 1, 2019 to December 31, 2028. The value of the PSC is HRK 4.62 billion. The contract was awarded according to the article 5, paragraph 4a, of the EU Regulation 1370/2007 (as amended by article 1, regulation 2338/2016). The PSC's development was supported by a World Bank-financed technical assistance activity which included scope of services, calculation scheme, penalties scheme, vehicle specifications, marketing requirements, KPI report structure, passenger survey and incentive scheme. The

PSC contact is currently providing the institutional basis for deploying European Union funds to procure new rolling stock for passenger rail service delivery in Croatia.

2. The PSC defines the scope of services that HZPP is obliged to perform for the amount of subsidies received from the MSTI. It includes 8 annexes as follows:

- Appendix 1: Scope of services;
- Appendix 2: Calculation scheme;
- Appendix 3: System of penalties for non-fulfilment of contracts;
- Appendix 4: Specification of vehicles in use;
- Appendix 5: Marketing requirements;
- Annex 6: Structure of the report on key indicators;
- Annex 7: Passenger survey; and
- Annex 8: Revenue Increase Incentive Scheme.

3. The operationalization of the Public Service Contract has proceeded since its signing under a transitional period. There is accordingly a need to take stock of lessons learned and to make appropriate adjustments to enhance the PSC’s effectiveness.

4. Part I (a) of the PSC provides for a comprehensive analysis of key indicators and other parameters specified in annexes every two years. This is to be carried out by a qualified independent auditor engaged by the MSTI. These terms of reference define the scope of work for the Consultant (hereafter the “Service Provider”) to undertake the first review of the PSC now that its initial transitional period is concluding.

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

<b>C O N S U L T A N T S</b>	<b>Submitted proposal</b>
<b>1. JV KPMG Croatia d.o.o. Zagreb, Croatia (Lead member) and Dornier Consulting International GmbH, Berlin, Germany (member)</b>	<b>Yes</b>
<b>2. Consortium Deloitte Savjetodavne Usluge d.o.o., Zagreb, Croatia (Lead member) and MC Mobility Consultants GmbH, Vienna, Austria (member)</b>	<b>Yes</b>
<b>3. JV EPTISA ADRIA d.o.o. (Lead member) Croatia,Zagreb , EPTISA Servicios de Ingenieria S.L. (Member), CONSULTRANS SAU (Member) Spain,Madrid and Subcontractor GROWTH STRATEGIES d.o.o. (Croatia,Zagreb)</b>	<b>Yes</b>

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

<b>Consultants' Names</b>	<b>Technical Scores Total</b>	<b>Specific experience of the Consultant (as a firm) relevant to the Assignment</b>	<b>Adequacy and quality of the proposed methodology, and work plan in responding to the Terms of Reference</b>	<b>Key Experts' qualifications and competence for the Assignment</b>	<b>Participation by nationals among proposed Key Experts</b>
KPMG Croatia d.o.o. (Croatia, Zagreb), in cooperation with Dornier Consulting International GmbH, (Germany, Berlin)	<b>88,52</b>	<b>9,17</b>	<b>26,83</b>	<b>49,02</b>	<b>3,50</b>
Consortium Deloitte Savjetodavne Usluge d.o.o., Zagreb, Croatia (Lead member) and MC Mobility Consultants GmbH, Vienna, Austria (member)	<b>90,00</b>	<b>9,00</b>	<b>26,67</b>	<b>50,33</b>	<b>4,00</b>
JV EPTISA ADRIA d.o.o.(Lead member) Croatia,Zagreb , EPTISA Servicios de Ingenieria S.L. (Member), CONSULTRANS SAU (Member) Spain,Madrid	<b>82,70</b>	<b>8,17</b>	<b>23,00</b>	<b>47,53</b>	<b>4,00</b>

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

<b>No.</b>	<b>Consultant</b>	<b>Price/EUR</b>
<b>1.</b>	KPMG Croatia d.o.o. (Croatia, Zagreb), in cooperation with Dornier Consulting International GmbH, (Germany, Berlin)	<b>150.000,00</b>
<b>2.</b>	Consortium Deloitte Savjetodavne Usluge d.o.o., Zagreb, Croatia (Lead member) and MC Mobility Consultants GmbH., Vienna, Austria (member)	<b>149.723,20</b>
<b>3.</b>	JV EPTISA ADRIA d.o.o.(Lead member) Croatia,Zagreb , EPTISA Servicios de Ingenieria S.L. (Member), CONSULTRANS SAU (Member) Spain,Madrid	<b>140.000,00</b>