

**CONTRACT AWARD FOR CONSULTING SERVICES FOR THE TECHNICAL AND
BUSINESS RATIONALIZATION OF HZ INFRASTRUKTURA d.o.o. CROATIA**

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

Loan No. **IBRD - 85000**

Client: **HŽ INFRASTRUKTURA d.o.o.**

Mihanovićeve ulica 12

10000 Zagreb

Croatia

Country: **CROATIA**

Project Number: **SUCRE-HZI-CS-QCBS-16**

Report Period: **from 5 May 2023 to 5 March 2024**

Awarded Firm/Individual: DELOITTE SAVJETODAVNE USLUGE d.o.o., Croatia

Address: Radnička cesta 80, 10000 Zagreb, Croatia

Contract signature date: 5 May 2023

Method of Procurement/Selection: QCBS (Quality and Cost Based Selection)

Contract Price:	307,375.00	EUR
VAT (25%)	76,843.75	EUR
Contract Price with VAT	384,218.75	EUR

Duration: 10 months.

Summary scope of contract: The objective of the assignment is to develop a Detailed Restructuring Action Plan and Labour Restructuring Plan based on HZI's business plan, strategy, and planned investments to achieve improvements in technical and business efficiency and effectiveness.

In order to develop the final deliverable: Restructuring and Labour Action Plans, the Consultant shall address the following areas of improvement:

- a) Task 1: Assessment and identification of realignment needs in the current organizational structure
- b) Task 2: Company business planning practices
- c) Task 3: Railway maintenance
- d) Task 4: Traffic management
- e) Task 5: Company management, administration, and overhead expenses
- f) Task 6: Innovation and utilization of ICT
- g) Task 7: Project Management

Names of all consultants on the shortlist:

Consultant	Submitted proposal
DELOITTE SAVJETODAVNE USLUGE d.o.o.	Yes

The overall technical scores and scores assigned for each criterion and sub-criterion (minimum qualifying score: 70 points):

Consultants' names	Deloitte savjetodavne usluge d.o.o., Croatia
Criteria	Score
1. Specific experience of the Consultant (as a firm) relevant to the Assignment	10,00 (max 10 points)
2. Adequacy and quality of the proposed methodology, and work plan in responding to the Terms of Reference	25,80 (max. 30 points)
3. Key Experts' qualifications and competence for the Assignment:	50,76 (max. 55 points)
4. Participation by nationals among proposed Key Experts	3 (max. 5 points)
Total score	89,56 (max. 100 points)
Rank	1

Prices offered by the consultant as read out:

No.	Consultant	Price/EUR
1.	Deloitte savjetodavne usluge d.o.o., Croatia	307,375.00