

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 30/2023/AF Floods
CALL FOR OFFERS
For the provision of works for the

Development of the flood risk financing mechanisms in the Drin Basin

In the framework of
The Integrated Climate-Resilient Transboundary Flood Risk Management in the Drin
River Basin in the Western Balkans” (Drin FRM Project, 2019-2024)

Financed by the
Adaptation Fund

SUBMISSION OF OFFERS BY:15 November 2023, at 17:00h CET

MAX AVAILABLE BUDGET: USD 44.000 (including VAT)

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

This amount includes VAT and all other costs, income taxes, 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 Development of the flood risk financing mechanisms in 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, 2019-2024)

The Integrated Climate-Resilient Transboundary Flood Risk Management in the Drin River Basin in the Western Balkans” (Drin FRM Project, 2019-2024) is executed by the UNDP (IRH) for the components 1 & 3 and the Global Water Partnership – Mediterranean (GWP-Med) for the component 2.

The objective of the project is to assist the riparian countries in implementing an integrated climate-resilient river basin flood risk management approach to improve their existing capacity to manage flood risk at regional,

national and local levels and to enhance resilience of vulnerable communities in the Drin River Basin (DRB) to climate-change induced floods.

Risk transfer mechanisms in the Drin riparians are scarce and there is a very limited activity in the region on government-initiated ex-ante risk transfer solutions. Supply and demand remain poor today and market forces are highly unlikely to induce any growth of the risk financing market without the implementation of pro-active measures.

In this regard, the Strategy for flood risk transfer proposes the implementation of 12 solutions (intervention measures/tools) to facilitate critical reforms in this area, of which two: **S1: Tax Benefits and S2: Linking Grants to Insurance** are selected (in the Roadmap) as the ones that could/should be put forward the soonest – taking into account current setup and also transitional costs for this initial phase of building the Drin riparians financial resilience to floods.

To further support the implementation of the Strategy, it is necessary to develop detailed feasibility studies and various fiscal impact assessment of the priority solutions, also as an integral part of the process of comprehensive understanding the impact of the proposed risk transfer solutions on economies of the Drin riparians, to ensure that they are sustainable and acceptable in the long term.

This task is to further develop the proposed solutions from the Strategy: **S1: Tax Benefits and S2: Linking Grants to Insurance**, along with appropriate assessment of feasibility and implementation results.

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 their offer electronically including the following:

Folder A containing the:

1. **Technical Offer** (Annex 3)
2. **Solemn Self Declaration** (Annex 1)

Folder B (password protected) containing:

Financial offer (Annex 2)

Please read carefully the section “How to submit an offer” 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 Contracting Authority may ask Participants to submit supporting documents concerning their offer (references, certificates, publications etc.)

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 **15 November 2023, 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

1. Clarifications on the published Call for Offers

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.

2. 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 4 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:

- Participants must provide proof of their average annual turnover for the last three (3) fiscal years being at least equivalent to the maximum amount of this Call. The applicant should provide the Financial Statements (Income Statement and Balance Sheet) of the last three years duly certified by a Public Accountant, and with authentication of receiving by the Government's Internal Revenue Authority. Include any indication of credit rating, industry rating, etc.
 - Be enrolled in one of the official professional or trade registries at the country of registration.
 - Present a minimum duration of operation of five (5) years. Proof to be provided by the related chamber (date of registration).
 - Present a team of local experts, by submitting their CVs (one from each of the Drin River basin riparian) who will support the work of the lead expert (3 in total). Each expert should
 - Have a university degree (BSc or equivalent) in relevant field: i.e., law, economics, finance, environmental economist, development economics or related quantitative social sciences (in the case of a more general first university degree a master or equivalent degree closely related to the scope of the work).
 - Be Fluent/proficient in both written and spoken English.
- please note that only the CV of the lead expert will be further evaluated).

Failure to provide the minimum required qualifications is considered ground for disqualification.

Qualification and Experience

The required and desired requirements for the Lead Expert are listed below. Failure to meet the minimum required qualifications will be considered grounds for disqualification.

Qualifications additional to the minimum requested per category will receive additional points under the evaluation process as described in section "Awarding Criterion and Evaluation process". In the case of a group of experts / company the experience listed below applies only to the lead expert.

- An university degree (BSc or equivalent) in relevant field: i.e., law, economics, finance, environmental economist, development economics or related quantitative social sciences (in the case of a more general first university degree a master or equivalent degree closely related to the scope of the work). (required)
- Fluency/proficiency in both written and spoken English. (required)
- At least fifteen (15) years of experience in legal, economic, or financial analysis. (required)
- At least seven (7) years of experience in the development of the financial and/or legal analyses of comparable nature and degree of complexity. (required)
- At least one (1) relevant project/assignment in development of the feasibility studies of similar nature and degree of complexity in the last 15 years. (required)
- Experience in developing products and tools for flood risk financing and transfer mechanisms (minimum 1 product/project) (desirable)
- Experience in working on water/flood related issue (minimum 1 year) (desirable)
- Experience in working in one of the Drin countries. (minimum 1 year) (desirable)
- Knowledge of one of the three Drin riparian languages (minimum one language). (desirable)

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:

(1) Criterion	(2) Weighting (w)	(3) Points of criterion (c)	(4) Score= (2) x (3)
Section 1: Expertise and work experience	100 % of total		
<i>Team Leader -</i>	100%		
An university degree (BSc or equivalent) in relevant field: i.e., law, economics, finance, environmental economist, development economics or related quantitative social sciences (in the case of a more general first university degree a master or equivalent degree closely related to the scope of the work). (required)	5%	130	
- Fluency/proficiency in both written and spoken English (required) .	5%	100	
- At least fifteen (15) years of experience in legal, economic, or financial analysis.- required	20%	150	
- At least seven (7) years of experience in the development of the financial and/or legal analyses of comparable nature and degree of complexity. (required)	30 %	150	
- At least one (1) relevant project/assignment in development of the feasibility studies of similar nature and degree of complexity in the last 15 years required	10 %	150	
- Experience in developing products and tools for flood risk financing and transfer mechanisms (minimum 1 product/project) (desired)	10%	150	
- Experience in working on water/flood related issue (minimum 1 year) (desired)	5 %	150	
- Experience in working in one of the Drin countries (minimum 1 year) (desired)	10%	130	

- Knowledge of one of the three Drin riparian languages (minimum one language) (desired)	5 %	130	
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Failure to provide the minimum required qualifications is considered ground for disqualification.

Scoring for each evaluation criteria starts from 100 points (when minimum requirements are met) up until maximum 150 points (100p Base +10p for extra criteria over base up to 50 additional points) .

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:

$$Bi = w1 \times c1 + w2 \times c2 + \dots$$

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:

$$\Lambda_i = 0.8 * (Bi/Bmax) + 0.2 * (Kmin/Ki).$$

Where:

- Bmax: the max score received by the best of the technical offers received
- Bi: the score of the technical offer
- Kmin: The cost of the financial offer with the minimum price offered.
- Ki: The cost of the financial offer

The most advantageous offers is the one with the greater value of Λ .

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

Duration of the Contract

The overall duration of the contract will be up to 30/08/2024.

Contract Price, Deliverables and Schedule of Payment

The maximum fee for this assignment is 44.000 USD Including VAT. 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.

For a detailed description of Tasks, please refer to the ToR. Deadlines to be possibly adapted based on the actual dates that the works will take place.

Schedule of payments:

Deliverable	Verification	Payment	Scheduled
D1. Draft Inception Report	Accepted by GWP-Med Project Manager	Tranche 1 (20%)	Upon the successful delivery of D1

D2. Final Inception report D3. Background report on the conditions for the implementation of the Tax-related mechanisms in flood risk transfer D4. Background report on the conditions for the implementation of the Agricultural grant/support schemes mechanisms in flood risk transfer	Accepted by GWP-Med Project Manager	Tranche 2 (30%)	Upon the successful delivery of D2,D3,D4
D5. Feasibility study for the introduction of the Tax Benefits for flood risk financing in the Drin Basin D6. Feasibility study for the linking grants/subsidies to insurance for flood risk financing in the Drin Basin	Accepted by GWP-Med Project Manager	Tranche 3 – Final Payment (50%)	Upon the successful delivery of D5,D6

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.

The successful consultant must Provide:

Certification of payment of Taxes.

Certification of payment of Social Insurance contributions before contract signing.

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.

How to submit an offer

The submission of offers can will be done electronically via e-mail.

Therefore, you are kindly requested to prepare and send to procurement@gwpmed.org an email writing in the email subject line: Call for Offers 30/2023/AF Floods, before the above-mentioned closing date for submission of offers the following two folders:

1. A compressed folder (**Folder A**) (.zip or .rar) containing the Technical offer, the Solemn Declaration and any other supporting documents
2. A **password-protected** compressed folder (**Folder B**) (.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.

In case the financial offer is not password protected, the offer will be rejected.

Offers submitted after the specified date and time 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, GWP-Med Senior Programme Officer, who is serving as Coordinator of the Component 2 of the Drin AF project.

e-mail : novak.cadjenovic@gwpmed.org

The present call for offers is posted on the website of GWP-Med (www.gwp-med.org).

The Chairman of GWP-Med/MIO-ECSD

Prof. Michael J. Scoullis