**SERVICE CONTRACT NOTICE**

**EXTERNAL SERVICES AND EXPERTISE FOR ENTREPRENEURSHIP, INNOVATION AND IT SUPPORT  
Republic of North Macedonia**

**1. Reference:** 0507-001/22

**2. Procedure**: Simplified

**3. Programme title:** INTERREG IPA Cross-border Cooperation Programme Greece- Republic of North Macedonia 2014-2020

**4. Financing**: Budget Line-External expertise and services

**5. Contracting authority:** Association for research and analysis ZMAI, Emil Zola 9/2-20, 1000 Skopje, Republic of North Macedonia

**CONTRACT SPECIFICATION**

**6. Nature of contract**: Global price

**7. Contract description**: Association for research and analysis ZMAI is seeking a firm which will be responsible for data collection on legislation, business development, shareholders, target groups covering new business set-up, innovation and entrepreneurship in CBC area. The firm will also conduct Cross-border "Train the Trainers" for transferable skills in entrepreneurship and new business creation. In addition, ZMAI needs services for elaboration of the action plan, including the operation of an Entrepreneurship and creativity centre (personnel, specifications, e-platform, training etc.) and the investigation of activities leading to new services, creation of Entrepreneurship training material.

The firm needs to provide personnel that will conduct DS bootcamp - training for solving business problems from real life case studies from 10 high school students or college students from Pelagonia. In these workshops, a combined team of experts (1 facilitator, 1 marketing expert, 1 designer, 2 financial advisors) will work closely with the young entrepreneurs in solving business problems of local companies. A team of experts will test 6 best ideas located in the Pelagonia region. The firm will need at least 6 experts for conducting the bootcamps to validate and assist in prototyping. The firm will conduct 30 interviews in the respected fields.

**8. Number and titles of lots**: One lot only

**9. Maximum budget:** 33.300.00 EUR without VAT.

**CONDITIONS OF PARTICIPATION**

**10. Legal basis, eligibility and rules of origin**

Participation is open to all natural persons who are nationals of and legal persons (participating either individually or in a grouping – consortium – of candidates/tenderers) which are effectively established in a  Member State of the European Union or in a eligible country or territory as defined under Article 8 of Regulation (EU) No 236/2014 establishing common rules and procedures for the implementation of the Union's instruments for external action (CIR) for the applicable instrument under which the contract is financed.

Participation is also open to international organisations.

Participation financed by the European Instrument for Democracy and Human Rights (EIDHR) and the Instrument contributing to Stability and Peace (IcSP)[[1]](#footnote-0) is fully untied[[2]](#footnote-1).

**11. Number of tenders**

No more than one tender can be submitted by a natural or legal person whatever the form of participation (as an individual legal entity or as leader or member of a consortium submitting a tender). In the event that a natural or legal person submits more than one tender, all tenders in which that person has participated will be excluded.

**12. Grounds for exclusion**

As part of the tender, tenderers must submit a signed declaration, included in the tender form, to the effect that they are not in any of the exclusion situations listed in Section 2.6.10.1. of the practical guide.

Tenderer included in the lists of EU restrictive measures (see Section 2.4. of the PRAG) at the moment of the award decision cannot be awarded the contract.

**13. Sub-contracting**

Subcontracting is allowed.

**PROVISIONAL TIMETABLE**

**14. Provisional commencement date of the contract**

20.09.2022

**15. Implementation period of the tasks**

31.08.2023



**SELECTION AND AWARD CRITERIA**

**16. Selection criteria**

Capacity-providing entities

An economic operator (i.e. candidate or tenderer) may, where appropriate and for a particular contract, rely on the capacities of other entities, regardless of the legal nature of the links it has with them. If the economic operator relies on other entities, it must in that case prove to the contracting authority that it will have at its disposal the resources necessary for the performance of the contract by producing a commitment by those entities to place those resources at its disposal. Such entities, for instance the parent company of the economic operator, must respect the same rules of eligibility and notably that of nationality as the economic operator relying on them and must comply with the selection criteria for which the economic operator relies on them. **Furthermore, the data for this third entity for the relevant selection criterion should be included in a separate document**. Proof of the capacity will also have to be provided when requested by the contracting authority.

With regard to technical and professional criteria, an economic operator may only rely on the capacities of other entities where the latter will perform the tasks for which these capacities are required.

With regard to economic and financial criteria, the entities upon whose capacity the economic operator relies, become jointly and severally liable for the performance of the contract.

The following selection criteria will be applied to the tenderers. In the case of tenders submitted by a consortium, these selection criteria will be applied to the consortium as a whole if not specified otherwise. The selection criteria will not be applied to natural persons and single-member companies when they are sub-contractors.

The tenderer shall not use previous experience which caused breach of contract and termination by a contracting authority as a reference for selection criteria.

**1) Economic and financial capacity of the tenderer (**based on item 3 of the tender form). In case of tenderer being a public body, equivalent information should be provided. The reference period which will be taken into account will be the last three financial years for which accounts have been closed.

**2)** **Professional capacity of the tenderer (**based on items 4 of the tender form).

The reference period which will be taken into account will be the last three years preceding the submission deadline.

**3) Technical capacity of tenderer** (based on items 5 and 6 of the tender form). The reference period which will be taken into account will be the last three years preceding the submission deadline.

This means that the service contract the tenderer refers to could have been started at any time during the indicated period but it does not necessarily have to be completed during that period, nor implemented during the entire period. Tenderers are allowed to refer either to service contracts completed within the reference period (although started earlier) or to service contracts not yet completed. Only the portion satisfactorily completed during the reference period will be taken into consideration. This portion will have to be supported by documentary evidence (-statement or certificate from the entity which awarded the contract, proof of payment) also detailing its value. If a tenderer has implemented the service contract in a consortium, the percentage that the tenderer has successfully completed must be clear from the documentary evidence, together with a description of the nature of the services provided if the selection criteria relating to the pertinence of the experience have been used.

Criteria for legal and natural persons:

* Have at least seven (7) years of general experience in problem framing workshops based on Google Methodologies i.e., Design Sprints in the last 3 years;
* Have at least 30 workshops providing similar services involving business innovations and problem framing workshops in the last 3 years;
* Have a proven record of at least ten successful Design Sprints done with startups from North Macedonia in the last 3 years;
* Demonstrate capacity to assign a qualified and experienced team that will work on the assignment to include at least one Lead Expert, one financial analyst, one graphic designer, in addition to other team members, and
* Have a proven record of at least one successful problem framing workshop done with high school seniors for real business problems in the last 3 years.

Previous experience which would have led to breach of contract and termination by a contracting authority shall not be used as reference. This is also applicable concerning the previous experience of experts required under a fee-based service contract.

**17. Award criteria**

Best price-quality ratio.

**TENDERING**

**18. Deadline for submission of tenders**

The deadline for submission of tenders is specified in point 8 of the instruction to tenderers.

**19. Tender format and details to be provided**

Tenders must be submitted using the standard tender form for simplified procedures, the format and instructions of which must be strictly observed. The tender form is available from the following internet address: <http://ec.europa.eu/europeaid/prag/annexes.do?group=B> , under the zip file called Simplified Tender dossier.

The tender must be accompanied by a declaration on honour on exclusion and selection criteria using the template available from the following Internet address:

<http://ec.europa.eu/europeaid/prag/annexes.do?chapterTitleCode=A>

Any additional documentation (brochure, letter, etc.) sent with a tender will not be taken into consideration.

**20. How tenders may be submitted**

Tenders must be submitted in English exclusively to the contracting authority, using the means specified in point 8 of the instructions to tenderers.

Tenders submitted by any other means will not be considered.

By submitting a tender, tenderers accept to receive notification of the outcome of the procedure by electronic means.

**21. Alteration or withdrawal of tenders**

Tenderers may alter or withdraw their tenders by written notification prior to the deadline for submission of tenders. No tender may be altered after this deadline.

Any such notification of alteration or withdrawal shall be prepared and submitted in accordance with point 9 of the instructions to tenderers.

**22. Operational language**

All written communications for this tender procedure and contract must be in English.

**23. Additional information**

Financial data to be provided by the candidate in the standard application form must be expressed in EUR. If applicable, where a candidate refers to amounts originally expressed in a different currency, the conversion to EUR shall be made in accordance with the InforEuro exchange rate of 07/2022, which can be found at the following address: <http://ec.europa.eu/budget/graphs/inforeuro.html>.

1. Regulation (EU) No 230/2014 of the European Parliament and of the Council of 11 March 2014 establishing an instrument contributing to stability and peace (OJ L 77, 15.3.2014, p. 1). [↑](#footnote-ref-0)
2. Article 11 CIR. [↑](#footnote-ref-1)