

This notice in TED website: <http://ted.europa.eu/udl?uri=TED:NOTICE:234806-2011:TEXT:EN:HTML>

**HR-Zagreb: IPA — e-business competitiveness improvement programme, phase II  
2011/S 142-234806**

**Location: Europe (non-EU) — Croatia**

**Service procurement notice**

Common procurement vocabulary (CPV):

Main object:

71356200 Technical assistance services

Additional object(s):

80000000 Education and training services

80522000 Training seminars

80521000 Training programme services

79342200 Promotional services

1. **Publication reference:**

EuropeAid/130993/D/SER/HR.

Internet address(es):

General address of the contracting authority: <http://www.safu.hr/>

2. **Procedure:**

Restricted.

3. **Programme:**

IPA.

4. **Financing:**

Financing agreement.

5. **Contracting authority:**

Central Finance and Contracting Agency, Zagreb, REPUBLIC OF CROATIA.

6. **Nature of contract:**

Fee-based.

7. **Contract description:**

This project will enhance the competitiveness of Croatian enterprises through increased utilisation of and participation in e-commerce and e-business activities by SMEs in target regions through delivery of quality information, training and advice to SMEs on ICT through entrepreneurial support institutions. Entrepreneurial support institutions which have the potential to improve ICT utilisation with the purpose of using e-business and e-commerce for SMEs will be selected and will encourage and support SMEs to use e-business solutions and thus improve their efficiency and productivity, product quality and services, and access to information and markets through increased awareness and use of e-business and e-commerce.

8. **Numbers and titles of lots:**

The contract is divided into lots: No, 1 lot only.

9. **Budget:**

Maximum budget: 1 000 000 EUR.

10. **Scope for additional services:**

The contracting authority may, at its own discretion, extend the project in duration and/or scope, subject to the availability of funding, up to a maximum not exceeding the length and value of the initial contract. Any extension of the contract would be subject to satisfactory performance by the contractor.

### **Conditions of participation**

11. **Eligibility:**

Participation is open to all legal persons (participating either individually or in a grouping (consortium) of candidates) which are established in a Member State of the European Union or in a country or territory of the regions covered and/or authorised by the specific instruments applicable to the programme under which the contract is financed (see also item 29 below). Participation is also open to international organisations. The participation of natural persons is governed by the specific instruments applicable to the programme under which the contract is financed.

12. **Candidature:**

All eligible natural and legal persons (as per item 11 above) or groupings of such persons (consortia) may apply. A consortium may be a permanent, legally-established grouping or a grouping which has been constituted informally for a specific tender procedure. All members of a consortium (i.e., the leader and all other members) are jointly and severally liable to the contracting authority.

The participation of an ineligible natural or legal person (as per item 11) will result in the automatic exclusion of that person. In particular, if that ineligible person belongs to a consortium, the whole consortium will be excluded.

13. **Number of applications:**

No more than 1 application 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 an application). In the event that a natural or legal person submits more than 1 application, all applications in which that person has participated will be excluded.

14. **Shortlist alliances prohibited:**

Any tenders received from tenderers having a different composition than the ones on the application forms will be excluded from this restricted tender procedure, unless prior approval from the contracting authority has been obtained — see PRAG 2.4.3. Shortlisted candidates may not form alliances or subcontract to each other for the contract in question.

15. **Grounds for exclusion:**

As part of the application form, candidates must submit a signed declaration, included in the standard application form, to the effect that they are not in any of the exclusion situations listed in Section 2.3.3 of the 'Practical Guide to contract procedures for EU external actions'.

16. **Subcontracting:**

Subcontracting is not allowed.

17. **Number of candidates to be shortlisted:**

On the basis of the applications received, at least 4 and at most 8 candidates will be invited to submit detailed tenders for this contract. If the number of eligible candidates meeting the selection criteria is less than the minimum of 4, the contracting authority may invite the candidates who satisfy the criteria to submit a tender.

### **Provisional timetable**

18. **Provisional date of invitation to tender:**

8.9.2011.

19. **Provisional commencement date of the contract:**

1.2.2012.

20. **Initial period of implementation of tasks:**

Duration in months: 22.

**Selection and award criteria**

21. **Selection criteria:**

Same criteria for legal and natural person.

The following selection criteria will be applied to candidates. In the case of applications submitted by a consortium, these selection criteria will be applied to the consortium as a whole:

1) Economic and financial capacity of candidate:

In the case of the applicant being a public body equivalent information should be provided:

1. the average annual turnover of the candidate for the years 2008, 2009 and 2010 must be equal to or exceed 600 000 EUR;
2. the cash and cash equivalents of the candidate at the end of the years 2008, 2009 and 2010 are positive.

2) Professional capacity of candidate:

1. at least 5 staff currently work for the candidate in the fields of capacity building in SMEs and development of e-business within the SME sector;
2. at least 20 % of all staff working for the candidate this year in the fields related to this contract (capacity building in SMEs and development of e-business within the SME sector) are permanent.

3) Technical capacity of candidate:

1. the candidate has successfully completed at least 1 technical assistance project (contracted as a single contract), covering the fields of capacity building in SMEs and development of e-business within the SME sector in the years 2008, 2009, 2010 or 2011 (all projects referenced for year 2011 must have been completed by the deadline for submission of the applications). These 2 fields can be covered by 1 single project or each field can be covered by a separate project;
2. in case the abovementioned fields (capacity building in SMEs and development of e-business within the SME sector) are covered by separate projects, only 1 of the projects must have been with a budget (own contribution) equal to or exceeding the established amount of 1 000 000 EUR.

An economic operator may, where appropriate and for a particular contract, rely on the capacities of other entities, regardless of the legal nature of the links which it has with them. Some examples of when it may not be considered appropriate by the contracting authority are when the tenderers rely in majority on the capacities of other entities or when they rely on key criteria. If the candidate 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 performance of the contract, for example by producing an undertaking on the part of 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. Furthermore, the data for this third entity for the relevant selection criterion should be included in the tender in a separate document. Proof of the capacity will also have to be furnished when requested by the contracting authority.

22. **Award criteria:**

Best value for money.

**Application**

23. **Deadline for receipt of applications:**

1.9.2011 (16:00), local time.

Any application received after this deadline will not be considered.

24. **Application format and details to be provided:**

Applications must be submitted using the standard application form, the format and instructions of which must be strictly observed. The application form is available at the following Internet address: [http://ec.europa.eu/europeaid/work/procedures/implementation/services/index\\_en.htm](http://ec.europa.eu/europeaid/work/procedures/implementation/services/index_en.htm)

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

25. **How applications may be submitted:**

Applications must be submitted exclusively to the contracting authority in the following language: English — either by recorded delivery (official postal service) to:

Central Finance and Contracting Agency, Ulica grada Vukovara 284, 10 000 Zagreb, CROATIA,

— or hand delivered (including courier services) directly to the contracting authority in return for a signed and dated receipt to:

As in abovementioned address.

The contract title and the publication reference (see item 1 above) must be clearly marked on the envelope containing the application and must always be mentioned in all subsequent correspondence with the contracting authority.

Applications submitted by any other means will not be considered.

26. **Alteration or withdrawal of applications:**

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

Any such notification of alteration or withdrawal shall be prepared and submitted in accordance with item 25.

The outer envelope (and the relevant inner envelope if used) must be marked 'Alteration' or 'Withdrawal' as appropriate.

27. **Operational language:**

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

28. **Date of publication of contract forecast notice:**

11.2.2011.

Notice number in OJ: [2011/S 29-046675](#).

29. **Legal basis:**

EC Council Regulation No 1085/2006 of 17.7.2006 establishing an Instrument for Pre-Accession Assistance (IPA).

30. **Additional information:**

Not applicable.

31. **Date of dispatch of this notice:**

15.7.2011.