



EUROPEAN UNION

Delegation of the European Union to Bosnia and Herzegovina

Sarajevo, March, 2015

Clarification No. 2 to Contract Notice

Publication Ref: EuropeAid/136085/DH/SER/BA;

Subject: "Support to Social service providers and enhancement of the monitoring capacities"

Location: Bosnia and Herzegovina

Question 1: In the service contract note for the above-mentioned project it is stated that financial data for the last two financial years is required.

Since our financial year for 2014 will not be closed until the deadline for the submission of the expression of interest for the above mentioned tender, we would like to know whether we should include the year 2014 into calculation of the average turn-over of the last two years or whether we should base the figures on the results of the two previous years, i.e. 2012 and 2013, as proposed below.

Financial data	2012 EUR	2013 EUR	Average⁶ EUR	2014 EUR	2015 EUR
Annual turnover ⁷ , excluding this contract					
Current Assets ⁸					
Current Liabilities ⁹					

Answer 1: Please provide financial data available at the time of submission deadline.

Question 2: Under section 21.3 of the contract notice, in order to demonstrate their technical capacity, the candidates are required to present their references with a value of minimum €1.000.000 "and" with a proportion of at least 70% carried out. Could you please advise whether references which present a proportion of more than €1.000.000 yet constituting less than 70% would be eligible for the evaluation?

Although the Contract Notice, according to our interpretation, states that the references should qualify for both criteria collectively, we believe that in these criteria strictly restrict the competition based on the fact that international projects are mostly implemented through cooperation among firms/entities within consortium/joint venture model and 70% proportion could be only carried out by very large, global and pioneering companies in the market.

In the light of above explanations and statements provided under 2.4.11.1.1 of Practical Guide (PRAG), which provides principles of selection criteria and examples that must not be applied in order not to be restrictive, we kindly ask you to clarify whether the criterion could be revised in a certain way to demonstrate the technical capacity of the candidates.



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Answer 2: Please see Clarification no. 1 to Contract Notice already published.

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