

REQUEST FOR EXPRESSIONS OF INTEREST
(REVISION No. 2)
(CONSULTING SERVICES – FIRMS SELECTION)

Bosnia and Herzegovina
Republika Srpska
Republika Srpska Railways Restructuring Project
Loan No.: 8808-BA

Assignment Title: Organizational restructuring of the Railways of Republika Srpska
- Organization, Accounting and Asset Management systems

Reference No.: ZRS/CONS/2018/01

Bosnia and Herzegovina / Republika Srpska / Railways of Republika Srpska (*Borrower / Beneficiary / Recipient*) has received financing from the World Bank toward the cost of the “**Republika Srpska Railways Restructuring Project**” and intends to apply part of the proceeds for consulting services.

The consulting services (“the Services”) include organizational restructuring of the Railways of Republika Srpska – Organization, accounting and asset management system. Specific objectives of the Services include:

- Planning and implementation of a new, more commercial ZRS organization structure consisting of a corporate core plus two independently managed and separately accounted business divisions, one for infrastructure management and one for transport operations. Within the operating department, sector accounts would be kept for freight business and passenger business.
- Preparation of Specification-Technical requirement, support in procurement and implementation of a modern and effective financial accounting information system including core general ledger functionality, accounts, payroll, assets and inventory, funds management etc.; specification and application of such system must be geared to railway businesses and the specific financial and enterprise resource planning, budgeting and management needs of ZRS’s independently managed divisions.
- Preparation of Specification-Technical requirement, support in procurement and implementation of (i) a railway infrastructure asset management information system for the Infrastructure Division, and (ii) a rail operations asset management information system for the Operating Division.

Required professional staff-months are estimated to 29. The assignment is expected to start in mid-May of 2019 and last 18 months.

The detailed Terms of Reference (TOR) for the assignment can be found at the following website: www.zrs-rs.com

The Project Implementation Unit of Zeljeznice Republike Srpske now invites eligible consulting firms (“Consultants”) to indicate their interest in providing the Services.

Interested Consultants should provide information demonstrating that they have the required qualifications and relevant experience to perform the Services.

General requirement:

The Consultant shall submit the following documents: Court Registry Statement or equivalent of the latest valid registration (copy to be provided), Authorization to sign Expression of Interest, information on Company's establishment/ incorporation and ownership, company profile, main activities and annual turnover for the last three years (2015, 2016, 2017). In case the Consultant is a JV, the EoI shall be signed by an authorized representative of the JV on behalf of the JV, and so as to be legally binding on all the members as evidenced by a power of attorney signed by their legally authorized representatives.

The shortlisting criteria are:

- The assignment will require a qualified consulting company or JV that can demonstrate extensive experience of (i) planning and implementing modern financial information system and (ii) asset management information systems in state-owned enterprises, including in the (small) railways, as well as experience in organization restructuring and change management.
- The required minimum experience should be demonstrated by at least three (3) successfully completed assignments that included similar tasks during the last 15 years (at least 1 combined assignment of (i)+(ii) and at least two assignments under (i) and (ii) each).
- The Consultant must furnish a reference list to demonstrate their experience, as well as proof on successfully completed projects issued by clients.
- The Consultant's team should have extensive experience in the field of services mentioned above, capable of providing the deliverables to a high standard within the required time-frame.
- The following key skills shall be represented within the team proposed (Project manager / financial management systems expert, Governance, organization and management restructuring expert, Expert in railways management, the EU railway acquis and European railway industry models, Public communications expert, HR expert, Asset management expert).
- The qualifications and experience of Key Experts will not be evaluated at the shortlisting stage.

The attention of interested Consultants is drawn to Section III, paragraphs, 3.14, 3.16, and 3.17 of the World Bank's "Procurement Regulations for IPF Borrowers" July 2016, Revised in November 2017 and August 2018 ("Procurement Regulations"), setting forth the World Bank's policy on conflict of interest.

Consultants may associate with other firms to enhance their qualifications, but should indicate clearly whether the association is in the form of a joint venture and/or a sub-consultancy. In the case of a joint venture, all the partners in the joint venture shall be jointly and severally liable for the entire contract, if selected.

A Consultant will be selected in accordance with the *Quality and Cost-Based Selection* method set out in the Procurement Regulations.

Further information can be obtained at the address below during office hours 10.00 to 15.00.

Expressions of interest must be delivered in a written form to the address below (in person, or by mail, or by e-mail followed by hard copy) by **December 28, 2018**.

Republika Srpska Railways JSC.
Zeljeznice Republike Srpske AD
Attn: Project Implementation Unit
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Doboj 74000, Republika Srpska
Bosnia and Herzegovina
Tel: +387 53 241 368
E-mail: piu@zrs-rs.com

| Model of Reference list of projects | | | | | | | |
|--|------------------|----------------------------|---------------|--------------------|------------------------|----------------|---|
| Expression of Interest – name of Consultant: | | | | | | | |
| Title: Organizational restructuring of the Railways of Republika Srpska - Organization, Accounting and Asset Management systems | | | | | | | |
| Reference No.: ZRS/CONS/2018/01 | | | | | | | |
| Projects completed in the period from January 2004 to November 2018 Planning and implementing modern financial information system | | | | | | | |
| No. | Title of project | Description of the project | Date of start | Date of completion | Value of project (EUR) | Name of Client | Address of Client, contact person and phone, e-mail |
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| Model of Reference list of projects | | | | | | | |
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| Expression of Interest – name of Consultant: | | | | | | | |
| Title: Organizational restructuring of the Railways of Republika Srpska - Organization, Accounting and Asset Management systems | | | | | | | |
| Reference No.: ZRS/CONS/2018/01 | | | | | | | |
| Projects completed in the period from January 2004 to November 2018 - asset management information systems in state-owned enterprises, including in the (small) railways, as well as experience in organization restructuring and change management | | | | | | | |
| No. | Title of project | Description of the project | Date of start | Date of completion | Value of project (EUR) | Name of Client | Address of Client, contact person and phone, e-mail |
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