

REQUEST FOR EXPRESSIONS OF INTEREST
(CONSULTING SERVICES – FIRMS SELECTION)

**BOSNIA AND HERZEGOVINA
REPUBLIKA SRPSKA
REPUBLIKA SRPSKA RAILWAYS RESTRUCTURING PROJECT
Loan No: 8808-BA**

Assignment Title: Consulting services for organizational restructuring – Business plans and public contracts

Reference No.: BA-ZRS-62351-CS-QCBS

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

The consulting services (“the Services”) include services for organizational restructuring – Business plans and public contracts:

Specific objectives of this Assignment would include:

- Development of commercially-driven and financially attainable and sustainable medium-term (2021-2025) Business Plans (including marketing plans), based on good railway practices and experiences, for the constituent divisions and subsidiaries of ŽRS.
- Development, adoption and implementation of a multi-annual Public Passenger Services Contract (PSC) to be agreed between ŽRS (Operating Division) and Government of RS together with proposed annual contract prices and payment arrangements consistent with the Operations Division Business Plan for passenger services.
- Development, adoption and implementation of a multi-annual Infrastructure Contract (MAIC) and proposed contract price and payment arrangements to be agreed between ŽRS Infrastructure Division and government of Republika Srpska consistent with the Infrastructure Division Business Plan.

It is estimated that the required number of professional key-staff-months will be 29. It is expected that the assignment will commence on July 2020 and last for 8 months.

The detailed Terms of reference for this assignment can be found on the following website:
www.zrs-rs.com

The Project Implementation Management Team of the Republika Srpska Railways 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 (2016, 2017, 2018). 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 (i) extensive experience on railway business planning (including railway-specific technical, engineering, and economic experience) and; (ii) extensive experience on the public contracting structures mandated, specifically in passenger services and infrastructure, and used within the framework of the EU railway acquis.
- The required minimum experience should be demonstrated by at least (3) 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 and business planning expert, Railway traffic operations management expert, Railway infrastructure management expert, Railway workshops expert, Business/financial modelling expert, Expert in railway-government contracts).
- 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 (QCBS) method set out in the Procurement Regulations.

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

Expressions of interest must be delivered in a written form, exclusively in English, to the address below (in person, or by mail or by e-mail) by December 20, 2019.

Republika Srpska Railways JSC. (Željeznice Republike Srpske AD)
Attn: Project Implementation Management Team
71 Svetog Save Str.
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 - Business Plans and Public Contracts

Reference No.: ZRS/CONS/2019/02

Projects completed in the period from January 2004 to November 2019 - Development of sustainable medium-term Business Plans in the Railway Sector

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

Expression of Interest – name of Consultant:

Title: Organizational restructuring of the Railways of Republika Srpska - Business Plans and Public Contracts

Reference No.: ZRS/CONS/2019/02

Projects completed in the period from January 2004 to November 2019 - Multi-annual Public Passenger Services Contract (PSC) and multi-annual Infrastructure Contract (MAIC)

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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