



## ANSWERS TO QUESTIONS

### **Study on a comprehensive Strategy on Transport Connectivity - 14 - PRO101TUD-2017**

With reference to the above-mentioned negotiated procedure without publication, please find below the answers to the questions posed by the interested companies:

#### **REQUEST FOR CLARIFICATIONS Nr. 1 (dated Thursday 20/04/2017 12:32)**

**Question 1:** Please confirm that it will not be necessary to carry out field works in order to collect the necessary data. The Consultant will base its studies only on the information provided by the stakeholders.

**Answer:** For all the Activities foreseen in the Scope of the Work and in order to prepare the requested deliverables, the Consultant is expected to liaise with the target groups of the project, in order to collect the necessary documentation and conduct in depth interviews to collect the necessary information and inputs.

To this end the corresponding missions to the countries concerned by the assignment shall be carried out by the Consultant.

**Question 2:** Please confirm that the list of Priority Projects referred to in the deliverable "Recommendations for the creation of a sustainable financial mechanism for the priority projects" will be the starting point for the consultant.

**Answer:** The deliverable "Recommendations for the creation of a sustainable financial mechanism for the priority projects" should refer to the characteristics of such a financial mechanism, including the methodology for the identification of the priority projects to be financed within the transport infrastructure network.

**Question 3:** In the objective described as "Recommendations for connecting the Strategy, and particularly the transport network, with funding instruments and involving the private sector and promoting PPPs" should be understood that will be analyzed other instruments of financing beyond that from the private sector? (Such as the International Financial Institutions - IFIs)

**Answer:** Yes, all possible funding instruments should be analysed by the Consultant, thus including International Financial Institutions (IFIs) and donors, as well as those involving the private sector.

**Question 4:** Please confirm that in relation to the "in depth interviews" of point 4.2, in Phase 1 only personal interviews will be necessary. Please confirm which countries cover each mission, duration and expected meetings to be held.



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**Answer:** In depth interviews are personal interviews with the target groups of the project, particularly the Ministries of Transport, transport organisations and transport operators at the countries concerned, the European Commission, the IFI's and the donors, in order to collect information and inputs needed to complete or extend the data and documentation obtained from other sources.

Missions should have a special focus on the Southern and Eastern Mediterranean Countries.

**Question 5:** Please clarify if all conversations in Phase 1, with the UfM Secretariat, will be maintained by telephone. It will not be necessary to travel to Barcelona until Phase 2.

**Answer:** All conversations in Phase 1 may be by phone or e-mails. In addition two missions are foreseen in coordination with the Project Manager, in accordance with section 5.1 of the Terms of Reference. All cost foreseen in the performance of the project, including travel costs to/from UfMS premises shall be borne by the Provider and included in the financial offer.

**Question 6:** Please confirm the language of the initial documentation and the interviews. Would be refunded the translation of any documentation that is provided in languages other than English, Spanish or French?

**Answer:** All reports set out in section in the terms of reference should be submitted in English, in accordance with section 7.2 of the Terms of Reference. Initial documentation and the interviews may be in another language.

**Question 7:** Please clarify if it is necessary to attend all the meetings that will be held between member states, secretariat, European Commission and / or involved agents. Could personal interviews be held by phone?

**Answer:** The Consultant is expected to liaise with the target groups of the project, in order to collect the necessary documentation and conduct in depth interviews to collect the necessary information and inputs. To this end the corresponding missions shall be carried out by the Consultant.

Meetings and personal interviews with the projects' stakeholders should be organised by the Consultant as appropriate, either in person or remotely through video and call conferences.



## REQUEST FOR CLARIFICATIONS Nr. 2 (dated Wednesday 26/04/2017 17:35)

**Question 8:** The project organization may include non-key experts (in addition to the 3 Key experts required), the CV of whom should not be included. Should name and position of non-key experts be included in the Summary table of Annex IV?

**Answer:** The CV's of non-key experts must not be submitted. Annex IV – Experts should only contain the names of the key experts.

**Question 9:** The Organisation & Methodology section will include the presentation of the project team and the description of the organization of task execution. The team will include non-key experts. Can we briefly provide the name and short biography of the non-key experts within the Organisation & Methodology section? (Without providing their CVs).

**Answer:** Tenderers have to demonstrate in different ways that they can compose a team of experts (experts other than the key experts) that has a suitable mix of categories of experts that are necessary and that meet the needs of this assignment. Yet non-key experts do not have to be nominated.

**Question 10:** We plan to propose as Key Expert 1 (Team Leader – Transport policy expert and program manager) a person who holds a Bachelor of Science and a PhD in Civil Engineering, and a Master of Science in Management. Would these qualifications be acceptable? (As “University Degree or equivalent in Transport Economics/ Transport Engineering/ Transport Planning”).

**Answer:** Yes, Bachelor of Science and a PhD in Civil Engineering can be accepted as equivalent to a University Degree in Transport Economics, Transport Engineering and/or Transport Planning.

**Question 11:** We plan to propose as Key Expert 2 (Maritime transport, Port operations and Logistics expert) a person with a Master degree in Industrial Engineer and with CPIM (Certified in Production and Inventory Management) and PMP (Project Management Professional) official certifications (awarded by the APICS and the PMI respectively). Would these qualifications be acceptable? (As “University degree or equivalent in Logistics, Transport economics or equivalent”).

**Answer:** No, the qualifications of the person proposed as Key expert 2 have to be related to Logistics, Transport economics or equivalent.

**Question 12:** We plan to propose as Key Expert 3 (Transport Funding and Financing & Project Development Expert) a person with a degree in Economic Science. Would it be acceptable? (as “University Degree or equivalent in Transport Economics/ Transport Policy /Transport Engineering”)

**Answer:** No, the qualifications of person proposed as Key expert 3 have to related to Transport Economics, Transport Policy or Transport Engineering.



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**Question 13:** Activity 1 will be done building on "the previous work conducted under the Euromed Transport Forum [...] the related multilateral technical assistance projects, as well as on the direct assessments done or commissioned by the Governments of the Mediterranean countries or by international organisations in the transport fields, think tanks, international financial institutions, etc.". Will you provide the assessments done by Governments of the Mediterranean Countries and/or other non-EU institutions? (such as think tanks)

**Answer:** It will be up to the Consultant to obtain, if needed, the assessments done by Governments of the Mediterranean Countries and/or other non-EU institutions.

**Question 14:** For Activities 1 and 2, will you provide the contact of the counterparts at the institutions at the individual Country level? Or should the Consultant be fully responsible for identifying and contacting the entities?

**Answer:** The UfM Secretariat will provide the Consultant with the key contacts at Ministries of Transport (National focal points) of each country concerned.

The Consultant will be responsible for liaising with the National focal points to identify and obtain further contacts needed at a particular country. The UfM Secretariat will eventually also assist the Consultant in this respect.