

## TERMS OF REFERENCE

### FRAMEWORK CONTRACT

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## 1. BACKGROUND INFORMATION

### 1.1 Partner Parties

The Signatory Parties of the Central European Free Trade Agreement (CEFTA) 2006 (“Agreement”)<sup>1</sup> (“CEFTA Parties”).

### 1.2 Contracting Authority

The Secretariat of the Central European Free Trade Agreement 2006 on behalf of the CEFTA Parties (“Secretariat”).

### 1.3 Background

The Central European Free Trade Agreement (CEFTA) is a trade agreement established to facilitate free trade among its Parties. The original agreement dates back to 1992, while the new multilateral agreement was signed in Bucharest in 2006 (CEFTA, 2006). CEFTA free trade area today covers Albania, Bosnia and Herzegovina, North Macedonia, Moldova, Montenegro, Serbia, and Kosovo\*.

On 10 November 2020, the leaders of the Western Balkans adopted a more ambitious framework for regional economic integration – **Common Regional Market Action Plan**<sup>2</sup> (hereinafter CRM AP) for the period 2021-2024. The Action Plan built on the results of the Multiannual Action Plan for Regional Economic Area (MAP REA) and contributed to the implementation of the European Commission’s Economic and Investment Plan for the Western Balkans by building a common market of 18 million people in the Western Balkans. Its activities were divided in four major pillars: Regional Trade Area, Regional Investment Area, Regional Digital Area and Regional Industrial and Innovation Area.

Regional Trade Area is structured around the four freedoms (free movement of goods, services, capital and people). The CRM AP represented a stepping-stone to integrate the region more closely with the EU Single Market before accession. This was key for the region to leverage its privileged relation with the EU. Regional economic integration based on EU rules and closer association to the EU Single Market aimed to help the Western Balkans in the accession process. At the same time, the accession process and the gradual compliance with the EU *acquis* aimed to help strengthen intra-regional integration.

Building a common market of 18 million people – potential game changer for the region. The CRM AP aimed to address the current economic fragmentation of the region.

Building on the progress made in the past four years, the Western Balkans leaders adopted on 14 October 2024, a new **Common Regional Market Action Plan for 2025-2028**<sup>3</sup> (hereinafter CRM2.0), which sets the direction for enhancing trade, mobility, and investment across the region and integration with the EU Single Market. The new four year plan is divided in six major pillars: Free Movement of Goods, Free Movement of Services, Horizontal Trade Measures, Human Capital Development, Business Enabling Environment and Competitiveness and Digital Transformation. With its scope and ambition of going beyond four freedoms provisions, it contributes to the long-term economic growth of the region, supporting its fair, green and digital transition, fostering regional cooperation and convergence with the EU.

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<sup>1</sup> Albania, Bosnia and Herzegovina, Macedonia, Moldova, Montenegro, Serbia, and the UN Interim Administration Mission in Kosovo (UNMIK) on behalf of Kosovo in accordance with the UNSC Resolution no: 1244

\*This designation is without prejudice to positions on status and is in line with UNSCR 1244/1999 and the ICJ Opinion on the Kosovo declaration of independence.

<sup>2</sup> <https://cefta.int/wp-content/uploads/2020/11/Common-Regional-Market-2021-2024-Action-Plan.pdf>

<sup>3</sup> <https://cefta.int/wp-content/uploads/2024/10/Common-Regional-Market-Action-Plan-2025-2028.pdf>

CRM 2.0 is a regionally driven initiative grounded in EU rules and standards, aiming to boost competitiveness, deepen economic cooperation, and align the region more closely with the EU Single Market. Expanding on the previous Action Plan, CRM 2.0 goes beyond the four freedoms, promoting long-term economic growth, supporting fair, green, and digital transitions, and fostering regional cooperation and EU convergence.

As an integral part of the Growth Plan for the Western Balkans, CRM 2.0 operationalizes its second pillar: regional economic integration through the Common Regional Market. The Growth Plan promotes regional cooperation, a necessary stepping stone to access the EU Single Market (first pillar). Strengthening regional cooperation attracts investors, creates opportunities for businesses and workers, accelerates alignment with EU standards, and advances reforms.

CRM 2.0 holds untapped potential to unlock the Growth Plan's goal of doubling the Western Balkans' economic size within the next decade and thus foster stronger economic convergence with the EU. For example, deeper trade integration akin to the EU Single Market could boost annual trade growth by 10% which contributes to generating growth and jobs.

Notable achievements of CRM 2021-2024 include a doubling of intra-CEFTA trade volume over five years, a 3-percentage-point increase in GDP per capita relative to the EU average (2017-2022), and a 500% rise in roaming usage. Additionally, reduced waiting times at crossing points through Green and Blue Lanes saved over 20 years in queueing time in 2023, while 1,200 new companies engaged in intra-CEFTA trade.

CRM 2.0 recognizes that trade reforms and improved infrastructure would yield even greater benefits if the Western Balkan economies joined the EU, potentially boosting welfare by 6%.

The **Central European Free Trade Agreement (CEFTA)** plays a key role in providing legal and institutional framework for the first three pillars of CRM 2.0:

- **Free movement of goods:** Streamlining procedures to make trade more efficient and cost-effective, fostering market integration and competitiveness.
- **Free movement of services:** Improving market access, reducing discrimination, and addressing regulatory challenges to support growth in service industries.
- **Horizontal trade measures:** Addressing trade underpinnings, such as Green Lanes, digitalization, paperless trade, intellectual property rights, dispute settlement, consumer protection, and environmental sustainability.

#### **Key CEFTA CRM 2.0 Deliverables by 2028:**

##### *FREE MOVEMENT OF GOODS*

- **Free movement of agri-food products:** simplified trade procedures for live animals and animal products, harmonization and acceptance of relevant documents, and reduction of official controls for fruit and vegetables at crossing points. Trade in products from EU-compliant establishments will be facilitated, organic product procedures expedited with electronic certification, and diagnostic protocols unified to ensure recognition.
- **Free movement of (non-food) industrial goods:** enhanced trade by recognizing conformity assessment results for selected sectors like machinery and construction products, harmonizing labelling rules, and harmonised legislation for sectors not subject to EU harmonized legislation. Improved cooperation in the quality infrastructure, particularly among market surveillance agencies.
- **Strengthening customs and tax cooperation:** aligned rules of origin with the EU, extended benefits for Authorized Economic Operator (AEO), and simplified customs clearance for e-commerce. Improvements in VAT refund processes, anti-fraud measures, and tax governance

will complement innovations like Single Window systems, 24/7 online payments, and a customs laboratory network.

- **Other trade facilitation measures:** trade-related fees and charges harmonized and reduced, while non-tariff measures and trade-distorting practices identified and addressed.

#### *FREE MOVEMENT OF SERVICES*

- **Freedom to provide services:** establish freedom to provide services within CEFTA modelled after the EU Services Directive by removing obstacles like authorization or commercial presence requirements in some sectors; enabled freedom of establishment for service suppliers; establish Points of Single Contact to assist individuals and businesses.
- **Professional qualifications:** recognition expanded to new sectors, introduction of the experience-based recognition; developed database of regulated professions; introduction of a professional card to streamline mobility and professional recognition.
- **Financial and related services:** simplified provision of financial services through EU-based equivalence; enabled regional QR code-initiated payments; streamlined non-bank payment service licensing; recognition of Motor Third Party Liability Insurance to allow travel without green cards.
- **Audiovisual services:** Inclusion of audiovisual sector in the Additional Protocol 6 (AP6) Schedule of Commitments, and harmonized rules ensuring a level playing field between traditional television and online services.
- **Transport services:** The regional transport market will be liberalized by eliminating transport permits for Western Balkans partners, facilitating seamless movement of goods and people.
- **Electronic commerce and related information society services:** Expanded cooperation in digital services, enhancing fairness on online platforms, and improving parcel delivery and online content portability. Recognition of electronic signatures and trust services will be advanced, alongside updated telecommunications rules to harmonize authorisation procedures for electronic communications services.

#### *HORIZONTAL TRADE MEASURES*

- **Green Lanes and reduction of waiting times at crossing points:** Crossing points will see reduced waiting times through increased capacities, improved inter-agency cooperation, and risk-based clearance procedures. Customs controls will be recognized across CEFTA (e.g. scanner images, data on truck/cargo weight etc.), pre-arrival checks enabled through electronic document exchange, and specific agri-food products excluded from controls at crossing points.
- **Digitalisation and paperless trade through CEFTA System of Electronic Exchange of Data (SEED):** Trade processes will become paperless with electronic data and document exchanges, e-certificates, and system upgrades to SEED based on the Internal Market Information System. CEFTA Transparency Pack and Statistical Portal upgraded and expanded to widen the scope and quality of available information.
- **Intellectual Property Rights (IPR) and quality schemes:** Legal frameworks further aligned with EU standards, supported by improved administrative capacities and the introduction of a single point for submission of applications for custom's action. Geographical Indications (GIs) recognized, and awareness of IPR's benefits for SMEs promoted.
- **Consumer Protection:** Consumers will benefit from better support mechanisms, improved enforcement cooperation, and alternative dispute resolution systems. Rules for the sale of goods and digital services harmonized across CEFTA.
- **Trade Statistics:** Harmonisation of the quality and scope of statistical data produced (e.g. e-commerce, tourism, etc.) and their timely exchange within the CEFTA Statistical Portal with increased scope of shared data.
- **Trade-related Environmental Issues:** Pre-empted possible barriers due to uncoordinated harmonisation with CBAM; Procedures for non-hazardous waste shipment will be aligned with EU best practices and fully digitalized.

- **Dispute Settlement;** Additional Protocol 7 on Dispute Settlement (AP7) fully implemented and supported by a CEFTA electronic communication system to streamline proceedings and enhance efficiency.
- **Promoting export in CEFTA and EU:** Efforts will focus on communicating regional market opportunities to businesses, empowering vulnerable groups, and providing training for EU-based rules. Export strategies will strengthen the region's competitiveness in entering the EU single market.

CEFTA has been tasked to deliver trade related activities which are namely part of the first three pillars: Free Movement of Goods, Free Movement of Services and Horizontal Trade Measures.

#### *a) CEFTA Secretariat*

The CEFTA Secretariat, established in Brussels under Article 40.2 of CEFTA 2006 and operating under the mandate defined by [Joint Committee Decision 1/2018 on the Functioning of the Secretariat](#), amended by [Joint Committee Decision 10/2024](#), serves as the technical and administrative backbone for the implementation of the Agreement. It supports the Joint Committee and subsidiary bodies by preparing technical inputs, coordinating and following up on meetings, monitoring implementation, and maintaining cooperation with partners.

In the context of CRM 2.0 governance, the CEFTA is responsible for preparing and coordinating CEFTA-led actions in the three core areas of free movement of goods, free movement of services, and horizontal trade measures. Together with the Regional Cooperation Council (RCC) it monitors and reports progress to the Western Balkan leaders, while also ensuring coherence with related regional processes. In addition, to ensure a structured and coordinated implementation of CEFTA-led actions within CRM 2.0 activities, CEFTA Secretariat cooperates with different partners and stakeholders such as Transport Community (TCT) Secretariat, WB6 Chamber Investment Forum (WB6 CIF), ReSPA, etc. Its capacity to provide expertise, manage donor-supported activities, and cooperate closely with the RCC and EU institutions is essential.

#### *b) CEFTA Bodies*

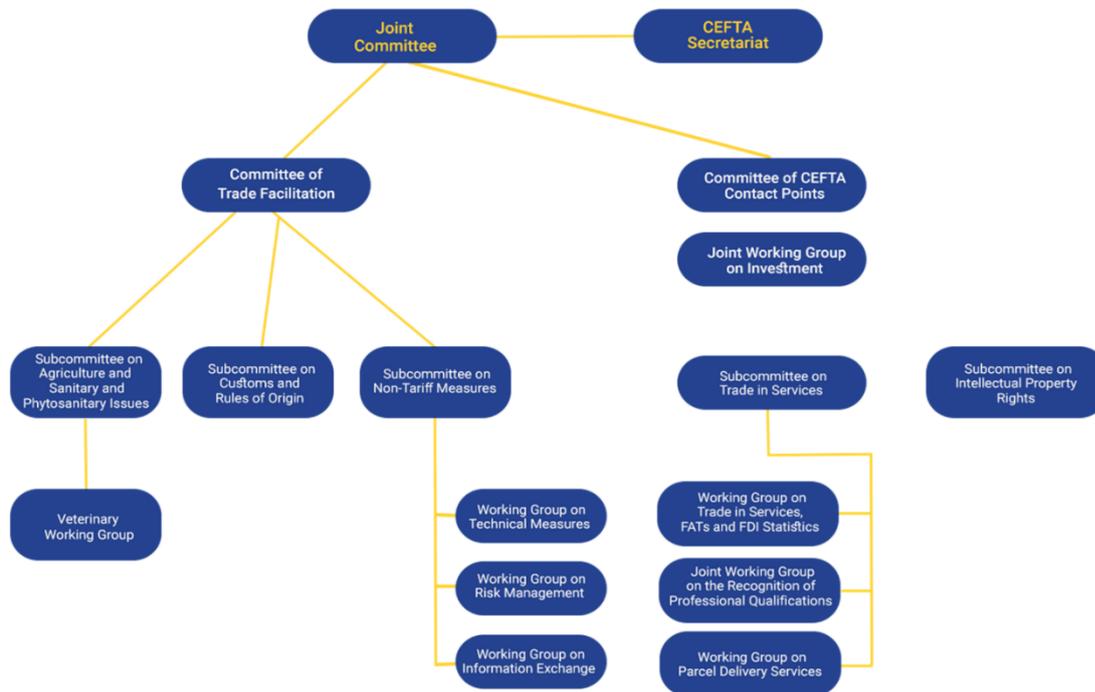
The Joint Committee (JC) is the main governing body of CEFTA and the sole forum empowered to take decisions under the Agreement. It is composed of ministers responsible for trade from all Parties and supervises and administers the implementation of CEFTA 2006 and related protocols. The Joint Committee adopts decisions and recommendations, and confirms and supports implementation of the set priorities for advancing economic integration.

Supporting the Joint Committee are committees, subcommittees, and working groups mandated by Joint Committee Decisions. They bring together Party officials, supported by experts and secondees, to develop technical proposals, negotiate and prepare draft decisions, and follow up on implementation. Their work ensures that political commitments are translated into operational arrangements and that progress in trade integration is systematically reviewed.

An overview of the CEFTA institutional structure is presented in the organigram included below, while further details on the mandates and scope of work of the CEFTA Bodies can be consulted through the interactive organigram available at the following link on the CEFTA site.

Full implementation of CRM 2.0 activities, as well as the implementation of CEFTA 2006 and its Additional Protocols, decisions and recommendations, may require adaptation or extension of the existing CEFTA institutional framework. In this context, the Parties may decide to establish new

CEFTA Bodies<sup>4</sup> during the period of the grant in order to reflect evolving activities and deliverables, and to support the priorities agreed by the Parties.



The Secretariat and CEFTA Bodies operate with varying administrative and technical capacities across portfolios. They face coordination needs across many policy areas and a sustained demand for high-quality technical inputs and legal drafting. Predictable procedures, timely meetings and clear follow up are essential to keep adoption and implementation on track within CRM timelines.

### ***SEED+ project***

The overall objective of the project of which this contract will be a part is to enhance trade facilitation and CEFTA economic integration by enabling regular and systematic data exchange among all CEFTA administrations and other stakeholders as stipulated by the CEFTA Additional Protocols and Technical Annexes in the area of customs, phytosanitary, food safety, veterinary and pharmaceutical products, internal market information, in CEFTA and between CEFTA and the EU, promoting paperless trade and improving security and safety in trade without hampering trade flows.

The specific objective of this contract is to provide regulatory and technical assistance in establishing an enabling regulatory framework to support the enhanced digital transformation of CEFTA agreements and protocols. This will include—but is not limited to—the drafting of guidelines, instructions, operational procedures, licence agreements, terms of use, definitions of responsibilities and liabilities, memoranda, decisions, and other relevant regulatory texts, but also providing a brief impact assessment to quantify the benefits and cost savings of SEED initiatives. All deliverables shall aim to align with

<sup>4</sup> Few examples of the newly established CEFTA Bodies responding to specific CRM 2.0 actions: Sub-Committee on Intellectual Property Rights was established to advance commitments on harmonisation and enforcement of IPR frameworks, the Veterinary Working Group under the Sub-Committee on Agriculture including Sanitary and Phytosanitary Issues was created to strengthen cooperation on veterinary and SPS matters, and the Authorized Economic Operator (AEO) Working Group under the Committee of Trade Facilitation was set up to support the recognition and implementation of AEO programmes.

EU standards and contribute to the progressive harmonisation of trade-related regulations and practices in CEFTA and between CEFTA and the EU.

## 1.4 Current situation in the sector

All CEFTA Bodies are composed of representatives of CEFTA Parties, with one Party having a role of the chair for a period of a calendar year. When established, CEFTA Bodies are assigned with their respective mandates and tasks which are then translated into working programmes. Working programmes are annual and are associated to annual chairmanship. They list priorities, activities and resources planned for each year. CEFTA Chairmanship priorities are annual document adopted by Joint Committee which lays down key priorities to be pursued by all CEFTA Bodies.

The CEFTA Secretariat is co-financed by the contributions of the CEFTA Parties and the European Commission through Action Grant and SEED+ project.

The Secretariat relies on external service providers to ensure high-quality delivery of operational, technical and logistical tasks that cannot be fully managed internally, particularly for event organisation, meeting facilitation, translation/interpretation services, venue arrangements and etc.

The CEFTA Secretariat is the permanent administrative and technical body supporting the implementation of the Central European Free Trade Agreement (CEFTA). The Secretariat is headed by a Director, supported by the following units:

- Technical Unit – Responsible for providing sector-specific expertise, analytical support and technical guidance to CEFTA Bodies;
- Administrative Unit – Manages day-to-day operations, finance, procurement, human resources and general administration;
- Project Unit – Responsible for the coordination and implementation of the project, ensuring alignment with CEFTA objectives and donor requirements.

## 1.5 Related programmes and other donor activities

Following the tangible progress achieved during the first implementation cycle, the Western Balkans leaders have committed to a new phase of the Common Regional Market for 2025–2028. This renewed mandate reflects strong political ownership and a shared vision: accelerating the region's gradual integration into the EU Single Market ahead of accession.

The Common Regional Market is built around four pillars - Regional Trade, Investment, Digital, and Industrial and Innovation Areas - with the Regional Trade Area serving as its backbone. By operationalising the four freedoms - free movement of goods, services, capital and people - the region is undertaking its most ambitious integration effort to date.

This process is not an alternative to EU accession; it is a catalyst for it. Regional economic integration based on alignment with the EU acquis strengthens both intra-regional cooperation and preparedness for EU membership. A functioning common market of 18 million people significantly enhances the region's economic resilience, competitiveness, and attractiveness for strategic investment.

By reducing border waiting times, eliminating non-tariff barriers, advancing digitalisation, and improving regulatory convergence, the Common Regional Market directly addresses long-standing structural fragmentation. In doing so, it maximises the benefits of infrastructure investments under the EU's Economic and Investment Plan and positions the Western Balkans as a credible partner in European value chains.

The coordination role of the CEFTA Secretariat in the implementation of the CRM Action Plan continues through active engagement with CEFTA Parties, regional organisations and development partners. Cooperation with RCC, TCT and WB6 CIF was maintained through regular coordination meetings to follow up on the implementation of agreed deliverables. The CEFTA Secretariat also maintained its cooperation with the OECD, contributing to the preparation of the SME Policy Index 2026 for the Western Balkans and Türkiye but also with other partners such as GIZ, World Bank, UNDP etc.

The Common Regional Market remains a strategic investment in stability, prosperity and European integration. It demonstrates the region's political maturity, its capacity to deliver reforms and its unwavering commitment to its European future.

## 2. CONTEXT OF THE PROJECT

By means of this Call for Tenders, the CEFTA Secretariat seeks to conclude **a framework service contract with one contractor** capable of providing a wide range of services to support organisation and participation of two high level conferences.

In the context of its mandate to facilitate regional trade integration and implementation of the Agreement, the **CEFTA Secretariat** organises once a year a high-level policy and stakeholder platform – **CEFTA Week**. This flagship event brings together representatives of all CEFTA Parties, the European Commission, regional organisations, the business community, partners and other stakeholders. CEFTA Week serves as a forum to review progress in implementing the **Central European Free Trade Agreement (CEFTA 2006)**, discuss priorities under the Common Regional Market, advance trade facilitation and digitalisation initiatives and strengthen regional economic cooperation through structured dialogue and thematic events.

Furthermore, within the framework of the SEED+ Project (Systematic Electronic Exchange of Data+), a dedicated **SEED+ Conference – High-Level Meeting** will be organised. The event will gather high-level representatives from Customs Directors General of the CEFTA Parties and EU Member States.

Tenderers need to consider the following aspects:

- A cancellation policy completed with a refund policy and notice periods applicable, (including the change of travelling plans for participants) must be clearly outlined.
- Additionally, flexibility during weekends and holidays is welcomed. In particular the prospective contractor has to be available for urgent queries arising outside normal working hours and stretching at least two hours before normal working hours and three hours after normal working hours. To this end, a specific after-hours phone number (mobile) shall be notified to the designated CEFTA staff member.

### 2.1 Organisation of two high level conferences

Such services will consist of providing full logistical support to organise CEFTA Week Conference and SEED+ Conference High Level Meeting. The services will be provided mainly but not exclusively in CEFTA Parties, in the European Union and in Switzerland.

### 3. DESCRIPTION OF WORK TO BE CARRIED

#### 3.1 Description of services

The framework contract encompasses the organisation of two high-level conferences, including comprehensive planning, coordination and delivery, ensuring compliance with the required logistical standards and overall execution requirements.

#### 3.2 Specific logistical and technical tasks

The Contractor will be responsible to support organisation and participation of CEFTA staff members and/or CEFTA parties representatives and/or project staff and/or speakers and/or experts in the two high level conferences.

These activities could include the following:

- A. Booking, purchasing, modification and cancellation of travel tickets, including the dispatch to sponsored participants CEFTA staff members and/or project staff and/or speakers and/or experts.

Air tickets: Unless otherwise indicated in the specific request for services, these are economy class tickets (and include airport tax). Flight tickets are to be arranged from the nearest available airport of the place of work/residence of the invitee and/or the capital city of the respective country to the airport of the city where the event takes place. Bookings for any but the usual most economical and direct routes, and tickets for any class other than economy, must be expressly authorised beforehand by the CEFTA Secretariat. The Contractor should provide electronic tickets. The price MUST be written on the e-ticket.

Rail tickets: Where more appropriate (generally for journeys not exceeding a one-way distance of 400 km and not including a sea crossing which can only be made by boat), travel may be arranged by rail rather than air (second class for both international and for domestic journeys). Where the Contractor cannot fulfil these conditions and proposes an alternative, the Project Manager on behalf of the CEFTA Secretariat must authorise the alternative beforehand.

Car travel: If it is more appropriate to travel to an meeting/event by car, the Contractor may organise a vehicle plus a driver for the return journey. If several participants from the same destination travel by the same car, the Contractor must organise a vehicle with the appropriate size in relation to the number of participants. Participants shall not be refunded the travel costs if they use their own vehicle.

Changes and Cancellations: The Contractor must provide participants with the necessary assistance whenever changes have to be made to tickets. Also, the Project Manager on behalf of the CEFTA Secretariat must be notified immediately of any major changes to flight times (and if any the price) and its approval of such changes must first be obtained. Should there be no reaction from the Project Manager, the change cannot take place. The Contractor must take whatever steps are necessary to ensure that any requests for cancellation are settled in the best interests of the CEFTA Secretariat. Any additional costs owing to negligence attributable to the Contractor will be borne by the Contractor, such as, but not limited to, incorrect spelling of participants' names, etc.

Delivering tickets: The Contractor shall contact sponsored participants and speakers and CEFTA staff or Project staff as necessary to make arrangements for sending electronic or paper tickets or making them available for collection at the airport/station of departure.

Travel arrangements shall be made on the basis of a list of participants transmitted to the Contractor by the CEFTA Secretariat. Any changes requested by the CEFTA Secretariat shall be notified to the Contractor as rapidly as possible. Should these changes result in extra costs, those costs shall be notified to the CEFTA Secretariat and, if accepted, charged to the contract. The Contractor shall be responsible for all aspects of the travel arrangements including direct contacts with the sponsored participants and speakers and CEFTA staff.

In case of a change of an issued ticket, the contractor must be able to rearrange travel for another date or time providing the best alternative to facilitate the completion of mission objectives or meeting/event attendance.

Where the person concerned has no usual place of employment, their usual place of residence may be taken as their place of origin.

In all cases, the participants indicate their official address to the CEFTA staff responsible for the event.

In case of cancellation of an issued ticket (requested by CEFTA staff) at short notice, the contractor shall endeavour to minimise any penalties likely to be incurred by CEFTA.

No penalties by the airlines attributable to the fault of the contractor will be accepted by CEFTA. The refund of travel tickets not used and the tax refund for cancellation shall be reimbursed to CEFTA following the cancellation request. Such a refund must be offset in the invoice.

The prospective contractor has a duty to keep CEFTA informed at all times on the status and potential changes of an issued ticket for unforeseen reasons including information on such aspects as schedules, prices, extra charges applicable etc.

CEFTA will not accept bookings for services which will result in 100% cancellation fees if the cancellation/change has been requested within a reasonable period before the mission.

The general cancellation policy must be clearly outlined in the technical proposal.

#### B. Local transport

The Contractor shall be responsible for ensuring that local transport is available throughout the event, for example:

- Arranging transfers between airport, hotel and event venue;
- Arranging transfers between airport and hotel during transit;
- Hiring inter-city / intra-city transfers as part of the event programme.

The Contractor shall settle the local transport bill for sponsored participants and speakers and for the CEFTA staff.

#### C. Event coordinator

The Contractor will nominate an event coordinator, who will be required for a conversation within a reasonable delay after the signature of the specific contract.

The presence of the event coordinator may be required in the margins of the dates of the events to supervise the smooth running and the logistics on the ground as well as the coordination of tasks that s/he allocates to local service providers.

#### D. Preparing name badges and event/press kits and distributing them to participants

The event/press kits may be required to bear the CEFTA logo, (and or the SEED+ logo, or the EC logo) the event title, the place and date of the event and anything else that may be indicated in the specific request for services. These kits must include all the documentation specified by

the CEFTA Secretariat in the specific request for services and be in accordance with the Communicating and raising EU visibility for External Actions, where appropriate.<sup>5</sup>

The CEFTA Secretariat will send relevant documents for the event/press kits by e-mail to the Contractor not later than 5 days prior to the date of the event.

Design, supply and production of badges and nameplates (also CEFTA Parties nameplates per participant) and any other materials (in accordance with the CEFTA template) with possibility to print them on the spot during events and meetings.

This might include smart badges or other event-tech solutions replacing traditional paper/plastic badges to drive attendee engagement.

#### E. Hotel reservations and accommodation

Offer suitable quality hotels (five, four or three stars, single/double used as single rooms, including breakfast) in close proximity to the venue. The same quality level and a similar location should be provided for all invitees and as many rooms as possible should be booked in a minimum number of hotels.

Negotiate accommodation allotments in close proximity with event/meeting venues. As many rooms as possible should be booked in a minimum number of hotels.

Negotiate room rates, complimentary rooms, cancellation fees and no-show policies. Ensure flexibility on release dates to accommodate planning changes. Reserved rooms have to be guaranteed (no overbooking).

Collect and manage guest's reservations (e.g. through vouchers) and update rooming lists accordingly. Any updates such as changes, cancellations and late arrivals/early departures must be communicated to hotels in a timely manner to minimise penalties. Dispatch hotel vouchers and hotel confirmations to guests.

Reservation of hotel rooms (both for participants paid for by CEFTA or otherwise. Hotel rooms have to be guaranteed (no overbooking should be considered and 100% cancellation fees shall not be usually accepted unless with prior written agreement). In the case that the booking is cancelled until 24 hours before the actual date that the booking applies, no cancellation fees should be applied. In the situation where a cancellation occurs last minute and within a short period of notice (i.e. the same day of the reservation), the Tenderer should in principle take into account the minimum applicable cancellation fee.

Handle early arrivals and late departures as necessary. Inform guests and CEFTA as appropriate on changes regarding their bookings. Inform the hotel on changes regarding guests' bookings as appropriate.

Confirm billed services against ordered ones and confirm to CEFTA prior to invoicing.

As a rule, CEFTA offers participants single room accommodation; only in exceptional cases can a double room be used as a single (this must first be authorised by CEFTA). Double rooms will be organised only upon request for accompanying persons, with the additional cost being at the participant's expense. Offering a shared room to two invitees is not an acceptable practice by CEFTA.

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<sup>5</sup> Communication and Visibility Manual for EU External Actions. You may find this communication manual at [https://international-partnerships.ec.europa.eu/knowledge-hub/communicating-and-raising-eu-visibility-guidance-external-actions\\_en](https://international-partnerships.ec.europa.eu/knowledge-hub/communicating-and-raising-eu-visibility-guidance-external-actions_en)

If the event venue is a hotel, CEFTA staff may have to be accommodated therein.

#### CHANGES AND CANCELLATIONS

- The contractor shall indicate its ability to provide a quotation for an alternative hotel of the same or superior standard at the same rate in case of non-availability of hotel accommodation on requested dates.
- In addition, the contractor must be flexible with regard to deadlines for last minute changes/cancellations.
- The contractor shall also be able to book accommodation at a hotel which is suggested by CEFTA, at a special price that CEFTA is entitled to acquire as a participant to an event and to settle the accommodation costs directly with the hotel.

Information on booking flexibility and related costs regarding possible changes or cancellation should be communicated by the contractor in each quotation for accommodation. Where travel arrangements require that the participant must spend additional night(s) in the hotel or during transit, this must be authorised beforehand by the CEFTA Secretariat.

The Contractor shall settle the hotel bill for sponsored participants and speakers and for the CEFTA staff.

The CEFTA Secretariat may also require the event to be held in the hotel where accommodation has been reserved. In this case the hotel must have an appropriate event room.

If a sponsored participant is not willing to use the facility of reservation, s/he shall notify the Contractor in due course. If s/he decides to stay in a hotel different to the one selected by the Contractor at his/her own request, arrangements for another hotel shall not be done by the Contractor and shall not be covered by the CEFTA Secretariat, unless in case of unforeseen circumstances (e.g. unavailability of rooms in the selected hotel).

#### F. Local assistance

The Contractor shall be responsible for ensuring that local assistance is available throughout the event to carry out various duties such as:

- Welcoming participants at the airport and/or hotel upon arrival and accompanying them upon departure;
- Assistance at the event: such as welcoming participants, registration of participants, distributing badges,
- Assistance in event/meeting rooms (e.g. assistance to presenters with their electronic formatting presentations, distribution of documents to interpreters, verification/change of nameplates after each session, smooth management of Q&A sessions with microphones);
- Support to attendees requiring special assistance;
- Secretarial assistance;
- Translation of documents.

#### G. Booking and hiring of an appropriate event/meeting room

In line with the CEFTA Secretariat's indications of place, dates, duration and number of participants, the Contractor will hire the appropriate event facilities. The Contractor must take

into account accessibility and facilities for disabled participants. The Contractor shall as much as possible hire event facilities in the hotel where the participants are accommodated.

The contractor will identify, negotiate best rates and conditions and propose venues having the features described in each request for services placed by CEFTA. A comparative assessment of proposed venues is requested for CEFTA to select the best option based on predefined criteria.

Continuous liaison with venues to ensure the correct implementation of desired event and meeting formats, including protocol, safety and security plans shall it deems necessary given the format of the event/meeting.

#### H. Additional premises

At the CEFTA Secretariat's request, the hire of additional premises for secretarial work during the event may be necessary. The premises must have a telephone line, internet access, a PC with laser printer and appropriate software, copying equipment, etc.

#### I. Hire of appropriate technical equipment

CEFTA events may require different technical services, for the organisation of the different type of events (physical, hybrid and online events), conferences, meetings and/or workshops, to be covered by the Contractor. These services - subject to be more precisely defined in the Order Form for each event may include, but not limited to the following:

- Organising microphones (table, wireless or other types) for the event/meeting room;
- Organising event/meeting technician service for the event/meeting, in order to set-up and dismantle technical equipment and/or where appropriate covering the whole event with the event/meeting technician service;
- Organising a technical and sound system for the events and/or any other technical needs;
- Organising a videoconferencing connection enabling speakers to join remotely;
- Providing the event venue with WI-FI connection and with high-speed internet connection;
- Organising any required number of plug-in connections for the participant's computers/phones in the event/meeting room;
- Providing the event venue with a high-resolution video projector, overhead projector and PC with internet connection, a drop-down large screen and a pointer for PowerPoint presentations;
- Organising livestream services for public events;
- Organising videoconference broadcasting services at the venue/meeting room;
- Providing virtual platform services for online events, proposing at least three (3) options for the decision of the CEFTA Secretariat;
- Organising any other event related services depending on the specific needs of various types of events;
- Provide the technical equipment (hardware and/or software) necessary to deliver the solution as agreed with CEFTA in the previous point. Technical equipment may include, but not limited to, the following:
  - Market-leading audio/video/web conferencing software and service;
  - Multi Conference Unit including the software, and providing the service, referred to in previous point;
  - Microphone system;

- Loudspeaker system;
- Video camera system;
- Video output (projectors, TVs)
- Internet connection
- Ensure continuous qualified English speaking technical assistance.

There might be various types of hybrid events:

- speakers and participants physically present and engaging in a discussion on-site in CEFTA or in any other location integrating virtual participation and interactions of one or several remote speakers or several remote participants;
- speakers and local participants physically present on-site and a large number of participants attending and interacting virtually;
- speakers and moderators present on-site in a studio or other venue and all participants attending and interacting virtually;
- other combination of physical and virtual attendance.

Virtual or physical events with web-streaming are not considered hybrid as web-streaming does not allow the interaction of viewers with the participants and speakers of event.

On each occasion, the CEFTA Secretariat will provide information about the technical equipment, which will be necessary for each event.

#### J. Provision of interpreters

If specified by the CEFTA Secretariat in the request for services, the Contractor shall ensure the provision of interpreters needed to provide the event interpreting. The CEFTA Secretariat will communicate requirements beforehand (e.g. languages to be used by speakers). (particular sector, in needed) . Interpreters for the deaf may be required.

The Contractor shall ascertain what language(s), if any, might usefully be provided in simultaneous interpretation to allow active participation of the participants. The languages shall be agreed with the CEFTA Secretariat.

Interpretation services (i.e. simultaneous and consecutive interpretation) and/or the transcription speeches may be requested on a case by case basis, in which case a policy will describe the conditions to deliver the service to CEFTA.

In that case the provision of the following services are foreseen:

- Organise interpretation services (i.e. simultaneous and consecutive interpretation) and provide the relevant technical facilities and equipment,
- Interpreters' booths and technical equipment for simultaneous interpreting (amplifiers, microphones etc.),
- Interpretation services per sets of two interpreters per person per day rates,
- Compile and dispatch preparatory background documents to interpreters.

#### K. Catering

Organise catering services, including cutlery hire for welcome coffees, coffee breaks, lunches and networking/reception cocktails during events/meetings. Attention should be paid to eating

habits (e.g. vegetarian and vegan) and special dietary requirements (e.g. gluten/lactose free food) or otherwise (e.g. halal), as well as social and environmental sustainability (e.g. measures to minimise food waste).

Ensure adequate setup by including direction signs. Continuous liaison with suppliers to update the final number of confirmed guests. Indicative example of catering services to be ordered by CEFTA as appropriate in the context of the requirements or each event: Catering (in a venue agreed with CEFTA):

- Lunch (buffet or 3 course) with non-alcoholic beverages (1 lunch per event-day),
- Water/Coffee/Tea breaks (1/ 2 per day or running throughout the day),
- Dinner (1 dinner per event day; upon request; at a restaurant; buffet or served),
- Cocktail receptions.

Ensure adequate setup and decoration of catering areas, including direction signs and continuous liaison with suppliers to update the final number of confirmed guests if relevant.

Propose suitable restaurants (other than the venue) and present to CEFTA recommendations towards facilitating the final choice. Coordinate with the selected restaurant and promptly communicate any changes in participation to avoid penalties. Prepare and dispatch information on logistics (e.g. how to reach the restaurant and any other relevant details) about the restaurant.

#### L. Selecting and recruiting moderators' services

The Contractor may be required to recruit one or more moderators whose task will be to moderate discussions at the event.

The request for services for each assignment will specify the level of specific professional experience and skills, knowledge of the seminar subjects and languages required by each moderator to be engaged.

The moderator may be required to demonstrate some trade or other policy related knowledge. His/her CV has to be attached.

#### M. Manage invitation, registration and participation

The Contractor can be asked to manage participants' registration (mainly external participants' registration, but for some events also internal registration could be asked to be covered) preferably using online tools that will enable to have simple, structured and usable result on the participants' attendance to an event and/or in a meeting.

The CEFTA Secretariat reserves its right to choose the way and method it plans to organise the registration of participants in case of different events/meetings; to be defined in the order form for each event, as appropriate.

The online registration page may include, but is not limited to, the following information:

A title of the event/meeting with the dates and venue; a field to include a visual banner; a field for the participant's contacts' details (including the full name, contact number, e-mail, address, position, organisation, country).

If required, a separate field for participant's emergency contacts' details (including the full name, contact number, e-mail).

A field for asking the participant's attendance at the catering and/or other events organised as part of the event/meeting (name of the event, date of the event, question on dietary requirements if relevant).

If required, a separate field for indication whether participant agrees to be filmed/photographed during the event/meeting for the purposes of a video productions, of publications (News Item or Press Release), of producing a report, or highlighting the event in Contracting Authority's social media channels.

References to any other information that is relevant to Data Protection Rules, communication and contact details of the CEFTA Secretariat.

It is up to the CEFTA Secretariat to specify which information to include to the registration page based on the needs of each event. This is to be specified in the Order Form for each event.

- The outcome of the online registration has to be in a format that can be seamlessly shared with the CEFTA Secretariat on a regular basis. It needs to be simple and well-structured.
- As an advantage to the online registration functionality will be a technical option that would enable to modify and/or to cancel already existing registration made by the participant.
- The Contractor has to communicate regularly the registration outcome in writing according to the deadlines agreed with the CEFTA Secretariat.
- The Contractor has to manually mark participant status when the event starts and when the event ends.
- The Contractor has to upload attendance list following an overall event/meeting or a session level.
- The Contractor is expected to produce certificates of attendance and any other suitable documentation in paper or in electronic format.

For registration purposes the Contractor may be required to draw up a list of sponsored and non-sponsored participants, as well as speakers. For definitions, see the point 3.3 below.

N. Event management list and online registration platform including web portal, events management software and engagement tools in line with the applicable data protection requirements.

- Create online registration processes for events/meetings of all sizes and types.
- Create dynamic registration paths based on contact category, such as speaker, reimbursed participant or attendee.
- Monitor online registrations and create attendance reports. The prospective contractor is requested to alert CEFTA if registration targets are not met and recommend corrective measures to achieve registration goals in case of significant deviations.
- Support registrant upload of documents such as presentations, biographies or other event documents.
- Support registrant upload of documents such as presentations, biographies or other event documents. Accept registration modifications or cancellations up until specified dates.

• The prospective Contractor is required to carry out the management of a participants' list on behalf of CEFTA on the basis of instructions given by CEFTA and containing such indicative items as the ones mentioned below:

- Receipt of registrations and data entry,
- Registration forms management via a web interface (per participant),
- Day-to-day management and updating of the list of participants (logistics list),
- Production of regularly updated lists of participants (for internal use),
- Production of the final list of participants,
- Participants list for local administration and printouts,
- Dispatch information packs for external participants including all relevant details about an event or a meeting. Create and manage the database of participants,
- Kiosk mode to provide attendees a self-service check-in,
- Registration statistics and overviews,
- An acknowledgement (by e-mail) of the event registration shall be sent to the registered participant within the same working day. Additional practical arrangements, if requested by CEFTA, should be communicated at least five days prior to the event.

O. Contact management

The Contractor may be required to manage the contacts:

- Store contacts per event in a central database,
- Allow import/export of contacts using Excel,
- Find invitees quickly with advanced search,
- Enable contacts to update their own information,
- Create contact groups,
- Merge duplicate contacts into one contact-record,
- Segment contact database based on specific criteria CEFTA reserves its right to organise registration of participants including online registration by means of a web form using its own means.

Pursuant to suitable communication and/or instructions, prospective contractor may be asked to carry out in part or whole the tasks described above.

P. Non-sponsored participants

Non-sponsored participants are those whose travel and hotel expenses shall not be reimbursed. These participants will be suggested by the CEFTA Secretariat and may include state and nonstate actors and/or experts and/or civil society representatives.

Q. Sponsored participants

Sponsored participants are those whose travel and hotel expenses are to be covered by this framework contract. The invitees will be suggested by the CEFTA Secretariat. They may include state and non-state actors and/or experts and/or civil society representatives.

R. Contents of the event

The contents of the event shall be adapted to the needs of the different participating organisations and the specific context of the event as defined in the specific request for services.

S. Speakers

The CEFTA Secretariat will suggest the speakers. These may include state and nonstate actors and/or experts and /or civil society representatives.

T. Advertising requirements

The Contractor shall take appropriate measures to advertise the event in timely fashion among interested stakeholders where requested. In consultation with the Secretariat, the Contractor shall liaise with the media and public administrations in the countries in which the event takes place in order to ensure appropriately targeted coverage of the event, including the preparation of press packs.

Participants must be made aware that the EU is financing or co-financing the event. The EU logo must appear on all documents.

U. Communication activities

The Contractor may be required to record/tape the event discussions, produce audio-visual material (CD ROMs, DVDs etc) and provide USB keys containing speeches, paper and presentations delivered at the event for distribution among the event participants. The Contractor may also be required to dispatch these documents by e-mail to the event participants and invitees.

The Contractor may also be required to provide other promotional material, such as pens and/or posters or pictures of the participants attending the event. Such pictures should be sent to the CEFTA Secretariat in order to be uploaded to the CEFTA website.

V. Post Event and reporting services

Each participant shall be asked to provide individual feedback concerning the quality and utility of each seminar. This feedback shall be analysed and the results, together with the recommendation to improve future similar events, shall be included in the report of each specific contract/event.

- Develop and process feedback surveys after events/meetings for attendees and speakers.
- Automated emailing of surveys to attendees, including automated reminders to those who have not responded up to the survey closing date.
- Post-event reporting. Preferred formats are infographics for flash reports (max 2 pages with key facts and figures, to be submitted within 5 days after the last event day) or a traditional Word document for more detailed reports with in depth analysis of an event's outcome (expected document length shall be between 5 and 10 pages excluding annexes, to be submitted within 30 days after the event).
- The report should contain: (1) a critical description of the work carried out by the contractor and its subcontractors and a comparison between planned and actual work in case of discrepancies; (2) a detailed analysis of Key Performance Indicators (KPIs), costs and (3) an

analysis of criticalities and room for improvement as well as success factors; (4) a list of lessons learned and recommendations.

- Transcription of event/meeting debates. Final report to be submitted in editable format (i.e. Word) in English within 2 working days after the last day of the event/meeting.
- Editing of video/audio recordings.

All items (letters A to V) under point 3.2 are to be included in the tender form (Annex III) as flat rates for the services directly rendered by the Contractor. Such amounts may vary depending on the number of participants.

In addition, the maximum costs of the services rendered to the Contractor by third parties in order to enable him to deliver the outputs required under the specific contracts and staff missions shall be specified in the financial estimate drawn up by the Contractor in reply to the request for services.

Once approved by the CEFTA Secretariat, these costs shall be included in the sum to be paid to the Contractor under each specific contract.

### 3.3 Management structure

The Event Management Company shall comply with the requirements outlined below:

#### Experience and Track Record

- Minimum 5 years of experience in event management;
- Proven experience organizing similar events (high level conferences);
- Portfolio of previous events with client references;

#### Technical Capacity

- Ability to manage event planning, logistics and coordination;
- Capacity to provide venue setup, audio-visual equipment, stage design, branding and decoration;
- Ability to handle registration systems and participant management;

#### Human Resources

- Qualified event manager/project manager assigned to the event;
- Professional team for coordination, technical setup and onsite support;
- Clear organizational structure and responsibilities;

#### Financial Capacity

- Proof of financial stability;
- Ability to manage event budget and procurement;
- Transparent cost breakdown;

#### Creativity and Concept Design

- Ability to propose innovative event concepts and themes;
- Experience in branding, visual design and audience engagement;

#### Logistics and Operational Capacity

- Ability to manage venue booking, catering, transportation and accommodation;
- Experience handling large numbers of participants;

#### Communication and Coordination

- Strong communication with stakeholders;
- Ability to coordinate with vendors, speakers and partners;

#### Compliance and Legal Requirements

- Valid business registration and licenses;
- Compliance with local regulations, safety standards and insurance;

#### Monitoring and Reporting

- Ability to provide event reports, documentation, photos and videos;
- Post-event evaluation and feedback collection.

A strong management structure shall be required to follow the events, to co-ordinate both the work of the event coordinator, its team and the relationship with the services of the CEFTA Secretariat and to ensure that the timetable and milestones of the project are met. The tenderer must clearly outline the proposed management structure in the tender.

The composition of the management team will be determined by the Contractor. However, it will comprise as minimum:

#### ➤ **Project Manager**

Who will have the overall responsibility for the running of the Framework Contract as well as for all Specific Contracts.

**The Project Manager will be the sole contact between the Contractor and the CEFTA Secretariat. There will be ONE Project Manager for the whole duration of the FWC.**

The Project Manager will be responsible for the overall planning, coordination, supervision, and quality assurance of the services provided. This role includes managing the timeline, budget, and deliverables, as well as ensuring smooth communication with all stakeholders. The role demands a dynamic, detail-oriented professional with substantial experience in high level conference coordination, logistical management and team leadership, particularly within political, institutional, or EU event contexts.

#### **Key responsibilities:**

- Lead and supervise the team;
- Negotiate and verify terms of rental agreements (cancellation policies, setup/dismantling times, access hours);
- Conduct and attend site visits and produce venue assessments (layout, accessibility, equipment inventory, etc);
- Overall coordination and supervision of all services requested per each order such as visibility requirements, AV and IT equipment including hybrid, travel arrangements, etc;
- Ensure all reports are prepared and delivered in line with Section 3.4 Reporting requirements.

### **Qualifications & Skills**

- o Preferred University degree (minimum Bachelor's level) in Business Administration, Communication, Public Relations, Marketing or related field;
- o Advanced spoken and written English; knowledge of CEFTA Parties language is an asset;

### **General Professional Experience**

- o Minimum 8 of professional experience in event management company;
- o Proven experience organising regional and/or international high level conferences;

### **Specific Professional Experience**

- o Direct experience managing similar events across multiple countries;
- o Demonstrated ability to lead teams in high-pressure environments;

### **Other skills:**

- o Strong negotiation, analytical and multitasking skills;
- o Proactive problem-solving and crisis management capabilities;
- o Client-oriented with high emotional intelligence and cultural awareness.

The contractor shall nominate one Project Manager acting as a single point of contact vis-à-vis CEFTA for the whole duration of the assignment despite the number of team members, subcontractors and suppliers he/she will coordinate.

In case the Project Manager acting as single point of contact become unavailable during the execution phase of a project, the contractor is required to promptly inform CEFTA and take immediate action to ensure business continuity through the appointment of another staff member who could act as a backup and take over the assignment on a temporary or permanent basis with minimal impact on the project.

### ➤ **Event Coordinator**

The Event Coordinator will be responsible for the overall planning, coordination, supervision and quality assurance of all conference-related services. This role includes managing the event timeline, operational logistics, budget and deliverables, while ensuring seamless communication with all stakeholders. The role requires a dynamic, detail-oriented professional with substantial experience in high-level conference coordination, complex logistical management and team leadership. The Event Coordinator will ensure that all aspects of the conference are executed professionally, on time and in compliance with protocol and security standards.

### **Key responsibilities:**

- Coordinate the design, production and installation of event signage, ensuring alignment with the Contracting Authority and visibility guidelines;
- Supervise rental, setup, IT and AV equipment, Wi-Fi and hybrid event capabilities;
- Coordinate with AV and IT teams to ensure seamless delivery of event technology systems;
- Oversee travel arrangements for all participants;
- Supervise and coordinate all services requested, ensuring quality and timeliness;
- Draft reports in accordance with Section 3.4 Reporting Requirements, including post-event documentation and evaluation.

### **Qualifications & Skills**

- o Preferred University degree (minimum Bachelor's level) Event Management, Hospitality Management, International Relations, Business Administration, or a related field.
- o Advanced spoken and written English; knowledge of CEFTA Parties language is an asset.

### **General Professional Experience**

- o Minimum 5 years of professional experience in corporate or institutional travel management;
- o Proven experience organising regional high level conferences up to 150 participants;

### **Specific Professional Experience**

- o Minimum 5 years of experience in coordinating high-level regional conferences;
- o Experience handling large-scale events with multiple simultaneous sessions, breakout meetings, and plenary sessions;
- o Proven experience managing VIPs, government officials, diplomats or corporate executives;
- o Ability to coordinate complex schedules, registration systems, translation/interpretation services, and event documentation.

### **Other skills:**

- o Strong negotiation and stakeholder management skills and multitasking skills;
- o Proactive problem-solving and crisis management capabilities;
- o Ability to work flexible hours, including evenings and weekends, during event periods.

### ➤ **Technical Expert**

The technical expert will have overall responsibility for the equipment requested during the running of the Framework Contract as well as for all Specific Contracts. The technical expert will coordinate the services requested and the staff needed will act as the primary point of contact and will be in charge of the all technical consultancy. The role demands a dynamic, detail-oriented professional with substantial experience in high level conferences and logistical management.

### **Key responsibilities:**

- Meeting with Project Manager and/or Event Coordinator to fully understand the format and goals of the event, venue specifics and audience size;
- Identify all technical requirements including audio-visual equipment, lighting, stage setup, live streaming and internet connectivity;
- Coordinate with local staff including sound engineers, video operators and IT technicians;
- Conduct pre-event briefings to explain technical plans, safety protocols and emergency procedures;
- Develop work schedules and shift rotations to ensure continuous technical support throughout the event;
- Oversee the setup of all technical systems including speakers, microphones, lighting, projectors, screens, laptop for PPTs and videos;
- Perform comprehensive testing of sound levels, lighting effects, video feeds and connectivity;
- Coordinate technical rehearsal to ensure smooth operation during the event;
- Troubleshoot and resolve any technical challenges during setup, rehearsal, execution phases;
- Monitor all technical aspects during the event, ensuring seamless operation;

- Provide immediate technical assistance if any equipment malfunctions or unexpected issues arise;
- Manage communication between technical staff and event management to adapt to any last-minute changes;
- Ensure proper recording, live streaming, or broadcasting setups are functioning as planned;
- Adjust plans as event demands shifts, sometimes at the last minute.

#### **Qualifications and Skills**

- o Preferred Bachelor's Degree or post-secondary education in audiovisual technology, Audio engineering, Electrical Engineering, Event production engineering, IT Management with a technical focus, Multimedia or Broadcasting Engineering or a related field. Excellent knowledge of Information Technology (IT) or Computer Science are an asset.
- o Advanced spoken and written English; knowledge of CEFTA Parties language is an asset.

#### **General Professional Experience**

- o Minimum of 5 years of experience in event technical management;
- o Direct experience managing similar events across multiple countries;
- o Demonstrated ability to lead teams of three or more staff in high pressure environments.

#### **Specific Professional Experience**

- o Strong management skills to coordinate technical logistics in complex event environment;
- o Ability to multitask and prioritize in fast-paced situations;
- o Detail-oriented in creating schedules, budgets and technical run sheets.

The Event coordinator will be responsible for the appropriate outcome of a specific contract. The Contractor may propose one event coordinator for all specific contracts or the Contractor may propose a different event coordinator for every event organised.

In particular, the management team shall ensure the provision of high-quality services throughout the assignment. It would also be responsible for the day-to-day management of the Framework Contract and its reporting to the CEFTA Secretariat.

**The CV of the Project Manager will form part of the Framework Contract. The CVs of the other proposed staff, will form part of each Specific Contract. The CVs of other proposed staff shall be submitted together with the Contractor's Tender but will not be part of the tender evaluation.**

The CVs of the management team should clearly indicate their expertise in the work related to the tender (see tasks of the contractor listed under point 3 in this Terms of Reference).

### **3.4 Reporting requirements**

There are 2 types of reporting requirements for (1) the Framework Contract in general and (2) each specific event organised with a Specific Contract.

- **For the Framework Contract**

The Contractor shall provide

- 1) A **half-year report** will be provided to the CEFTA Secretariat within one month following each half year of operations starting with the signature of the contract. This synthetic report will indicate inter alia both positive and well-functioning aspects of the Framework Contract as well

as problems and obstacles met. It will propose recommendations aiming to improve the administrative and/or operational aspects of the Framework Contract and/or individual assignments. The core part of the report will not exceed 10 pages. The report will also contain annexes which will provide information on a number of issues such as:

- Administrative data: number of requests received, number to which the Contractor has replied, number of Specific Contracts awarded, amounts contracted and paid;

2) A **final report** summarizing the aspects above among others will be required at the end of the Framework Contract. It must be delivered within one month following the end of the contract.

The CEFTA Secretariat may organise a meeting inviting all Contractors to report on and analyse the functioning of the framework contract on a yearly basis. The participation of Contractors in such meetings shall be mandatory. However when in person, their related travel and accommodation costs will not be reimbursed by the CEFTA Secretariat.

The Contractor must keep all the documents related to the framework contract implementation for a period of seven years following the final payment and the closure of the Framework Contract.

- **For each Specific Contract**

**Frequent update following the request for services:**

The project manager is required to provide an update of the preparations informally over e-mail and/or telephone to the project manager at least twice a week after the receipt of the request for services. This shall include, the confirmation of all arrangements on the basis of the travel order form.

**Final report:**

The Contractor shall be required to provide a final report for each specific assignment.

In order for the final report to be accepted and evaluated, the following formal conditions must be satisfied:

- A final report shall be submitted by the Contractor no more than two weeks after the end of the specific assignment. The final report must be received by the CEFTA Secretariat in electronic version by e-mail.
- The report must contain the signature of the legal representative<sup>6</sup> of the Contractor. The representative's name and his or her position/title in the contracting organisation should be given below the signature, which should be accompanied by the organisation's official stamp.
- The CEFTA Secretariat shall have 1 month from receipt to approve or reject the final report, and the Contractor shall have ten days in which to submit additional information or a new report.

The **final report** is presented in two parts:

**Part 1: Activities/Results**

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<sup>6</sup> The legal representative is the person authorised to enter into legal and financial commitments on behalf of the organisation that s/he represents.

The first part of the report refers to the activities/results; the aim is to provide a detailed picture of the events and, to this end, shall include at least the following information which will enable a quantitative and qualitative analysis of both the project's activities and results:

- A summary of the activities (the final travel order confirmed and the countersigned Specific Contract);
- Correspondence between Contractor and staff where staff confirms the services to be delivered the services requested as per the travel order (the corresponding communication on approvals of the services, adjustments and/or cancellation);
- Correspondence (in ENGLISH only) between the CEFTA Secretariat and the contractor where the CEFTA Secretariat staff instructs in writing the FWCs on new requests, approvals/confirmation of the new services, adjustments and/or cancellation;
- Problems encountered and solutions provided.

Please bear in mind that the purpose of the final report is to enable an overall evaluation of the service provided. Therefore, all activities shall be finalised before it is submitted.

## **Part 2: Financial Report**

The financial report must give a clear and concise overview of all the expenditure claims related to the specific contract:

- The financial report shall be expressed in Euro,
- All the original invoices relating to reimbursable expenditure will be attached (invoices from all external service providers i.e. hotels, equipment, translation, etc),
- Reimbursable costs and Fixed fees (agency fee) for each travel order.

If the report does not meet the above criteria, the CEFTA Secretariat reserves the right not to evaluate it until its formal presentation is correct.

If the reimbursable costs are not clearly identified in a supporting document (invoice, flight or train ticket, etc) the CEFTA Secretariat reserves the right to not reimburse the costs and the fix fee related to this cost.

The reporting language shall be English.

## **4. AWARD PROCEDURES: FRAMEWORK CONTRACT**

A framework contract will be concluded with one tenderer that is ranked best when the bids are evaluated and that have obtained the minimum number of points required (see point 19).

The term "framework contract" refers to the situation whereby a framework contract is concluded separately between the CEFTA Secretariat and the service provider.

The CEFTA Secretariat shall send a request to provide services to the tenderers with whom a framework contract was concluded.

## **5. REQUEST FOR SERVICES**

### **5.1 Procedures: PART 1 Organisation of two high level conferences**

#### Step 1: Creating and sending the request

For the organisation of every event, the CEFTA Secretariat shall prepare a request for services in the form of an Order (Annex VI) sent by email, describing the services (reference will be made to points A-V of above point 3) to be delivered by the Contractor.

The Project Manager shall send the request for offers to the framework contractors.

Step 2: Confirmation of receipt

Framework contractors are obliged to confirm the receipt of the request ASAP and within one working day following the sending of the request and to report any conflict of interest immediately, or any other possible discrepancies.

Step 3: Submission of offer

Framework contractors must submit an offer for the services via email within 2-5 calendar days, depending on the size of the event. The period for submission of offers for each event will be defined in the request for services (Step 1). The offer must include a detailed work plan as well as an estimate of the human resources needs and **a budget estimate**.

Step 4: Evaluation of offer

After the offers have been received, unless otherwise decided by the CEFTA Secretariat, two evaluators select the optimum cost/benefit offer based on the work plan and the human and financial estimates of the contractors.

The fixed fees are part of the evaluation. The evaluation is made on the total budget estimate plus the fixed fees according to the quotation in Annex V.

Even if less than the requested number of offers is received, the evaluation takes place.

The CEFTA Secretariat selects the offer with the best value for money.

If no offers are received or none are administratively compliant or technically acceptable, it may appear appropriate to ask for clarifications or adapt the request for services and launch it anew.

Step 5: Notification of results

Once the evaluation is completed, the result of the evaluation, favourable or unfavourable, must be notified to the contractors within 2 calendar days from the deadline for submission of offers, even if the Specific Contract is not signed. The Order with the offer will be countersigned and sent back the contractor.

Step 6: Preparing and sending the Specific Contract

Once the notification is sent, the Specific Contract must be prepared by the Project Manager and confirmed by CEFTA secretariat staff member. The Specific Contract signed by the CEFTA Secretariat must be sent scanned by email to the Contractor on the day it is signed, to be countersigned. The Specific Contract enters into force on the day it is countersigned and by the FWC.

Step 7: Assessing the contractor's performance

When the assignment is finished and the final report approved, the Project Manager must finalise the assignment by informing the Contractor via email and finalising the Framework contractor's performance assessment after consultation with the latter. The assessment document, together with an optional comment by the Framework contractor, will be part of the documents recorded and available for consultation by the CEFTA Secretariat's authorised staff.

Details on the working procedure for requests for services can be found in Article I.4. of the model framework contract.

**The correspondence related requests for services must be in English at all times during the implementation of the assignments.**

## **6. GROUPS OF COMPANIES**

The contractors will perform the work requested in close cooperation with the CEFTA Secretariat.

Companies can consider two ways of collaborating in a tender offer: either as joint partners in the offer or through subcontracting. Offers may even combine both approaches. In any case, the tender must specify very clearly whether each company involved in the offer is acting as a partner in a joint offer or as a subcontractor (this also applies where the various companies involved belong to the same group or even where one is the parent company of the others).

The implications of these two modes of collaboration are radically different, they are outlined below.

### **Joint offers**

Partners in a joint offer assume joint and several liabilities towards the CEFTA Secretariat for the performance of the contract as a whole. Therefore, statements such as that one of the partners of the joint offer will be responsible for part of the contract and another one for the rest, or that more than one contract should be signed if the joint offer is successful, are incompatible with the principle of joint and several liabilities.

The Secretariat will disregard any such statement contained in a joint offer and reserves the right to reject such offers without further evaluation on the grounds that they do not comply with the specification.

Joint offers will be assessed as follows:

- the exclusion criteria will be assessed in relation to each company individually;
- the selection criteria for economic and financial capacity and for technical and professional capacity as well as the evaluation criteria will be assessed in relation to the tendering group as a whole.

If you intend to tender with a partner and have already set up a consortium or similar entity to that end, you should mention this fact in your offer, together with any other relevant information in this connection.

If you intend to submit a joint offer, you should be aware that, if you are awarded the contract, the CEFTA Secretariat will require you to give a formal status to the proposed association before the contract is signed. This can take the form of:

- an entity without legal personality but offering sufficient protection of the Secretariat's contractual interests (this may be, for example, a consortium or a temporary association);  
or
- the signature by all the partners of a "power of attorney" based on the annexed model, which provides for a form of cooperation.

### **Subcontracting**

Certain tasks provided for in the contract may be entrusted to subcontractors, but the main Contractor retains full liability towards the CEFTA Secretariat for performance of the contract as a whole. Accordingly:

- the Secretariat will treat all contractual matters (e.g. payment) exclusively with the main Contractor, whether or not the tasks are performed by a subcontractor;
- under no circumstances can the main Contractor avoid liability towards the Secretariat on the grounds that the subcontractor is at fault.

If your offer envisages subcontracting, your file must include, in relation with the concrete elements of your tender:

- a document stating clearly the roles, activities, reporting lines and responsibilities of the subcontractor(s) and specifying the volume/proportion for each subcontractor;
- a letter of intent by each subcontractor stating its intention to collaborate with you if you win the contract.

Offers involving subcontracting will be assessed as follows:

- The exclusion criteria and selection criteria will be assessed in relation to the tenderer and each proposed subcontractor.
- The evaluation criteria will be assessed in relation to the tender.

During execution of the contract, the Contractor will need the CEFTA Secretariat's express prior written authorisation to replace a subcontractor with another and/or to subcontract tasks for which subcontracting was not envisaged in the original offer.

The signature of a specific contract is deemed to constitute such authorisation.

## **7. STABILITY OF SERVICES**

The CEFTA Secretariat and the Contractor shall communicate to each other the information needed for the services to be provided. For the duration of the framework contract they will maintain the required level of information and make it available to the other party for the purpose of providing the services. The updating and exchange of information will not give rise to any payment.

For the duration of the framework contract the Contractor shall ensure that the elements necessary for the stability of the service and the proper performance of the orders or the specific contracts are maintained. The Contractor is required to inform the Secretariat without delay of any new factor affecting the technical capacity on the basis of which he was selected.

To that end, the Contractor shall, where necessary, replace staff gradually and shall organise the transfer of information required for the services to be provided, the cost of which will be borne by him. In no event will the Contractor invoke a change of staff as a reason for not meeting one of his obligations, in particular with regard to deadlines and quality.

For all tasks with a low degree of substitutability, e.g. project management, the Contractor shall ensure that staff are changed only in the event of force majeure.

## **8. PLACE OF PERFORMANCE OF SERVICES**

The specific request for services for each assignment will clearly specify the location of each event.

## **9. DURATION OF THE CONTRACT**

The framework contract shall be concluded for a period of one year from when it is signed, and may be renewed by means of a supplementary contract.

## **10. BUDGET**

The total estimated activities under the FWC per year will be approximately around EUR 100.000.

All the reimbursable expenses and the fixed costs are included in this amount.

The CEFTA Secretariat may cancel the tendering procedure before the framework contract is signed, without the tenderers being authorised to claim compensation.

The tenderer should however be aware that the contract award criteria are based on the most economically advantageous tender.

## **11. PAYMENT PROCEDURE**

Payments shall be made in Euro (€).

Payments of specific contracts under the framework contract will be made in accordance with Article II.4 of the framework contract. They will be executed only if the Contractor has fulfilled all his contractual obligations by the date on which the invoice is submitted. Payment requests may not be made if payments for previous specific contracts have not been executed as a result of default or negligence on the part of the Contractor.

### **11.1 Pre-financing**

The Contractor may request a pre-financing payment of 30% of the total cost of the specific contract.

### **11.2 Payment of the balance**

The balance will be paid after performance of the service by the Contractor and acceptance thereof by the CEFTA Secretariat within 30 days of receipt of the request for payment.

The request for payment of the balance will be admissible if accompanied by

- the final report in accordance with the instructions laid down in the order or specific contract;
- statements of reimbursable expenses in accordance with Article II.7 of the framework contract, if appropriate;
- the relevant invoices, indicating the reference number of the framework contract and of the specific contract to which they refer.

The balance corresponding to the relevant invoices will be paid within 30 days of the date on which the report is approved.

## **12. PRICE REVISION**

The prices of the fixed fees (reference Quotation of prices) shall be firm and not subject to revision for the first one-year period of the framework contract. Subject to renewal for the second, third or fourth one-year period, each price may be revised upwards or downwards, where such revision is requested by one of the contracting parties by no later than three months before the first, second and third anniversaries respectively of the date on which it was signed. The Secretariat will purchase on the basis of the prices in force on the date on which orders or specific contracts are signed. Such prices are not subject to revision.

### **13. CONTRACTUAL CONDITIONS**

In drawing up his bid, the tenderer should bear in mind the provisions of the framework contract. This contract will be proposed to the successful tenderer. By submitting an offer, the tenderer accepts the conditions of this contract.

Initiation of a tendering procedure imposes no obligation on the CEFTA Secretariat to award the contract. The Secretariat shall not be liable for any compensation with respect to tenderers whose tenders have not been accepted. Nor shall it be so liable if it decides not to award the contract.

### **14. THE TENDERER MUST INCLUDE (SEE TENDER DOSSIER FOR THE STANDARD FORMS TO BE USED):**

- Tender submission form;
- Organisation and Methodology;
- The CV of the proposed team and statement of exclusivity and availability;
- Duly completed Power of Attorney (if applicable);
- Duly completed Quotation form for price (flat rate costs);
- Duly completed Identification form;
- Duly completed Declaration on honour;
- All the information and documents required for the appraisal of tenders on the basis of the exclusion, selection and award criteria set out at points 16 and 17;

Wherever the tenderer is a consortium of firms or groups of service providers with a distinct legal personality, the tender should clarify the legal status of the consortium and specify the role, qualifications and experience of each member or group. The above-mentioned legal entity form and tenderer's declaration should be provided for each member or group.

### **15. QUOTATION OF PRICES**

Prices must be quoted in EUR (€).

Prices must be fixed amounts that are non-revisable.

Prices shall be quoted free of all duties, taxes and other charges, including VAT, as **the CEFTA Secretariat is exempt from such charges**. Exemption is granted to the Secretariat by the governments of the Member States and the CEFTA Parties by immediate exemption. The successful tenderer shall be given the necessary instructions by the CEFTA Secretariat.

The tenderer may indicate any price reduction he is prepared to grant in the event of being awarded a contract.

### **16. EXCLUSION CRITERIA**

An economic operator will be excluded from participation in procurement and grant procedures if:

- a) it is bankrupt, subject to insolvency or winding-up procedures, where its assets are being administered by a liquidator or by a court, where it is in an arrangement with creditors, where its business activities are suspended, or where it is in any analogous situation arising from a similar procedure provided for under national laws or regulations;

b) it has been established by a final judgment or a final administrative decision that the economic operator is in breach of its obligations relating to the payment of taxes or social security contributions in accordance with the applicable law;

c) it has been established by a final judgment or a final administrative decision that the economic operator is guilty of grave professional misconduct by having violated applicable laws or regulations or ethical standards of the profession to which the economic operator belongs, or by having engaged in any wrongful conduct which has an impact on its professional credibility where such conduct denotes a wrongful intent or gross negligence, including, in particular, any of the following:

i) fraudulently or negligently misrepresenting information required for the verification of the absence of grounds for exclusion or the fulfilment of selection criteria or in the performance of a contract;

ii) entering into agreement with other economic operators with the aim of distorting competition;

iii) violating intellectual property rights;

iv) attempting to influence the decision-making process of the CEFTA Secretariat during the procurement procedure;

v) attempting to obtain confidential information that may confer upon it undue advantages in the procurement procedure;

d) it has been established by a final judgment that the economic operator is guilty of any of the following:

i) fraud, within the meaning of Article 3 of Directive (EU) 2017/1371 of the European Parliament and of the Council of 5 July 2017 on the fight against fraud to the Union's financial interests by means of criminal law [44] and Article 1 of the Convention on the protection of the European Communities' financial interests drawn up by the Council Act of 26 July 1995 [45];

ii) corruption, as defined in Article 4(2) of Directive (EU) 2017/1371 and Article 3 of the Convention on the fight against corruption involving officials of the European Communities or officials of Member States of the European Union, drawn up by the Council Act of 26 May 1997 [46], and in Article 2(1) of Council Framework Decision 2003/568/JHA of 22 July 2003 on combating corruption in the private sector [47], as well as corruption as defined in the law of the country where the contracting authority is located, the country in which the person is established or the country of the performance of the contract;

iii) conduct related to a criminal organisation referred to in Article 2 of Council Framework Decision 2008/841/JHA of 24 October 2008 on the fight against organised crime [48];

iv) money laundering or terrorist financing within the meaning of Article 1(3), (4) and (5) of Directive (EU) 2015/849 of the European Parliament and of the Council of 20 May 2015 on the prevention of the use of the financial system for the purposes of money laundering or terrorist financing, amending Regulation (EU) No 648/2012 of the European Parliament and of the Council, and repealing Directive 2005/60/EC of the European Parliament and of the Council and Commission Directive 2006/70/EC [49];

v) terrorist offences or offences related to terrorist activities, as defined in Articles 3 to 12 of Directive (EU) 2017/541 of the European Parliament and of the Council of 15 March 2017 on combating terrorism and replacing Council Framework Decision 2002/475/JHA and amending Council Decision 2005/671/JHA, respectively, or inciting, aiding, abetting or attempting to commit such offences, as referred to in Article 14 of that Directive [50];

vi) child labour or other forms of trafficking in human beings as defined in Article 2 of Directive 2011/36/EU of the European Parliament and of the Council of 5 April 2011 on preventing and combating trafficking in human beings and protecting its victims, and replacing Council Framework Decision 2002/629/JHA [51];

e) the economic operator has shown significant deficiencies in complying with main obligations in the performance of a contract financed by the EU, which has led to the early termination of a legal commitment or to the application of liquidated damages or other contractual penalties or which has been discovered following checks and audits or investigations by an authorising officer, OLAF or the Court of Auditors;

f) it has been established by a final judgment or final administrative decision that the person has committed an irregularity within the meaning of Article 1(2) of Council Regulation (EC, Euratom) No 2988/95 of 18 December 1995 on the protection of the European Communities financial interests [52];

g) it has been established by a final judgment or final administrative decision that the economic operator has created an entity in a different jurisdiction with the intent to circumvent fiscal, social or any other legal obligations including those related to working rights, employment and labour conditions, in the jurisdiction of its registered office, central administration or principal place of business;

Contracts may not be awarded to tenderers who, during the procurement procedure:

- a) are subject to a conflict of interest;
- b) are guilty of misrepresentation in supplying the information required by the CEFTA Secretariat as a condition of participation in the contract procedure or fail to supply this information;
- c) find themselves in one of the situations of exclusion listed in annex VIII.

Tenderers must provide a declaration on honour that they are not in one of the above-mentioned situations.

Only the tenderer to whom the contract is to be awarded shall be required to submit, before signing the Contract, evidence confirming his declaration on honour, by providing:

- for points (a), (b) or (e): a recent extract from the judicial record or, failing that, an equivalent document recently issued by a judicial or administrative authority in the country of origin or provenance showing that those requirements are satisfied.
- for point (d), a recent certificate issued by the competent authority of the State concerned.

Where no such documents or certificates are issued in the country concerned, they may be replaced by a sworn or, failing that, a solemn statement made by the interested party before a judicial or administrative authority, a notary or a qualified professional body in his country of origin or provenance.

Depending on the national legislation of the country in which the tenderer or candidate is established, the documents referred to in the above two paragraphs shall relate to legal persons and/or natural persons including, where considered necessary by the CEFTA Secretariat, company directors or any person with powers of representation, decision-making or control in relation to the candidate or tenderer.

Wherever the tenderer is a consortium of firms or groups of service providers, the above-mentioned information must be provided for each member or group.

## 17. SELECTION CRITERIA

Tenderers must provide evidence of their economic and financial, professional and technical capacity referred to the Contract Notice.

Tenderers who do not provide the documentation specified or who are judged, on the basis of the documentation provided, not to have fulfilled the criteria specified below, may be excluded from the tender procedure. Only those proposals which meet all the selection criteria will be carried forward for assessment under the award criteria.

Where the tenderer wishes to sub-contract or otherwise rely on the capacities of other entities, it must in that case prove 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.

In the case of tenders submitted by a consortium, these selection criteria will be applied to the consortium as a whole, if not specified otherwise. The selection criteria will not be applied to natural persons and single-member companies when they are sub-contractors.

The following information concerning the service provider's own position and the information and formalities necessary for an appraisal of the minimum economic, financial and technical standards required, should be supplied:

### 17.1 Economic and financial capacity of the tenderer

Economic and financial capacity of the tenderer (based on item 3 of the tender form). In case of tenderer being a public body, equivalent information should be provided. The reference period which will be taken into account will be the last three financial years for which accounts have been closed:

- The tenderer's average annual turnover of the last three financial years for which the accounts have been closed must be not less than 100,000 EUR equivalent to the budget of the tender.

### 17.2 Professional capacity of the tenderer

Professional capacity of the tenderer (based on items 4 and 5 of the tender form). The reference period which will be taken into account will be the last five years preceding the submission deadline.

- Criterion 1: the tenderer has, during the the last five years, at least 5 personnel directly employed or otherwise legally contracted on a permanent or non-permanent basis in areas of specialist knowledge related to this contract.
- Criterion 2: the tenderer is not subject to professional conflicting interests which may negatively affect contract performance. The presence of professional conflicting interests shall be examined on the basis of the statements made through the Declarations on Honour and, where applicable, the statements and other documents submitted.

### 17.3 Technical capacity of the tenderer

Technical capacity of the tenderer (based on items 6 of the tender form). The reference period which will be taken into account will be the last five years from submission deadline.

- The tenderer has completed services under at least 3 different contracts at any moment during the last five years before submission deadline. The references should include event

organisation in minimum 3 CEFTA Parties in the period 2020-2025.

- The value of the services completed must not be less than 40,000 EUR (equivalent 40% of the budget).
- The completed services are in the domain of high level conferences with at least 100 participants on services from travel arrangements, accommodation, conference and meeting rooms, technical equipment, translation, visibility activities, catering, etc. as listed in the relevant ToR.

Previous experience which would have led to breach of contract and termination, shall not be used as reference. With regard to languages, the tenderer must demonstrate his ability to work in English. In order to demonstrate this ability, he must supply examples of work already produced in languages other than his own.

## 18. AWARD CRITERIA FOR FRAMEWORK CONTRACT

The contract will be awarded to the most economically advantageous tenders.

Criteria to be applied to Contractor's Tender are:

**Price:** estimated according to the provisions of Annex V. It will be calculated by taking the average of all the prices indicated in that table (30% of the weighting):

| <i>Award criterion</i>                     | <i>Detailed information to be provided</i>                                       |
|--|--|
| Financial Proposal<br><br><b>30 points</b> | Cost-effectiveness and clarity of the financial offer (quotation form for price) |

**Quality** in terms of technical quality of the offer (70% of the weighting). Award criteria for the qualitative evaluation of the tender:

| <i>Award criterion</i>                                 | <i>Detailed information to be provided</i>   |
|--|--|
| Relevant Experience<br><br><b>20 points</b>            | Proven experience in organizing similar events in the last 5 years                         |
| Technical Capacity<br><br><b>15 points</b>             | Ability to provide logistics, audiovisual equipment, branding and event coordination       |
| Team and Human Resources<br><br><b>10 points</b>       | Qualifications and experience of the proposed project manager and support team             |
| Event Concept and Methodology<br><br><b>15 points</b>  | Quality, creativity, and feasibility of the proposed event concept and implementation plan |
| Logistics and Operational Plan<br><br><b>10 points</b> | Capacity to manage venue setup, registration, catering and participant management          |

Minimum attainment per criterion Offers scoring less than 50% for any criterion will be deemed to be of insufficient quality and eliminated from further consideration.

Minimum attainment overall Offers scoring less than 70% after the quality evaluation process will be considered to be of insufficient quality and eliminated from the following phase.

The sum of all criteria gives a total of 100 points.

The qualitative award criteria points will be weighted at 70% in relation to the price.

**Formula for the award criterion**

|   |
|---|
| <p><math>S = 0,7 Q' + 0,3 P'</math></p> <p>where</p> <p>S is the score of the offer<br/>Q' is the relative quality score of the offer<br/>P' is the relative price score of the offer</p> <p>and</p> <p><math>Q' = 100 * Q / Q_{max}</math><br/>with Q ..... the total quality score of the offer<br/>Q<sub>max</sub>..... the highest quality score among all offers</p> <p>and</p> <p><math>P' = 100 * P_{min} / P</math><br/>with P..... the price of the offer<br/>P<sub>min</sub>..... the lowest price among all offers</p> |
|---|

**ANNEX V: QUOTATION FORM FOR PRICE**

Please refer to the excel document with the same name.

\* \* \*