CO-FINANCED BY COSME

P2GreenEST

Supporting EU SMEs in the field of circular economy to participate in public procurement in Eastern Countries

No GA: 101034078















Are you an European SME willing to bid internationally?

Register to the webinar on **Multilateral tenders** managed by national agencies



with Karine Brück

Trainer on international and multilateral

Programme

- General concepts
- Multilateral tendering bodies
- Opportunities in Eastern countries
- Tips for participating in these processes
- Q&A



Monday 27th March 2023



10 - 11:30 AM (CET)

- This webingr is recorded
- Please keep microphones off
- **Write your** questions into the chat











Who we are



Because great ideas do not understand borders...

We support innovative European SMEs to participate in circular public procurement in the Eastern Partnership countries by introducing them as actors in public market opportunities in Moldova, Serbia and Ukraine.





P2GreenEST' strategic approach





Supporting SMEs

to participate in public market opportunities



Market screening of the target country



Identify SMEs needs



SMEs training, establishing relationships with local partners



Help-desk



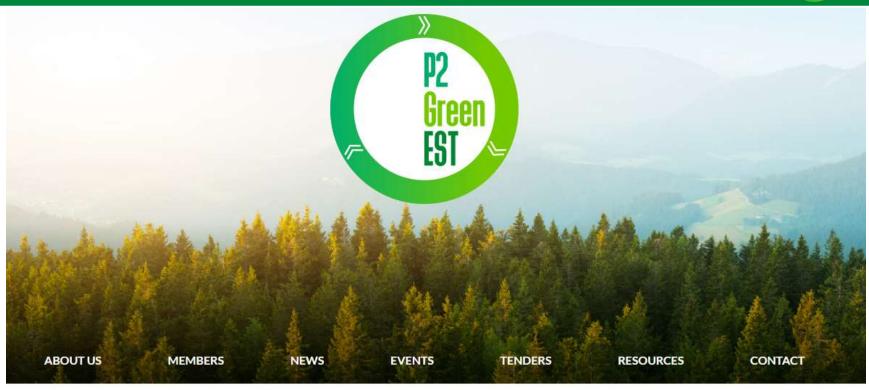
International trade missions to the targeted countries



Monitoring mechanism of tenders and support to submission of offers

Project website





Because great ideas do not understand borders...

We support innovative European SMEs to participate in circular public procurement in the Eastern Partnership countries by introducing them as actors in public market opportunities in Moldova, Serbia and Ukraine.

Stay updated on opportunities!



Country >



News



March 2023

Subscribe

Subscribe ->





Webinar #1 - International **Public Procurement**

Wednesday 22nd February, 10 to 11.30am (CET)

Q Buscar

More info→

in

countries

√ Siguiendo

Desarrollo y comercio internacional - - · 86 seguidores

Ir al sitio web 🗗

27/01/2023



26/01/2023

Package of webinars Six webinars to know how to bid into Eastern Public Procurement Markets

More info→





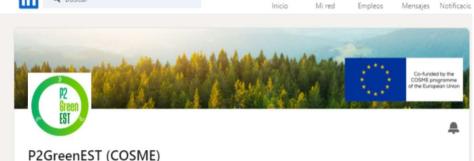
ENERGY MOLDOVA IN PROGRESS

Tenders

Installation of efficient cogeneration plants based on Gas Engines at HOB West and CHP Source 3 and Installation of power transformers and switchgear facilities (Plant Design, Supply & Installation)

SEARCH

The Republic of Moldova has received financing from the International Bank for Reconstruction and Development toward the cost of the Moldova Second District Heating Efficiency Improvement Project (DHEIP2), and intends to apply part of the proceeds toward payments under the Contract ' Installation of efficient cogeneration plants based on Gas Engines at



Supporting EU SMEs in the field of circular economy to participate in public procurement in Eastern



P2GreenEST webinars: next steps







Multilateral tenders

managed by national/regional authorities

particularities and agencies

Technical Webinar on Moldova

Legual framework, main institutions and tendering process



Practical webinar on Moldova
Existing opportunities, success stories,
consortia building

Technical Webinar on Serbia

Legual framework, main instritutions and tendering process



6666

Practical webinar on Serbia:

Existing opportunities, success stories, consortia building



Let's keep in touch!









27 March 2023 - 10am to 11.30 am (CET)

Multilateral tenders managed by national/regional authorities: particularities and agencies Webinar



Karine Brück
Expert on international and multilateral tenders
CEO KBK International
kbruck@karinebruck.com











Table of contents

- Why participate in multilateral tenders?
- Context
- Direct or delegated management of multilateral tenders
- United Nations
- World Bank
- European Union Funds
- German Cooperation
- Conclusions







WHY PARTICIPATE IN MULTILATERAL TENDERS?



- 1. Endless opportunities in many sectors
- 2. Full payment guarantee
- 3. Prestige for the company
- 4. Transparent process





SOME KEY SUCCESS FACTORS



- 1. Identify reliable local partners with the tools showed in webinar #1 and form consortia. Consortia with local partners will (1) help to have better knowledge of the country, (2) rationalize costs and (3) provide more technical references.
- 2. Have the **letters of good execution (reference letters) proving** this technical solvency.
- **3. Strictly follow the rules** established for the procedure.
- **4. Get advice from specialists** who will save you time and money.
- 5. Dare to try this form of internationalization





CONTEXT



International development assistance to both Serbia and Moldova includes support from bilateral and multilateral development partners, including financial support from international financial institutions, and is provided in the form of grants (subsidies) or in the form of concessional loans, (loans provided on economic conditions significantly better than those from the market (lower interest rates, longer period to return the money, etc...).





Direct or delegated management of multilateral tenders

Tenders can be managed directly by the funding agencies.

This form of management is mainly expanded in the case of grants and is typical of the European Union and the United Nations, i.e. multilateral organizations that offer GRANTS, not loans or credits.

In Direct Management tenders, the bidding agency reserves the exclusive management of these, from the publication of the calls for tenders to the final selection of the successful bidder and the continuous control of the execution of the contract, as well as the payment of the contractor, which is carried out directly from the financing agency to the beneficiary company without passing through the beneficiary country.





Direct or delegated management of multilateral tenders

On the contrary, the organization of the bidding process may be **delegated** to an agency located in the beneficiary country. In this case, there are two possibilities:

- 1. the tender may be launched by a **local delegation of the multilateral organization**, or
- 2. the entire management of the tender may be entrusted to a national agency.

Example: United Nations





REFERENCE WEBSITE: ungm.org (direct management of tenders)

WELCOME TO THE UNITED NATIONS GLOBAL MARKETPLACE (UNGM)



Procurement Opportunities

Search for procurement opportunities published by UN organizations. These are accessible publicly and free of charge on UNGM.

Tender Alert Service (TAS)

This service notifies suppliers of relevant UN procurement opportunities based on their products and services.



UN Staff Members

This area is dedicated to UN staff members and provides access to functionalities supporting the UN procurement function.



Contract Awards

Search for contract awards published by UN organizations. These are accessible publicly and free of charge on UNGM.



Knowledge Center

Find information and resources on UN procurement in this area dedicated to potential suppliers, UN staff members and other entities interested in advancing their knowledge.



UNGM Help Center

The Help Center provides users with support as they learn about and use the UNGM portal. Search the library of support articles to find answers and resolve issues.



Procurement Statistics

The Annual Statistical Report (ASR) provides an overview of procurement carried out by the UN organizations in support of their operations, projects, and programmes.



Doing Business with the UN Organizations

Find information on how to do business with the United Nations, in particular on the UN system, UN market and International Procurement Seminars.





UNGM

				Type organization abbrevia
Description			Beneficiary country or	Type a country or territory
Reference			territory Moldova, Republic of (rem	200/20 Moldova Republic of
ublished between 01-Jan-2	-2023 and	23-Mar-2023	Goods and Services	Search codes
Deadline between 23-Mar-	r-2023 and		✓ Invitation to bid ✓ R	for EOI
			Sustainable procurement opportunity Sustainable	





EXAMPLE: UNITED NATIONS DIRECT TENDERS IN MOLDOVA

(3)	UNITED NATIONS GLOBAL MARKETPLACE	Resultados. 1 × 30 de 73					Español ~	⊘ Ayuda 🗹	niciar sesión Registra
			Title	Deadline	Published	UN organization	Type of opportunity	Reference	Beneficiary country or territory
		Expresar interés	2023-16 Invitation to Bid (ITB) For the procurement of Fertilizer in Moldova	03-abr2023 09:00 (GMT 2.00)	23-mar2023	FAO	Llamado a licitación	2023/REUXD/REUTD/121310	Moldavia
		Expresar interés	Qu23/02680: PRIM/Private Sector Engagement Expert	30-mar2023 10:30 (GMT -4.00)	23-mar2023	PNUD	Consultor/a individual	UNDP-MDA-00084	Moldavia
		Expresar interés	Qu23/02679: PRIM/Local Outreach Consultant	30-mar2023 10:30 (GMT -4.00)	23-mar2023	PNUD	Consultor/a individual	UNDP-MDA-00085	Moldavia
		Expresar interés	Qu23/02678: PRIM/Visual Identity and Graphic Design Consultant	30-mar2023 10:30 (GMT -4.00)	23-mar2023	PNUD	Consultor/a individual	UNDP-MDA-00086	Moldavia
		± Expresar interés	Study on the design of incentives to encourage the procurement of low and near-zero emissions carbon steel, cement and concrete in p ublic construction projects	06-abr2023 17:00 (GMT 2.00)	23-mar2023	ONUDI	Solicitud de propuesta	7000006103	Varias localizaciones
		Expresar interés	Harmonization of standards for low- and near-zero emissions steel in 2023	06-abr2023 17:00 (GMT 2.00)	23-mar2023	ONUDI	Solicitud de propuesta	7000006104	Varias localizaciones
		Expresar interés	Qu23/02693: FPI/Local Consultant to support implementation of EE pilot project	30-mar2023 10:30 (GMT -4.00)	23-mar2023	PNUD	Consultor/a individual	UNDP-MDA-00093	Moldavia
		Expresar interés	Company to provide audio-video conferencing equipment to UN Women Moldova	03-abr2023 11:59 (GMT -4.00)	23-mar2023	ONU- Mujeres	Solicitud de presupuesto	UNW-MDA-2023-00009	Moldavia
		Expresar interés	Qu23/02694: EU4MD/International Consultant for mid-term Evaluation of Programme	05-abr2023 10:30 (GMT -4.00)	23-mar2023	PNUD	Consultor/a individual	UNDP-MDA-00105	Moldavia
		Expresar interés	Qu23/02699: EU4MD/2 Consultants to provide ICT support with SMART City Program	06-abr2023 10:30 (GMT -4.00)	23-mar2023	PNUD	Consultor/a individual	UNDP-MDA-00106	Moldavia





EXAMPLE: UNITED NATIONS TENDERS LAUNCHED BY UNDP OFFICE IN MOLDOVA



UNDP Moldova

Address: United Nations House 131, 31 August str., Chisinau, MD-2012, Moldova

Tel.: (+373 22) 22-00-45 (switchboard)

E-mail: registry.md@undp.org

The United Nations Development Programme (UNDP) is the **UN's global development network,** advocating for change and connecting countries to knowledge, experience and resources **to help people build a better life.**

They are on the ground in some 170 countries and territories, supporting their own solutions to development challenges and developing national and local capacities that will help them achieve https://doi.org/10.2016/journal.org/<a> and the Sustainable Development Goals. Their work is concentrated on three main focus areas:

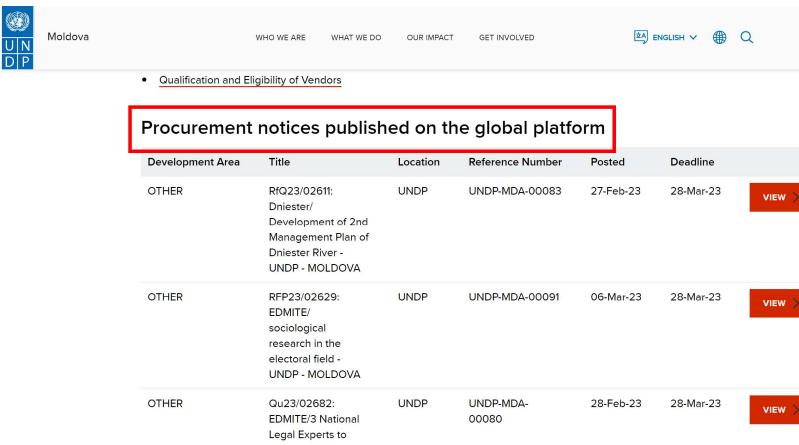
- Sustainable development
- Democratic governance and peacebuilding
- Climate and disaster resilience

https://www.undp.org/moldova





EXAMPLE: UNITED NATIONS TENDERS LAUNCHED BY UNDP OFFICE IN MOLDOVA







EXAMPLE: UNITED NATIONS TENDERS LAUNCHED BY UNDP OFFICE IN MOLDOVA

Procurement Notices

Develop Area	ment	Ref No	Title	UNDP Office	Country	Procurement Process	Deadline	Posted
•••	OTHER	UNDP-MDA- 00107	Qu23/02698: EU4MD / International consultant for capacity building of LPAs	UNDP- MDA	MOLDOVA	IC - Individual contractor	07-Apr-23 @ 10:30 AM (New York time)	24-Mar-2
$\widetilde{\odot}$	OTHER	UNDP-MDA- 00105	Qu23/02694: EU4MD/International Consultant for mid- term Evaluation of Programme	UNDP- MDA	MOLDOVA	IC - Individual contractor	05-Apr-23 @ 10:30 AM (New York time)	23-Mar-2
•••	OTHER	UNDP-MDA- 00106	Qu23/02699: EU4MD/2 Consultants to provide ICT support with SMART City Program	UNDP- MDA	MOLDOVA	IC - Individual contractor	06-Apr-23 @ 10:30 AM (New York time)	23-Mar-2
•••	OTHER	UNDP-MDA- 00104	RFP23/02648: Endline study on the level of awareness on environmental protection	UNDP- MDA	MOLDOVA	RFP - Request for proposal	12-Apr-23 @ 10:30 AM (New York time)	22-Mar-2
$\widetilde{\odot}$	OTHER	UNDP-MDA- 00103	ITB23/02647: SPA/Capital rehabilitation of Police Academy's Forensic Laboratory	UNDP- MDA	MOLDOVA	ITB - Invitation to bid	12-Apr-23 @ 10:30 AM (New York time)	22-Mar-2
$\widetilde{\odot}$	OTHER	UNDP-MDA- 00099	ITB23/02636: FPI/ Energy efficiency in multi-story residential buildings 4 LOTs	UNDP- MDA	MOLDOVA	ITB - Invitation to bid	17-Apr-23 @ 10:00 AM (New York time)	20-Mar-2
$\widetilde{\cdots}$	OTHER	UNDP-MDA- 00098	RFP23/02631: EDMITE/ "Electoral Complaints" Informational Subsystem	UNDP- MDA	MOLDOVA	RFP - Request for proposal	10-Apr-23 @ 10:30 AM (New York time)	20-Mar-2
$\widetilde{\odot}$	OTHER	UNDP-MDA- 00094	Qu23/02684: AdTrade/Access to Finance National Consultant	UNDP- MDA	MOLDOVA	IC - Individual contractor	31-Mar-23 @ 10:30 AM (New York time)	19-Mar-2
$\widetilde{\boldsymbol{\cdot\cdot\cdot}}$	OTHER	UNDP-MDA- 00093	Qu23/02693: FPI/Local Consultant to support implementation of EE pilot project	UNDP- MDA	MOLDOVA	IC - Individual contractor	30-Mar-23 @ 10:30 AM (New York time)	09-Mar-2
$\widetilde{\odot}$	OTHER	UNDP-MDA- 00092	Qu23/02691: Digital Transform/ Junior national consultant on digital inclusion	UNDP- MDA	MOLDOVA	IC - Individual contractor	21-Mar-23 @ 10:30 AM (New York time)	07-Mar-2
$\widetilde{\odot}$	OTHER	UNDP-MDA- 00091	RFP23/02629: EDMITE/ sociological research in the electoral field	UNDP- MDA	MOLDOVA	RFP - Request for proposal	28-Mar-23 @ 10:30 AM (New York time)	06-Mar-2
$\widetilde{\odot}$	OTHER	UNDP-MDA- 00087	Qu23/02688: SPA and E-Contraventions projects/ National Procurement Consultant	UNDP- MDA	MOLDOVA	IC - Individual contractor	24-Mar-23 @ 10:30 AM (New York time)	05-Mar-2
$\widetilde{\odot}$	OTHER	UNDP-MDA- 00088,2	RfP23/02625: Implementation of a capacity development program	UNDP- MDA	MOLDOVA	RFP - Request for proposal	31-Mar-23 @ 10:30 AM (New York time)	05-Mar-2
$\widetilde{\odot}$	OTHER	UNDP-MDA- 00089	Qu23/02685: ResCom/National Consultant on EE and RES	UNDP- MDA	MOLDOVA	IC - Individual contractor	17-Mar-23 @ 10:30 AM (New York time)	05-Mar-2
$\tilde{\Box}$	OTHER	UNDP-MDA- 00084	Qu23/02680; PRIM/Private Sector Engagement Expert	UNDP- MDA	MOLDOVA	IC - Individual contractor	30-Mar-23 @ 10:30 AM (New York time)	02-Mar-2

https://procurement-notices.undp.org/search.cfm





EXAMPLE



UNDP

RFP23/02648: Endline study on the level of awareness on environmental protection

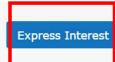
Request for proposal

Reference: UNDP-MDA-00104

Beneficiary countries: Moldova, Republic of

Registration level: Basic Published on: 22-Mar-2023

Deadline on: 12-Apr-2023 10:30 (GMT -4.00) Eastern Time (US & Canada), Bogota, Lima







EXAMPLE REQUEST FOR PROPOSAL

United Nations Development Programme, hereinafter referred to as UNDP, through "Sustainable and resilient communities through women empowerment" Project, hereby invites prospective proposers to submit a proposal for conducting an Endline Study on the level of awareness on environmental protection and climate change, in accordance with the General Conditions of Contract and the Terms of Reference as set out in this Request for Proposal (RFP).

To enable you to submit a proposal, please read the following attached documents carefully.

Section 1: This Letter of Invitation

Section 2: Instruction to Proposers

Section 3: Data Sheet

Section 4: Evaluation Criteria

Section 5: Terms of Reference

Section 6: Conditions of Contract and Contract Forms

Section 7: Proposal Forms

- Form A: Proposal confirmation

- Form B: Checklist

- Form C: Technical Proposal Submission

- Form D: Proposer Information

- Form E: Joint Venture/Consortium/Association Information

- Form F: Eligibility and Qualification

- Form G: Format for Technical Proposal

- Form H: Format for CV of Proposed Key Personnel

- Form I: Statement of Exclusivity and Availability

- Form J: Financial Proposal Submission

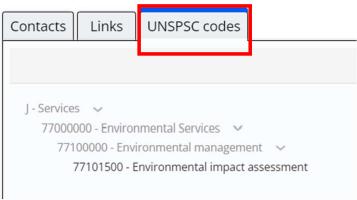
- Form K: Format for Financial Proposal





IMPORTANT ASPECTS

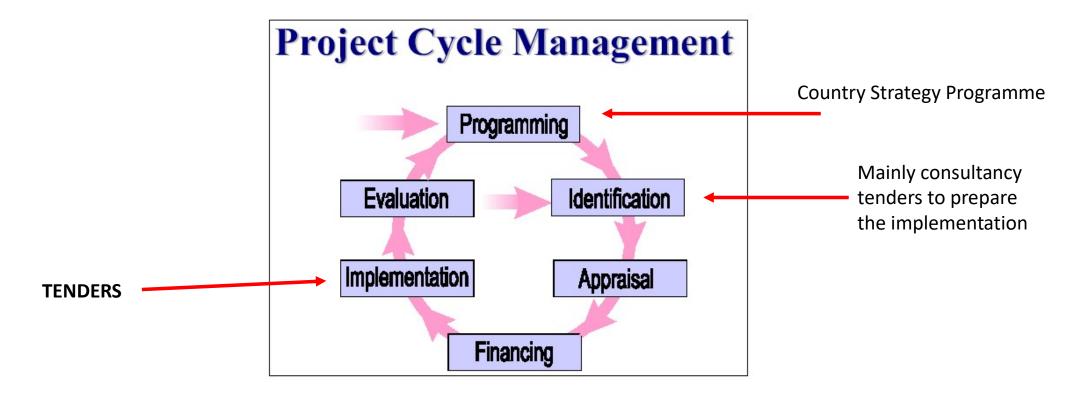








PROJECT CYCLE MANAGEMENT







SERBIA

United Nations

DP/DCP/SRB/3



Executive Board of the United Nations Development Programme, the United Nations Population Fund and the United Nations Office for Project Services

Distr.: General 20 July 2020

Original: English

Second regular session 2020

31 August – 4 September 2020, New York Item 9 of the provisional agenda Country programmes and related matters

Country programme document for Serbia (2021-2025)

Contents

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Annex		
	Results and resources framework for Serbia (2021-2025)	10





https://www.undp.org/sites/g/files/zskgke326/files/2022-06/CPD%20Serbia.pdf

PRIORITIES

Strategic priority 1: Serbia harnesses the full potential of a green, sustainable and inclusive economy
Strategic priority 2: Well-being, social equity and human potential are at the heart of systems, policies and practices
Strategic priority 3: Building trust and mutual accountability through the rule of law, rights and duties agenda





PRIORITIES

DP/DCP/SRB/3

Annex. Results and resources framework for Serbia (2021-2025)

NATIONAL PRIORITY OR GOAL: To create the night-quanty services for citizens and businesses, and the public administration that will significantly contribute to economic stability and improved living standard of citizens (Public Administration Reform Strategy)

COOPERATION FRAMEWORK (OR EQUIVALENT) OUTCOME INVOLVING UNDP #1: All people benefit from effective governance and meaningful civic engagement

RELATED STRATEGIC PLAN OUTCOME: Accelerate structural transformations for sustainable development

T	OME: Accelerate structural transformations for			
COOPERATION FRAMEWORK OUTCOME INDICATOR(S), BASELINES, TARGET(S)	DATA SOURCE AND FREQUENCY ²⁴ OF DATA COLLECTION, AND RESPONSIBILITIES	INDICATIVE COUNTRY PROGRAMME OUTPUTS (including indicators, baselines targets)	MAJOR PARTNERS / PARTNERSHIPS FRAMEWORKS	ESTIMATED COST B OUTCOME (S)
Baseline: 0.11 (2018) Target: 0.45 (2025) 2. Corruption Perceptions Index value Baseline: 39 (2019) Target: 50 (2025) 3. Proportion of population satisfied with efficiency of administrative procedures in public institutions	1. World Bank 2. Transparency International, 3. Support for Improvement in Governance and Management (SIGMA) 4. National Assembly Report 5. eGovernment Benchmark report	Output 1.1: National and local mechanisms and capacities for good governance improved Indicative Indicator 1.1.1: Open Budget Index value Baseline: 43 (2017) Target: 60 (2025) Indicative Indicator 1.1.2: Professional development and training for civil servants' indicator value Baseline: 3 (2018) Target: 4 (2025) Indicative Indicator 1.1.3: Quality of policy planning ranking Baseline: 1 (2018) Target: 3 (2025) Output 1.2: Citizens' representation and civic engagement for the benefit of society and environment enhanced Indicative Indicator 1.2.1: share of local self-governments that publish information of some hearing or debate Baseline: 60% (2019) Target: 70% (2025)	National Assembly of the Republic of Serbia Government of Serbia Office of the President of the Republic of Serbia Office of the President of the Republic of Serbia Ministry of Finance Ministry of Finance Ministry of Public Administration and Local Self-Government Ministry of Justice Ministry for European Integration Public Policy Secretariat Ministry of Trade and Telecommunications Office for Information Technology and E-Government National Academy for Public Administration Public Procurement Office State Audit Institution Commissioner for the Protection of Personal Data and Free Access to Information Local Self-Governments Standing Conference of Towns and Municipalities Office for Cooperation with Civil Society	Regular \$539,000 Other \$31,465,000





UNDP SERBIA



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Fax: +381 (0)11 4155 499

Email: registry.rs@undp.org

Working hours: Monday-Thursday 09-17h; Fridays 09-16h



https://www.undp.org/serbia/procurement





REGISTRATION is mandatory...and very easy

Registration at the basic level is a fully automated UNGM process that the supplier can carry out online.

This level allows the supplier to be invited to participate in tenders.

A supplier is only required to be registered at Level 1 or Level 2 for awards above US\$150,000 and US\$500,000, respectively, and is not required to be registered until the time of contract award.

However, no supplier may participate in a tender unless it is fully registered, at least at the basic level, at the time the bid is issued.





WORLD BANK



WHO WE ARE

WHAT WE DO

WHERE WE WORK

UNDERSTANDING POVERTY

WORK WITH US







https://www.worldbank.org/en/country/serbia





WORLD BANK



WHO WE ARE

WHAT WE DO

WHERE WE WORK

UNDERSTANDING POVERTY

WORK WITH US







https://www.worldbank.org/en/country/moldova





• The World Bank's activities, as a development partner in the Republic of Serbia, are **defined in the Country**Partnership Framework document for Serbia, with the main objective of supporting the Republic of Serbia's accession process to the European Union, creating a more competitive and inclusive economy.

The priority areas in this document are:

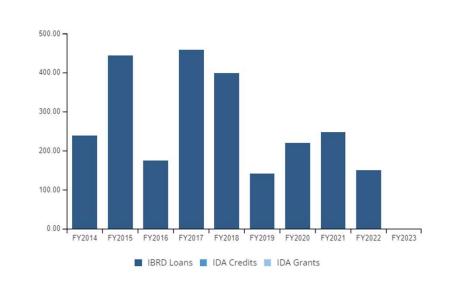
- fiscal and macroeconomic stability
- strengthening governance and institutional capacities;
- public enterprise reform;
- improving the business climate;
- infrastructure development;
- And labour market reform.
- This cooperation is currently being carried out through the implementation of projects worth more than
 USD 1.8 billion in the following areas: transport, improving the business climate, competitiveness and
 employment, health, flood recovery and prevention, risk management, financial sector reform, public
 sector improvement, improving public enterprises and pre-school education.





Lending Amounts by FY





Data as of: 02/28/2023

Total lending at project level, for the period from FY2014 to FY2023

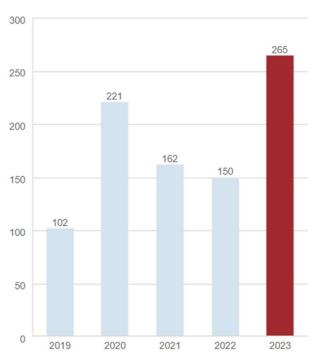
Original Principal value of IBRD Loans US\$ 2,478.00 million

Original Principal value of IDA Credits
US\$ 0.00 million

Original Principal value of IDA Grants US\$ 0.00 million

LENDING

Serbia: Commitments by Fiscal Year (in millions of dollars)*

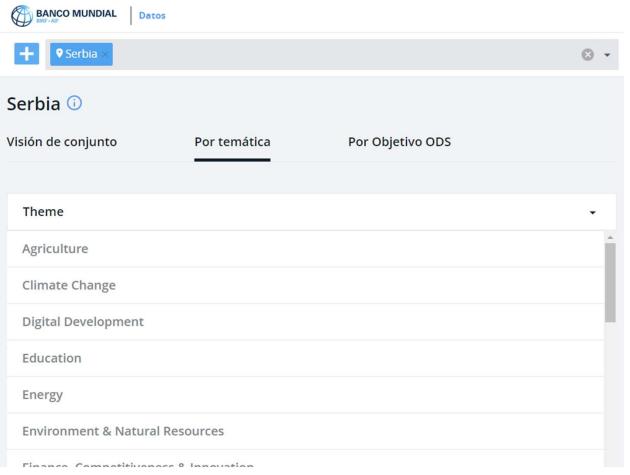


*Amounts include IBRD and IDA commitments





We can select the theme we are most interested in, as well as select the ODS goals for the search of projects and funding.







Project Loan/Credit/Grant \$	Principal, US\$\$	Available, US\$ \$	Disbursed, US\$\$	Country\$	Status \$	Approval Date \$		
P176770 - Scaling-Up Residential Clean Energy (SURCE) Project								
IBRD93460	50,000,000.00	47,515,323.97	119,052.35	Serbia	Disbursing	03/23/2022		
P174251 - Serbia Local Infrastructure and Institutional Development Project								
IBRD93390	100,000,000.00	93,783,560.00	-	Serbia	Signed	03/09/2022		
P173892 - Serbia Emergency COVID-19 Response Project								
IBRD91200	100,000,000.00	29,291,193.99	67,944,442.92	Serbia	Disbursing	05/26/2020		

P170868 - Serbia Railway Sector Modernization

https://financesapp.worldbank.org/summaries/ibrd-ida/#ibrd-len/countries=YF/





WORLD BANK SERBIA

Scaling-Up Residential Clean Energy (SURCE) Project

Project Details

Project ID

P176770

Country

Serbia

Region

Europe and Central Asia

Last Update Date

March 8, 2023

Status

Active

Approval Date

(as of board presentation)

March 23, 2022

Fiscal Year ³

2022

Closing Date

November 30, 2027

Team Leader

Katharina B. Gassner, Ferhat Esen

Total Project Cost 1

US\$ 145.00 million

Commitment Amount

US\$ 50.00 million

Consultant Services required

Yes

 Renewable Energy Solar
 Public Administration - Energy and Extractives Borrower ²

The Republic of Serbia

Implementing Agency

Ministry of Mining and Energy

Environmental and Social Risk

Moderate

Last Stage Reached

Bank Approved

Finances

Financing Plan (US\$ Millions)

Financier	Commitments
Local Beneficiaries	50.00
Local Govts. (Prov., District, City) Of Borrowing Country	45.00
International Bank For Reconstruction And Development	50.00

Total Project Financing (US\$ Millions)

Product Line	IBRD/IDA	
IBRD Commitment	50.00	
IDA Commitment	N/A	
IBRD + IDA Commitment	50.00	

Project Map







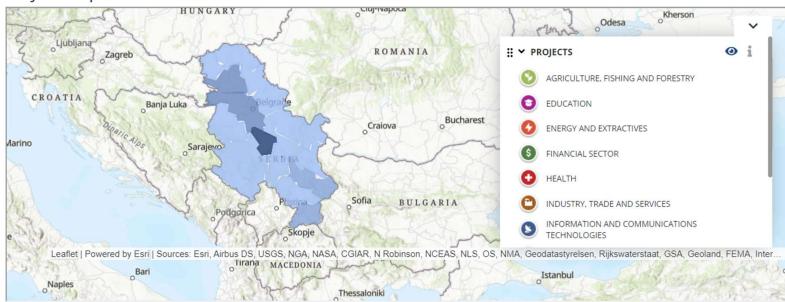




WORLD BANK SERBIA

• World Bank tool to find projects in Serbia, Moldova, and other countries, by sectors and amounts.





https://projects.worldbank.org/en/projectsoperations/projects-summary?lang=en&countrycode_exact=YF







WORLD BANK MOLDOVA

Overview NOTICE AT-A-GLANCE Notice No Project ID **Project Title** Country P118518 Moldova Agriculture Competitiveness OP00210460 Project **Notice Type Notice Status Borrower Bid Reference Procurement Method** Published MD-CAPMU-334513-CW-RFB Invitation for Bids Request for Bids Language of Notice Submission Deadline Date/Time **Published Date** Mar 13, 2023 May 03, 2023 11:00

Organization/Department	Name	Address	City
Consolidated Agricultural Projects	Liviu Gumovschi	of. 512, 9 Constantin Tanase str.,	
Management Unit		Chisinau	
Province/State	Postal Code	Country	Phone
Moldova		Moldova	373-22-22-11-42
Email	Website		

https://projects.worldbank.org/en/projectsoperations/procurement-detail/OP00210460



CONTACT INFORMATION



NOTICES CONTRACTS PLANS

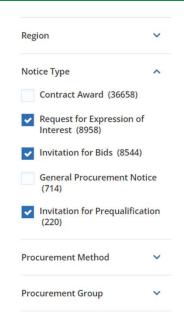
Showing 1 - 20 of 133 procurement notices matching the search criteria - water

Down	load	to	EVCO

121

Description ~	Country	Project Title ∨	Notice Type	Language	Published Date ∨
Feasibility study and ESIA for Comrat Subproject	Moldova	Moldova Water Security and Sanitation Project - P173076	Request for Expression of Interest	English	March 20, 2023
Procurement of Design, Supply and Install of Animal by-products Processing Facility (ABP)	Moldova	Moldova Agriculture Competitiveness Project - P118518	Invitation for Bids	English	March 13, 2023
Installation of cogeneration plants based on Gas Engines at CHP Source-3 and HOB West, including modernization and installation of power transformers and switchgear facilities (Plant Design, Supply and Installation)	Moldova	Second District Heating Efficiency Improvement Project - P172668	Invitation for Bids	English	November 30, 2022
Feasibility study for new high-efficiency heat and power generation facilities for Termoelectrica S.A.	Moldova	Second District Heating Efficiency Improvement Project - P172668	Request for Expression of Interest	English	November 10, 2022
Evaluation of the implementation of the IPARD II Programme of the Republic of Serbia for 2020-2022	Serbia	Strengthening agriculture sector capacities for evidence- based policy making - P167786	Request for Expression of Interest	English	September 8, 2022

WORLD BANK MOLDOVA



Description ~	Country	Project Title 🗸	Notice Type	Language ~	Published Date ~
Feasibility study and ESIA for Comrat Subproject	Moldova	Moldova Water Security and Sanitation Project - P173076	Request for Expression of Interest	English	March 20, 2023
Procurement of Design, Supply and Install of Animal by-products Processing Facility (ABP)	Moldova	Moldova Agriculture Competitiveness Project - P118518	Invitation for Bids	English	March 13, 2023
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Evaluation of the implementation of the IPARD II Programme of the Republic of Serbia for 2020-2022	Serbia	Strengthening agriculture sector capacities for evidence- based policy making - P167786	Request for Expression of Interest	English	September 8, 2022
Development of Serbian Agricultural Information and Reporting Platform	Serbia	Strengthening agriculture sector capacities for evidence- based policy making - P167786	Request for Expression of Interest	English	July 7, 2022
Project manager	Moldova	Moldova Water Security and Sanitation Project - P173076	Request for Expression of Interest	English	June 16, 2022 40





WORLD BANK MOLDOVA

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

Republic of Moldova

Moldova Water Security and Sanitation Project

Credit No.: /02/-MD

Assignment Title: Comrat Sanitation Project, Feasibility Study and ESIA

Reference No.: MD-PIU-NORLD-346194-CS-QCBS

Date: March 21, 2023

The Government of the Republic of Moldova has received financing from the World Bank toward the cost of the Moldova Water Security and Sanitation Project (MWSSP), and intends to apply part of the proceeds for consulting services.

The objective of the assignment is to support the P.I. National Office for Regional and Local Development under the Ministry of Infrastructure and Regional Development (MIRD) in Development the Feasibility Study and ESIA for Comrat Subproject. Estimated implementation period: August 2023 - March, 2024.

See bellow Annex 1: Terms of Reference The detailed Terms of Reference (TOR) for the assignment can be found at the following website: https://www.ondrl.gov.md or can be obtained at the address given below.

https://ondrl.gov.md/files/R3EoI%20&%2 OToR%20Feasibility%20Comrat.pdf





Expressions of interest must be delivered in a written form to the address below (in person, or by mail, or by e-mail) by April 7, 2023, 16:00 o'clock, Moldova time, indicating the assgignment title in subject line (when sent by e-mail).

P.I. National Office for Regional and Local Development, Moldova Water Security and Sanitation Project Stefan cel Mare 124, 3th floor, MWSSP Office 335, mun. Chisinau, Republic of Moldova MD-2001

Tel/fax: 022 27-91-21, 069265292 E-mail: tender@ondrl.gov.md

> **Terms of Reference** For **Consultancy Services**

Comrat Sanitation Project, Feasibility Study and ESIA

WORLD BANK MOLDOVA

III. SCOPE OF SERVICES

The Consultant shall deploy the necessary methods and resources to fulfil the scope and objectives of this assignment, addressing the key points in the general approach outlined above and covering the key activities under each task as outlined below. The following sections provide an outline of the key tasks, to be carried out as a minimum, under each phase of the process.

The present ToR serves as a guide for Consultants in the preparation of technical and financial proposals. It is the sole responsibility of the Consultant to ensure that all necessary tasks, assignments and associated costs required for the successful completion of the services are included in its technical and financial proposal.

IV. KEY TASKS

The expected results are described in detail in the next sections. Its main components can be summarized as follows:

Task A: Feasibility Study Comrat Sanitation Project:

This study shall provide a thorough review of the existing sanitation situation at Comrat and its background conditions. It will define the necessary measure to improve those sanitation services, distinguishing between urgent short-term, medium-term, and long-term measures /packages, ensuring cost-effectiveness and sustainability of solutions proposed.

Task B: Environmental and Social Impact Assessment (ESIA):

This study shall examine the environmental and social risks, impacts, and issues associated with the measures suggested under Task A. The ESIA needs to include the evaluation of alternatives, definition of mitigation, management, and monitoring measures.

KEY PERSONNEL FOR FEASIBILITY STUDY

The Consultant is suggested to provide a team including the following key experts and may modify this list to ensure successful completion of the tasks:

- (1) Project Team Leader FSR: The Team Leader should have a MSc in Civil Engineering, or in Water Engineering, or Sanitary Engineering, or equivalent. He/she must be a professional engineer with 15 or more years working in the sanitation sector, including five (5) years as a team leader. He/she must be a self-starter who should be able to provide strategic leadership to the team and ensure high quality work within the agreed time frames. He/she should have extensive proven experience in design, construction and operation and maintenance of medium-sized wastewater schemes. He/she should have been a Team Leader for at least two (2) Feasibility Studies with project size between 10,000 50,000 populations per reference project. Working experience in international donor-funded projects is an added advantage.
- (2) Hydraulic Engineer: He/she should have a BSc in Civil Engineering, or in Hydraulic Engineering. He/she must be a professional engineer with minimum 10 years' experience in design of sewer networks. He / she must have previous experience on at least two (2) Feasibility Studies in the modelling of wastewater networks, with project size between 10,000 50,000





WORLD BANK MOLDOVA

Task A.5 - Waste water treatment & disposal

- 49. In general, the Consultant shall come up with a proposal for future sanitation solutions in the whole sanitation service area defined under Task 1.2. This may implicate (i) areas with sewer system + central treatment, (ii) other areas with decentralized sanitation solutions, and (iii) other areas with on-site sanitation.
- 50. In all above mentioned 3 cases, the Consultant's suggestions shall be based on a combined assessment of technical criteria, environmental criteria, social criteria, and cost-effectiveness. Each of the mentioned 3 cases needs to be analyzed, and the best suited technical solution suggested. While this is expected to be one specific solution in case (i), it will require defining different agglomeration sizes for case (ii) and develop different solutions for those different size/population ranges, the definition of which is up to the Consultant's justification. For case (iii) it requires, as a minimum, the description of all options, and a discussion of the necessary conditions, under which a specific on-site system is best suited.
- 51. The Consultant shall assess the existing on-site solutions as to their deficiencies, and scope for improvement.

Task A.6 Treated waste water / sludge reuse

- The Consultant shall investigate options of reusing WWTP treated effluent and/or reusing the generated sewage sludge.
- 60. Present and summarize all findings in the "Intermediate Report".

Task A.7 - Prepare a Feasibility Study Report

The Feasibility Study Report (FSR) needs to summarize and present all previously described tasks. In addition to those above tasks, several other issues need to be elaborated in this FSR, too, as described hereafter.

Task A.8 - Resilience of Sanitation Infrastructure and Green economy principles

- 61. The Consultant shall analyze the resilience of all components of the sanitation infrastructure (on-site components, decentralized sanitation facilities, collection network, lift stations, pumping stations, WWTP, chemical and fuel storage tanks, electrical controls and instrumentation, power supply, treated effluent discharges, and others as may be the case) towards possible damage that may arise from flooding, and drought, and wind.
- 62. The resilience analysis needs to cover all relevant steps, such as identification of hazards, discussion of possible failures, and rating of the associated risks.
- 63. Recommendations on mitigation measures need to be presented.





WORLD BANK MOLDOVA

MILESTONES FOR FEASIBILITY STUDY

- Kick-off Within 2 weeks after contract signing.
- Milestones for the various reports: see Table 1.
- Total period for Feasibility Study is defined as maximum 7 months.

Table 1: Details of key deliverables and time lines for Feasibility Study Comrat

Item	Deliverables		Minimum content requirements described in	By When	No. of C	opies to Client
1.	Draft Report	Inception	Task 1.1	Within 1 month after contract signing	06	1-electronic En, Ro, Ru
2.	Final Report	Inception	Task 1.1	2 weeks after receipt of comments to Draft	06	3-Russian 2- Romanian 1- English
3.	Draft Report	Intermediate	Task 1.2, 1.3, 1.4, 1.5, 1.6	3 months after contract signing	06	- 1- English
4.	Final Report	Intermediate	Task 1.2, 1.3, 1.4, 1.5, 1.6	2 weeks after receipt of comments to Draft	06	
5.	Draft	Feasibility	Task 1.7	5 months after	6	1-electronic

MILESTONES FOR ENVIRONMENTAL AND SOCIAL IMPACT ASSESSMENTS

- Kick-off Within 2 weeks after contract signing.
- Milestones for the various reports: see Table 2.
- Total period for Environmental and Social Impact Assessments is defined as maximum 6 months

Table 2: Details of key deliverables and time lines for Environmental and Social Impact Assessment Comrat Sanitation Project

Item	Deliverables	Minimum content requirements described in	By When	No. of C	opies to Client
1.	Draft ESIA Report, including draft ESMP	Task 2.2, 2.3, 2.4	Within 4 months after contract signing	6	1-electronic En, Ro, Ru 3 - Russian
2.	Final ESIA report and final ESMP	Task 2.2, 2.3, 2.4	2 weeks after receipt of comments to Draft	6 - and 1 CD	2 - Romanian 1- English

https://ondrl.gov.md/files/R3EoI%20&%20ToR%20Feasibility%2 OComrat.pdf





WORLD BANK How can we identify opportunities in the quickest way?

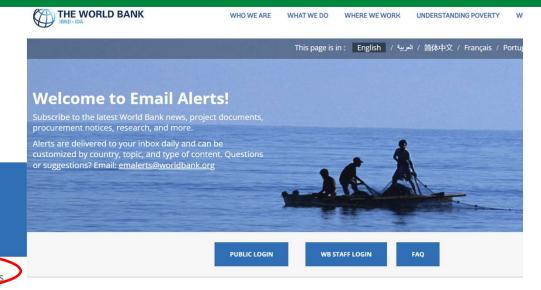
We can use the alert service of the World Bank's search engine. It will notify us when a tender is published that may be of interest to us.

Procurement Notices

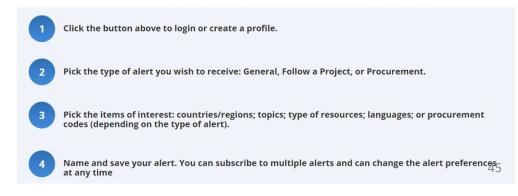
PROCUREMENT

Subscribe to receive email alerts for new procurement notices

https://alerts.worldbank.org/



How to create a new email alert!







EUROPEAN FUNDS







EUROPEAN PROJECT VERSUS EUROPEAN TENDER: common aspects

Source of funds: Europe
Full guarantee of PAYMENT
Very rigorous procedures with
numerous requirements to ensure
the impartiality of the evaluators







DIFFERENCES

- **PROJECTS**: **CO-FINANCING**. PARTICIPANTS MUST HAVE ANOTHER SOURCE OF FUNDING FOR THE PART NOT PAID BY THE EUROPEAN UNION.
- TENDER: PAYMENT OF THE TOTAL AMOUNT INDICATED IN THE FINANCIAL OFFER. THIS AMOUNT INCLUDES THE BENEFIT OF THE COMPANIES THAT ARE BIDDING.







EUROPEAN Projects



- IT SETS OUT **AN OBJECTIVE TO BE ACHIEVED**AND/OR A **PROBLEM TO BE SOLVED** THAT IS
 DESCRIBED IN THE CALL FOR PROJECTS.
- THE PARTICIPATING COMPANIES ARE FREE TO
 PROPOSE THE MOST EFFICIENT, ORIGINAL, AND
 TECHNOLOGICAL SOLUTIONS THEY WANT (AND
 CAN) TO ACHIEVE THE OBJECTIVE SET OR TO SOLVE
 THE PROBLEM THAT MOTIVATES THE CALL FOR
 PROJECTS
- THE COMPETENT AUTHORITY WILL SELECT **DIFFERENT**PROJECTS THAT PROPOSE DIFFERENT SOLUTIONS

 THAT WILL RECEIVE THE REQUESTED CO-FINANCING

 UNTIL THE DEDICATED FUNDS ARE EXHAUSTED.





EUROPEAN TENDERS



IN EUROPEAN TENDERS, NOT ONLY THE OBJECTIVE AND THE PROBLEM ARE PERFECTLY DEFINED BUT ALSO THE **DIFFERENT TASKS** AND **CHARACTERISTICS** REQUIRED.

WHAT WE HAVE TO DO WITHIN THE FRAMEWORK OF THE TENDER IS **DESCRIBED IN DETAIL** IN THE SO-CALLED "SPECIFICATIONS" AND THE TENDERER WHO **BEST MEETS** THESE CONDITIONS WINS FOR THE CHEAPEST PRICE.





EUROPEAN TENDERS

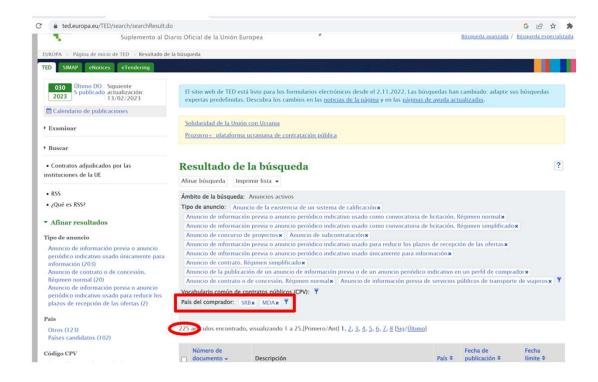


- THERE IS **LITTLE FREEDOM** AS REGARDS THE SELECTION OF THE WAY TO EXECUTE OR TO SOLVE THE PROBLEM DESCRIBED IN THE SPECIFICATIONS.
- ON THE CONTRARY, WE HAVE TO STICK TO THE DIFFERENT TASKS DESCRIBED WITH THE ONLY EXCEPTION, WHEN THIS POSSIBILITY IS EXPRESSLY ALLOWED BY THE SPECIFICATIONS, OF BEING ABLE TO ADD SOME KIND OF "IMPROVEMENTS", THIS SMALL "PLUS" THAT CAN MAKE THE DIFFERENCE BETWEEN WINNING AND LOSING.
- THAT CONSISTS OF AN EXTRA ADVANTAGE PROPOSED IN THE BID AND THAT IS NOT CHARGED TO THE BIDDING ADMINISTRATION.





TENDER EUROPEAN DAILY: TED IN SERBIA AND MOLDOVA

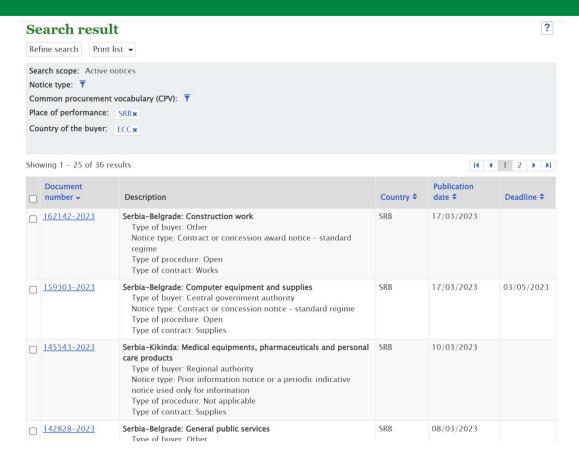


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TENDERS IN SERBIA

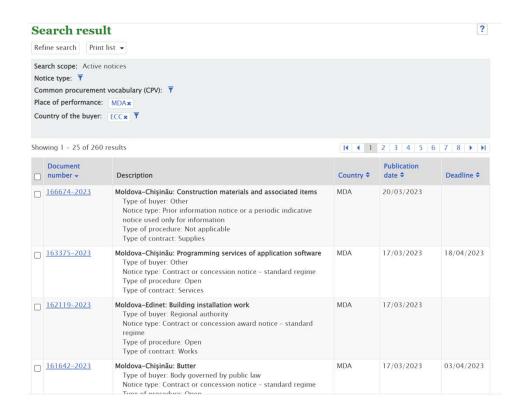






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TENDERS IN MOLDOVA







https://ted.europa.eu/TED/search/searchResult.do?facetAction FacetDefinition=COUNTRY_CODE&facetActionValue=ECC

EXAMPLE

17/03/2023 S55

I. II. III. IV. VI.

Moldova-Chişinău: Butter 2023/S 055-161642

Contract notice

Supplies

Legal Basis:

Directive 2014/24/EU

Section I: Contracting authority

I.1) Name and addresses

Official name: Agenția Rezerve Materiale National registration number: 1006601000288

Town: Chisinău

NUTS code: MD Moldova Postal code: MD-2012

Country: Moldova

Contact person: Nicolae Seminahin

E-mail: nicolae.seminahin@rezerve.gov.md

Telephone: +373 22243500

Internet address(es):

Main address: https://achizitii.md/ro/public/tender/21075281/

Address of the buyer profile: https://rezerve.gov.md/

1.3) Communication

The procurement documents are available for unrestricted and full direct access, free of charge, at: https://achizitii.md/ro/public/tender/21075709/

Additional information can be obtained from the abovementioned address

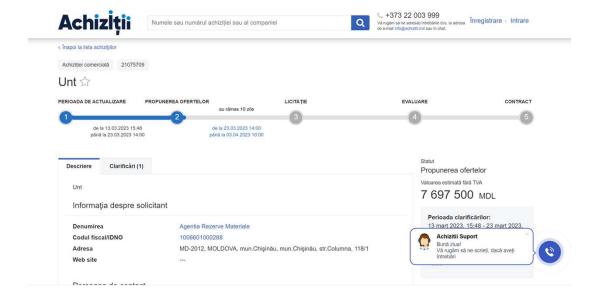
Tenders or requests to participate must be submitted to the abovementioned address

1.4) Type of the contracting authority

National or federal agency/office

1.5) Main activity

General public services







https://ted.europa.eu/udl?uri=TED:NOTICE:161642-2023:TEXT:EN:HTML&src=0

EUROPEAN INVESTMENT BANK LICITACIÓN EN SERBIA PUBLICADA POR UN MINISTERIO DEL GOBIERNO DE SERBIA CON FINANCIACIÓN DEL EUROPEAN INVESTMENT BANK

03/06/2022 5107

I. II. IV. VI.

Serbia-Belgrade: Construction work

2022/S 107-294684

Prior information notice

This notice is for prior information only

Works

Legal Basis:

EIB guide to procurement

Section I: Contracting authority

1.1) Name and addresses

Official name: Ministry of Construction, Transport and Infrastructure

Postal address: Nemanjina 22-26

Town: Belgrade

NUTS code: RS Srbija/Србија / Serbia

Postal code: 11000 Country: Serbia

Contact person: Veljko Kovacevic E-mail: <u>veljko.kovacevic@mgsi.gov.rs</u> Telephone: +38 1113628874

Internet address(es):

Main address: www.mgsi.gov.rs/

II.2.4) Description of the procurement:

The Guide to Procurement (GtP) for projects financed by the EIB from September 2018 (https://www.eib.org/attachments/strategies/guide_to_procurement_en.pdf) is applied to this tender, while tender document templates are from the PRAG (Practical Guide for Procurement and Grants for European Union external actions – August 2020). Participation is open to all-natural persons and firms (participating either individually or in a grouping – consortium – of tenderers) originating from all countries of the world.

Financing – Requested EIB support (subject to confirmation) through Finance Contract for Serbian Inland waterway infrastructure between Republic of Serbia and EIB (Official Gazette of RS, No. 2/19), and budget of Republic of Serbia.

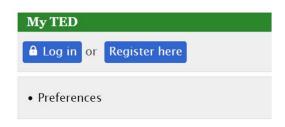
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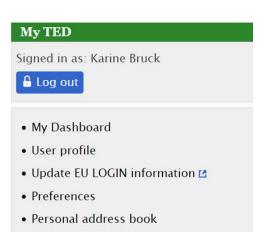
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IMPORTANCE OF BEEING REGISTERED









REGIONAL DEVELOPMENT AGENCIES IN SERBIA



- 1. Cross-border and transnational cooperation
- 2. Regional socio-economic development program
- 3. Regional policy support at national level

Accredited Regional Development Agencies

- o Regional Development Agency Eastern Serbia RARIS
- o Regional Agency for Socio-Economic Development Banat
- o Center for Development of Jablanica and Pcinja District
- o Regional Agency for Spatial and Economic Development of Raska and Moravica Districts
- o Regional Development Agency- South
- o Regional Development Agency Zlatibor
- o Regional Development Agency Backa
- o Regional Development Agency Srem
- o Sandzak Economic Development Agency- SEDA
- o Regional Economic Development Agency for Sumadija and Pomoravlje
- o Regional Agency for Development and European Integration Belgrade
- o Development Agency of Podrinje, Podgorine and Radjevina
- o Regional Development Agency Branicevo Podunavlje
- o Regional Development Agency PANONREG
- o Regional Development Agency for Rasinski District- Krusevac





http://ras.gov.rs/en/useful-links/regional-agencies

REGIONAL DEVELOPMENT AGENCIES: EXAMPLE SREM

The Vision of RDA Srem is to be the link between public, private and civil society in building strategic partnerships through the preparation and implementation of projects that contribute to the improvement of living standards and more balanced regional development in the region of Srem, in the Autonomous Province of Vojvodina and in the Republic Serbia as a whole.



• The Mission of the RDA Srem is improvement of the quality of standards of living for the population of the district of Srem. This will be achieved by joint activities of the municipalities and other interested stakeholders in the region that will create a competitive environment for the implementation of the projects, development of public and private enterprises providing new employment possibilities and improving the life quality of the citizens in the region. It is also important to promote regional development by using both local and national resources as well as available national and international funds and to draw attention of foreign investors in the region of Srem.





Source: https://rrasrem.rs/

SREM (SERBIA)

 The Regional Development Agency of Srem was established by a contract signed in Ruma on 22.4.2010, by six municipalities on the territory of Srem (Indjija, Irig, Pecinci, Ruma, Stara Pazova, Sid), the city of Sremska Mitrovica and the Srem Chamber of Commerce.

PRINCIPLES OF THE AGENCY:

- Using the comparative advantages of the Srem district;
- Promotion of local initiatives, innovations and entrepreneurship;
- Creating a modern economic infrastructure;
- Compliance with expertise and experience from other regions and areas;
- Strengthening technological, environmental and human resources;
- Accelerating the process of creating new quality jobs;
- Protection of natural resources and preservation of cultural heritage.



https://rrasrem.rs/?lang=en





SREM

ACTIVITIES:

- Preparation of regional development programs and action plans for Srem;
- Professional work on project preparation;
- Harmonization of project proposals with the interests of local governments in the area of Srem, (advice, assistance and partnership in applying);
- Support for projects aimed at increasing the competitiveness of the Srem district and reducing unemployment;
- Support for the development of skills and relevant qualifications for the needs of employees;
- Supporting the competitiveness of companies in the region and strengthening their connectivity;
- Participation in project groups formulated for the implementation of projects within national and international programs;
- International, cross-border and inter-municipal cooperation;
- Other activities in accordance with the founding act;





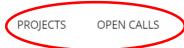


SREM



ABOUT US

NEWS



17.11.2022



TENDER FOR Provision of the services for biomass waste transportation / processing to briquette / pellet, number: 81277323/RDASrem/TD7

- INVITATION FOR SUBMITTING TENDER OFFERS
- TENDER DOCUMENTATION
- QUESTIONS AND ANSWERS (Q&A)

7.11.2022



TENDER FOR Services - Collection of the vine grape / orchard prunings/ green maintenance pruning, number: 81277323/RDASrem/TD6

- INVITATION FOR SUBMITTING TENDER OFFERS
- TENDER DOCUMENTATION

26.09.2022



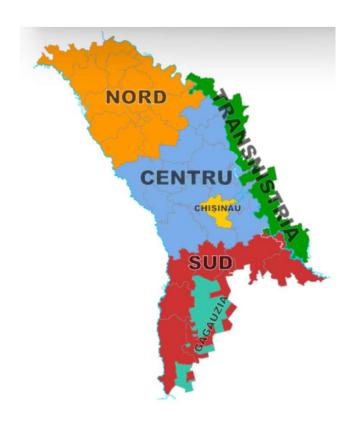
TENDER FOR Development of Social plan, Serbia, number: TD-RE-04

- INVITATION FOR SUBMITTING TENDER OFFERS
- TENDER DOCUMENTATION

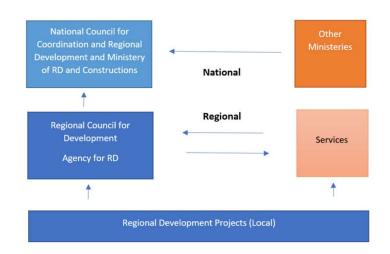




REGIONAL DEVELOPMENT AGENCIES IN MOLDOVA



At the regional level, the institutional framework for the implementation of regional development policy is constituted by the Regional Development Councils North, Central, South and ATU Gagauzia and the Regional Development Agencies North, Central, South and ATU Gagauzia.

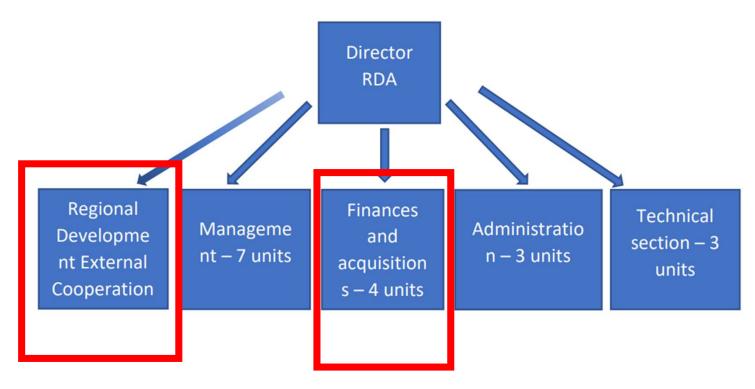


https://www.eurada.org/fileadmin/user_upload/docs/RDAs-in-Moldova-1.pdf





INTERNAL ORGANIZATION OF REGIONAL DEVELOPMENT AGENCIES



https://www.eurada.org/fileadmin/user_upload/docs/RDAs-in-Moldova-1.pdf





CONTACTS

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office@adrcentru.md

Tel: + 373 2682 26 92

Fax: + 373 2682 26 92

ADR Sud: www.adrsud.md

Tel: +373 241 2 62 86

Fax+:+373 241 2 62 86

Email.com: adrsud@gmail.com

 $\textbf{ADR Gagauzia}: \underline{www.adrgagauzia.md}$

Tel: +373 298 2 26 93

Fax: +373 298 2 26 93

Email: adr.utag@gmail.com





https://www.eurada.org/fileadmin/user_upload/docs/RDAs-in-Moldova-1.pdf

PROCREDIT GROUP PRESENTS IN SERBIA AND MOLDOVA





The ProCredit group is made up of **development-oriented banks operating in Eastern Europe**, Latin America and Germany.

The parent company of the group is **ProCredit Holding**, a **Frankfurt based company** which guides the group.

ProCredit banks aim to create transparent, inclusive financial sectors in developing countries and transition economies.

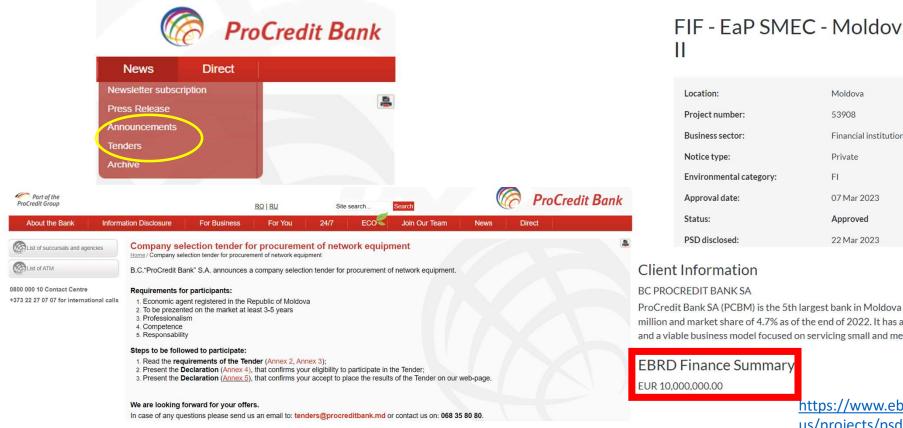
A functioning and fair financial system, which enables people to save on the one hand and businesses to invest and expand on the other, is important for economic and social development. **ProCredit banks aim to be the "house bank" for small and medium-sized businesses,** as well as to provide simple savings services for ordinary people.

https://www.procreditbank.md/en/content/company-selection-tender-procurement-network-equipment





EUROPEAN BANK FOR RECONSTRUCTION AND DEVELOPMENT **MOLDOVA: MOST RECENT OPPORTUNITY**



FIF - EaP SMEC - Moldova ProCredit Bank

Financial institutions

ProCredit Bank SA (PCBM) is the 5th largest bank in Moldova (out of 11) with total assets of EUR 300 million and market share of 4.7% as of the end of 2022. It has a stable financial position, proven track record, and a viable business model focused on servicing small and medium-sized businesses.

> https://www.ebrd.com/work-withus/projects/psd/53908.html





https://www.procreditbank.md/en/content/company-selection-tenderprocurement-network-equipment

EUROPEAN BANK FOR RECONSTRUCTION AND DEVELOPMENT MOLDOVA: ENERGY SECTOR





Current tenders

Home / News / Tenders / Current tenders

Nº	Tender name	Term of the tender
1.	Licitație publică privind selectarea companiei pentru desfășurarea auditului extern	15.02.2023 - 02.03.2023
2.	Licitație publică privind selectarea companiei pentru elaborarea noului site al BC ProCredit Bank SA și mentenanța acestuia	17.02.2023 - 14.03.2023





GIZ IN EASTERN EUROPE



European Union

<u>Georgia</u>

Regional cooperation in Europe





https://www.giz.de/en/worldwide/europe.html

<u>Turkey</u>

<u>Ukraine</u>

GIZ

The funds used for financing cooperation with Serbia are primarily from the budget of the German Federal Ministry for Economic Cooperation and Development (BMZ). According to BMZ's procedures, economic cooperation between Germany and, for example, Serbia is usually implemented through two organisations:

- **(1) KfW Development Bank** is responsible for investment projects, while the
- (2) Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH is responsible for consulting projects.













Serbia

GIZ local staff

National employees: 166 International employees: 18 Integrated experts: 5

(as at: 31.12.2021)

The Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH havorking in Serbia since 2000 and maintains an office in Belgrade.

PROJECT DATA



Serbia

To stimulate economic growth and foster closer alignment wit European market, Serbia is pursuing a consistent economic pc However, the economy is hampered by high youth unemployr bureaucratic hurdles. To drive economic development, it is im to get more people into skilled employment, target government funding more effectively and support business start-ups.

Serbia uses fossil fuels to generate almost all of its power. To r high levels of greenhouse gas emissions, it will be necessary to the use of renewables. Furthermore, increased energy efficience

PROJECTS AND PROGRAMMES

ENVIRONMENT AND CLIMATE

SUSTAINABLE INFRASTRUCTURE

CHANGE

Regional Housing Programme (RHP 2) Project Preparation Facility (PPF8)

Support for the programming of the instrument for Pre-Accession Assistance

Support to Coordination with International Financial Institutions and bilateral donors in the Western Balkans

(IFICO 3)

Technical Assistance for Project Preparation of Investment projects (EU PPF6)
Improving Serbia's waste management and moving towards a circular economy

Development of a sustainable bioenergy market

Energy, Transport and Climate Protection in South-East Europe

https://www.giz.de/en/worldwide/303.html





Three Key Areas of Cooperation

Economic cooperation between Germany and Serbia is focused on three key areas agreed jointly by the governments of these countries.

ENVIRONMENT

Mechanical Engineering

Forestry and Water

CSO Osnažena

Elementary adult

Education school

Initiative

GOOD GOVERNANCE

SUSTAINABLE ECONOMIC DEVELOPMENT AND EMPLOYMENT

https://germancooperation.rs/project-map/

LOCAL
partners with
whom GIZ
works to
carry out the
projects:

Project Partner

Association of Roma
NGO in Zapadnobacki
district

Cabinet of the Deputy
Prime Minister

Cabinet of the Deputy
Prime Minister

Centar for Social Work

Center of Excellence for
CE and Climate Change

ed by the ogramme pean Union

Faculty

Chamber of Commerce
Migration, Asylum,
Refugees Regional

And Industry of Serbia

City administration

City of Niš

Esotron Ltd

Expert for urban mobility from Slovenia

Faculty for Technology and Metallurgy

FCC Eko

GIZ PME

Commissariat for Refugees and Migration

Coordination Body for monitoring the implementation of the Strategy for social inclusion of Roma in the Republic of Serbia 2016-2025

Municipality of Kladovo

Institute for Nature Conservation of Vojvodina Province

Koceljeva Municiapality

LSG Aleksinac

LSG Kragujevac

LSG Kruševac

LSG Negotin

NES branch and Cente for Social Work

NGO Association for developemnt of Ibar Valley (IDA) Mechanical Engineering Faculty

Migration, Asylum, Refugees Regional Initiative

Ministry of Agriculture, Forestry and Water

Ministry of Environmental Protection

Ministry of Labor, Employment, Veteran ans Social Affairs

Ministry of Mining and Energy Ministry of Construction, Transport

Information

and Infrastructure

Ministry of Culture and

Ministry of Economy

Ministry of Education, Science and Technological Ministry of Public

Administration and

Local Self-Government

Ministry of Trade Tourism and Telecommunication

Ministry of Youth and Sports

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- We can analyze the Projects available on the website.
- Some examples:













Energy, Transport and Climate Protection in South-East Europe

Project description

Title: Open Regional Fund for South-East Europe – Energy, Transport and Climate

Protection (ORF-ETC)

Commissioned by: Federal Ministry for Economic Cooperation and Development

(BMZ)

Co-funded by: European Union (EU)

Countries: South East Europe (Albania, Bosnia and Herzegovina, Kosovo*, Montenegro,

North Macedonia, and Serbia)

Lead executing agency: Secretariat of the Regional Cooperation Council (RCC) for

South East Europe

Overall term: 2020 to 2025





https://www.giz.de/en/worldwide/31746.html

TENDERS FROM GIZ

Tenders

As of a certain threshold, GIZ publishes all tenders on its digital platforms Find out more in the download area.

You can find current tenders for services and construction contracts (including architectural and engineering services), goods (materials and equipment) and project financing as follows:

- via the <u>e-procurement tender platform</u>
- TED (Tenders Electronic Daily), the online version of the 'Supplement to the Official Journal of the EU' via the SIMAP website (Information system for European public procurement).
- using the search function on the internet portal www.bund.de





https://www.giz.de/en/workingwithgiz/bidding procurement.html

MINISTRY OF MINING AND ENERGY TENDER FINDER



Supply of Goods and Construction Works for the Rehabilitation and Extension of District Heating Networks (Pink FIDIC)

Supply of Goods and Construction Works for the Rehabilitation and Installation of Substations in District Heating Companies (Pink FIDIC)

Procurement for Engineering, Supply of Goods and Construction Works for: Rehabilitation of the district heating network (pipes and accessories) for Toplana Majdanpek

Procurement for Engineering, Supply of Goods and Installation Works for: Heating substations and accessories for Toplana Majdanpek

REPUBLIC OF SERBIA - MINISTRY OF MINING AND ENERGY PROCUREMENT NOTICE





https://mre.gov.rs/lat/dokumenta/javne-nabavke-i-tenderi/javni-tenderi

GERMAN SERBIAN DEVELOPMENT COOPERATION MINISTRY OF MINING AND ENERGY TENDER

Eng



Sectors Actualities Documents Services

↑ Ministry Se

Archive of Public tenders

2022 (1) 2021 (1)







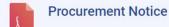
German Financial Cooperation with Serbia:

Project: Rehabilitation of District Heating Systems in Serbia - Phase V

Tender: Supply of Goods and Construction Works for the Rehabilitation and Extension of District Heating Networks (Pink FIDIC)

Procurement Notice may be dowloaded below

Published on February 22, 2022



REPUBLIC OF SERBIA - MINISTRY OF MINING AND ENERGY PROCUREMENT NOTICE No. 401-00-00867/2021-06

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s and Construction Works for the Rehabilitation and
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competitive bidding (ICB) procedure with qualification is contracts for Supply of Goods and Construction the latest version of the KfW's "Guidelines for the g, Services, Works, Plant, Goods and Non-Consulting peration with Partner Countries" ("Guidelines")
ngsbank.de/PDF/Download-Center/PDF-Dokumente-
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https://www.mre.gov.rs/en/dokumenta/javnenabavke-i-tenderi/javni-tenderi/supply-goodsand-construction-works-rehabilitation-andextension-district-heating-networks-pink-fidic

CONCLUSIONS

- 1. Numerous opportunities in the 4 sectors prioritized in the project.
- 2. Guaranteed payment through multilateral funds.
- 3. Importance of consortia to win tenders more easily.
- 4. Very rigorous processes that ensure equality among the candidates.









Let's keep in touch!







