

**JSC BELGRADE NIKOLA TESLA AIRPORT
PUBLIC PROCUREMENT COMMITTEE No. 90/2015**

05 No.: 8697
Date: 19. 11. 2015
Belgrade

Dear Sirs,

Acting on the request of the Tenderer who has taken over the tender dossier in accordance with Article 63 of the Public Procurement Law ("Official Gazette of the Republic of Serbia" No. 124/12, 14/15), we forward further clarification of the tender dossier for the public procurement „MANAGEMENT CONSULTANCY SERVICES – MANAGEMENT CONSULTING SERVICES (GENERAL MANAGEMENT CONSULTANCY) AIMED TOWARD SELECTING A CONSULTANT TO ASSIST THE PROCESS OF THE STRATEGIC DEVELOPMENT OF JSC AIRPORT NIKOLA TESLA" No. 90/2015.

Question 1:

Is it possible to get a soft (Word) version of all the forms included in the Tender Documents (Including the ones that needs to be submitted by the bidder as part of the mandatory bid content)?

Clarification 1:

The tender documentation for the public procurement can be found on the Public Procurement Portal of Public Procurement Office and on the website of the Employer www.beg.aero in PDF format. Purchaser shall not submit to the interested parties the relevant tender documentation in Word.

Question 2:

Could you please clarify whether the documents should be submitted in English or Serbian or in English and Serbian for each of the below stages (please note that page 21 of the document indicates that it should be Serbian and English, which contradicts with Article 16 on page 39):

- a. For the submission of the Bid
- b. During the further project stages if the advisor is chosen to carry out the project

Clarification 2:

- a. Documents for the submission of bids or tenders - must be submitted in Serbian or Serbian and English.
- b. Documentation that is provided during the further project stages if the advisor is chosen to carry out the project - can be in Serbian or English language.

Question 3:

Could you elaborate on the meaning of the "Team Leader" (page 28 of the Tender document)—does it refer to the company (financial advisor) or to a specific individual from the financial advisor team (which seems to be the case in the section "Contract Award Criteria" on page 25)

Clarification 3:

The term "team leader" refers to an individual - a person employed or engaged by the bidder and that the same is proposed for the role of team leader appropriate field of consultation.

Question 4:

Could you please advise us on what could the term "operative loss" (page 17 of the Tender Documents) refer to in case of the Financial Intuitions? As financial statements of banks are different from those in other industries, it's not clear to us which metric should be used for the purposes of this exercise? Can we use Gross Profit for this purposes?

Clarification 4:

This is mistranslation of the English version of the tender documents. In that regard, Purchaser will amend the English version of the tender documentation for the public procurement.

Question 5:

In case of a Joint Bid, does the requirement that the Bidder may submit only one bid refer to the leading party of the consortium, i. e., the financial advisor, or to the other advisors as well.

Clarification 5:

In the case of a joint bid, a bidder (a member of the consortium) must submit a bid which will include all of the required fields of counseling.

 **PRESIDENT OF THE COMMITTEE**

Raša Ristivojević