

Invitation for Bids (IFB)
(BERIS)
BUSINESS ENVIRONMENT REFORM AND
INSTITUTIONAL STRENGTHENING PROJECT
(IBRD Loan 4793-MK)

Procurement of Services for Implementation of One stop-shop phase 2.
Bid No. 2

1. This Invitation for Bids (IFB) follows the General Procurement Notice (GPN) for this project that appeared in Development Business on November 5th, 2005.
2. The Government of Macedonia has received a loan from the International Bank for Reconstruction and Development toward the cost of Business environment and institutional strengthening project (BERIS) and it intends to apply part of the proceeds of this loan to payments under the agreement resulting from this IFB: Procurement of Services for Implementation of One stop shop phase 2.
3. The Ministry of Economy (through the Business Environmental Reform and Institutional Strengthening Project - BERIS)serves as the implementing agency for the project and now invites sealed bids from eligible Bidders for Procurement of Services for Implementation of One stop shop phase 2.
4. Bidding will be conducted using the International Competitive Bidding (ICB) specified in the World Bank's Guidelines: Procurement under IBRD Loans and IDA Credits and is open to all Bidders from eligible source countries as defined in the Guidelines: Procurement under IBRD Loans and IDA Credits (May 2004) and is open to all bidders from eligible countries that meet the following minimum qualification criteria:

The experience required to be demonstrated by the Bidder should include as a minimum that he has executed during the last 5 years the following:

- At least two similar projects / assignments / contracts (of a similar value and scope to this project) in the National or Public Business Registry domain within Europe.
- Providing solutions involving the design, implementation and support of electronic solutions for inter-institutional business data exchange, related to providing IT consultancy, design, development, implementation and installation of information systems, including technical support for company registries in Europe. The references should be confirmed by copies of client references and contract extracts..
- Providing solutions or involvement in initiatives based on EU best practice and recommendations, related to disqualified directors, companies' insolvency, bankruptcy, liquidation and enforcement proceedings.
- Experience in preparation and execution of software tests for business registry solutions.

- Bidders must provide documentary proof (issued from authorized national company registration body) that their registered core business activity in the last four years has been related to providing of software consultancy.

The Bidder's personnel for commencement of Services should meet the following criteria:

Project and program managers

- Relevant University Degree in IT, economy or management
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- Experience of minimum 5 years in national or international projects in designing, developing and creation of information technology solutions and in at least one project on public registries that provide financial and/or business data."
- experience of minimum 3 years or at least two projects as team leader or key expert in designing and providing technical inputs for e-solutions in the maintenance, security, technical operation and administration of registers.
- experience in implementing the best practices for e-filing solutions.
- experience in drafting plans, roadmaps, work plans, time frames, action plans, business plans, budget estimations.
- experience in designing electronic solutions that encompass the use of advanced electronic signatures as recognized in EU.
- interpersonal and communication skills are needed.
- experience in providing technical assistance to registry institutions.

Business analysts

- Relevant University Degree in IT, economy, law or in project management
- experience of and minimum 3 years experience in national or international projects in analysis and redesign of business processes, definition of requirements and design of solutions for company, pledge or leasing registries.
- experience of minimum 3 years or at least two projects as an expert in analysis and designing of solutions related to e-submission systems.
- Relevant certificates for business modeling.
- experience in a design of business models and business processes.
- Familiar with the existing national legal and institutional framework related to the register of companies, pledge and leasing in Macedonia
- interpersonal and communication skills are needed.
- experience in providing technical assistance to registry institutions.

Software Architects

- Degree in Information technology
- Relevant Microsoft certificates in software architecture design or development
- Minimum 8 years of general experience in the field of software development
- Minimum 5 years experience demonstrated in design of electronic solutions for registries relevant for the business in general (statistics, cadastre, banking, stock-exchange, company registries, pledge, leasing or similar)

- Experience in utilization of software development methodologies and practices.

Software development managers

- Relevant University Degree in IT
- Relevant Microsoft certificates in software (application and database) development
- experience of minimum 4 years in software development
- experience in projects related to development of public registry systems
- experience in utilization of software development methodologies and practices

IT consultants

- Relevant University Degree in IT
- Relevant Microsoft certificates in software (application and database) development
- experience of minimum 4 years in software development
- experience in projects related to development of enterprise registry systems
- experience in utilization of software development methodologies and practices

QA managers

- Relevant University Degree in IT
- Relevant software QA certificates
- Experience in designing, establishing and enforcing procedures for quality assurance in the software development lifecycle
- Experience in preparation and execution of software tests.

Individual subcontractors' experience shall be taken into account only if they meet the following qualifications:

- Experience in preparation and execution of software tests for business registry solutions.
- Bidders must provide, in regard to their subcontractor(s), documentary proof (issued from authorized national company registration body) that their registered core business activity in the last four years has been related to providing of software consultancy.

The subcontractor's personnel which will commence the Services should meet the same minimum criteria defined for the Bidder's personnel for commencement of Services under point 4.

The value of services from all subcontractors in aggregate should not exceed 20% of the total contract value.

5. Interested eligible Bidders may obtain further information from Ministry of economy, BERIS Project coordination unit, Attn: Mrs.Maja Bundaleski, Procurement specialist and inspect the bidding documents at the address given below from 09:00 to 15:00 hours.

Project Coordination Unit
Mrs.Maja Bundaleski, Procurement specialist
Ministry of Economy,
Jurij Gagarin 15
1000 Skopje, Macedonia
Tel: +389 2 3093 436
Fax: +389 2 3084 472
E-mail: maja.bundaleski@economy.gov.mk
Web site: www.economy.gov.mk

A complete set of bidding documents in English may be purchased by interested Bidders in hard copy by a submission of a written application or requested by email to the address below and upon payment of a non refundable fee of 150 EUR or equivalent amount in Macedonian Denars (MKD).

Address:

Ministry of economy
Jurij Gagarin 15
1000 Skopje, Macedonia
5th Floor, BERIS Project coordinator unit, office of the Head of European Integrations Sector

Email:

Maja.bundaleski@economy.gov.mk
Aleksandar.popovski@economy.gov.mk

The method of payment will be by direct deposit or transfer in EUR, **SWIFT BIC:** NBRM MK 2X; **IBAN:** MK07 1007 0100 0028 009 in National Bank of the Republic of Macedonia; **Correspondent bank details: DEUTSCHE BUNDESBANK ZENTRALE, Wilhelm Epstein strasse 14, Frankfurt am Main, Germany (SWIFT BIC: MARK DE FF), in favor of Ministry of Economy.**

For payment in MKD the direct deposit can be made in **Treasury Account: 10000000063095, Account of the Budget beneficiary: 100011554763128, Income code and program: 72412510 in favor of the Ministry of Economy,** Business Environment Reform and Institutional Strengthening Project. The exchange rate to be applied is the selling exchange rate from the list of the National Bank of Republic of Macedonia, prevailing on the day of payment.

The Bidding Documents will be sent by airmail for overseas delivery and surface mail for local delivery.

Remittance: The bank charges will be to Bidders debit.

Contact persons of the Project coordination unit:

Aleksandar Popovski, aleksandar.popovski@economy.gov.mk
Assistant Head of European integrations Department

BERIS Project coordination unit, Procurement official

6. Bids must be delivered at or before 10th of September 2009, 11:00 AM hours Skopje time, to the following address:
The address for bid submission is:
Ministry of Economy
BERIS Project coordination unit
Archive room of the Ministry of economy (the bottom floor)
Jurij Gagarin 15
1000 Skopje, Macedonia

Electronic bids will not be permitted. Late bids will be rejected. Bids will be opened in the presence of the Bidders' representatives who choose to attend at 10th of September 2009, 11:00 AM hours Skopje time at:

Ministry of economy
Jurij Gagarin 15
1000 Skopje, Macedonia
1st Floor, the Big Conference Room in the Ministry of economy

7. Bid security will be required. The amount of bid security required is €36.000 or the equivalent amount in a freely convertible currency.

8. The attention of prospective Bidders is drawn to (i) the fact that they will be required to certify in their bids that all software is either covered by a valid license or was produced by the Bidder and (ii) that violations are considered fraud, which is, among other remedies, punishable by potential blacklisting from participation in future World Bank-financed procurement.