

**COUNCIL OF EUROPE DEVELOPMENT BANK**

**PUBLIC CALL FOR TENDERS**

**N°2020/05/CEB/TAM/P/ECS**

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**TECHNICAL ASSISTANCE FOR MARKET STUDIES TARGETING  
SPECIFIC SEGMENTS OF SOCIAL SECTOR INFRASTRUCTURE  
IN BULGARIA, GREECE, HUNGARY AND PORTUGAL**

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**CONTRACT NOTICE**  
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**Submission Deadline of Expressions of Interest: 11 September 2020, noon (Paris time zone)**

## **Article 1. Presentation of the Council of Europe Development Bank (CEB) and object of the contract**

### **1.1. Presentation of the of the Council of Europe Development Bank (CEB)**

The Council of Europe Development Bank (CEB) is a multilateral development bank with a social vocation. Established on 16 April 1956 in order to bring solutions to the problems of refugees, its scope of action has progressively widened to other sectors of action directly contributing to strengthening social cohesion in Europe.

The CEB represents a major instrument of the policy of solidarity in Europe in order to help its 42 Member States achieve sustainable and equitable growth: it thus participates in financing social projects, responds to emergency situations and, in so doing, contributes to improving the living conditions of the most disadvantaged population groups.

The CEB contributes to the implementation of socially oriented investment projects through three sectoral lines of action, namely:

- Sustainable and inclusive growth;
- Integration of refugees, displaced persons and migrants; and
- Climate action: developing adaptation and mitigation measures.

The CEB is based on a Partial Agreement among Council of Europe Member States and, according to its Articles of Agreement, is subject to the Council's overall authority. Signed on 16 April 1956 by eight countries, the Bank is the first of the Partial Agreements to have been concluded. The CEB thus operates within the framework of the Council of Europe and supports its priorities but it has its own legal personality.

At the end of 2019, 206 permanent staff members of 33 different nationalities were employed at the Bank all based in Paris. The two official languages are French and English.

### **1.2. Object of the Contract**

The Council of Europe Development Bank (CEB) is issuing a Public Call for Tenders (“Call for Tenders”) in order to select consulting service providers to provide Technical Assistance to assist the CEB to identify new potential projects/borrowers through the preparation of market studies targeting specific segments of social sector infrastructure in Bulgaria, Greece, Hungary and Portugal, with the possibility of extending the assignment to other EU countries (Belgium, Croatia, Estonia, Finland, France, Italy, Latvia, Lithuania, Poland, Slovenia and Spain) in the future.

The Consultant shall carry out country-specific research/market studies concerning the following infrastructure segments:

- (i) Low income housing and affordable housing when defined as social housing under national legislation;
- (ii) Student housing;
- (iii) Retirement/elderly/nursing homes;
- (iv) Universities;
- (v) Hospitals;
- (vi) Pre-school facilities; and,
- (vii) Social/communal services (utilities, green transport).

The Consultant shall identify and classify potential key stakeholders (borrowers) that could be potential investors in the above described seven segments.

### **1.3. Scope of Work**

For each of the seven segments, the Consultant shall:

- (a) Define the target segment in terms of volume/value of investments eligible for CEB financing over the past 5 years and expectations for the next 7 years;
- (b) Identify key types of public and private sponsors and operators in each segment;
- (c) Identify type/deal size of financing structures, standard as well as PPPs/SPVs and similar;
- (d) Segment project sponsors/borrowers in credit ratings classes, including borderline and below-investment-grade (BIG), based on volume defined in (a);
- (e) Provide lists of potential borrowers and projects in Bulgaria, Greece, Hungary and Portugal.

### 1.3.1. Objective

The overall objective is to prepare Market Studies in selected countries (in line with developed Terms of Reference) to quantify infrastructure gaps where appropriate, and identify possible market failures in terms of funding/financing alternatives, including in the (post) Covid-19 context.

### 1.3.2. Expected Results

During the course of the assignment, the Consultant will prepare a comprehensive report describing the market in each country, key stakeholders and potential projects that may need funding.

## 1.4. Budget and duration of the contract

- **Budget**

The estimated budget for this contract is € 300,000 (three hundred thousand euros), excluding taxes. The CEB reserves the option to place additional service through one or more subsequent amendments, up to 1 M€ (one million euros) in addition to the initial project budget, during the duration of the contract.

- **Duration**

A contract of (12) months duration will be awarded initially. It will include the provision of consultant services for that period of time, according to the requirements indicated in the Terms of Reference.

The CEB reserves the option to extend the contract for new services consisting in a repetition of similar services as those included in the initial contract.

This additional work may be placed at the discretion of the CEB, subject to the results obtained under the contract and the availability of funds, [for a period defined by the CEB] following the contractual End Date.

## 1.5. Provisional timetable

Deadline for expressions of interest	19 August 2020, 2 pm*
Deadline for submission of tenders	11 September 2020 noon

\* All times are in the time zone of Paris, France

## Article 2. Pre-Qualification Criteria (PQQ)

The **Pre-Qualification Questionnaire** (Annex) sets out the information required by CEB in order to assess the Applicants in terms of their technical knowledge and experience, capability/capacity, organisational and financial standing. In order to be selected, tenderers will be required to demonstrate that they fulfil the following selection criteria which are set out in the table hereafter

<b>PQQ Evaluation Criteria</b>	<b>PQQ Sub-Criteria</b>		<b>Description</b>
<b>Economic &amp; financial criteria</b>	1	Pre-tax profit/loss	<i>Positive results at least 3 (three) years over the last 5 years</i>
<b>Experience</b>	2	Prior Experience	<i>Experience in preparation of market studies or similar related to public or private investments: minimum (3) three contracts, with total sum of at least 100 000 EUR</i>
	3	Projects in the fields related to this contract	<i>Minimum 1 contract with activities in fields of market studies for project pipeline development completed in the last 5 (five) years.</i>
<b>Country representation</b>	4	Presence of offices in the countries concerned by this contract	<i>At least one local office in the countries concerned by this procedure in 70% of the countries involved.</i>

### **Article 3. JV or Consortium**

The JV or Consortium must collectively meet the administrative requirements of the tender mentioned in Article 3. Each partner must also meet these requirements individually. All group members are jointly and severally liable for the performance of the contract. The group will be represented by a single candidate who will act as sole representative of the group.

### **Article 4. How to obtain the tender file?**

Any interested tenderer can request the **Tender File** requesting so at [Tenders@coebank.org](mailto:Tenders@coebank.org) before **Wednesday 19 August 2020**, indicating in the subject of their message “**Technical Assistance to prepare Market Studies for targeting specific segments of social sector infrastructure in Bulgaria, Greece, Hungary and Portugal**”.

Any request coming after that date will not be responded.

### **Article 5. Additional information before the deadline for submission of tenders**

Any potential bidders that would like to ask questions about this tender should do it in writing by email to [Tenders@coebank.org](mailto:Tenders@coebank.org), still indicating in the subject of their message “**Technical Assistance to prepare Market Studies for targeting specific segments of social sector infrastructure in Bulgaria, Greece, Hungary and Portugal**”.

Any questions related to this tender should arrive by **Monday 24 August 2020, Noon\***. The CEB has no obligation to provide clarifications to questions that would be submitted after this date.

The CEB will provide answers to the questions received by **Friday 28 August 2020** at the latest.

### **Article 6. Acceptance and rejection of tenders**

The CEB reserves the right to accept or reject non-substantive defects that might affect the tenders. The CEB will reject tenders received after the submission deadline, without any penalty or justification.

### ***Article 7. Modification or cancellation of the Call for Tenders***

The CEB reserves the right to modify or cancel, at any time, all or part of this tender as necessary, without having to justify its action or incurring any liability to potential bidders. In no event shall the CEB be liable for any damages whatsoever including, without limitation, damages for loss of profits, in any way connected with the cancellation of this tender even if the CEB has been advised of the possibility of damages.

### ***Article 8. Confidentiality***

All information communicated to the Applicant within the context of the call for tenders or the assignments are confidential.

### ***Article 9. Extension of the submission date***

The CEB may, at its discretion, extend the deadline set for the submission of offers, in which case all of the rights and obligations of the CEB and the tenderers shall be governed by the new deadline.

### ***Article 10. Evaluation criteria***

Tenders that will be submitted by the tenderers will be evaluated on the basis of quality and price.

The weighting between quality and price will be on **70/30 basis**.