

# REQUEST FOR EXPRESSIONS OF INTEREST

**COUNTRIES:** Western Balkan/Republic of Croatia

**PROJECT TITLE:** SAVA AND DRINA RIVER CORRIDORS INTEGRATED DEVELOPMENT PROGRAM (SDIP)-Phase 1, Part 4 – Regional Cooperation

**PROJECT ID:** P175192

**ASSIGNMENT TITLE:** Design of the Master Plan for Sustainable Tourism Development in the Sava River Basin

**REFERENCE No.** (as per Procurement Plan): HR-ISRBC-343723-CS-QCBS

The International Sava River Basin Commission (ISRBC) has received financing, by signing the Grant Agreement with the International Bank for Reconstruction and Development (World Bank), which acts as an implementing agency of the Global Environment Facility (GEF), for the GEF Sava and Drina Rivers Corridors Integrated Development Program (SDIP), toward the cost of the implementation of the Part 4 - Regional Cooperation of the SDIP, and intends to apply part of the proceeds for consulting services for design the Master Plan for Sustainable Tourism Development in the Sava River Basin (Master Plan) (“the Services”).

The Master Plan covering the Sava River Basin, should focus on the development of ecotourism in the Ramsar sites and other protected areas (national Parks, and UNESCO cultural heritage sites) in the Sava River basin, nautical tourism on the Sava River and its navigable tributaries, and cycling tourism along the Sava corridor. The aim of the Master Plan is to facilitate development which balances the needs of visitors along with environmental preservation and to ensure minimization of negative impacts on the basin’s unique ecosystem, biodiversity, and cultural resources while supporting socio-economic development.

Preparation of the Master Plan should facilitate well-planned development of tourist infrastructure (for eco-tourism, nautical tourism and cycling along the Sava Corridor), pave the way towards investments in the sustainable tourism development, establish basin-wide cooperation and capacity building of tourism stakeholders, and promote use of digital technologies in tourism activities.

Implementation period for the Contract for this activity is 14 months from the commencement date with planned start of the activity in fourth quarter of year 2024.

The Terms of Reference for the primary procurement stage for the assignment can be found at the ISRBC website: [www.savacommission.org](http://www.savacommission.org).

The ISRBC now invites eligible consulting firms (“Consultants”) to indicate their interest in providing the Services. Interested Consultants should provide information demonstrating that they have the required qualifications and relevant experience to perform the Services.

## **Details on required qualifications and relevant experience to perform the Services:**

1. The Consultant must be legal entity whose core business should comprise substantial experience and expertise in the various domains relevant for the tourism development: policy analysis, economy, marketing, management, transport, environmental protection, data management, and use of information and communication technologies.
2. The Consultant must have completed in the last ten (10) years at least three (3) similar assignments related to the development of tourism strategies and plans. Copies of certified References (containing role in the assignment, brief description of the assignment, start and

completion date, country of assignment, client name, address, reference's contact, and contract value) for the listed assignments should be attached.

3. Consultant should demonstrate to have solid technical and managerial capability of the firm. Please provide only the structure of the organization, general qualifications, and key staff<sup>1</sup> and availability of appropriately skilled key experts.

NOTE: Key Experts will not be evaluated at the shortlisting stage

The criteria for the selection of the Consultant are:

- a) Overall experience relevant for the assignment– 30%
  - b) Similar contracts to demonstrate specific experience – 50%
  - c) Experience in the similar projects in the region – 10%
  - d) Firm organization and availability of key experts – 10%
- Total weight: 100%

The attention of interested Consultants is drawn to Section III, paragraphs, 3.14, 3.16, and 3.17 of the World Bank's "Procurement Regulations for IPF Borrowers" (dated *November 2020* - "Procurement Regulations"), setting forth the World Bank's policy on conflict of interest.

Consultants may associate with other firms to enhance their qualifications but should indicate clearly whether the association is in the form of a joint venture and/or a sub-consultancy. In the case of a joint venture, all the partners in the joint venture shall be jointly and severally liable for the entire contract, if selected.

The Consultant will be selected under the provisions of the World Bank Procurement Regulations for IPF Borrowers (Procurement Regulations), in investment project financing Goods, Works, Non-Consulting and Consulting Services November 2020, based on the method of Quality and Cost Based Selection (QCBS) Lump Sum Contract.

Further information can be obtained at the e-mail addresses stated below.

**Expressions of interest should be prepared in English and delivered in pdf format by e-mail to the address [isrbcs@savacommission.org](mailto:isrbcs@savacommission.org) (cc:[procurement\\_sdip@savacommission.org](mailto:procurement_sdip@savacommission.org)), marked as: "Expression for Interest: Design of the Master Plan for Sustainable Tourism Development in the Sava River Basin" by 2 April 2024 (until 13 hours - following Croatian Local Time).**

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<sup>1</sup> No need to provide CVs of key staff the key experts will be evaluated at next stages of procurement procedure.