



**MINISTRY OF REGIONAL DEVELOPMENT AND PUBLIC WORKS**  
**„EUROPEAN INFRASTRUCTURE PROJECTS AND PUBLIC WORKS” DIRECTORATE –**  
**PROJECT MANAGEMENT UNIT FOR „TECHNICAL INFRASTRUCTURE PROGRAMME 2010-2013“**

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**TO WHOM IT MAY CONCERN:**

<b>MA for CF (1164/94) / ISPA IA</b>	
INBOX <input type="checkbox"/>	OUTBOX <input checked="" type="checkbox"/>
<b>Our. Ref. #</b> <u>RL/S - 133</u>	
<b>Date:</b> <u>27.09.2012</u>	

**Reference: Invitation for Expression of Interest**

**Subject: Answer to Request for Clarification**

**Dear Applicants,**

Please find below the respond of the PMU with regard to Request for Clarification No. 5 ÷ 10 as follows:

No	Request for Clarification	Answer of the PMU
5	<p>In regard with Art 10 Statements and Declarations, (iii), e. Certified statement (s) of financial capacity of the lead consultant and all the associated partners showing the necessary annual turnover of more than 3 million EUR (Balance sheet, statement of turnover or annual tax statement or profit and loss account all the last three years 2009, 2010 and 2011)</p> <p>Is it acceptable to provide one of the documents indicated as evidence of a financial capacity, for example a <i>Statement of turnover</i> for the last three years, signed by the legal representative of the Consultant? Or it is required to provide also copies of <i>Balance sheets</i> and <i>Profit and Loss Accounts</i> for each of the last three years?</p>	<p>Submission of copies of the Balance Sheets and Profit And Loss Account is mandatory.</p> <p>Complementary submission of copies either of Statement of Turnover <b>or</b> Annual Tax Statement for each of the last three years 2009, 2010 and 2011 shall be a sufficient evidence for the PEA</p>



6	<p>Apart from the list of projects, presented as per Annex 1, is it required to present also as evidences, letters from clients for completed projects in regard with Art.10 Statements and Declarations, (iv) List of project references,?</p>	<p>Formal letters of clients are not mandatory. However, the projects should be listed according to Annex 1: Sample of Project List in such a way that they may allow cross-checking. The information requested in this list should be regarded as the minimum information required. The applicants are free to include more information.</p>
7	<p>Clause 10 (iii) (a), p. 5 from the Invitation for Expression of Interest :</p> <p>Should the Declaration of submitting proposal in case of being short-listed has to be issued only by the Leading Partner or by all international/local members in potential association (JV/Consortium) and/or local sub-contractors (if any).</p>	<p>According to the Guidelines of the financing institution, Annex 3, last paragraph " Documents to be submitted" requires submission of:  "...legally binding signed declaration of undertaking from the applicant in compliance with the attached sample [Appendix 1 to this Annex].."  <b>The Declaration of submitting proposal must be issued by all partners.</b></p>
8	<p>Clause 10 (iii) (b), p. 5 from the Invitation for Expression of Interest –</p> <p>Should the Statement of affiliations has to be issued only by the Leading Partner or by all international/local members in potential association (JV/Consortium) and/or local sub-contractors (if any).</p>	<p>According to the Guidelines of the financing institution, Annex 3, last paragraph " Documents to be submitted" requires submission of:  "<i>... declaration of intent regarding cooperation (name of lead company), declaration on associated firms, if appropriate designation of further documents to be submitted.</i>"  <b>The Statement of affiliation must be issued by all partners.</b></p>
9	<p>'Guidelines for the Assignment of Consultants In Financial Cooperation with Developing Countries', Annex 4, point 3, page 19, is saying that: ...'<i>The applicants must prove that their financial resources are adequate, inter alia by presenting confirmation of the guarantee limit from their bank...</i>'.</p> <p>Is this requirement applicable for the associated international/local partners and/or local sub-contractors, or only the Leading Partner is obliged to meet this requirement?</p>	<p>In addition to answer to Clarification No.5 please refer to the Invitation for expression of interest, item 10, III, e):  "<i>Certified statement(s) of financial capacity of the lead consultant and all associated partners showing the necessary annual turnover of more than 3 million EUR (Balance sheet, statement of turnover or annual tax statement or profit and loss account all of the last three years 2009, 2010, 2011). Statement of not being in a state of bankruptcy.</i>"  <b>No guarantee is required at this stage of procurement.</b></p>
10	<p>'Guidelines for the Assignment of Consultants In Financial Cooperation with Developing Countries', Annex 4, point 3, page 19, is saying that: ...'<i>The</i></p>	<p>Please refer to answer to request for clarification No. 9</p>



<p><i>applicants must prove that their financial resources are adequate, inter alia by presenting confirmation of the guarantee limit from their bank...!</i></p> <p>Is there any requirement for the margin of the guarantee limit?</p>	
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Sincerely yours,



**Yordanka Stoyanova, Director  
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and Public Works” Directorate –  
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