



TENDER FOR EXTERNAL SERVICE

Official release of the tender (publication date): **22 February 2024**

Web Page for Procurement Documents: www.gzs.si/zgigm, constructionindustry.gzs.si

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Milestone

Date

Launch date	22/02/2024
Deadline for clarifications, answers to questions, corrigenda	29/02/2024
Receipt of tenders	07/03/2024
Tenders opening session	08/03/2024
Notification of the evaluation results	18/03/2024
Service contract signature	22/03/2024



1. Contracting authority - Buyer

Official Name: GOSPODARSKA ZBORNICA SLOVENIJE

The Chamber of Commerce and Industry of Slovenia, through its department Chamber of Construction and Building Materials Industry of Slovenia (CCIS CCBMIS), will act as the contracting authority and sign the contract.

Postal Address: Dimičeva ulica 13, 1504 Ljubljana, Slovenija

Legal Type: Private non-profit

Activity of the contracting authority: Chamber of commerce

VAT: SI 73354376 (Check VAT no. here https://ec.europa.eu/taxation_customs/vies/#/vat-validation)

2. Purpose and object of the contract

Nature: Service

Place of Performance: Portugal (continent or outermost regions such as s Maderia or Azores)

Purpose and Background:

The contract aims to support the implementation of the GREET CE project, focusing on fostering sustainable regional and inter-regional value chains, enhancing capacity, dialogue, cooperation, and policies among quadruple helix stakeholders. The project specifically targets strengthening cohesion between less developed and developed regions in Central Europe and integrating them into selected European value chains, with a focus on green transition, circular economy, and bioeconomy sectors. Additionally, the contract aims to facilitate linkages between outermost and less developed regions of Portugal and Central Europe, leveraging innovative solutions and expertise in areas such as blue bioeconomy and renewable energy.

One of the GREET CE aim is to assist establishment of pilot regenerative farming in our case amongst other key concept of such farming also deployment of biofertilizer (from sustainable source) from sea (blue bioeconomy).

In GREET CE consortium there is no partner from Portugal, however due to significance of Portugal for niche green Europe, application foresees external subcontracting of intellectual services related to Portugal (continent and its island - outermost regions).



Object of the contract:

The acquisition of expert services related to the implementation of the Greet CE project (Green transition in Central Europe; Project number: 101133227) financed under the I3 mechanism (I3-2022-CAP2b) focusing on the engagement of stakeholders in blue-bioeconomy value chains in the context of the regenerative farming project pilot.

Contribution to GREET CE project implementation, performance with events execution and dissemination in additional European country, id. Portugal (with Madeira and Azores) relevant to 3 project pilots: regenerative farming, renewable gases and digital energy and engage SME and stakeholders in value-chains in regenerative farming pilot, id. blue-bioeconomy (primarily algae – as e.g. a biofertiliser).

Period of tenderer work:

1st day of service contract signed – 31 August 2025

Tender goal:

- to realize synergies with Portuguese SMEs in at least three pilots of the [Interregional Innovation Investments Instrument](#) – project approved under - I3 Project Grants- I3-2022-CAP2b and with title [Greet CE- GREEN TRANSITION IN CENTRAL EUROPE](#), ref.no: 101133227, which are regenerative farming, renewable gases and digital energy – value chains and cluster, innovation ecosystem development, networking and promotion as per approved project application.

Value:

- Maximum value of the service (excluding VAT) is up to: 49 000 EUR¹

The contract concerns a project and / or program financed by EU funds:

- Yes (European Regional Development Fund)

Information about subcontracting:

- The contract is not expected to be subcontracted.

¹ Maximum value including VAT (22 % in Slovenia): 59 780 EUR.

3. Eligibility

Participation in this procurement procedure is open on equal terms to all legal entities that fulfil ALL of the following conditions:

- are headquartered in Portugal or have a permanent office in Portugal and have been officially operating in Portugal for at least five (5) years,
- have at least 5 employees working full time,
- have at least 5 references related to the European Union from the last 5 years (partnership position in EU-funded projects, awards or other funding, official recognition),
- are in a stable financial position,
- possess at least three (3) relevant (bioeconomy, sustainability and innovation related) EU funded project references with at least EUR 0,5 million total funding for the organization from the last 5 years,
- had an annual turnover of more than €100,000 in each of the last two financial years.

4. Tender offer

Tenderers must prove their legal, financial and professional capacity to carry out the work.

This tender will not be divided into lots. The tenderer must be able to provide all the services requested. Subcontracting is permitted, but the contractor retains full responsibility for the execution of the entire contract.

The price of the tender must be quoted in euros. The tender price must be a fixed amount that includes all costs (including travelling and subsistence expenses). The budget must include compensation for the work performed and coverage of costs for events organised (in Portugal) mainly for relevant Portuguese and Central European institutions. The duration of the contract fulfilment must not exceed 17 months. The evaluation will be based solely on the information contained in the submitted offer.

The Tenderer is requested to provide information on any official permits it has concerning financial intermediary activities (in Portugal or elsewhere in Europe), especially related to crowdfunding and on specific ways it can be utilised in the contract.

5. Criteria for tenderers

Proof of fulfilment of the following criteria must be submitted with the tender.

Criterion A1: The tenderer must demonstrate experience and relevant Portuguese contacts in the field of bioeconomy, in particular in relation to sustainable energy and blue bioeconomy, including relevant contacts in the outermost region of Madeira.

Evidence A1: The bidder must provide credible specific documentation demonstrating its contacts and experience and its ability to collaborate with local stakeholders.

Criterion A2: The tenderer must demonstrate significant experience in the implementation of EU-funded projects in either sustainable energy or sustainable agriculture.



Evidence A2: The tenderer must provide references for three (3) projects carried out in the last five (5) years in these fields with a total value (for the tenderer) of at least €700,000.

Criterion A3: The tenderer must demonstrate its ability to monitor the policy and prepare reports in English.

Evidence A3: the tenderer must provide references for one (1) EU-funded project in the last three (3) years that credibly document its ability to carry out policy monitoring activities and produce reports in English-

Criterion A4: The tenderer must have an adequate track record in supporting the commercialisation and financing of sustainability-related innovations and innovative ideas.

Evidence A4: The tenderer must credibly document (evidence) that it has effectively supported at least 10 Portuguese sustainability-related innovations and innovative ideas in the last three (3) years.

Criterion A5: The tenderer must demonstrate that it has an *adequate team to deliver the service.

Evidence A5: CVs of the team responsible for delivering the service in EU format (Europass).

* The team delivering the service should include, as a minimum, the following profiles:

Project Manager: At least five (5) years of experience in project management, including overseeing project delivery, quality control of delivered service, client orientation and conflict resolution experience in project of at least € 70,000.

Expert: At least five (5) years of relevant professional background and experience.

Language ability: at least one (1) member of the team should have at least C1 level in the Common European Framework for Reference for Languages² in English.

6. Scope of work

Task A. Bioeconomy (regenerative farming, sustainable energy) ecosystems research and development, EU project synergies

Tenderers shall take measures to involve relevant actors from Portugal, in particular from the outermost region of Madeira, and shall explore opportunities to involve qualified SMEs from Spanish outermost and less developed regions.

GREET PROJECT approach - innovative aspects:

The European Bioeconomy Strategy aims to accelerate the deployment of a sustainable European bioeconomy that encompasses food security, sustainability of natural resources and reduced dependence on non-renewable energy.

Instead of creating “phone books” of sectoral stakeholders and generic training material, starting policy development “from scratch”, creating matchmaking platforms and hubs, we will use existing outputs, tools and platforms to achieve the project's objectives. We will spend our time on value-added activities focussed on supporting pre-qualified SMEs and providing evidence-based policy advice.

² Council of Europe, CEFR (Link: [Common European Framework of Reference for Languages: Learning, Teaching, Assessment \(CEFR\) - Common European Framework of Reference for Languages \(CEFR\) \(coe.int\)](https://www.coe.int/en/web/cefr))

In identifying relevant SMEs, potential business cases and value chains, we will rely on analysing different types of databases and feedback from innovation intermediaries:

1. Stakeholder databases and SME best practises compiled from other EU-funded projects and SMEs in various EU matchmaking databases.
2. Innovative SMEs successfully operating in less developed regions or in Portuguese outermost regions (Madeira, Azores) or recognised applied research projects in the field of bioeconomy.
3. Innovation awards from EU, national and sectoral organisations, initiatives or other outstanding innovative companies known to us.
4. SMEs that have received EU funding for the commercialisation of technologies under the Horizon 2020 SME Instrument, the EIC Accelerator, the CINEA programmes or various EU funding programmes (competitiveness) from national governments.
5. SMEs that have received start-up funding, venture capital, capital market funding, funding from the European Innovation Council and the EIC Accelerator and originate from the target regions/countries or are actively seeking export opportunities with the help of public export promotion agencies.

Key A tasks:

- Engage key stakeholders: innovation intermediaries³, associations, clusters, research institutes and relevant innovative SMEs. Engage relevant Portuguese SMEs and industry associations or clusters (via survey, events, communications, capacity building, matchmaking) in the development of selected value-chains and cluster development. Madeira and blue-economy sector entities need to be properly represented among the partners engaged. Co-organise events.
- Provide Portuguese algae and renewable gases policy insights, best practices, identification of potential synergies (Central European-Portuguese, in selected value-chains, clusters).
- Facilitate linkages, potential synergies mostly with Portuguese entities, especially in the outermost region of Madeira (and possibly in the outermost region of Azores) and in less developed regions, focusing on specific green transition niches – sustainable energy and regenerative farming, with blue-bioeconomy, algae (mainly as a biofertilizer to be used in regenerative farming) receiving special attention.⁴ Of Portuguese outermost territories, blue-bioeconomy is a regional strength in Madeira, geothermal is a regional strength in the Azores. Portugal has strengths in renewable energy integration in the electricity grid – a digital energy challenge and in biomethane production.
- Co-develop with stakeholders engaged inter-regionally and transnationally relevant, replicable, multi-stakeholder cooperation and optimisation models, niche value-chains, business models.

³ Examples: BBA – Associação Nacional para os Biorecursos Marinhos e Biotecnologia Azul, Madeira Regional Research Unit of MARE – Marine and Environmental Sciences Centre, HiSeedTech – Associação para a Valorização do Conhecimento, members of relevant former EU EEN-Innovate Plus PT project consortium: <https://cordis.europa.eu/project/id/830907>

⁴ Illustrative examples of potentially relevant innovative firms are as follows. Portugal: A4F Algafuel SA, Agristarbio, Bisari Agriinnovation SL, BioReboot, Buggy Power, Des Solutio, Duorogás GNV, Fullcycle, Hub Iberia Agrotech, Omniflow, Omexon, Spawnfoam, Terrius, Phytoalgae, ZenithWings, relevant investment portfolio firms of relevant venture capital funds, like relevant firms in <https://startupmadeira.eu/en/> <https://www.portugalventures.pt/en/portfolio/> <https://unicornfactorylisboa.com/> https://www.eif.org/what_we_do/resources/PVCi/index.htm <https://mustardseed.vc/portfolio> <https://www.vestbee.com/blog/articles/top-vc-funds-in-portugal-to-finance-your-startup>

- Design industry driven value chain initiatives.
- Promote horizontal measures primarily in education, training and digital technology solutions and tools, aiming at realizing adequate framework conditions for entrepreneurship.
- Look at opportunities to engage qualified SMEs from outermost and less developed regions of Spain.

These activities should feed into GREET CE project regenerative farming, digital energy and renewable gases pilots' activities and should seek to demonstrate and facilitate specific cooperation and peer-to-peer learning opportunities. A pragmatic, hands-on approach will be requested focusing on specific innovation opportunities and contribution to the Greet CE overall indicators and objectives. In terms of technology innovation, technologies with at least TRL6 shall be considered. A pragmatic, hands-on approach will be requested focusing on specific innovation and investment opportunities and assisting them in upscaling, developing and implementing go-to-market, networking and financing strategies.

The subcontractor will be requested to leverage selected relevant outputs of the EU funded projects focusing on Mediterranean region maritime clusters' networking and collaboration with private investors and aquaculture networks development (e.g. ClusterACT, BLUEfasma) and seek synergies with other relevant ongoing green transition projects with significant Portuguese participation (e.g. HOOP, ELLIPSE, HYFUELUP, ECONUTRI, CLEVERFOOD, WENexus and Pocityf).

A stakeholder survey needs to be prepared. The stakeholder survey shall include secondary market research using publicly available information, an online survey, phone calls, emails or personal visit made, if possible and warranted.

The minimum number of Portuguese innovation intermediaries, industry associations and clusters to be surveyed is 5, the minimum number of Portuguese SMEs or SMEs from less developed regions of Spain (that had sales in 2022 or in 2023) to be surveyed is 50. Outermost regions of Portugal, with special regards to Madeira have to be properly represented in the survey sample. Survey methodology is provided by Greet CE, minimum requirements set for the market research are part of this document.

Tentative (potential) categories in which firms surveyed, analysed may operate:

- **Regenerative farming:** Circular plant nutrients, Vertical farming, Precision farming, Irrigation, Innovative foodstuff (including plant protein products, blue bioeconomy, utilisation of marginal land, etc.), CO₂ capture and utilisation, Bioremediation, Other.
- **Renewable gases:** Wastewater biogas & biomethane, Agricultural biogas & biomethane, Waste heat utilisation, Geothermal (water & gases), Hydrogen, Other
- **Digital (sustainable) energy:** Buildings energy efficiency, Water & wastewater, Electricity networks, District heating, Manufacturing energy efficiency, Other

The minimum number of policy measures conceived to engage the ecosystems externally (drafts) is 1. It shall concern blue-bioeconomy (e.g. algae production for fertilisers or other purposes) or biomethane production or renewable electricity integration in the grid. Other topics may be suggested by the Tenderer.

In the case of SMEs looking for funding information and data collection shall include at least the approximate amounts and terms sought, brief profile of the key team members, if possible, with LinkedIn links, year of start of operations, year of first sales realised and relevant official (public) financial statements at least for 2 financial years.



The subcontractor will be requested to prepare minimum two draft value-chain analyses, ten draft business cases and ten learning and networking events. (Tenderer is encouraged to organise small group online/hybrid/offline introductory and networking events for surveyed companies that show interest in cooperation with others.) Event documentation guidelines will be provided by Greet CE. Co-organisation of events with relevant entities, projects (especially I3 and other EU funded projects) is encouraged in order to increase impact and ensure cost-efficiency. The quality control of value-chain analyses and business cases will be performed by the consortium leader of Greet CE. The tenderer shall finalise analyses and business cases using the comments, suggestions and questions received from the consortium leader of Greet CE.

- Definition of industry value chain analysis: it involves examining the various stages of a product's / service production, from procurement all the way through the final purchase by end-users. In Porter's value chains, Inbound Logistics, Operations, Outbound Logistics, Marketing and Sales, and Service are categorized as primary activities with several supporting activities as well. Further guidelines are to be provided by Greet CE.
- Definition of business case: it provides justification for undertaking a project, program or portfolio within value chains. It evaluates the benefit, cost and risk of alternative options and provides a rationale for the preferred solution. It captures the reasoning for initiating a project, presented in a well-structured document. Further guidelines are to be provided by Greet CE.
- Events can be online, hybrid or offline and may include among others: workshops & trainings, focus groups & matchmaking meetings, webinars, roundtables, focus groups and study visits. Travel costs of all foreign participants to events in Portugal and event cost of events hosted by the existing two Greet CE Portuguese Associated Partners and agreed with Greet CE (Consortium Leader) as well as travel cost of the Contractor staff to Greet CE events outside Portugal, agreed with Greet CE (Consortium Leader) shall be borne by the Greet CE consortium, not by the subcontractor.

The Contractor is requested to cooperate with the Portuguese entities in the consortia of relevant other I3 2b projects, such the I3-4-BLUE-GROWTH project (coordinated by ANI, Portugal, with three Portuguese entities in the consortium), the Allon_I3 project (coordinated by ADRAL, Portugal) and the STARRISE project (coordinated by Latvijas Tehnologiskais Centrs Nodibinajums, Latvia, with one Portuguese entity in the project consortium).

The Buyer shall provide the Contractor the market research methodology (templates, process, digital tools) used in the Greet CE project to be used for its activities. It will also provide the guidelines used in the Greet CE project for the preparation of value-chain analyses and business cases. It shall also respond to any questions raised by the Contractor concerning delivering the contract during the contract period within 3 working days.



Task B Screening and innovative promotion of innovative bioeconomy SMEs

A preliminary assessment of the Portuguese SMEs is required, including an analysis of their business model, unique selling proposition, technological TRL level, markets, team, references, financial situation and interest in interregional cooperation, EU funding and technical assistance opportunities, crowdfunding and other issues relevant to the project. A standard set of questions will be provided to support this.

The tenderer is also expected to contribute to the secondary and primary research of regional innovation intermediaries in selected areas of the bioeconomy that are the subject of the contract.

Process innovation potentials, such as the bundling of energy efficiency projects (to improve financing options) and other energy efficiency measures, should also be researched by the tenderer.

Innovative public (digital) support for at least 11 innovative Central European and Portuguese companies (SMEs) looking for financing or other development opportunities is requested in coordination with Greet CE. The measures should aim to reach at least 2,000 people. At least 5 of the companies to be supported will be selected by Greet CE's partners (approved by Greet CE's WP4 leader) in consultation with the tenderer.

Facilitating collaborations and alliances with relevant European companies, legal entities, initiatives, hubs and platforms is an important part of improving the maturity of investment ideas and should be considered in the methodology and approach. Innovative digital advertising and marketing solutions that can lead to specific additional funding for the selected companies/projects in the foreseeable future will be favoured. Preference will be given to investment opportunities that are discrete projects that may also be suitable for debt financing.

The tenderer will be asked to outline its methodology, objectives and background for promoting SMEs / innovative sustainability projects. Tenderers offering a risk analysis (in-house or outsourced) of selected (at least 11) investment opportunities using state-of-the-art tools (e.g. statistical credit model, internal credit model, credit evaluation team, etc.) will receive a higher score in the bid evaluation. Tenderers offering specific, validated innovative methods and solutions to help relevant innovative SMEs raise finance (possibly within one year) will score higher in the bid evaluation. Tenderers offering services to measure the communication impact (of the funding activities) will receive higher tender scores.

The tenderer is invited to present its methodology and background in relation to the realisation of potential interregional (Portuguese – Central European) bioeconomy synergies. One of the innovative aspects of Greet CE is the development of innovation relations between Central European countries and Portugal. These relationships are traditionally weak, so there is significant potential to identify important opportunities to be exploited. These include the production of algae and biomethane, the utilisation of geothermal energy (in the Azores) and the integration of renewable energy into the electricity sector. Portugal has some best practises, innovative solutions and important references in these areas, and there is a growing thematic interest in Central Europe.

Task C. In-depth, comparative policy intervention analysis

For at least one selected policy intervention, the contractor is requested to provide in-depth information on its type and relevant features (interaction with the context, main objectives and target groups, mechanisms and delivery methods, generation of outcomes, etc.), in light of its focus or effects on bioeconomy innovation. The analysis of the selected policy measure will be mainly conducted

through desk research to be complemented with interviews. Tenderers offering services concerning two policy analysis may receive higher scores. For the policy analysis, the contractor will need to:

- Collect the evaluation/assessment/monitoring material for each policy measure. On that basis, they will be requested to perform an initial check on the quality and content of the material, considering the subjects and dimensions to be covered in this project and to ensure that the evidence provides sufficient, sound and reliable information;
- Identify and ensure access to additional secondary data and information that can complement the evaluation/monitoring evidence; and
- Identify and secure cooperation of at least two interviewees per measure, including policymakers, the administrator of the policy measure, the evaluation manager and/or experts in the field of labour market issues who are knowledgeable of the policy measure and the policy evaluation and can provide further insights on the model, rationale and notably effectiveness of the policy and robustness of the evaluation.

The tenderer is invited to outline in the tender proposal the suggested approach for the collection and combination of secondary and primary information and the identification and securing of interviewees taking the evaluation/monitoring evidence as a starting point.

Each policy measure should be presented in approximately 1,000-3,500 words and the main focus will need to be placed on the effectiveness of the measure and how this can be explained taking into account the contextual characteristics, the specific delivery mechanisms and the related obstacles, success factors and potential side effects as well potential transferability.

In order to allow for a logical reporting and comparability across policy measures, the contractor is expected to standardise the presentation of the findings using a common template or structure.

The contractor will be asked to deliver one pilot case study to verify the approach to the research and its presentation, which CCIS will comment to allow for the preparation of an example which can act as model for other case studies. The Greet CE consortium leader will be in charge of quality control.

The tenderer is invited to present, in the tender proposal, an initial list of topics to be included in the reporting template (such as the title of the policy measure; rationale, objectives and content; target groups; sectoral focus; funding; outcomes; strengths/success factors and weaknesses/bottlenecks of the measure; relevant context information and transferability of the policy measure; characteristics of the evaluation/assessment/monitoring; etc.).

The contractor will conduct a comparative analysis based on the findings that emerge from the selected policy interventions. The analysis will derive conclusions and policy pointers on the effectiveness of policy measures taking into account the context into which policies are embedded (for example, drivers/causes, effects, socio-economic and institutional settings). The contractor will incorporate the findings of the comparative analysis into an overview report, including their contextualisation within the European policy framework.

Tenderers are invited to explain in the proposal the suggested approach for the comparative analysis (how they foresee to process, analysis and present the collected information).

The final structure of the overview report will be decided by the contractor in the course of the project.



A tentative structure could be the following:

Proposed report structure

Title

1. Introduction
2. Methodology
3. Overview of the policy measures, their characteristics and effectiveness
4. Comparative analysis of the policy measures: effectiveness, lessons learnt and transferability
5. Conclusions and policy pointers

Annex I – Overview and assessment of the evaluations collected

Annex II – Templates of the policy measures' analysis

7. Expected deliverables and timeline

All deliverables as well as their draft and working version must be submitted in English and submitted to the following e-mail address:

- buyer email address: zgigm@gzs.si
- project coordinator email address: info@kssena.velenje.eu

BUYER CONTACT PERSON: valentina.kuzma@gzs.si

COORDINATOR CONTACT PERSON: Niko.Natek@kssena.velenje.eu

Deliverables produced shall include following in the timeline requested, deadline date is the last possible date for on online submission of requested and as per contract agreed data and documents:

Deliverables produced shall include following in the timeline requested, deadline date is the last possible date for on online submission of requested and as per contract agreed data and documents. Each report shall be approximately 15-25 pages overview and analysis, conclusions and summary plus all specific details, results documented annexed in appendices, using documentation guidelines provided by the Buyer.

Draft reports are commented by the Buyer and the Consortium Leader within 10 working days and shall be finalised taking the comments into consideration to the extent these are in line with the procurement conditions. Beyond the reports, the Subcontractor is requested to closely cooperate with and regularly inform relevant Greet CE work package leaders concerning relevant activities in Portugal and Spain.):

TYPE	CONTENT	DEADLINE ⁵
1. Draft and final report on the stakeholder survey performed in Portugal and Spain & events	Information on the entities surveyed, the process and its results, in line with the minimum criteria specified. Detailed information using the templates provided shall be annexed.	Month 7
2. Draft and final report on the activities in the first 12 months	Information on networking, capacity building, analytical, promotional and communications activities performed in the first year of the contract. Documentation of individual events, deliverables shall be annexed.	Month 13
3. Draft <i>final and final version of the relevant innovation ecosystems and policy interventions, capacity development and networking description, analysis</i>	Information on networking, capacity building, analytical, promotional and communications activities performed during the contract in Portugal and if applicable, Spain. It includes an executive summary of the activities and results of maximum 1,500 words too. Documentation of individual events, deliverables shall be annexed.	Month 16
4. Documentation of the promotion of relevant innovative firms realised in the project.	Information on the firms selected (at least points 1-6 and 9 listed as minimum information requirements for business cases in this document, on page 14), capacity building and facilitation activities, the promotional process and results with special regards to fundraising activities.	Month 15

8. Award criteria

The contract will be awarded on the basis of the most economically favourable tender in accordance with the **‘best value for money’** method.

The quality of the tender will be assessed by a team on the basis of the following criteria. The maximum total score for quality is 100 points.

⁵ Deadline date is calculated/determined from the date on which the service contract is signed by both parties.

	Award criterion	Weighting (maximum points)
1)	The Quality of the proposed methodology as evidenced by:	60
1.1.)	Quality of approach to deliver the content	10
1.2)	Quality of approaches proposed (Tasks A, B, C) and evaluation quality assessment and to deliver	50
2)	Composition and skills of the team in relation to the required scope of work as evidenced by: Relevance of the professional skills mix of the team proposed in promoting bioeconomy, sustainability innovation	20
3)	Organisation of work, project management and quality control measures	20
3.1)	Proposed measures to guarantee high quality of deliverables, including assuring readable and correct English	10
3.2)	Management of envisaged risks and proposed mitigation plan	10
Total number of points		100

Tenders must score a minimum of 70 points in total. Tenders that do not reach the minimum quality levels will be rejected and will not be ranked.

Tenderers with a strong track record of relevant EU related projects and with a proven track record of assisting the commercialization, financing of sustainability related innovations and innovative ideas, commitment to assist GREET CE will receive higher scores.

Evaluation team:

- buyer representatives

Evaluation procedure is followed by actual valid buyer`s document (annex of this tender):

INTERNE SMERNICE GZS - O POSTOPKU NAROČIL ZA KATERA SE NE UPORABLJA ZAKONODAJA S PODROČJA JAVNEGA NAROČANJA KADAR GRE ZA RAZPOLAGANJE Z JAVNIMI SREDSTVI (engl.: INTERNAL GUIDELINES OF THE GZS - ON THE PROCEDURE FOR PROCUREMENT CONTRACTS NOT COVERED BY PUBLIC PROCUREMENT LAW WHERE PUBLIC FUNDS ARE INVOLVED).

9. Ranking of tenders

The contract will be awarded to the most economically advantageous tender, i.e. the tender offering the best price-quality ratio determined in accordance with the formula below. A weight of 70/30 is given to quality and price.

$$\text{Score for tender } A = \frac{\text{Lowest price}}{\text{Price of tender } A} \times 30 + \frac{\text{Total quality score}}{100} \times 70$$



*All prices to be declared in EUR

**Total quality score indicates an evaluation score for all criteria listed above (out of 100 maximum points)

The tender ranked first after applying the formula will be awarded the contract.

For firms qualified for future I3 consortia / interregional alliances / business cases / crowdfunding

Beyond the information on the 50 companies:

1. At least 3000 characters summarising what the company does and why it was selected, its unique selling proposition, key innovative aspects, targeted market niches, targeted customers and stakeholders and the company's references.
2. At least 1000 characters summarising the key owners and members of management (decision makers)
3. At least 300 characters about the company's financing strategy and history
4. Problem statement (max. 500 characters): What problem is the company addressing?
5. Solution approach (max. 500 characters): How does the company address the key problem(s) identified?
6. Value proposition (max. 1000 characters): What differentiates the company from others in the market? What makes the company's product unique and why is it difficult for others or what are the barriers to entry to copy the product?
7. Competitors and potential members of the I3 consortium you would like to work with (min. 500 characters)
8. Key financial data (end of 2022 or 2023)
9. Capital requirements, goals)⁶

10. Financial provisions, payment, invoicing

Financial provisions

10% prepayment (of the total fee) is due within 15 days from signing the contract. 20% of the total fee is due upon acceptance of each of the reports (4) defined in this procurement notice, while 10% of the total fee is due when the Buyer accepts the full performance of this contract by the subcontractor and the Consortium leaders approves this decision of the Buyer. Reports number 1 and 4 can be submitted before the final deadline indicated when related tasks have already been performed and documented.

⁶ <https://www.strategyzer.com/library/the-business-model-canvas>



Invoicing

Solely electronic invoices will be deemed acceptable. These invoices should be directed to the email address racuni@gzs.si, with a copy (CC) to zgigm@gzs.si.

Approval for invoicing is subject to the buyer (GZS) and the GREET CE project coordinator (KSEENA) confirming compliance with the prescribed quality standards, fulfilment of the visual identity requirements of the I3 instrument programme and timely delivery of the GREET CE project tender results.

The Chamber of Commerce and Industry undertakes to pay the invoice to the contractor within 8 calendar days (once the tender deliverable has been confirmed as eligible and fulfils the terms of the mutual agreement).

VAT rules and rates

When issuing invoices, adhere to COUNCIL DIRECTIVE 2006/112/EC of 28 November 2006 on the common system of value added tax when it comes to the cross-border VAT and reverse charge procedure, charging and deducting VAT, VAT refund etc. More on EC web page:

https://europa.eu/youreurope/business/taxation/vat/index_en.htm

11. Law, jurisdiction and the contract with the subcontractor

The draft of service annex is attached.

Law and Jurisdiction in the Republic of Slovenia.

In accordance with the laws of the Republic of Slovenia, any disputes or controversies arising from this Contractor-Tenderer Agreement shall be subject to the exclusive jurisdiction of the courts of Slovenia. Therefore, the courts of Slovenia shall have authority over any legal proceedings related to this agreement.

12. Submission of tenders / bids/offers and evaluation

Interested parties are invited to present their mandatory detailed binding offer with all tendered data (contact data, VAT data, email included), accompanied by optional comments and suggested improvements regarding task performance and deliverables.

Contact for additional information requested by the buyer:

BUYER CONTACT PERSON:

Ms Valentina Kuzma, valentina.kuzma@gzs.si, 00 386 1 5898 246, 00 386 1 5898 242.



Terms of procurement

Conditions for procurement

1. Electronic submission by email: zgigm@gzs.si

The project bid (offer) should be submitted by the tenderer exclusively in electronic form to the following e-mail address zgigm@gzs.si of the buyer by 23:59 CET (local Slovenian time) at the latest.

Late submission will result in the bid being excluded from the procurement procedure for this contract.

Evaluation Procedure

The tenderer will be selected and informed by email (indicating KSENA - the coordinator) in a copy of the email within 10 calendar days after the deadline for submission of the tender, i.e. no later than 18 March 2024.

ANNEX:

Annex 1: Project GREET CE proposal – shortened version.

Annex 2: Template of a **service contract** typically outlines the terms and conditions related to the provision of specific services by one party (the service provider) to another (the client or recipient). In the case of intellectual services, this could include services such as consulting, research, design, or other specialized expertise.

Annex 3: INTERNE SMERNICE GZS - O POSTOPKU NAROČIL ZA KATERA SE NE UPORABLJA ZAKONODAJA S PODROČJA JAVNEGA NAROČANJA KADAR GRE ZA RAZPOLAGANJE Z JAVNIMI SREDSTVI (engl.: INTERNAL GUIDELINES OF THE GZS - ON THE PROCEDURE FOR PROCUREMENT CONTRACTS NOT COVERED BY PUBLIC PROCUREMENT LAW WHERE PUBLIC FUNDS ARE INVOLVED).