

National Tourism Organisation of Serbia  
Belgrade, 8 Cika Ljubina St.  
www.serbia.travel  
Docket No.: 1735/13  
Public procurement No: OP 4/2016  
6 September 2016

After completion of the open public procurement procedure, pursuant to Articles 107 and 108 of the Public Procurement Law (Official Gazette of RS, No. 124/2012, 14/15 and 68/15) and the Report on Technical Evaluation of Bids of 6 September 2016, the National Tourism Organisation of Serbia as the Contracting Authority hereby passes this

**DECISION**  
*to award contracts for Lots 2, 3 and 6*

I In the open public procurement procedure, OPJN No. 4/2016, for procurement of public relations services for the needs of the National Tourism Organisation of Serbia, Lots 2, 3 and 6, public procurement contracts are hereby awarded as follows:

- 1) For **Lot 2.** Public Relations Services in the Italian Market - to Studio Mailander Srl, Via Cavour 21, Torino Italy
- 2) For **Lot 3.** Public Relations Services in the French Market - to TQC , 15 Rue Monsigny, 75002 Paris, France;
- 3) For **Lot 6.** Public Relations Services in the Dutch Market - to BALTUS COMMUNICATIONS, Boutersemstraat 38, 2518 PC Den Haaag, the Netherlands

**Explanation**

Under the Decision of the National Tourism Organisation of Serbia No. 1735/1 of 12 July 2016, public procurement No. ORJN 4/2016, the public procurement procedure for public relations services, CPV: 79416000, has been initiated.

The type of public procurement procedure: open procedure.

The public procurement is divided into 10 lots.

The total estimated value of public procurement is RSD 27,283,000, exclusive of VAT.

Lots 2, 3 and 6 of this public procurement and their estimated values are presented below:

<b>Lot No.</b>	<b>Markets</b>	<b>Estimated value in dinars</b>
Lot 2.	Public Relations Services in the Italian Market	3,629,000
Lot 3.	Public Relations Services in the French Market	3,600,000
Lot 6.	Public Relations Services in the Dutch Market	1,250,000

Opening of bids took place on 31 August 2016 at 11:15 a.m. at the premises of the National Tourism Organisation of Serbia, address: Belgrade, Cika Ljubina 8.

Opening of bids was conducted by the Committee consisting of:

- 1) Ms Zorica Jovanov, Head of the Department, university degree, Chairperson/President
- 2) Ms Darja Butigan, Market Manager, university degree, member
- 3) Ms Biljana Sujica, Public Procurement Officer, graduate lawyer, member

The following bids with the following prices as the evaluation criteria were received timely, i.e. by 31 August 2016 at 11:00 a.m., for Lots 2, 3 and 6:

No.	Lot No.	Bidder	Registration number and date of the bid with the Contracting Authority	Price exclusive of VAT
1.	2	Interface Tourism Italy, Via Carducci, 36-20123 Milan, Italy	2674 30 August 2016 01:16 p.m.	€ 28,000.00 at the annual level (€ 2,333.00 at the monthly level) RSD 3,449,516.00 *
2.	2	Studio Mailander S.r.l. Torino, Italy, Cavour 21	2627 25 August 2016 02:20 p.m.	€ 27,025.97 at the annual level (€ 2,252.16 at the monthly level) RSD 3,329,518.43 *
3.	3	Interface Tourism, 16 rue Ballu, 75009 Paris, France	2640 29 August 2016 11:15 a.m.	€ 27.600,00 at the annual level (€ 2,300,00 at the monthly level) RSD 3,400,237.20 *
4.	3	TQC , 15 Rue Monsigny, 75002 Paris, France	2672 30 August 2016 11:00 a.m.	€ 28,800.00 at the annual level (€ 2,400.00 at the monthly level) RSD 3,548,073.60 *
5.	6	Tourism Consultancy V.O.F., Willem de Zwijgerlaan 351 III, NL-1055 RB Amsterdam, the Netherlands	2678 31 August 2016 10:05 a.m.	€ 6,500.00 at the annual level RSD 800,780.50 *
6.	6	BALTUS COMMUNICATIONS, Boutersemstraat 38, 2518 PC Den Haaag, the Netherlands	2673 30 August 2016 01:15 p.m.	€ 8,100 at the annual level RSD 997,895.70 *

\* Amounts were translated to dinars at the middle exchange rate of the National Bank of Serbia applicable on 31 August 2016 as follows: 1 EUR equals 123.1972 dinars, 1 USD equals 110.4511 dinars and 1 GBP equals 144.6656 dinars.

There were no untimely bids.

In the procedure of opening of bids, the Committee found the following deficiencies in submitted bids:

- The bidder Interface Tourism (France) submitted its bid in its own free form instead of submitting it on the forms provided in the bidding dossier (available in the PDF format). The model contract is completed, but it is not signed or certified by a stamp.

- The bidder Tourism Consultancy V.O.F. (the Netherlands) did not submit certificates of execution of contracts concluded with buyers listed in the reference list.

Upon examination of bids, the Committee found the following in technical evaluation of bids:

### **Lot 2. Public Relations Services in the Italian Market.**

Two bids were received, including: the bid submitted by Interface Tourism Italy, Via Carducci, 36-20123 Milan, Italy and the bid submitted by Studio Mailander S.r.l. Torino, Italy, Cavour 21.

Both bids are eligible.

The bidder Interface Tourism Italy quoted the price of € 28,000.00 at the annual level, while the bidder Studio Mailander S.r.l. Torino, Italy, quoted the price of € 27,025.97 at the annual level.

The bids were ranked according to the lowest quoted price criterion as follows:

the first ranked is the bid submitted by the bidder Ha Studio Mailander S.r.l. Torino, Italy, Cavour 21 with quoted price of € 27,025.97 at the annual level and the second ranked is the bid submitted by Interface Tourism Italy, Via Carducci, 36-20123 Milan, with quoted price of € 28,000.00 at the annual level.

The Committee proposed that the contract should be awarded to Studio Mailander S.r.l. Torino.

### **1. Lot 3. Public Relations Services in the French Market**

Two bids were received, including: the bid submitted by Interface Tourism, 16 rue Ballu, 75009 Paris, France and the bid submitted by TQC, 15 Rue Monsigny, 75002 Paris, France.

In the Bidding Dossier, Chapter 5 - Instructions to Bidders, item 5.2 Special Requirements Regarding the Manner of Preparation of Bids and in Chapter 6 Model Contract, the Contracting Authority requires that bids must include the model contract, completed, signed and certified by a stamp, while in the item 5.4 Preparation of Bids the Contracting Authority requires that the bids must be submitted in the forms contained in the Bidding Dossier.

The bidder Interface Tourism (France) submitted its bid in its own free form instead of submitting it on the forms provided in the bidding dossier (available in the PDF format). The model contract is completed, but it is not signed or certified by a stamp. Upon receipt of the minutes of bid opening on 1 September 2016, the bidder sent electronically the completed forms provided in the Bidding Dossier and the signed model contract.

Item 5.6 Manner of Modifying, Supplementing and Withdrawal of Bids within the Meaning of Article 87, Paragraph 6 of the Law of the Instructions to Bidders of the Bidding Dossier states that after the expiry of the time limit for bid submission, bidders cannot modify, supplement or withdraw their bids.

Since supplement to the bid was submitted after the expiry of the time limit for bid submission, the Committee finds that the bid submitted by this bidder contains material deficiencies due to which it should be rejected.

The bid submitted by TQC, 15 Rue Monsigny, 75002 Paris, France is eligible.

The Committee proposed that the contract should be awarded to TQC, 15 Rue Monsigny, 75002 Paris.

### **2. Lot 6. Public Relations Services in the Dutch Market**

Two bids were received, including: the bid submitted by BALTUS COMMUNICATIONS, Boutersemstraat 38, 2518 PC Den Haag, the Netherlands and the bid submitted by Tourism Consultancy V.O.F., Willem de Zwijgerlaan 351 III, NL-1055 RB Amsterdam, the Netherlands.

The Contracting Authority requires in the Bidding Dossier that bidders must comply with the Additional Requirements for Participation in the Procedure relating to relevant references, i.e. that in the period 2013 - 2015 the bidder has concluded minimum five contracts on provision of public relations services to various national and/or regional tourism organisations and/or tourism organisations of capitals, which is evidenced by the filled reference list and the form - certificate of execution of concluded contracts.

The bidder Tourism Consultancy V.O.F., Willem de Zwijgerlaan 351 III, NL-1055 RB Amsterdam, the Netherlands, submitted the filled reference list but it did not submit clients' certificates of the listed references. It is therefore concluded that the bid submitted by this bidder contains material deficiencies due to which it should be rejected because no evidence was provided demonstrating that it complies with the additional requirements for participation in the procedure required in the Bidding Dossier.

The bid submitted by the bidder BALTUS COMMUNICATIONS, Boutersemstraat 38, 2518 PC Den Haaag is eligible.

The Committee proposed that the contract should be awarded to BALTUS COMMUNICATIONS.

On the basis of the facts find in the procedure, it was decided as in the enacting clause of the Decision.

**Instructions on legal remedy:** A motion for the protection of rights can be submitted against this Decision within 10 days of the date of its publishing on the Public Procurement Portal. A motion should be submitted to the Contracting Authority, with a copy to the Republic Committee for the Protection of Rights in Public Procurement Procedures.

**ACTING DIRECTOR**  
  
Marija Labovic