

**National Tourism Organisation of Serbia**  
**Belgrade, Cika Ljubina 8**  
**www.serbia.travel**  
**Registration No.: 1735/17**  
**Public procurement No.: OP 4/2016**  
**30 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 28 September 2016, the Tourism Organisation of Serbia as the Contracting Authority hereby passes this

**D E C I S I O N**  
*to award contracts for Lots 1, 4, 5 and 7*

I In the open public procurement procedure, OPJN No. 4/2016, for procurement of public relations services for the purposes of the Tourism Organisation of Serbia, Lots **1, 4, 5 and 7**, procurement contracts are hereby awarded as follows:

- 1) For **Lot 1**. Public Relations Services in the German Market – to Mascontour GmbH, Schwiebusser Str.9, 10965 Berlin, Germany;
- 2) For **Lot 4**. Public Relations Services in the Russian Market – to Evroinformburo LLC, 28, Verknyaya Maslovka Str., bld.2, q.II, room 12B, Moskow, 127083, Russia;
- 3) For **Lot 5**. Public Relations Services in the UK Market – to Millennium Public Relations LTD, 67 Hopton Street, London, SE1 9LR;
- 4) For **Lot 7**. Public Relations Services in the Belgian Market – to the consortium of KonsulTra BVBA, Heuvel 109 – 9320 Aalst – Belgium and Sound of C BVBA, August Nihoulstraat 178B, 3270 Scherpenheuvel, Belgium.

**E x p l a n a t i o n**

Under the Decision of the Tourism Organisation of Serbia No.1735/1 of 12 July 2016, public procurement No. OPJN 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 1, 4, 5 and 7 of this public procurement and their estimated values are presented below:

<b>Lot No.</b>	<b>Markets</b>	<b>Planned funds in dinars (exclusive of VAT)</b>
Lot 1.	Public Relations Services in the German Market	4,914,000
Lot 4.	Public Relations Services in the Russian Market	3,200,000
Lot 5.	Public Relations Services in the UK Market	4,000,000
Lot 7.	Public Relations Services in the Belgian Market	1,250,000

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

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 1, 4, 5 and 7:

Lot No.	Bidder	Registration number and date of the bid with the Contracting Authority	Price exclusive of VAT
1	Mascontour GmbH, Schwiebusser Str.9, 10965 Berlin, Germany	2632 26 August 2016 01:16 p.m.	€ 34,080.00 at the annual level (€ 2,840.00 at the monthly level) RSD 4,198,560.58*
4	Anna Polz, Moscow 127591 Russia, Dubniskaya 40a, build 1, office 110	2628 26 August 2016 09:20 a.m.	€ 16,800.00 at the annual level (€ 1,400.00 at the monthly level) RSD 2,069,709.60*
4	Evroinformburo LLC, 28, Verknyaya Maslovka Str., bld.2, q.II, room 12B, Moscow, 127083, Russia	2642 29 August 2016 12:40 p.m.	€ 24,000.00 at the annual level (€ 2,000.00 at the monthly level) RSD 2,956,728.00*
5	Millennium Public Relations LTD, 67 Hopton Street, London, SE1 9LR	2641 29 August 2016 12:40 p.m.	GBP 23,500 at the annual level RSD 3,399,641.60*
7	The consortium of KonsulTra BVBA, Heuvel 109 – 9320 Aalst – Belgium and Sound of C BVBA, August Nihoulstraat 178B, 3270 Scherpenheuvel, Belgium	2644 29 August 2016	€ 9,400.00 at the annual level RSD 1,158,051.80*

\* 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.

The Committee found the following in technical evaluation of bids:

#### 1. Lot 1. Public Relations Services in the German Market

One bid was received for Lot 1, submitted by Mascontour GmbH, Schwiebusser Str.9, 10965 Berlin, Germany. This bidder demonstrated compliance with the mandatory requirements for participation in the procedure by a statement, in accordance with the Bidding Dossier, by which it confirms under threat of perjury or fraud that it complies with these mandatory requirements. Since the bid submitted by this bidder is not materially deficient and does not exceed the estimated value of this public procurement, the Contracting Authority requested from the bidder in its communication of

6 September 2016 to timely submit evidence of compliance with the mandatory requirements for participation in the procedure which must be translated into the Serbian language, within maximum three weeks of receipt of the communication.

The bidder submitted the requested evidence in the document registered with the Contracting Authority under the number 2917 of 28 September 2016.

The Committee concluded that the bid is eligible and acceptable and proposed that the contract should be awarded to the bidder Mascontour GmbH, Germany.

## **2. Lot 4. Public Relations Services in the Russian Market**

Two bids were received, including: the bid submitted by Anna Polz, Moscow 127591 Russia, Dubniskaya 40a, build 1, office 110 and the bid submitted by Evroinformburo LLC, 28, Verknyaya Maslovka Str., bld.2, q.II, room 12B, Moscow, 127083, Russia.

During technical evaluation of bids the Public Procurement Committee requested in its communication number 1735/7 of 1 September 2016 from the bidder Anna Polz, Moscow 127591 Russia to clarify submitted evidence of the required human resource capacity for hired person Jan Fedyaev by submitting a temporary work contract and an excerpt from the employee register.

Anna Polz, Moscow 127591 Russia, submitted on 5 September 2016 a contract concluded on 18 August 2016 with Jan Fedyaev for the period from 18 August 2016 to 15 August 2017, but was not able to submit an excerpt from the employee register, stating that she would be able to provide such evidence if the contract is awarded to her. She also stated that Jan Fedyaev has many years of relevant experience in projects in the field of tourism.

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 demonstrated by a filled reference list and a filled form - certificate of execution of concluded contracts.

The bidder Anna Polz submitted a reference list with a total of five references and certificates of execution of concluded contracts. After examination of the reference relating to Tourismus Salzburg it was found that this reference relates to the city of Salzburg, which is not a capital, and therefore cannot be recognized as a valid reference according to the requirements of the Contracting Authority.

The Committee concluded that the bid submitted by Anna Polz, Moscow 127591 Russia, Dubniskaya 40a, build 1, office 110, is materially deficient because it was not demonstrated that it complies with all additional requirements for participation in the procedure stated in the Bidding Dossier.

The bid submitted by the bidder Evroinformburo LLC is not materially deficient and does not exceed the estimated value of this public procurement. This bidder demonstrated compliance with the mandatory requirements for participation in the procedure by a statement, in accordance with the Bidding Dossier, by which it confirms under threat of perjury or fraud that it complies with these mandatory requirements. The Contracting Authority requested from the bidder in its communication of 6 September 2016 to timely submit evidence of compliance with the mandatory requirements for participation in the procedure which must be translated into the Serbian language, within maximum three weeks of receipt of the communication.

The bidder submitted the requested evidence in the document registered with the Contracting Authority under the number 2919 of 28 September 2016.

The Committee concluded that the bid is eligible and acceptable and proposed that the contract should be awarded to the bidder Evroinformburo LLC, 28, Verknyaya Maslovka Str., bld.2, q.II, room 12B, Moscow, 127083, Russia.

## **Lot 5. Public Relations Services in the UK Market**

One bid was received, which was submitted by Millennium Public Relations LTD, 67 Hopton Street, London, SE1 9LR

The bid submitted by this bidder is not materially deficient and does not exceed the estimated value of this public procurement. This bidder demonstrated compliance with the mandatory requirements for participation in the procedure by a statement, in accordance with the Bidding Dossier, by which it confirms under threat of perjury or fraud that it complies with these mandatory requirements. The Contracting Authority requested from the bidder in its communication of 6 September 2016 to timely submit evidence of compliance with the mandatory requirements for participation in the procedure which must be translated into the Serbian language, within maximum three weeks of receipt of the communication.

The bidder submitted the requested evidence in the document registered with the Contracting Authority under the number 2916 of 28 September 2016.

The Committee concluded that the bid is eligible and acceptable and proposed that the contract should be awarded to the bidder Millennium Public Relations LTD, 67 Hopton Street, London, SE1 9LR

#### **Lot 7. Public Relations Services in the Belgian Market**

One bid was received and it is a consortium bid submitted by KonsulTra BVBA, Heuvel 109 – 9320 Aalst – Belgium and Sound of C BVBA, August Nihoulstraat 178B, 3270 Scherpenheувел, Belgium.

The bidder demonstrated compliance with the mandatory requirements for participation in the procedure by a statement, in accordance with the Bidding Dossier, by which it confirms under threat of perjury or fraud that it complies with these mandatory requirements.

In addition, the bidder also enclosed to the bid evidence of compliance with mandatory requirements for participation in the procedure under Article 75, paragraph 1, items 1, 2 and 4 of the Public Procurement Law, but it did not submit evidence demonstrating that its legal representative (natural person) has not been convicted of a criminal offence as a member of an organized crime group, has not been convicted of a commercial criminal offence, an environmental criminal offence, bribery or fraud (Article 75, paragraph 1, item 2 of the Law).

The Contracting Authority requested from the bidder in its communication of 6 September 2016 to timely submit the missing evidence for its legal representative, within maximum three weeks of receipt of the communication.

The bidder submitted the requested evidence for two legal representatives in the consortium bid in the document registered with the Contracting Authority under the number 2918 of 28 September 2016.

The Committee concluded that the bid is eligible and acceptable and proposed that the contract should be awarded to the consortium of KonsulTra BVBA, Heuvel 109 – 9320 Aalst – Belgium and Sound of C BVBA, August Nihoulstraat 178B, 3270 Scherpenheувел, Belgium.

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