

**Bosnia and Herzegovina**  
**Elektrokrajina Power Distribution Project**

**INVITATION FOR TENDERS**

**Supply and Installation of Smart Metering in 9 business units of  
Elektrokrajina in Republic of Srpska, Bosnia and Herzegovina**

This Invitation for Tenders follows the General Procurement Notice for this project, which was published in *EBRD website Procurement Opportunities* ([www.ebrd.com](http://www.ebrd.com)), 21 April 2016 and updated 29 August 2017. This Invitation for Tenders is published on EBRD Web Site and on the website of ZP Elektrokrajina a.d. Banja Luka ([www.elektrokrajina.com](http://www.elektrokrajina.com))

ZP Elektrokrajina a.d. Banja Luka (Mixed holding Elektroprivreda Republike Srpske “ERS”- Parent Company stk. company Trebinje – dependent company “Elektrokrajina” stk. company Banja Luka), the Employer, has received a loan from the European Bank for Reconstruction and Development (the Bank) towards the cost of Elektrokrajina Power Distribution Project.

The Employer now invites sealed tenders from contractors for the following contract to be funded from part of the proceeds of the loan:

- Supply and Installation of Smart Metering in 9 business units of Elektrokrajina in Republic of Srpska, Bosnia and Herzegovina

The contract includes supply meters, cabinets and other equipment for installing smart meters on reconstructed Low Voltage (LV) networks and supply and installation of AMM and MDM system.

It is expected that the contract will commence in the III quarter of 2020 and will be completed within 30 months followed by 18 months of Defect Liability Period after Operational Acceptance.

To be qualified for the award of a contract, tenderers must satisfy the following minimum criteria:

- The tenderer shall have cumulatively an average annual turnover over the last five (5) years (2015, 2016, 2017, 2018, 2019) in the amount of no less than EUR 7, 5 million. In case of Joint Venture, all partners cumulatively must meet the requirement.
- Successful experience as a contractor (sole contractor, lead partner or partner in a JV, or subcontractor) in the execution of at least one (1) contract of a magnitude comparable to the proposed contract within the last five (5) years. For the assessment purposes, the referred contract shall include supply of at least 15,000 electricity smart metering devices.
- Successful experience as a contractor (sole contractor, lead partner or partner in a JV, or subcontractor) in supply and installation of one Contract that includes Automatic Meter Management (AMM) software within the last five (5) years (2015 – 2019).

Offered AMM software shall be in successful implementation with at least one (1) end user, with total quantities not less than 50,000 installed smart meters per user.

- Sound financial position of the tenderer over the last five (5) years; access to, or availability of liquid assets, unencumbered real assets, lines of credit, and other financial means sufficient to meet:
  - (a) the cash flow for the proposed contract for a period of three (3) months, estimated as not less than the following amounts:

EUR 600,000
  - (b) the overall cash flow requirements for the proposed Contract and
  - (c) tenderer's current commitments for other contracts;
- Adequate key personnel and equipment necessary for timely and successful implementation of the project in accordance with the requirements specified in the tender documents;
- Tenderer shall be in possession of ISO 9001, ISO 14001, ISO 18001 or ISO 45001, standard certificates, or any other comparable standard certification covering the above areas, as well as Environmental Management and Health and safety certificates. In case of JV, all partners combined should meet the requirement.
- Demonstrated manufacturing capacity for the envisaged duration of the contract shall not be less than 30,000 electric smart metering devices and 30,000 cabinets per year.
- Manufacturer(s) of meters and cabinets shall have successful experience in manufacturing of the offered or similar models of equipment at least within the last three (3) years. Manufacturer(s) should demonstrate that the offered models of the equipment are being successfully used in grids in rural and urban areas of the countries with similar climate conditions. Shall be demonstrated by the information about the clients/users of equipment, their references, copies of contracts and/ or acceptance acts, other relevant documents. Average annual production and delivery of same or similar models of meters and cabinets must be at least 30 000 pieces.
- Manufacturers' Authorizations for major items of equipment named in Technical Specifications, if the tenderer or a joint venture partner is not their manufacturer.
- Other criteria specified in the tender documents.

To strengthen their capacities the companies may wish to form joint ventures with manufacturers or vendors of equipment, or to claim experience and capabilities of their parent or sister companies by submitting parent company guarantees as detailed in the tender documents.

Tendering for contracts to be financed with the proceeds of a loan from the Bank is open to firms from all countries. The proceeds of the Bank's loan will not be used for the purpose of any payment to persons or entities, or for any import of goods, if such payment or import is prohibited by a decision of the United Nations Security Council taken under Chapter VII of the Charter of the United Nations.

The applicable procurement rules are the Bank's Procurement Policies and Rules (PP&R) which can be located at: <http://www.ebrd.com/news/publications/policies/procurement-policies-and-rules.html>

Tender documents may be obtained from the office at the address below upon payment of a non-refundable fee of €300 (three hundred euros) for payments from abroad or BAM 586,75 (five hundred and eighty-six euros and 75/100) for payments within BiH. The method of payment will be direct deposit to a specified bank and account number.

Instructions for payment:

1. Applicants from outside of Bosnia and Herzegovina:

- Intermediary Bank: Deutsche Bank AG, Frankfurt Am Main
  - SWIFT: DEUTDEFF XXX
  - Account: EUR
  - Bank name: NOVA BANKA AD, Banja Luka
  - BIC (SWIFT): NOBIBA22
  - Beneficiary: MH ERS,ZP Elektrokrajina a.d. Banja Luka, Kralja Petra Prvog Karadjordjevicica 95
  - Account number: BA395551101000272887
  - Purpose: Obtaining Bidding Document No. **EBRD- Supply and Installation of Smart Metering in EK business units**
- Payment instruction shall state that "all cost bear applicant"

1. Applicants from within Bosnia and Herzegovina:

- Bank name: NOVA BANKA AD, Banja Luka
- Beneficiary: MH ERS,ZP Elektrokrajina a.d. Banja Luka ,Kralja Petra Prvog Karadjordjevicica 95
- Account number: 555-00700046178-45
- Purpose: Obtaining Bidding Document No. **EBRD- Supply and Installation of Smart Metering in EK business units**

Upon receipt of appropriate evidence of payment of the non-refundable fee, the documents will promptly be dispatched; however, no liability can be accepted for their loss or late delivery.

The bidding documents will be sent to e-mail address indicated in the written application, may be taken over on CD-ROM at the address below or, if requested by the Bidder, sent on CD-ROM by the courier on Bidder's cost.

All tenders must be accompanied by a Tender Security in the amount equivalent to the following:

EUR 150,000

Tender security may be issued in euro or in Bosnia and Herzegovina convertible marka (BAM) at the exchange rate established by the Central Bank of Bosnia and Herzegovina for the date of issue, in a form of a bank guarantee or in other form prescribed by the tender documents and acceptable to the Employer.

The tenders (including tender security) must be delivered to the address below on or before 17.06.2020, 11:00 Central European Time at which time they will be opened in the presence of the tenderers' representatives who wish and can able to attend due to pandemic restrictions.

Prospective tenderers may obtain further information from, and inspect and acquire the tender documents at, the following office:

Goran Kuzmanović  
Project Coordinator  
ZP Elektrokrajina a.d. Banja Luka  
Kralja Petra Prvog Karadjordjevica 95  
78 000 Banja Luka,  
Bosnia and Herzegovina  
e-mail: [goran.kuzmanovic@elektrokrajina.com](mailto:goran.kuzmanovic@elektrokrajina.com)  
CC to: [milan.kalaba@elektrokrajina.com](mailto:milan.kalaba@elektrokrajina.com)  
[vladimir.arnaut@elektrokrajina.com](mailto:vladimir.arnaut@elektrokrajina.com)  
[milan.sormaz@elektrokrajina.com](mailto:milan.sormaz@elektrokrajina.com)  
[boris.katan@elektrokrajina.com](mailto:boris.katan@elektrokrajina.com)  
[natasa.vejnovic@elektrokrajina.com](mailto:natasa.vejnovic@elektrokrajina.com)