

**Finland-Espoo: Business development consultancy services**  
**OJ S 149/2015 05/08/2015**  
**Contract notice – utilities**  
**Services**

**Directive 2004/17/EC**

**Section I: Contracting entity**

---

**I.1. Name and addresses**

Official name: Gasum Oy

National registration number: 0969819-3

Postal address: P.O.Box 21, (Miestentie 1)

Town: Espoo

Postal code: FI-FI-02151

Country: Finland

Contact person: Suomen Hankintajuristit Asianajotoimisto Oy, Eteläesplanadi 24 A 11, 00130 Helsinki

E-mail: [info@hankintajuristit.fi](mailto:info@hankintajuristit.fi)

**Additional information can be obtained from:**

the abovementioned address

**Tenders or requests to participate must be submitted:** the abovementioned address

**I.2. Main activity**

Production, transport and distribution of gas and heat

**I.3. Contract award on behalf of other contracting entities**

The contracting entity is purchasing on behalf of other contracting entities: yes

Official name: Elering Gaas AS

Postal address: Kadaka tee 42

Town: Tallinn

Postal code: 12915

Country: Estonia

**Section II: Object of the contract**

---

**II.1. Description**

**II.1.1. Title attributed to the contract by the contracting entity**

Balticconnector Business Development Services.

**II.1.2. Type of contract and place of performance or delivery**

Services

Service category No 11: Management consulting services [6] and related services

NUTS code FI181 Uusimaa

**II.1.3. Information about a framework agreement or a dynamic purchasing system**

The procurement involves the establishment of a framework agreement

**II.1.4. Information about framework agreement**

Framework agreement with a single operator

**Duration of the framework agreement**

Duration in months: 38

#### **II.1.5. Short description of the contract or purchase(s)**

This is a joint procurement of Gasum Oy and Elering Gaas AS. Gasum Oy is the Contracting Authority responsible for carrying out this procurement procedure. Gasum Oy shall be responsible for scheduling, design and overall management of the procurement procedure. However, the services being procured are to be provided to both Gasum Oy and Elering Gaas AS.

The Balticconnector project is a gas infrastructure project aiming to interconnect the Finnish and Estonian gas networks is a joint project of Gasum and the Estonian gas transmission system operator Elering Gaas AS. The purpose of the procurement procedure is to award a framework agreement for the provision of providing the services needed for Balticconnector project business development. The estimated aggregated value of the services during the contract term will be around EUR 500 000,00.

Framework agreement to be awarded is an agreement between the Contracting Authorities and one service provider. The key assignment issued under the framework agreement shall be the development of Balticconnector business model.

The assignments include among others

- business model studies supporting the development of the business environment of the project
- business planning, analysing and adviser services for Balticconnector business model
- market studies including the regional gas market analysis and demand prognosis 2015 — 2030
- Balticconnector market model development studies
- market testing
- Investment request in the meaning of regulation 347/2013

The contract term for the framework agreement will be until the end of year 2018. The more detailed conditions concerning the term of the contract, as well as the conditions for termination of the contract, shall be described in the Invitation to Tender.

The procurement procedure will be negotiated procedure. Negotiated procedure means a procurement procedure in which the contracting authority publishes a contract notice and any supplier may request to participate. Only those suppliers invited by the contracting authority may participate in the negotiations and submit a tender.

The contracting authority shall apply the following criteria and weightings in order to select 3 (three) to 6 (six) best eligible candidates to tender unless there are fewer suitable candidates.

1. Experience and Quality, weighting 90 %
2. The Personnel Resources Available for the Project Tasks, weighting 10 %

The object of the contract and the selection criteria is described more detailed in the Invitation to Participate and in the Pre-Qualification Questionnaire.

#### **II.1.6. CPV code(s)**

79411100 Business development consultancy services, 79400000 Business and management consultancy and related services, 79310000 Market research services

#### **II.1.7. Information about the Government Procurement Agreement (GPA)**

The procurement is covered by the Government Procurement Agreement: yes

#### **II.1.8. Information about lots**

This contract is divided into lots: no

#### **II.1.9. Information about variants**

Variants will be accepted: no

## **II.2. Scope of the procurement**

### **II.2.1. Total quantity or scope**

### **II.2.2. Information about options**

Options: no

### **II.2.3. Information about renewals**

This contract is subject to renewal: no

## **II.3. Duration of the contract or time limit for completion**

## **Section III: Legal, economic, financial and technical information**

---

### **III.1. Conditions related to the contract**

#### **III.1.1. Deposits and guarantees required**

#### **III.1.2. Main financing conditions and payment arrangements and/or reference to the relevant provisions governing them**

#### **III.1.3. Legal form to be taken by the group of economic operators to whom the contract is to be awarded**

#### **III.1.4. Contract performance conditions**

### **III.2. Conditions for participation**

#### **III.2.1. Suitability to pursue the professional activity, including requirements relating to enrolment on professional or trade registers**

List and brief description of conditions: 1. Registers

Candidate shall be registered with the appropriate trade or professional register, register of employers if nationally relevant, and register for payers for value added tax in the state where such register is established under the conditions laid down by that state. Candidate shall provide authenticated extracts from the registers referred.

2. Taxes

Candidate has fulfilled all its obligations related to taxes in the state where it is established. Candidate shall provide an authenticated certificate stating that obligations related to tax have been fulfilled.

3. Obligations related to social security and pension insurance contributions

Candidate has fulfilled its obligations related to social security and pension insurance contributions in the state where it is established. Candidate shall provide an authenticated certificate stating that obligations related to social security and pension insurance contributions have been fulfilled or an authority-approved payment scheme.

4. Obligations related to Labour Laws

Candidate has fulfilled its obligations related to Labour Laws and applicable collective Labour agreements (if any) in the state where it is established.

Candidate shall provide an authenticated report covering the applicable Labour agreement or the essential terms of the contracts of employment applied to employees.

5. Professional Indemnity Insurance or Liability insurance

Candidate must confirm that he has, or can commit to obtain, prior to the commencement of the framework agreement, evidence of professional risk indemnity insurance, and minimum

value of EUR 500,000.00. Candidate shall provide an authenticated certificate stating that he has, or can commit to obtain insurance.

The requirements are described more detailed in the Invitation to Participate and in its annexes.

### **III.2.2. Economic and financial ability**

List and brief description of conditions: Candidate shall furnish proof of his financial and economic standing and credit worthiness and provide adequate assurance of his financial strength and capacity to meet its financial commitments.

Candidate shall provide a copy of audited accounts or equivalent information for the most recent two years, along with details of any significant changes since the last year end;

AND ONE OF THE FOLLOWING:

1) A statement from trusted credit institution or credit rating agency stating that candidate has been issued with at least medium tier credit rating, i.e. the candidate's financial situation is good and he has good capacity to meet its financial commitments.

or:

2) A statement from a credit institution or a bank stating that candidate has been issued or will be issued a performance guarantee worth of 100 000 EUR where the institution of bank undertakes irrevocable responsibility of the commitments of the candidate, waiving all rights of objection, if the candidate is in breach of its contractual obligations.

or:

3) A Parent company guarantee or equivalent that demonstrates that the parent company that fulfils the above mentioned economic and financial requirements (1 or 2) takes irrevocable responsibility for the commitments of the candidate.

The turnover of the candidate shall be at least 5 000 000 EUR from the last confirmed accounting period. The requirement will be assessed in relation to the consortium of group of companies as a whole, including subcontractors relied to, that will take part in the production of services.

The requirements are described more detailed in the Invitation to Participate and in its annexes.

### **III.2.3. Technical and professional ability**

List and brief description of conditions: 1. References

Candidate shall provide evidence of having the necessary professional capacity and capability to deliver the business model services. Candidate shall provide a list of the principal services provided in the past three years, with the sums, dates and recipients.

As a minimum requirement, candidate is required to prove that he has acted as the main responsible service provider of similar Energy sector related business development services in at least 1 (one) project including services similar to the services to be provided under this procurement. The expected value of the referenced project is required to be at least 100 000 000 EUR.

The services have to be delivered and completed within the last 3 (three) years.

2. The Personnel Resources

Candidate shall indicate the availability of the relevant project recourses. The candidate shall give details of its personnel responsible for providing the business development services. The proposed individuals must possess the minimum educational and professional requirements as stated in the Pre-Qualification Questionnaire.

The requirements are described more detailed in the Invitation to Participate and in its annexes.

### **III.2.4. Information about reserved contracts**

### **III.3. Conditions specific to services contracts**

#### **III.3.1. Information about a particular profession**

#### **III.3.2. Information about staff responsible for the performance of the contract**

## **Section IV: Procedure**

---

### **IV.1. Type of procedure**

#### **IV.1.1. Type of procedure**

Negotiated

Some candidates have already been selected (if appropriate under certain types of negotiated procedures): no

### **IV.2. Award criteria**

#### **IV.2.1. Award criteria**

The most economically advantageous tender in terms of the criteria stated in the specifications or in the invitation to tender or to negotiate

#### **IV.2.2. Information about electronic auction**

### **IV.3. Administrative information**

#### **IV.3.1. File reference number attributed by the contracting entity**

30612\_4-02-00025

#### **IV.3.2. Previous publication concerning this procedure**

no

#### **IV.3.3. Conditions for obtaining specifications and additional documents**

(except for a DPS)

Payable documents: no

#### **IV.3.4. Time limit for receipt of tenders or requests to participate**

7.9.2015 - 12:00

#### **IV.3.5. Languages in which tenders or requests to participate may be submitted**

English.

#### **IV.3.6. Minimum time frame during which the tenderer must maintain the tender**

#### **IV.3.7. Conditions for opening of tenders**

## **Section VI: Complementary information**

---

### **VI.1. Information about recurrence**

### **VI.2. Information about European Union funds**

### **VI.3. Additional information**

In order to participate in the procurement procedure, the candidates must order the procurement documents, namely the Invitation to Participate and the Pre-Qualification Questionnaire, from the following address:

[info@hankintajuristit.fi](mailto:info@hankintajuristit.fi)

The headline of the e-mail shall be as follows: 'Request for documents: Balticconnector Business Development Services'.

Candidates are allowed to present questions in order to particularise the questionnaire. Any questions relating to the questionnaire should be addressed to e-mail address:

[info@hankintajuristit.fi](mailto:info@hankintajuristit.fi)

The headline of the e-mail shall be as follows: 'Request for information: Balticconnector Business Development Services'.

Questions must be submitted to above mentioned e-mail address no later than 17 August 2015 12:00 a.m. (EET, Local time in Finland).

The Contracting Authority shall answer all questions presented on time. The answers shall be submitted simultaneously by e-mail to all organisations that have reserved the Pre-Qualification questionnaire.

In order to participate in the procurement procedure a candidate shall fill out the Pre-Qualification Questionnaire (PQQ). The request to participate must be received by the Contracting Authority no later than 7.9.2015 12:00 (EET, Local time in Finland).

The request to participate shall be addressed to the following e-mail or postal addresses:

E-mail address: [info@hankintajuristit.fi](mailto:info@hankintajuristit.fi)

Postal address: Gasum Oy, c/o Finnish Procurement Lawyers Attorneys Ltd, Erottajankatu 19 A 11, 00130 Helsinki, Finland.

Visiting Address: Suomen Hankintajuristit Asianajotoimisto Oy/Finnish Procurement

Lawyers Attorneys Ltd, Eteläesplanadi 23 A, 6<sup>th</sup> floor, 00130 Helsinki, Finland.

The headline of the e-mail shall be as follows: 'Request to Participate: Balticconnector Business Development Services'. If the request to participate is posted or brought to the visiting address, the above mentioned text shall be typed on the envelope that contains the request to participate.

#### **VI.4. Procedures for review**

##### **VI.4.1. Review body**

Official name: Markkinaoikeus

Postal address: Radanrakentajantie 5

Town: Helsinki

Postal code: FI-00520

Country: Finland

E-mail: [markkinaoikeus@oikeus.fi](mailto:markkinaoikeus@oikeus.fi)

Telephone: +358 295643300

Fax: +358 295643314

Internet address: <http://www.oikeus.fi/markkinaoikeus>

##### **VI.4.2. Review procedure**

##### **VI.4.3. Service from which information about the review procedure may be obtained**

#### **VI.5. Date of dispatch of this notice**

31.7.2015