Appendix No 4 - Evaluation Criteria. Evaluation Methodology.

The Evaluation Criteria shall be "Best Price – Quality Ratio"

Indicators under the Award criterion and Complex Assessment Methodology

This Methodology contains precise instructions for the assessment of each indicator/sub-indicator and for determining the complex assessment of the admitted tenders, including the relative weighting of each indicator for selecting the most economically advantageous tender in accordance with the "optimal ratio quality/price" criterion.

Tenders which do not comply with the predetermined conditions of the Contracting entity and with the regulatory requirements shall not be assessed and will be excluded from the Procedure.

Important note: *A Technical offer that does not have the minimal content as required by the Contracting Entity in compliance with Appendix № 5 or which does not correspond to the requirements of the Contracting Entity shall not be subject to evaluation and shall be excluded from the procedure as a tender which does not fulfil the conditions of the procurement as announced in advance on the grounds of art. 107, item 2, letter "a" of the PPA.*

The most economically advantageous tender is the one with the highest Complex assessment (CA) score.

1. **Instructions for setting the Complex assessment**

The complex assessment (CA) of the tenders shall be evaluated on the basis of the following indicators:

Indicator (title and indication)	Maximum number of points	Relative weighting in the complex assessment
1. "Quality of the Technical offer" - Qtech	100	65 %
2. "Price offer" - OP	100	35 %

The complex assessment of the tender of each Participant shall be calculated in accordance with the following formula:

CAn = Qtech x 65 % + OP x 35 %, where:

CAn represents the final complex assessment of the Tender of the n-th Participant;

Qtech represents the complex assessment of Technical Offer (max 100 at full score)

OP represents the complex assessment of Price Offer. (max 100 at full score)

The maximum number of points which a Tender may receive is 100.

Assessment under the different indicators:

2. **Instructions for Technical Offer Quality Indicator**

The total technical score for each Participant shall be determined in accordance with the following formula:

Qtech = Qtech1+Qtech2+Qtech3

Where:

Qtech1	Method of performing the service	Maximum score	30 points
Qtech2:	Personnel competence	Maximum score	40 points
Qtech3:	Personnel organization	Maximum score	30 points

The tables below contain in detail the instructions for awarding assessments as per the quality of tenders received.

2.1. Instructions for awarding points under $Qtech_1$ – Method of performing the service

Description	points
The participant's offer builds upon the minimum requirements of the Contracting Entity containing each of the following advantages: 1. The approach developed in its entirety demonstrates how the services of the Owner's Engineer will contribute to meeting the main objectives of the Project – to be timely implemented and within the budget planned. 2. The approach developed relies on Good engineering practices, where the latter have been specified for the project and have taken into account its length, scale, implementation in terms of cross-border effect, a strategy for awarding the main activities (contracting strategy); 3. The approach developed for performing the service /tasks, steps, sequence and coordination/ guarantees implementation of the indicative Project timeline[1] as stipulated in the Public procurement documentation and it has been justified how the services of the Contractor will be performed in parallel and in accordance with the schedule of the Contracting Entity and will be subsequently adapted to the EPC Contractor's schedule. **4.** The risk management measures described are specific to the risks identified by the Contracting Entity in the simplified risk matrix and lead in practice to mitigation of the negative consequences where the link and the effect of the measures proposed on the risk have	30 points

[1] As appended to the draft Contract

been justified**.**	
Description	Points
The Participant's offer builds upon the minimum requirements of the Contracting Entity containing at least the following advantages: 1. The approach developed relies on good engineering practices, where the latter have been specified for the project and have taken into account its length, scale, implementation in terms of cross-border effect, a strategy for awarding the main activities; 2. The approach developed for performing the service /tasks, steps, sequence and coordination/ guarantees implementation of the indicative Project timeline as stipulated in the Public procurement documentation and it has been justified how the services of the Contractor will be performed in parallel and in accordance with the schedule of the Contracting Entity and will be subsequently adapted to the EPC Contractor's schedule. **3.** The risk management measures described are specific to the risks identified by the Contracting Entity in the simplified risk matrix and lead in practice to mitigation of the negative consequences where the link and the effect of the measures proposed on the risk have been justified	25
Description	Points
The Participant's offer builds upon the minimum requirements of the Contracting Entity containing at least the following advantages: 1. The approach developed reproduces Good engineering practices, which are generally applicable for projects similar in type and scale; 2. The approach developed for performing the service /tasks, steps, sequence and coordination/ guarantees implementation of the indicative Project timeline as stipulated in the Public procurement documentation and it contains specifics which contribute to its performance and the latter is reflected in the Indicative linear schedule attached to the Technical offer.	20
Description	Points
The Participant's offer builds upon the minimum requirements of the Contracting Entity containing at least the following advantages: 1. The approach developed for performing the service /tasks, steps, sequence and coordination/ guarantees implementation of the indicative Project timeline as stipulated in the Public procurement documentation and it contains specifics which contribute to its	15

performance and the latter is reflected in the Indicative linear schedule attached to the Technical offer.	
Description	points
The Participant's offer provides compliance with the minimum requirements of the Contracting Entity, namely: 1. It has the minimally required contents as stipulated in the technical offer sample- Appendix № 5; 2. The offer corresponds to the requirements of the public procurement documentation and the Technical specification. 3. A list of the minimally required team is attached to the Technical offer and evidence is submitted for the presence of general and specific experience.	10

Definitions:

Good engineering practices means a set of standards, specifications, codes, regulations and industrial rules as well as designer and engineering methods adopted intended for engineering, constructing, operating, management and maintenance of industrial facilities, taking into account not only compliance with regulatory requirements but also security measures, economic parameters, environmental protection measures and operability. Recognition of standards and/or specifications is assured through reference to reputable sources such as established engineering or designer or industrial companies, trade, specialized and professional organizations, standardization organizations, state bodies and organizations or other internationally recognized and renowned persons.

Specified good engineering practices means reference to the good engineering practices and their adaptation/modification/adjustment to the parameters of the Project for Gas Interconnector Greece-Bulgaria

2.2. Instructions for awarding points under indicator $Qtech_2$

The general and/or specific experience of the key team members is assessed in accordance with the description below.

The total number of points is set as a total of the points of each of the key team members awarded as follows:

Project manager	**Maximum number of points - 10**

General professional experience	points	
At least ten years engineering experience as an engineer with engineering degree.	**1**	
More than fifteen years engineering experience as an engineer with engineering degree.	**2**	2
Specific experience	points	
Experience as a manager of at least one project for constructing a gas pipeline system with a minimum diameter of 24" of the main pipe and a length not less than 50 km.	**2**	
Experience as a manager of at least two projects for constructing a gas pipeline system with a minimum diameter of 24" of the main pipe and a length not less than 50 km.	**4**	
Experience as a manager of at least three projects for constructing a gas pipeline system with a minimum diameter of 24" of the main pipe and a length not less than 50 km.	**6**	
Experience as a manager of four or more than four projects for constructing a gas pipeline system with a minimum diameter of 24" of the main pipe and a length not less than 50 km.	**8**	8
Head Project management services		Maximum number of points - **8**
General professional experience	points	Points
At least ten years engineering experience as an engineer with engineering degree.	**1**	
More than fifteen years engineering experience as an engineer with engineering degree.	**2**	2
Specific experience	points	
Experience at the same or a similar position- Head of project management activities/services – from two up to five years	**2**	
Experience at the same or a similar position- Head of project management activities/services	**3**	3

– more than five years		
Specific experience with a similar project		
Experience at the same or a similar position- Head of project management activities/services – for at least one project for constructing a linear infrastructural project	**2**	
Experience at the same or a similar position- Head of project management activities/services – for two or more than two projects for constructing a linear infrastructural project	**3**	3
Head Engineering design		Maximum number of points - **7**
General professional experience	points	Points
At least ten years engineering experience as an engineer with engineering degree.	**1**	
More than fifteen years engineering experience as an engineer with engineering degree.	**2**	2
Specific experience		
Experience at the same or a similar position- engineering design manager– from two up to five years	**1**	
Experience at the same or a similar position- engineering design manager – more than five years	**2**	2
Specific experience with a similar project		
Experience at the same or a similar position- engineering design manager for at least one project for constructing a gas pipeline system with a minimum diameter of 24” of the main pipe and a length not less than 50 km.	**2**	
Experience at the same or a similar position- engineering design manager for two or more than two projects for constructing a gas pipeline system with a minimum diameter of 24” of the main pipe and a length not less than 50 km.	**3**	3
Fieldwork supervision manager		Maximum number of points -**6**

General experience	points	
Experience at the same or a similar position- fieldwork supervision manager– from two up to five years	**2**	
Experience at the same or a similar position- fieldwokr supervision manager – more than five years	**3**	3
Specific experience with a similar project		
Experience at the same or a similar position- fieldwork supervision manager for at least one project for constructing a steel pipeline with a minimum diameter of 24” of the main pipe and a length not less than 50 km.	**2**	
Experience at the same or a similar position- fieldwork supervision manager for two or more than two projects for constructing a steel pipeline with a minimum diameter of 24” of the main pipe and a length not less than 50 km.	**3**	3
Head Quality assurance and quality control and materials inspection		Maximum number of points – 5
General professional experience	points	Points
At least ten years engineering experience as an engineer with engineering degree.	**1**	
More than fifteen years engineering experience as an engineer with engineering degree.	**2**	2
Specific experience	points	
Experience at the same or a similar position- for at least one project for constructing a steel pipeline system with a diameter not less than 24” of the main pipe and a length not less than 50 km.	**1**	
Experience at the same or a similar position- for at least two projects for constructing a steel pipeline system with a diameter not less than 24” of the main pipe and a length not less than 50 km.	**2**	
Experience at the same or a similar position- for three or more than three projects for	**3**	3

constructing a steel pipeline system with a diameter not less than 24" of the main pipe and a length not less than 50 km.		
Quality management system manager		Maximum number of points - **2**
Specific experience	points	
Experience at the same or a similar position- for at least one linear infrastructural project	**1**	
Experience at the same or a similar position- for two or more than two linear infrastructural projects	**2**	2
Health, safety, security and environment manager		Maximum number of points – **2**
Specific experience	points	
Experience at the same or a similar position- for at least one similar project- a linear infrastructural project	**1**	
Experience at the same or a similar position- for two or more than two similar projects- a linear infrastructural project	**2**	2

2.3. Instructions for awarding points under indicator $Qtech_3$ – Personnel organization

Note: In the evaluation of the Technical Offer under sub-indicator $Qtech_3$ – Personnel organization, shall be taken into consideration and evaluated all the offered personnel with its functions and responsibilities but not only the key team.

Description	**Maximum number of points - 30**
The participant's offer builds upon the minimum requirements of the Contracting Entity and contains each of the following advantages: 1. The personnel organization contains allocation of the activities, tasks and steps among team members where the allocation proposed corresponds to the approach described for performing the service and guarantees its implementation in practice; 2. The organizational structure corresponds to the personnel organization described illustrating the link between allocation of the functions and positions in the team and shows the lines of reporting,	30 points

communication and coordination; 3. The organizational structure and the personnel organization demonstrate the link of the Contractor's team with the Contracting Entity team and the coordination method; 4. Personnel organization takes into account the involvement of all remaining participants in the process of Project implementation demonstrating the lines of communication, information exchange and coordination with them- most of all with the contractors under the line pipe supply and EPC contracts.	
The participant's offer builds upon the minimum requirements of the Contracting Entity and contains the following advantages: 1. The personnel organization contains an allocation of the activities, tasks and steps among team members where the allocation proposed corresponds to the approach described for performing the service and guarantees its implementation in practice; 2. The organizational structure corresponds to the personnel organization described and shows the lines of reporting, communication and coordination; **3.** The organizational structure and the personnel organization demonstrate the link of the Contractor's team with the Contracting Entity team and the coordination method taking into account the rest of the participants in the construction process;	20 points
The participant's offer builds upon the minimum requirements of the Contracting Entity and contains the following advantages: 1. The personnel organization contains an allocation of the activities, tasks and steps among team members where the allocation proposed corresponds to the approach described for performing the service and guarantees its implementation in practice; **2.** The organizational structure corresponds to the personnel organization described and shows the lines of reporting, communication and coordination;	10 points
The Participant's offer provides compliance with the minimum requirements of the Contracting Entity, namely: 1. It has the minimally required contents as stipulated in the technical offer sample- Appendix № 5; 2. The offer corresponds to the requirements of the public procurement documentation and the Technical specification. 3. An organizational structure is attached to the Technical offer	5 points

3. Instructions for setting the assessment under Evaluation of the Price Offer indicator

Indicator Evaluation of the Price Offer - OP with three sub-parameters

OP1 – assessment of the price offered for the services under Phase 1;

OP2 – assessment of the price offered for the services under Phase 2;

OP3 – assessment of hourly rates per unit proposed.

The assessment of the price parameters offered shall be made using the following formula:

OP=OP1x10+OP2x80+OP3x10, where:

OP1= P1min/P1n

OP2= P2min/P2n

OP3=($P3manager_{min}/P3manager_{n})x20+(P3senior_{min}/P3senior_{n})x30+(P3experts_{min}/P3experts_{n})$ $x30+(P3support_{min}/P3support_{n})20$

P1min is the lowest price offered for services under Phase 1;

P1n is the price of services under Phase 1 of the participant being assessed

P2min is the lowest price offered for the services under Phase 2;

P2n is the price of services under Phase 2 of the participant being assessed.

$P3manager_{n}$, $P3senior_{n}$, $P3assistant_{n}$ and $P3expert_{n}$ are hourly remunerations offered by $Participant_{n}$ grouped in accordance with the estimation of the Participant and the hierarchal position within the team. Index min is for the lowest hourly rates for the same positions.

Each value will be assessed using a formula with the respective minimum offered value as this is done for OP1 and OP2.

The results calculated shall be rounded to the second decimal place. If the third decimal place is bigger or equal to 5, then the second decimal place shall be rounded up. If the third decimal place is lower than 5, then the second decimal place shall be preserved as a result following the calculation.