

Name of the purchase object:	Long-term strategy development services for JSC Via Lietuva	Date of submission:	
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Table 1. Qualification requirements

NO	QUALIFICATION REQUIREMENTS <i>(if not applicable, enter 'not applicable')</i>	LIST OF SUPPORTING DOCUMENTS
FINANCIAL AND ECONOMIC CAPACITY REQUIREMENTS		
1.	The Supplier's average annual revenue from the activity related to the procurement (consulting services for strategy development or business model improvement) in the last 3 (three) financial years or during the period from the Supplier's registration date (if the Supplier has been in operation for less than 3 (three) financial years) must be not less than 500,000.00 EUR excluding VAT.	<p>With the application, only the ESPD (European Single Procurement Document) is submitted. Upon request from the contracting organization, the following documents are provided:</p> <p>1) a declaration signed by the Supplier's manager and the Supplier's chief accountant (if available) or another person authorized to manage the financial accounting of the entity according to the legislation, stating the annual revenue from strategic consulting services for the last 3 (three) financial years. If the Supplier is registered or started operating in the relevant field later, the declaration should cover the period from the Supplier's registration, or the start of activity related to the procurement area.</p>
2.	<p>Over the past 3 years (counting to the deadline for submission of proposals) Supplier must have successfully executed at least 1 (one) strategic consulting services* contract, with a value of not less than 150,000.00 EUR excluding VAT, or multiple strategic consulting contracts, where each contract has a value of not less than 70,000.00 EUR excluding VAT, and the total sum of these contracts is not less than 150,000.00 EUR excluding VAT, with at least one company or group of companies operating in following areas:</p> <ol style="list-style-type: none"> 1) Road network management. 2) Road network development. 3) Digitization of the road network, interfaces of the road network with other transport modes. 4) Traffic management. 	<p>1) The list of strategic consulting services contracts completed within the past 3 (three) years, related to the procurement area, signed by the Supplier's CEO (or authorized representative), prepared by providing the required information according to the form provided in Annex of the Special Procurement Conditions.</p>
TECHNICAL AND PROFESSIONAL CAPACITY REQUIREMENTS		
3.	The supplier is active (has at the date of submission of the proposal, group companies, branches, representative offices) in at least 3 European Union countries in which companies	Supplier's declaration, completing the information required in Annex of the Special Procurement Conditions.

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	or groups of companies operate a road infrastructure network.	
<p>The Supplier must have a experts team consisting of a Team coordinator (project manager) and at least three (3) specialists (Road sector expert, Financial expert, Asset management expert) with the appropriate competences to fulfil the tasks specified in the Technical Specification.</p>		
<p>Requirements for a Team coordinator (project manager)</p>		
4.	<p>4.1. Must have a minimum of 10 (ten) years of experience in providing strategic consulting services and/or at least 10 (ten) years of experience in heading organizations and/or managing units for strategic management, business development, or units responsible for implementing strategic projects.</p> <p>4.2. Over the past 3 (three) years (counting to the deadline for submission of proposals), must have served as a team lead or has been responsible for at least one strategic consulting service contract or project with a value of no less than 100,000.00 EUR (excluding VAT). The services should have been provided to a road sector company or group of companies operating in countries within the European Union, European Free Trade Association, and/or the United Kingdom.</p> <p>4.3. Must be able to communicate fluently in written and spoken English at the B2 level according to the Common European Framework of Reference for Languages (CEFR).</p>	<p>The Supplier must provide a list of specialists proposed for the project, signed by the Supplier's manager, or authorized person:</p> <p>1) The list should be filled out using the form provided in Annex, which includes the following information: the specialists' names, surnames, education, professional experience (in years), brief description of projects meeting the requirements, names of clients for whom the proposed specialists provided services, years of performance, and the value of those projects.</p> <p>2) The Supplier must also provide curriculum vitae (CVs) of the proposed specialists, where their English language proficiency level is declared.</p> <p>All documents should be submitted in scanned electronic form.</p>
<p>Requirements for a Road sector expert:</p>		
5.	<p>5.1. Must have a minimum of 5 (five) years of experience in providing business consulting services or a minimum of 5 (five) years of work experience in a company or group of companies operating in the road sector.</p> <p>5.2. Over the past 3 (three) years (counting to the deadline for submission of proposals), has participated in or has been responsible for at least 1 (one) strategic consulting services contract for a company or group of companies operating in road sector, with a value of no less than 70,000.00 EUR (excluding VAT). The services were provided to a company or group of companies operating in the European Union (other than Lithuania), the European</p>	<p>The Supplier must provide a list of specialists proposed for the project, signed by the Supplier's manager, or authorized person:</p> <p>1) The list should be filled out using the form provided in Annex, which includes the following information: the specialists' names, surnames, education, professional experience (in years), brief description of projects meeting the requirements, names of clients for whom the proposed specialists provided services, years of performance, and the value of those projects.</p> <p>2) The Supplier must also provide curriculum vitae (CVs) of the proposed</p>

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	Free Trade Association, or the United Kingdom. 5.3. Must be able to communicate fluently in written and spoken English at the B2 level according to the Common European Framework of Reference for Languages (CEFR).	specialists, where their English language proficiency level is declared. All documents should be submitted in scanned electronic form.
Requirements for a financial expert:		
6.	6.1. Must have a higher university degree or an equivalent qualification in one of the following fields: finance, economics, mathematics, auditing. 6.2. Must have at least 5 (five) years' experience in providing business consulting services. 6.3. Over the past 3 (three) years (counting to the deadline for submission of proposals), has been involved in, or has been responsible for, at least one (1) consultancy contract for the provision of financial modelling and/or evaluation of investment opportunities and/or preparation of market trend forecasts and/or strategic planning services for a company or group of companies, with a value of at least EUR 70 000,00 (VAT excluded). 6.4. Must be able to communicate fluently in written and spoken English at the B2 level according to the Common European Framework of Reference for Languages (CEFR).	The Supplier must provide a list of specialists proposed for the project, signed by the Supplier's manager, or authorized person: 1) The list should be filled out using the form provided in Annex X, which includes the following information: the specialists' names, surnames, education, professional experience (in years), brief description of projects meeting the requirements, names of clients for whom the proposed specialists provided services, years of performance, and the value of those projects. 2) The Supplier must also provide curriculum vitae (CVs) of the proposed specialists, where their English language proficiency level is declared. 3) Furthermore, the Supplier must submit copies of documents proving the qualifications of the proposed specialists (copies of higher education diplomas or equivalent qualifications) All documents should be submitted in scanned electronic form.
Requirements for an asset management expert:		
7.	1. Must have at least 5 (five) years' experience in providing business consulting services. 2. Over the past 3 (three) years (counting to the deadline for submission of proposals), has participated in or has been responsible for at least 1 (one) asset management consulting services contract for a company or group of companies operating in road sector, with a value of no less than 70,000.00 EUR (excluding VAT). The services were provided to a company or group of companies operating in the	The Supplier must provide a list of specialists proposed for the project, signed by the Supplier's manager, or authorized person: 1) The list should be filled out using the form provided in Annex, which includes the following information: the specialists' names, surnames, education, professional experience (in years), brief description of projects meeting the requirements, names of clients for whom the proposed specialists provided

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	<p>European Union (other than Lithuania), the European Free Trade Association, or the United Kingdom.</p> <p>3. Must be able to communicate fluently in written and spoken English at the B2 level according to the Common European Framework of Reference for Languages (CEFR).</p>	<p>services, years of performance, and the value of those projects.</p> <p>2) The Supplier must also provide curriculum vitae (CVs) of the proposed specialists, where their English language proficiency level is declared.</p> <p>All documents should be submitted in scanned electronic form.</p>

* Strategic consultancy services are defined as consultancy or related work for companies, the content of which includes an analysis of the business and its long-term planning prospects, strategic development, and the means and methods to achieve this development, and the final result of which is a draft development analysis, long-term strategy or strategic action plan for the company(ies) or sector(s).

Table 2. Requirements for Quality Management System and Environmental Management System standards (in accordance with Article 48 of the Public Procurement Law)

NO.	THE REQUIRED QUALITY MANAGEMENT SYSTEM AND/OR ENVIRONMENTAL MANAGEMENT SYSTEM STANDARDS <i>(if not applicable, enter 'not applicable')</i>	LIST OF SUPPORTING DOCUMENTS
QUALITY MANAGEMENT SYSTEM STANDARDS		
1	NOT APPLICABLE	
ENVIRONMENTAL MANAGEMENT SYSTEM STANDARDS		
1	NOT APPLICABLE	