

BASIC INFORMATION ON THE PURCHASE

Name of purchase	Long-term strategy development services for JSC Via Lietuva
EcoCost number	

PRICE - QUALITY RATIO CRITERIA

1. Suppliers' proposals will be evaluated, and the most economically advantageous proposal will be selected based on the price-quality ratio, following these criteria:

Evaluation criteria, criterion identifier, description			Comparative weighting in the cost-effectiveness assessment	Benchmark weight for the functional parameter of the criterion <i>(on request)</i>
Name and reference of the evaluation criterion		Description of the criterion		
First criterion	A	Price (excluding VAT)	A = 40	
Second criterion	B	Specialist experience	B = 30	
Third criterion	C	Interview with the Team coordinator	C = 30	

CALCULATING OF ECONOMIC EFFICIENCY

2. Value for money (price/quality ratio) is calculated by summing up the value for money scores for price (A), expertise (B), Team Coordinator Interview (C) used in the evaluation of the Supplier's proposal.

$$S = A + B + C$$

DESCRIPTION AND EVALUATION OF PARAMETERS

3. First criterion. Price (excluding VAT) (A)

The purpose of this criterion is to evaluate the cost of the proposed services. The Supplier's (hereinafter referred to as the "Supplier") price (excluding VAT) (A) for evaluation purposes is considered as the total proposed price of the services (excluding VAT), which includes all the Supplier's expenses, payable amounts, taxes (excluding VAT), and fees related to service provision.

The price (A) score is calculated by multiplying the ratio of the lowest price offered (A_{min}) to the price of the evaluated proposal (A_p) by the price weighting:

$$A = \frac{A_{min}}{A_p} \times 40$$

4. The second criterion. Specialist experience (B)

The purpose of this criterion is to assess the additional experience of the specialists proposed by the Supplier to carry out the services, meeting the minimum qualification requirements. The evaluation encompasses the experience of specialists that exceeds the minimum qualification requirements taking into account their competencies, additional completed contracts/projects, or contracts in which the specialists participated in performing the required functions, demonstrating greater experience than specified and required in the minimum qualification requirements.

Note:

- All specialists proposed by the Supplier must be dedicated to the provision of the services. To replace the proposed specialists during the validity period of the contract, a specialist with an equivalent or higher qualification, accompanied by supporting documents proving this, must be proposed, and the approval of the Client confirming the suitability of the proposed specialist and compliance with the qualification proposed by the Supplier must be obtained.
- All evaluated specialists receiving scores for their experience must be the same as those stated to demonstrate compliance with the minimum qualification requirements of the participants.
- Projects that are used to demonstrate compliance with the minimum qualification requirements of the participants are not considered in the evaluation of expertise of specialists.
- Only the experience of one specialist is evaluated in each position. Scores for specialists are given only for projects and/or contracts that have been completed within the last 3 years before the deadline for submitting proposals. The evaluated project must be completed, i.e., a service acceptance and handover certificate must be signed.

The Specialist Experience (B) score is calculated by multiplying the ratio of the sum of points for the Supplier's proposed specialist experience (B_p) to the maximum sum of points for specialist experience by the weight of the specialist experience comparison:

$$B = \frac{B_p}{15} \times 30$$

4.1. Team coordinator (project manager)

Criterion	Criterion compliance level	Points awarded
4.1.1. Over the past 3 years (counting to the deadline for submission of proposals), has either led or been responsible for a strategic consulting service contract or project with a value of no less than 100,000.00 EUR (excluding VAT). The services were provided to a company or group of companies operating in countries within the European Union, European Free Trade Association countries, and/or the United Kingdom.	2 contracts implemented in at least 2 countries	1
	3 contracts implemented in at least 2 countries	2
	4 or more contracts implemented in at least 2 countries	3
4.1.2. Over the past 5 years, has managed the provision of strategic consulting services or the preparation of studies in one of the following areas: <ul style="list-style-type: none"> • Road network management. • Road network development. 	1 contract implemented	1,5
	2 or more contracts implemented	3

Criterion	Criterion compliance level	Points awarded
<ul style="list-style-type: none"> Digitization of the road network, interfaces of the road network with other transport modes. Traffic management. 		
Maximum number of points for Team coordinator (project manager) criteria		6

4.2. Road sector expert

Criterion	Criterion compliance level	Points awarded
4.2.1. Over the past 3 years (counting to the deadline for submission of proposals), has been involved in or has been responsible for at least 1 contract for the provision of strategic consultancy services to a company or group of companies operating in the field of management of the road network and/or in the field of development of the road network and/or in the field of digitalization of the road network and/or in the field of interconnection of the road network with other modes of transport and/or in the field of traffic management , with a value of at least EUR 70 000,00 (excluding VAT). The services have been provided to a company or group of companies operating in the European Union, the European Free Trade Association countries and/or the United Kingdom.	2 contracts implemented in at least 2 countries	1
	3 contracts implemented in at least 2 countries	2
	4 or more contracts implemented in at least 2 countries	3
4.2.2. Over the past 5 years, has been involved in providing strategic consultancy services or studies related to the management and/or development and/or digitization and/or interfaces of the road network with other modes of transport and/or traffic management.	1 contract implemented	1
	2 or more contracts implemented	2
Maximum number of points for Road sector expert criteria		5

4.3. Financial expert

Criterion	Criterion compliance level	Points awarded
4.3.1. Over the past 3 years (counting to the deadline for submission of proposals), has been involved in, or has been responsible for, the provision of consultancy services for at least 1 contract for the provision of financial modelling and/or investment appraisal of a company or a group of companies and/or market trend forecasts and/or strategic planning services, with a value of the contract not less than EUR 70 000,00 (VAT excluded).	2 contracts implemented in at least 2 countries	1
	3 contracts implemented in at least 2 countries	1,5
	4 or more contracts implemented in at least 2 countries	2
Maximum number of points for Financial expert criteria		2

4.4. Asset management expert

Criterion	Criterion compliance level	Points awarded
4.4.1. Over the past 3 years (counting to the deadline for submission of proposals), has been involved in or has been responsible for at least 1 contract for the provision of asset management consultancy services to a company or group of companies operating in the field of road network management and/or development and/or digitalization and/or interfaces between the road network and other modes of transport and/or traffic management, with a value of at least EUR 70 000,00 (VAT excluded). Services provided to a company or group of companies operating in the European Union, European Free Trade Association countries and/or the United Kingdom.	2 contracts implemented in at least 2 countries	1
	3 contracts implemented in at least 2 countries	1,5
	4 or more contracts implemented in at least 2 countries	2
Maximum number points for Asset management expert criteria		2

A table of specialist's experience is completed:

Experience of the Supplier's proposed professional - (indicate the title of the proposed professional's position, name and surname) in projects in the last 3 years (before the deadline for submission of applications)						
No.	Title and No (if any) * of the project (name of the contract under which the project was implemented)	Exact date of start and end of the project (the contract under which the project was implemented)	Client (Client)	Brief description of the project (the contract under which the project was carried out)	Functions of the proposed specialist in the implementation of the project (the contract under which the project was executed)	Value of the project (the contract under which the project was executed) in euro (excluding VAT)
Project supporting the necessary qualifications						
Projects supporting the economic viability of the Supplier's proposal						

Note: In case of suspicion, the Contracting Authority has the right to ask the Supplier to provide additional documents confirming the provision of the Services, i.e. certificates from the clients indicating the total amounts of the services provided, the dates, the recipients of the services, whether the services have been provided in a satisfactory manner, the acts of acceptance-transfer etc.

5. Third criterion. Interview with the Team coordinator (C)

The purpose of this criterion is to assess the vision, skills and understanding of the Team coordinator in relation to the services requested by the Client. The interview with the Team coordinator will be conducted remotely and will not exceed 1 hour. The interview will be evaluated by the appointed

representatives of the Client, who will collectively decide the assessment (scores) for the Team coordinator's presentation.

At the beginning of the interview, the Team coordinator will deliver a presentation of up to 20 minutes, presenting their and their team's experience, representing the company, and providing a detailed perspective on the procurement object. They will present their understanding of the procurement, the vision for service delivery, the stages and methodology for providing services as well as other relevant information demonstrating their understanding of the nature of the services to be procured.

The Supplier is responsible for choosing the visual tools suitable for remote presentation (such as MS PowerPoint slides or other programs and methods) and determining the scope of the presentation within the specified time limits. Upon request by the Client, the Supplier must send their prepared presentation via email. The interview will be recorded for internal purposes of the Client only, ensuring objectivity and impartiality.

The Supplier will be provided with a list of preliminary questions on which to base the interview at least 2 working days before the meeting.

The score for the interview with the Team coordinator (C) is calculated by multiplying the ratio of the sum of points collected during the interview with the Client's team coordinator (C_p) and the maximum possible points that can be obtained during the interview, by the comparative weight of specialist experience:

$$C = \frac{C_p}{6} \times 30$$

5.1. Interview with the team coordinator scores

Criterion	Criterion compliance level	Points awarded
5.1.1. Team coordinator delivered presentation lasting no more than 20 minutes, revealing their and the team's experience, representing the company, and providing details about their approach to the procurement object - presenting their understanding of the procurement, the vision for service delivery, the stages, timelines, and the methodology used in provision the services, as well as other relevant information demonstrating their understanding of the	The presentation was conducted in an unstructured manner, not covering all the requested topics. The service delivery stages and timelines were not clearly outlined. The provided information was superficial and difficult to understand, lacking relevance to the procurement object and the goals of the Client. The visual elements used were of poor quality (unreadable, incomprehensible, information provided not properly structured)	0
	The presentation covers all the requested topics, but in a brief and generalized manner. The provided information lacks clarity, specificity, and consistency. The stages and timelines of service delivery only partially align with the needs of the Client. The information presented is only partially relevant to the procurement object and the goals of the Client. The visual elements used lack quality in terms of organizing and presenting information systematically.	1
	All the requested topics are addressed in the presentation, providing detailed explanations. The information provided, including the stages and timelines of service delivery, is clear, specific, and consistent. It is relevant to the procurement object and the Client. The	2

Criterion	Criterion compliance level	Points awarded
nature of the services being procured.	visual elements used are of high quality, making the information understandable and well-organized.	
	All the requested topics are addressed in the presentation, and the Supplier demonstrates clear understanding of the Client's needs. Valuable insights regarding the elements of the procurement object, methodological approaches, and a coherent schedule for achieving the objectives of the procurement object are shared. Effective methods of organizing work are presented. The information provided is clear, consistent, understandable, and relevant to the procurement object. Relevant suggestions on how to improve the desired services for the Client are given. The visual elements used are of high quality, making the information easily understandable and well-organized.	3
5.1.2. Team coordinator's answers to questions demonstrating an understanding of the Client's needs and their vision for fulfilling them, given during the Q&A session after the presentation.	The Team coordinator does not reveal an understanding of the Client's needs, the answers are vague, overly broad and it is difficult to get the gist.	0
	The Team coordinator has a partial understanding of the Client's needs, the answers are relevant but too broad or not detailed enough.	1
	The Team coordinator understands the Client's needs, the answers are of good quality, structured, show good understanding and preparation of the Client's needs, and the questions are answered in sufficient detail.	2
	The Team coordinator has a good understanding of the Client's needs and can reflect on them, the answers are of good quality, structured, show good understanding and preparation of the topic, are sufficiently detailed, suggest improvements and alternatives to service provision (if relevant to the question).	3
Maximum number of points for Team coordinator interview criteria		6