

In accordance with Articles 69, 70 and 72, Paragraph 1, item 1 of the Law on Public Procurements (“Official Gazette of the Republic of Serbia” no. 116/08) and Articles 22 and 28 of the Law on Public Private Partnerships and Concessions (“Official Gazette of Republic of Serbia” no. 88/11)

JKP „INFORMATIKA“ NOVI SAD

Announces

PUBLIC INVITATION FOR THE SUBMISSION OF BIDS FOR THE SELECTION OF A PRIVATE PARTNER FOR REALISATION OF A CONTRACTUAL PUBLIC PRIVATE PARTNERSHIP PERTAINING TO THE DESIGN, FINANCING AND CONSTRUCTION OF AN OPTICAL CABLE NETWORK IN THE CITY OF NOVI SAD (“PUBLIC INVITATION”)

(Public procurement no JNOP 01/12)

1. The public utility company “Informatika”, operating in the sectors of telecommunications, information technology and the collection of fees for communal housing services and products, with registered headquarters in Novi Sad, Bulevar Cara Lazara Street no. 3, Republic of Serbia (the: “**Procurer**”), intends to carry out the construction and extension of the existing optical telecommunications network, which is an open type, based on the FTTH principle (“fiber to the home”), within the city of Novi Sad, Republic of Serbia (the: “**Network**”) through contractual public private partnership, regarding the design, financing and construction of the Network in accordance with the Law on Public Private Partnerships and Concessions and Law on Public Procurements (“**Public procurement**”). The public procurement shall be carried out in phases, in accordance with the technical requests, design specifications, as-built design for the existing optical cables network, and all other relevant data contained in the tender documents (the: “**Tender Documentation**”).
2. For the purpose of realization of the Public procurement, a special purpose limited liability company, 100% owned by the Procurer, shall be incorporated (hereinafter referred to as the: “**SPV**”) and shall be liable for the operation and management of the Network. The private partner shall design, provide financing in full and complete construction of the Network and transfer the Network to the public ownership of the city of Novi Sad, whereas the SPV shall have the right of use. As a compensation for the above mentioned obligations regarding design, financing and construction of the Network, the private partner shall be entitled to participate in the net income of the SPV, as explained in further detail in the Tender Documentation.
3. Bids for participation in the Public procurement may be submitted by any interested parties (the “**Bidder**”) that bought the Tender Documentation and are cumulatively fulfilling the conditions for participation under the Law on Public Procurement and the Tender documentation as well as the conditions elaborated in more detail in the Tender Documentation:
 - Total income of the Bidder in three previous financial years (2009, 2010 and 2011) in the amount of at least RSD 5,000,000,000.00;
 - The project manager (i.e. project team leader appointed by the Bidder) must:

- 1) Hold a university degree in economics;
 - 2) Have at least 5 years of working experience in executive level positions (general manager, executive director, board chair etc.);
 - 3) Have led at least one construction project of a FTTH network through a PPP model within the territories of the Republic of Serbia, European Union (EU) or European economic area (EEC) in the last five years, with a net value (excluding VAT) of at least RSD 1,000,000,000.00.
- The Bidder has performed work connected to the design and/or construction and/or financing and/or maintenance of FTTH networks in the value of at least RSD 1,000,000,000.00;

All the aforesaid conditions from section 3 shall hereinafter be jointly referred to as the “**Participation Conditions**”.

The Bidder shall prove fulfillment of the Participation Conditions in the manner prescribed by the Law on Public Procurement and the Tender Documentation.

4. The selection criterion for the most favorable bid is the most economically favorable one, and this criterion comprises the following elements elaborated in more detail in the Tender Documentation:
 - 1) Percentage of the Bidder’s participation in net income of the SPV (total income reduced for the costs of technical maintenance of active elements of the Network with accompanying software) - 70 points;
 - 2) Dynamics of the Network’s construction - 10 points;
 - 3) Costs for technical maintenance of the Network - 10 points;
 - 4) Length of the warranty period for active equipment- 10 points.
5. Tender Documentation may be taken over at the seat of the Procurer: Novi Sad, Bulevar Cara Lazara Street no. 3, office no. 7, each working day within the hours from 8 am until 1 pm, whereas any interested person should submit authorization for receiving the Tender Documentation and evidence that the fee for the delivery of the Tender Documentation in the amount of RSD 100,000.00 is paid. The instructions for payment of fee for the Tender Documentation are available at the seat of the Procurer or may be sent to the interested party via e-mail by the contact person designated in section 10 of this Public Invitation. The Tender Documentation may be reviewed by the authorized representatives of the interested parties at the headquarters of the Procurer Novi Sad, Bulevar Cara Lazara Street no. 3, office no. 7, each working day during the hours from 8 am until 1 pm.
6. The Bidders are obliged to submit the bid prepared in accordance with the Tender Documentation until 10 am, April 3, 2012 (the “**Bid Submission Deadline**”), regardless of the manner of submission, in a sealed envelope through the post department of the Procurer or via registered

mail with notice: “**Do not open-Bid in public procurement procedure no. JNOP 1/12**”. On the backside of the envelope, full name and the address of the Bidder should be designated.

7. Public opening of the bids shall take place at 12 pm on the date of Bid Submission Deadline at the seat of the Procurer: Novi Sad, Bulevar Cara Lazara Street no. 3, office no. 7, where all interested parties may be present.
8. The Procurer shall reach a decision on the most favorable bid within 180 days starting from the day of expiry of the Bid Submission Deadline. The Procurer shall deliver this decision to all Bidders within 3 days of the day the decision is reached.
9. All additional questions and information with respect to this Public Invitation may be addressed to the contact person Mr. Vladimir Knežević via e-mail jpp@nsinfo.co.rs.