

**REQUEST FOR EXPRESSIONS OF INTEREST
FOR CONSULTING SERVICES**

AD Elektrani na Severna Makedonija, vo drzhavna sopstvenost, Skopje - Republic of North Macedonia

**Project: Bitola Gas-Fired Combined Heat and Power Plant and District Heating
Network Expansion Project**

Grant Facility for Project Preparation (GFPP) Grant No.: TF0D2151

Assignment Title: Project Preparation for Bitola Gas-Fired Combined Heat and Power (CHP) Plant and District Heating Network Expansion

Reference No. (as per Procurement Plan): MK-ESM-563220-CS-QCBS

The AD Elektrani na Severna Makedonija, vo drzhavna sopstvenost, Skopje (“Recipient”) has received financing from the World Bank toward the cost of the Bitola Gas-Fired Combined Heat and Power Plant and District Heating Network Expansion Project, and intends to apply part of the proceeds for consulting services.

The consulting services (“the Services”) include preparation of the Feasibility studies for the development of the “Bitola Gas-Fired Combined Heat and Power (CHP) Plant and District Heating Network Expansion” Project. It is expected that the commencement of activities by the Consultants for all studies will be at the beginning of year 2027 and is estimated to be completed within 12 months. The Consultant shall mobilize within fifteen (15) working days after Contract signing.

The Activities for which the Grant is provided consist of the following parts:

1. Technical and Economic Preparation

Carrying out pre-investment studies to confirm the feasibility of the Project including:

- (i) a feasibility study and basic design for the Bitola gas-fired CHP plant and its gas pipeline connection (as well as associated facilities such as grid connection), including assessment of optimal capacity, technology options, fuel supply assumptions, heat offtake, and system integration. The feasibility study would assess use of existing infrastructure in Bitola;
- (ii) a feasibility study and technical designs for the expansion of the Bitola district heating (DH) network, including demand assessment, network routing, phasing, and investment prioritization; and

2. Environmental and Social Instruments Preparation

Undertaking environmental and social assessments and preparing Project's environmental and social risks management instruments including Environmental and Social Impact Assessment(s) – ESIA(s) with embedded Environmental and Social Management Plan(s), Resettlement Policy Framework(s) - RPFs/Resettlement Action Plan(s) – RAPs, Labor Management Procedures (LMP) and Stakeholder Engagement Plan(s) – SEPs in accordance with the World Bank requirements.

3. Institutional and Capacity Building Support

Carrying out upstream preparatory work of institutional components of the Project, as well as related workshops and learning exchanges including:

- (i) capacity building and training activities to enhance ESM's capacity regarding preparation and implementation of large energy infrastructure projects, including project management, procurement planning, contract management, and environmental and social risks management;
- (ii) institutional strengthening to support financial planning, budgeting, and cost recovery related to CHP and district heating (DH) network investments, including tariff and cost-recovery considerations;
- (iii) support towards establishment and operationalization of Project implementation arrangements, including the working group, roles and responsibilities, and coordination mechanisms for the follow-on investment.

The complete **Terms of Reference** (TOR) for the primary procurement stage for the assignment can be found on the external website of AD Elektrani na Severna Makedonija at the following link:

<https://www.esm.com.mk/?p=18822>

The *Client* AD Elektrani na Severna Makedonija, vo drzhavna sopstvenost, Skopje now invites eligible consulting firms ("*Consultants*") to indicate their interest in providing the Services. Interested Consultants should provide information demonstrating that they have the required qualifications and relevant experience to perform the Services.

The shortlisting criteria are:

Company profile and qualification criteria

A team of experts with relevant experience and qualifications in their area of business as indicated further below can be engaged as a Consulting Firm. The Consulting firm may associate with other Consulting firm(s) in the form of a joint venture or of a sub-

consultancy to complement their respective areas of expertise, strengthen the technical responsiveness of their proposal, and avail themselves to a broader pool of experts. The qualification requirements of the Consulting firm are summarized as follows. The Consultant shall be a firm or a group of firms with following qualifications:

General Qualifications:

- ❖ At least ten (10) years of professional experience in rendering engineering and consulting services. As a proof of compliance, the consultant shall provide a copy of valid business license from country of origin (if such activity is subject to licencing in the consultant's country) and copy of the registration certificate (issued not earlier than 2 years prior to the proposal submission deadline);
- ❖ At least 50% of the key experts must have employment status with the Consulting firm for more than five (5) years. As a proof of compliance with this requirement the consultant shall provide a signed and stamped Staffing Table;
- ❖ The average annual turnover of the Consultant must be at least EUR 500.000 equivalents in the last five (5) years (Year 2020 until Year 2025, **not including 2025**). As a proof of compliance with this requirement, the consultant shall provide audited balance sheets, audited income statements, cash flow statements or verified financial statements covering the required period.

- Specific Qualifications relevant for the assignment:

- ❖ At least two (2) completed assignments for preparation and submission of a Feasibility study for CHP or CCHP plant with a minimum installed capacity of 150MW, or equivalent projects **financed by an International Financial Institution (IFI)**, such as a completed assignment for preparation and submission of a Feasibility study for Conversion of old power plant (coal or HFO) to Combined gas power plant with minimum installed capacity of 150MW as a Project Leader or a member of a Joint Venture (JV) with a minimum participation of 60% during the last ten (10) years starting 1 January 2016 and the deadline for submission of proposal, evidenced by signed and stamped references from the previous clients/employers, **assignments financed by International Financial Institutions (IFIs) would be considered as advantage**;
- ❖ Regional experience in the EU region and Western Balkans, in terms of minimum one (1) completed assignment for preparation of a Feasibility study for CHP or CCHP plant with a minimum installed capacity of 100MW, evidenced by signed and stamped references from the previous clients/employers.

The credibility of the specific experience shall be presented in a reference list with description of services provided including information on contract value, contracting

entity/client, project location, period of providing the services, value of investment, percentage carried out by consultant in case of association of firms or subcontracting and main activities.

Key Experts will not be evaluated at the shortlisting stage.

The shortlist will contain 5 to 8 firms.

The attention of interested Consultants is drawn to Section III.Governance, paragraphs, 3.14, 3.16, and 3.17 of the World Bank's "*Procurement Regulations for Investment Project Financing (IPF) Borrowers*" – Procurement in IPF of Goods, Works, and Non-Consulting and Consulting Services, (Regulations), Seventh edition, September 2025 ("Procurement Regulations"), setting forth the World Bank's policy on Conflict of interest. A link to the above-mentioned Procurement Regulations is provided below for interested Consultants' easy reference.

<https://thedocs.worldbank.org/en/doc/c84273d1b230aeb2b0b8134de5dc8cd7-0290012025/original/Procurement-Regulations-7th-Edition-Sep-2025.pdf>

Consultants may associate with other firms to strengthen their qualifications; however, they must clearly indicate whether the association is in the form of a joint venture and/or a subconsultancy. In the case of a joint venture, all members will be evaluated jointly for shortlisting purposes, shall be jointly and severally liable for the assignment, and shall sign the contract in the event of award. Interested consulting firms are free to decide whether to participate as a subconsultant, as a sole consultant, or as a partner in a joint venture. Please note that a firm may submit only one expression of interest in the same selection process, either as a sole consultant or as a partner in a joint venture. A firm may not act as a subconsultant while also submitting an expression of interest individually or as a partner in a joint venture in the same selection process. However, a firm acting solely as a subconsultant may participate in more than one consultant arrangement, but only in the capacity of subconsultant.

A Consultant will be selected in accordance with the Quality and Cost Based Selection method as described in the applicable Procurement Regulations and to be specifically set out in the Request for Proposals.

Further information can be obtained at the address below during office hours 08:00 to 16:00 hours.

Expressions of interest must be delivered in a written form to the address below (in person, or by mail, or by fax, or by e-mail) by 0510.08.2026.

AD ESM - Department of Development and Investments

Attn: Aleksandar Stefanovski- Head of Development division -AD ESM

Saso Cvetkovski – Senior engineer for thermal power -AD ESM

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