# Request for Expressions of Interest

# Consulting Services – Individual Consultant Selection - Open National

**Implementing Agency: Ministry of Transport and Communications**

**Country: Republic of North Macedonia**

**Project: Western Balkans Trade and Transport Facilitation Project - P162043**

**Loan No.: 8929-MK**

**Assignment Title: Review of the existing national legal and regulatory framework for implementation of the country specific commitments under the CEFTA AP5 and AP6 and EU Acquis where relevant**

**Reference No.: WBTTFP-8929-MK-311A-CS-Individual Consultant**

**Issued on: 02 February, 2023**

Republic of North Macedonia has received financing from the International Bank for Reconstruction and Development – World Bank in the form of a loan towards the costs of the Western Balkans Trade and Transport Facilitation Project and intends to apply part of the proceeds for consulting services.

The consulting services (“the Services”) under this component consist of technical assistance to implement the regulatory and institutional reforms needed to comply with the country’s specific commitments to CEFTA AP5 and AP6 on Trade in Services. Objectives of the assignment is to support the relevant stakeholders in the process of policy making, by conducting a detailed overview in respect to the selected priority areas from the CRM Action Plan.

Two areas are selected for this review as follows:

1. Tourism.
   1. Adopt CEFTA framework for trade in tourism services addressing key barriers, including mutual recognition of licenses, insurance requirements, establishment requirement, technical standards, etc.;
   2. Align and adopt voluntary quality of service standards for adventure and cultural tourism among WB6 and with relevant EU/international guidelines and standards.
2. Portability of social rights and removal of working permits
   1. Western Balkans Agreement on Social Insurance.
   2. Western Balkans Agreement on Removing Work Permits for intracompany transfers and service suppliers

The services will include the following tasks:

1. To prepare a detailed analysis regarding the current “as-is” situation in respect to the selected priority areas and expected results (below);

2. To identify the necessary activities (such as policy, legal and regulatory changes, capacity building) that need to be undertaken by the responsible institutions (to achieve the situation “to be”, estimated timeframe and budget for their implementation) to successfully implement the following selected actions from the WB6 CRM 2021- 2024:

3. To prepare a gap analysis on licensing process for travel agencies and for catering service providers and its categorization as well as the way of registration and operation of tourist and hospitality facilities (including legal and natural persons) in line compliance with Directives from European legislation. The analysis should contain review of the EU legislation, review of the current state of national legislation, comparative experiences from CEFTA countries and provision of policy and legal recommendations for overcoming the current gaps.

4. To prepare an analysis of the national legislation (regulating the temporary mobility of workforce) the country with compliance with the Directives from the European legislation. The analysis should contain comparative experience from CEFTA countries, an overview of the current state of the national legislation, necessary reforms as well as financial implications that would arise in the event of a change in the legal solutions that are related to the systems in the country regarding the employment and residence of foreigners. The analysis should take into account the obligations that the country has undertaken in the area of temporary employment of foreigners or social insurance with certain bilateral or multilateral agreements as well as the agreement with CEFTA.

The intended commencement of the Services is March, 2023 and the period of implementation shall be 8 months, estimated working days are 120. The standard form of the Contract will be a Lump sum contract.

The Ministry of Transport and Communications now invites eligible Individual 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 criterias are:

- Educational qualifications: At least a University Degree in: Economy / Management / Financial / Social Policy / Education / Law or other relevant education;

- Area of professional expertise: International trade and investment policies formulation and implementation and knowledge and direct experience in the EU association processes;

- Years of experience: Minimum of 15 years’ professional experience in managing/monitoring complex projects in private sector and public administration; international trade and investment policies formulations; experience in the EU association processes; strategic planning and managing implementation actions in Western Balkans or other regions.

- Additional desirable qualifications: experience in implementation of CEFTA activities;

Required skills and competencies:

- Experience with at least 1 assignment/project on implementation of the regional free trade agreements;

- Knowledge of national legislation on related policies in trade, investment, internal market and tourism in Western Balkan region;

- Self-Planning & Organizing; Communication; Teamwork; Initiative; Problem Solving;

- Excellent Knowledge of English language~~,~~

The selected procurement method of the service will be Selection of Individual Consultant / Open national procedure, in accordance with the World Bank’s “Procurement Regulations for IPF Borrowers” dated July 2016, revised November 2017 and August 2018 (“Procurement Regulations”).

The attention of interested Consultants is drawn to Section III, paragraphs, 3.14, 3.16, and 3.17 of the World Bank’s “Procurement Regulations for IPF Borrowers” dated July 2016, revised November 2017 and August 2018 (“Procurement Regulations”), as amended, setting forth the World Bank’s policy on conflict of interest.

The eligible Consultants can obtain further information from the Project Implementation Unit (PIU) of the Ministry of Transport and Communication, Attn: Mr. Slavko Micevski and/or Ms. Vlasta Ruzinovska, e-mail: [slavko.micevski.piu@mtc.gov.mk](mailto:slavko.micevski.piu@mtc.gov.mk); [vlasta.ruzinovska.piu@mtc.gov.mk](mailto:vlasta.ruzinovska.piu@mtc.gov.mk); during office hours from 09:30 to 15:30. **Due to COVID-19 VIRUS emergency, the procedure for expressing interest in providing the Services is strictly electronically as stated below.**

The Client will publish a Request for Expression of Interest (REoI) and the Terms of References in English language. Interested Consultants may obtain REoI and ToR from the website of the national electronic system for procurement: “ЕСЈН-Заеми/Донации/Грантови-Огласи од меѓународни институции” ([**https://www.e-nabavki.gov.mk**](https://webmail.t.mk/cp/ps/Mail/ExternalURLProxy?d=t.mk&u=tejumi&url=https://www.e-nabavki.gov.mk&urlHash=-1.1261282751824486E-304#_blank)) and from the website of the Ministry of Transport and Communications: [**http://mtc.gov.mk/javniOglasi**](http://mtc.gov.mk/javniOglasi);

The eligible Consultants must submit their Expression of Interest, CVs and other relevant information **only by e-mail** to the all below listed e-mail addresses (**as readable PDF file in English language**), **on or before February 16, 2023, 15:30 p.m local time.** Receipt of each Expression of Interest will be immediately confirmed.

## Ministry for Transport and Communications - Project Implementation Unit

## Attn: Mr. Slavko Micevski and/or Ms. Vlasta Ruzinovska – procurement officers

## Street “Crvena Skopska Opstina”, Nr. 4, 1000 Skopje, Republic of North Macedonia

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## E-mail addresses (obligatory):

[**slavko.micevski.piu@mtc.gov.mk**](mailto:slavko.micevski.piu@mtc.gov.mk)**;** [**vlasta.ruzinovska.piu@mtc.gov.mk**](mailto:vlasta.ruzinovska.piu@mtc.gov.mk)**;** [**harita.pandovska@mtc.gov.mk**](mailto:harita.pandovska@mtc.gov.mk)**;** [**procurement.piu.mtc@gmail.com**](mailto:procurement.piu.mtc@gmail.com)