

Athens, 11th of March 2022

To: The Interested Parties of the open award procedure of HRADF in relation to the Request for Proposals dated the 20th of January of 2022 for the conclusion of framework agreements for the provision of advisory services for the preparation and the implementation of priority infrastructure projects referred to the Project Preparation Facility of the Hellenic Republic Asset Development Fund (OJ S: 2022/S 017-041266).
Number of Corrigendum in the EU OJ S: 2022/S 020-049774
Number of Corrigendum in the EU OJ S: 2022/S 026-067198
Number of Corrigendum in the EU OJ S: 2022/S 040-104257
Number of Corrigendum in the EU OJ S: 2022/S 045-117406

Subject: **Responses to clarification requests submitted by Interested Parties in connection with the Request for Proposals dated the 20th of January of 2022 for the conclusion of framework agreements for the provision of advisory services for the preparation and the implementation of priority infrastructure projects referred to the Project Preparation Facility of the Hellenic Republic Asset Development Fund (OJ S: 2022/S 017-041266).**

On the final questions submitted until 04.03.2022 regarding the Request for Proposals dated the 20th of January of 2022 for the conclusion of framework agreements for the provision of advisory services for the preparation and the implementation of priority infrastructure projects referred to the Project Preparation Facility of the Hellenic Republic Asset Development Fund (“the RfP”), HRADF provides the clarifications contained within this document.

These clarifications are published on HRADF’s website (www.hradf.gr) and constitute an integral part of the RfP. The present clarifications made available, as described above, on the Fund's website will be presumed to be unquestionably known to all Interested Parties from the date of their publication.

Clarifications List – Request for Proposal (“RfP”) for the conclusion of framework agreements for the provision of advisory services for the preparation and the implementation of priority infrastructure projects referred to the Project Preparation Facility of the Hellenic Republic Asset Development Fund – Issue D’

#	RfP Reference	QUESTIONS	RESPONSE
1	4.3.2.4	<p><i>In relation to clause 4.3.2.4 of the RfP and taking into consideration the clarifications you published on 08/02/2022 and clarification no. 25 that you published on 25/02/2022, kindly specify whether, in case an Interested Party is not required to issue balance sheets, submitted income tax returns shall be considered as "equivalent documentation".</i></p> <p><i>Further, please confirm that where an Interested Party has not yet issued audited balance sheets and economic outturn (profit & loss) statements or has not yet submitted tax returns for the year 2021, such Interested Party may submit a solemn declaration stating the relevant information, while explaining the reasons why the documents requested by the RfP in relation to the year 2021 cannot be furnished to the Fund."</i></p>	<p>It is acceptable where an Interested Party has not yet issued audited balance sheets and economic outturn (profit & loss) statements or has not yet submitted tax returns for the year 2021 to submit a solemn declaration stating the relevant information, while explaining the reasons why the documents requested by the RfP in relation to the year 2021 cannot be furnished to the Fund.</p>
2	Annex 6	<p><i>As far as the “Annex 6 - Previous Experience Table” is concerned, please confirm that we have to state the following:</i></p> <ul style="list-style-type: none"> • <i>Name of company: the interested party’s client (the contract’s counterparty)</i> • <i>Project value: capital value of the infrastructure project (e.g. Euro 100 million)</i> • <i>Role of company: the role of the interested party in the project (e.g. Legal Advisor, Technical & ESIA Advisor, Financial Advisor)</i> • <i>Lead company: in case the interested party undertook the execution of the project alone or as a member of an association of companies, e.g. Name of the interested party – Sole Contractor or Name of the interested party - Member of association of companies</i> 	<p>Confirmed.</p>
3	4.2.2.2	<p><i>Further to the clarification no. 4 that you provided on 25/02/2022, in relation to the possibility for an Interested Party to issue a letter of guarantee by the Greek Deposits and Loans Fund, kindly confirm that such letter of guarantee,</i></p>	<p>Confirmed.</p>

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		<i>which shall be issued according to the standard form and type used by the Greek Deposits and Loans Fund, shall be acceptable.</i>	
4	5.1 i Annex 8 7 viii	<i>In case of an unofficial JV where the €180k participation letter of guarantee will not be issued solely by the Lead party but partially by each of the three parties (€60.000 each), will all parties have to sign the Framework Agreement? If this is the case, will all parties have to invoice separately or can the Leader invoice the total fee?</i>	According to clause 5.1 i and Annex 8 of the RfP, the Framework Agreement shall be signed by the leader of the consortium/joint venture appointed by the consortium/joint venture. For the matter of invoicing we refer to article 7 viii of the RfP according to which the final terms related to the Assignment will be reflected in the Individual Services Contract.
5	4.2.2.2	<i>Can any team member cover more than one expert’s position?</i>	Please note that the same person cannot cover multiple Key Expert profiles.
6	4.2.2.2	<i>In case of an unofficial JV, is there any restriction in filling the two PM experts positions? For example, can one PM expert be an engineer and member of the technical team and the second PM expert be a financial expert and member of the financial team?</i>	The PM Experts must fulfill the requirements of the table of clause 4.2.2.2 of the RfP.
7	4.2.4 4.3.2.4	<i>Should all members of an unofficial JV disclose their turnover or if the minimum turnover is covered by one party then it is not mandatory for the other two members?</i>	It is not mandatory if at least one member of the JV fulfills the respective criterion of clause 4.2.4 of the RfP.
8	7 ix	<i>Will separate good performance letters of guarantee be required for each assignment at later stage?</i>	With respect to the letter of guarantee of good performance we refer to subpar. ix of article 7 of the RfP.
9	-	<i>Is it possible that an extension of the submission deadline be granted for ten business days?</i>	No. There will be no more extension of the submission of Proposals deadline.

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10	Annex 7	<p><i>Referring to Annex 7 – Financial Form for Dossier C, please clarify which of the five options listed below should be followed with regards to the key experts profile category (column A):</i></p> <p><i>1) Key experts’ profile category, without mentioning key experts’ area of expertise, name and/or number of key experts under this category – e.g. Senior expert</i></p> <p><i>2) Key experts’ profile category, with reference to his/her expertise, without mentioning key experts’ name and/or number of key experts under this category – e.g. Senior expert / Financial expert</i></p> <p><i>3) Key experts’ profile category, with reference to his/her expertise, with mentioning key experts’ name – e.g. Senior expert / Financial expert / name</i></p> <p><i>4) Key experts’ profile category, with reference to his/her expertise, with mentioning number of key experts under this category and without mentioning key experts’ name – e.g. Senior expert / Financial expert / (2)</i></p> <p><i>5) Other – please specify</i></p>	<p>According to Annex 7 Interested Parties are NOT allowed to add rows or change the matrix and are supposed to fill only the cells in red borders.</p>
11	4.3.2.4	<p><i>Εταιρείες που δεν υποχρεούνται να δημοσιεύσουν ισολογισμό αλλά και οι λοιπές εταιρείες που δεν έχουν κλεισμένη διαχειριστική χρήση για το 2021 μπορούν να προσκομίσουν τις περιοδικές δηλώσεις ΦΠΑ για τα έτη αυτά, ή και δηλώσεις εσόδων στην ΑΑΔΕ, ή εκτύπωση λογαριασμού εσόδων από ισοζύγιο υπογεγραμμένο από το λογιστή, ή υπεύθυνη δήλωση του τελευταίου με την οποία πιστοποιείται το ύψος των εσόδων του έτους;</i></p>	<p>Please refer to answer no 25 of Clarifications Issue B’, published on HRADF’s website on 25.02.2022.</p> <p>Furthermore, please refer to answer no 1 of this present Issue D’.</p>
12	7	<p><i>Contracts will take the form of a Framework Contract which facilitates call-offs through award of an Individual Services Contract (ISC) –</i></p> <p><i>Please note that the Framework nor the tender documents provide for a ISC template and as such the terms of any actual call-off cannot be ascertained.</i></p> <p><i>Can you please provide a template for a typical call off agreement?</i></p>	<p>No, there will be no such template provided.</p>

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13	7 viii	<i>Please confirm that all call offs will include a cap on liability as it is noted at framework level.</i>	We refer to article 7 viii of the RfP according to which the final terms related to the Assignment will be reflected in the Individual Services Contract.
14	4.2.4 4.2.5	<i>If a party relies on capacity of other entities to meet the turnover/financial standing criteria then those entities together will be jointly liable for execution of the Framework and ISCs. Please advise how you would treat a Company who provides a joint submission with its parent company from the financial standing criteria point of view. What would they need to provide?</i>	If you mean that the company shall rely on the capacities of its parent company for the fulfilment of the Economic and financial standing criterion of clause 4.2.4 of the RfP then the parent company is a third party and clause 4.2.5 of the RfP is applicable. If the parent company is also a member of the consortium/joint venture then it should also comply with the provisions of the RfP regarding consortia/joint ventures.
15	7	<i>Framework Advisor shall also provide further letters of guarantee for each ISC entered into at a value of 4% of the contract – to be returned on proper completion of the Services. Please advise how this element will work in practice given the fact that every project will require the participation of a legal a technical and a financial advisor.</i>	For this matter please refer to article 7, as these terms shall be specified in the ATORs.
16	7 viii	<i>You are asking us to include and allow for the provision of surveys and site investigations etc. this element can be managed by the technical advisor however it should be instructed directly by the authority so that the SPV can then place reliance of such reports. As consultants we can not and should not perform physical works at site level. Pricing such elements other than managing subcontractors at tender (call off) stage is impossible as the scope is not defined. Please confirm that this approach will be considered at call off stage.</i>	We refer to article 7 viii of the RfP according to which the final terms related to the Assignment will be reflected in the Individual Services Contract.
17	5.2 i Annex 8	<i>Please advise if under the proposed arrangements the appointment could be signed by all three parties and one company named as the lead party.</i>	If you mean the signing of the framework agreement, according to clause 5.1 i and Annex 8 of the RfP, the Framework Agreement shall be signed

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			by the leader of the consortium/joint venture appointed by the consortium/joint venture.
18	7 ix	<i>Please advise if you would consider the provision of Professional Indemnity set at £3M instead of a good performance bond</i>	With respect to the letter of guarantee of good performance we refer to subpar. ix of article 7 of the RfP.
19	7 ix	<i>International entities are not used to issuing bonds and therefore this requirement creates an entry barrier. Would you consider an either or scenario.</i>	The requirement for the provision of letter of good guarantee is standard practice and fully compliant with the applicable legal framework.
20	5.1 i Annex 8 7 viii	<i>In case of an unofficial JV where the €180k participation LoG will be issued partially by each of the three parties (€60.000 each), will all parties be allowed to sign the Framework Agreement? And if they do can the Unofficial Joint Venture entity decide which party will be invoicing HRADF? We wish to understand that all three parties can sign the agreement with a lead party named who will be invoicing on behalf of all three members.</i>	According to clause 5.1 i and Annex 8 of the RfP, the Framework Agreement shall be signed by the leader of the consortium/joint venture appointed by the consortium/joint venture. For the matter of invoicing we refer to article 7 viii of the RfP according to which the final terms related to the Assignment will be reflected in the Individual Services Contract.
21	4.2.2.2	<i>Can the two PM roles be filled in the following combination? Lead PM provided by the technical advisory firm and PM number 2 by the Finance advisory firm. Please confirm</i>	The PM Experts must fulfill the requirements of the table of clause 4.2.2.2 of the RfP.
22	4.2.4	<i>Should all members of an unofficial JV disclose their turnover or if the minimum turnover is covered by one party then it is not mandatory for the other two members?</i>	It is not mandatory if at least one member of the JV fulfills the respective criterion of clause 4.2.4 of the RfP.
23	-	<i>In view of all the above questions may we request a further extension for a period of ten business days (2 weeks)?</i>	No. There will be no more extension of the submission of Proposals deadline.