



**FONDI SHQIPTAR I ZHVILLIMIT**  
ALBANIAN DEVELOPMENT FUND

**CONTRACT AWARD NOTICE**

**1. Reference code**

Contract No: **AL – ADF – 15567 – CS – QCBS – 2017**

**2. Country:** Albania

**3. Sector:** Tourism Development

**4. Project Title:** Project for Integrated Urban and Tourism Development -PIUTD

**5. Assignment Title:** Preparation of Market research and development of a tourism product and market strategy for the south of Albania & 4 selected municipalities

**6. Executing Agency:** Albanian Development Fund

**7. Publication date of the procurement notice:** 16 June 2017

**8. Number of tenders that has submitted Expression of Interest:** 21

No.	Name of the Consulting firms	Country
1.	Swiss Contact	Switzerland
2.	Association - SW Associates team - Sustainable Growth and Tourism Center	USA Albania
3.	Association - Tourism Development International - Instituti i Politikave Publike dhe Private	Ireland Albania
4.	Association - Kohl &Partner - VeVe Group	Austria Macedonia
5.	Association - Ernst and Young Certified Auditors - IDRA Research and Consulting	France Albania
6.	Association - A.R.S Progetti S.p.a - Mode Consulting - SALON - Abkons	Italy Italy UK Albania
7.	Association - European Profiles - ATC Consultants GmbH - Eurolink Consultants	Greece Austria Romania

8.	KPMG Albania	Albania
9.	Target Euro Srl	Italy
10.	Association - Deloitte UK - Deloitte Albania - Abkons	UK Albania Albania
11.	Avasant T&T Consulting Ltd	Trinidad & Tobago
12.	Acorn Tourism Consulting Ltd	United Kingdom
13.	Roland Berger GmbH	Germany
14.	Association - Archidata s.r.l - GDSI Ltd - European University of Tirana	Italy Ireland Albania
15.	Association - TEAM Tourism Consulting - Yellow Railroad	UK Scotland
16.	Association - GGF Group - Marche maraviglia - SIDA Group - The HIVE	Italy Italy Italy Global
17.	Association - Institute for Tourism in Zagreb - Hotel & Destination Consulting (HDS) - IPSOS Adria market research Company	Croatia Croatia Croatia & Albania
18.	Association - INFYDE - AURON	Spain Spain
19.	Association - Horwath HTL - WERNER BILGRAM	Croatia Austria
20.	European Tourism Futures Institute	Netherlands
21.	The European House Ambrosetti	Italy

**9. Number of tender that has been shortlisted: 6**

Acorn Tourism Consulting Ltd

Horwath HTL & Werner Bilgram

Association European Profiles & ATC Consultants GmbH

European Tourism Futures Institute

Association Archidata s.r.l. & GDSI Ltd & European University of Tirana

Association A.R.S Progetti S.p.a. & Mode Consulting & SALON & Abkons

## 10. Number of tenders that has submitted Request for Proposal: 5

Horwath HTL & Werner Bilgram – 83,58

Acorn Tourism Consulting Ltd – 79,42

Association Archidata s.r.l. & GDSI Ltd & European University of Tirana – 76,83

Association European Profiles & ATC Consultants GmbH – 75,31

Association A.R.S Progetti S.p.a. & Mode Consulting & SALON & Abkons – 73,42

## 11. Financial prices as read out:

Horwath HTL & Werner Bilgram – 261,893 Euro (VAT Excl)

Acorn Tourism Consulting Ltd – 124,164 Euro + 27,771,359 ALL (VAT Excl)

Association Archidata s.r.l. & GDSI Ltd & European University of Tirana – 301,625 Euro (VAT Excl)

Association European Profiles & ATC Consultants GmbH – 258,273 Euro (VAT Excl)

## 12. Financial prices after evaluation

Horwath HTL & Werner Bilgram – 261,893 Euro (VAT Excl)

Acorn Tourism Consulting Ltd – 124,164 Euro + 27,762,344.89 ALL (VAT Excl)

Association Archidata s.r.l. & GDSI Ltd & European University of Tirana – 301,619 Euro (VAT Excl)

Association European Profiles & ATC Consultants GmbH – 258,273 Euro (VAT Excl)

## 13. The final combined score

Consultants' names	Technical Evaluation			Financial Evaluation		Combined Evaluation	
	Technical scores S(t)	Weighted scores S(t) × T	Technical rank	Financial scores S(f)	Weighted scores S(f) × F	Scores S(t) T + S(f) F	Rank
JV "Horwath I Horwath" Consulting Zagreb d.o.o. & "Werner Bilgram" (Croatia/Austria)	83.58	66.86	1	100.00	20.00	86.86	1
JV "European Profiles" s.a. & "ATC Consultants" GmbH & "Eurolink Consultants"	75.31	60.24	4	97.62	19.52	79.77	2

(Greece/Austria/ Romania)							
JV "Archidata" s.r.l & "Universiteti European i Tiranes" & "GDSI" I.t.d. (Italy/Ireland/Albania)	<b>76.83</b>	<b>61.46</b>	<b>3</b>	<b>86.83</b>	<b>17.37</b>	<b>78.83</b>	<b>4</b>
Acorn Tourism Consulting I.t.d. (United Kingdom)	<b>79.42</b>	<b>63.53</b>	<b>2</b>	<b>78.91</b>	<b>15.78</b>	<b>79.41</b>	<b>3</b>
To highest combined technical/financial score. Consultant's name: <b>JV "Horwath I Horwath" Consulting Zagreb d.o.o. &amp; "Werner Bilgram" (Croatia/Austria)</b>							

**14. Financial Offer of the chosen tenderer**

261,893 Euro (VAT Excl)

**15. Name, address and nationality of the successful tenderer**

"Horwath HTL", Ulica grada Vukovara, 269.a/10000 Zagreb, Croatia