РЕПУБЛИКА СЕВЕРНА МАКЕДОНИЈА
REPUBLIKA E MAQEDONISË SË VERIUT
МИНИСТЕРСТВО ЗА ЗЕМЈОДЕЛСТВО, ШУМАРСТВО И ВОДОСТОПАНСТВО
MINISTRIA E BUJQËSISË, PYLLTARISË DHE EKONOMISË SË UJËRAVE
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СКОПЈЕ - SHKUP

# REQUEST FOR EXPRESSIONS OF INTEREST

## CONSULTING SERVICES

## SELECTION OF FIRMS

**Republic of North Macedonia**
**Ministry of Agriculture, Forestry and Water Economy**
**Zletovica Productivity through Irrigation and Renewable Energy Project (PIREP)**
**Project ID P515976**
**Grant No. TF0D2152**

**Assignment Title:** Consulting Services for the Preparation of the Environmental and Social Impact Assessment (ESIA) and Environmental and Social Framework (ESF) Instruments for Phase 2 Irrigation and Phase 3 Hydropower of the Zletovica Hydrosystem.

**Reference No.:** PIREP-CS-CQS-02

The Republic of North Macedonia has received financing from the World Bank through the Grant Facility for Project Preparation (GFPP) to support the preparation of PIREP. The Ministry of Agriculture, Forestry and Water Economy, through the Project Implementation Unit (PIU), intends to apply part of the grant proceeds to payments under the contract for the consulting services described in this notice.

The Ministry invites eligible consulting firms to express their interest in providing the services.

### DESCRIPTION OF THE SERVICES

The assignment covers Phase 2 Irrigation in Probishtip and Kratovo and Phase 3 Hydropower, including their interfaces with the existing Phase 1 infrastructure. The services include the following assessments and instruments.

- An Environmental and Social Impact Assessment (ESIA) in accordance with the World Bank's Environmental and Social Framework (ESF), covering screening and scoping, seasonal baseline surveys, alternatives and cumulative impacts, and a stand-alone Non-Technical Summary. The Consultant will also prepare a separate national Environmental Impact Assessment (EIA) and support the applicable national procedures.
- An Environmental and Social Management Plan (ESMP), Stakeholder Engagement Plan (SEP), Labor Management Procedures (LMP) and draft inputs to the Environmental and Social Commitment Plan (ESCP). The Consultant will prepare site-specific Resettlement Action Plans (RAPs) where required and a Resettlement Policy Framework (RPF) for justified residual components whose footprints cannot reasonably be defined during the assignment.

The Consultant will support disclosure and at least two rounds of consultation, provide environmental and social inputs to dam safety work and to the international waterways assessment under OP 7.50, and coordinate with the Detailed Design Consultant to incorporate agreed measures into designs, cost estimates and works bidding documents.

## Deliverables and Timeline

The assignment is expected to take ten (10) months from the Commencement Date but no later than December 20, 2027. The accompanying Terms of Reference (ToR) and six appendices set out the full scope, deliverables, schedule and staffing requirements.

## Budget and VAT

The estimated budget for the assignment is **USD 300,000**, exclusive of VAT.

At the financial proposal stage, the invited Consultant shall state the total net price payable, exclusive of VAT. The Project is exempt from VAT.[1]

## Information to Be Submitted

Submit the following evidence of the firm's qualifications and capacity under Section G of the ToR.

1. A firm profile summarizing its legal status, services and relevant institutional experience.
2. A list of relevant assignments giving the title, client, country, funding institution, type of infrastructure, services and instruments delivered, applicable standards, dates and completion status. Give the contract value where available and specify the firm's role on joint assignments. Provide client-issued completion certificates, confirmations or equivalent evidence where available.
3. Evidence of the firm's ability to mobilize the disciplines in Section F of the ToR, ensure quality and deliver on time, together with information on its financial and organizational capacity.

## Consultant Qualifications and Eligibility

The consulting firm shall demonstrate:

- A minimum of 7 years of institutional experience in preparing ESIAs and ESF instruments for World Bank- or other multilateral-financed infrastructure projects and minimum 2 projects related to water use
- Prior experience with water sector projects (irrigation, dams, hydropower) in the European or Western Balkan region is strongly preferred.
- Demonstrated capacity to mobilize the required team of experts and deliver high-quality ESF instruments on time.
- Financial and organizational capacity to manage an assignment of this scale.

Joint ventures or associations between firms are permitted.

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[1] VAT exemption is implemented pursuant to Article 2(2) of the Rulebook on the Procedure for Implementing Exemption from Value Added Tax on Supplies of Goods and Services Intended for the Implementation of a Project Financed with Funds Received under a Donation Agreement Concluded between the Republic of North Macedonia and a Foreign Donor and providing that taxes shall not be paid from the funds received (Official Gazette of the Republic of Macedonia No. 98/2014). For imports of goods intended for the project, Article 3(1) of the Rulebook on the Procedure for Implementing Exemption from Import Duties and Value Added Tax on Imports of Goods Intended for the Implementation of a Project Financed with Funds Received under a Donation Agreement Concluded between the Republic of North Macedonia and Foreign Donors and providing that import duties and taxes shall not be paid from the funds received, and on the Form and Content of the Exemption Application and the Required Documentation (Official Gazette of the Republic of North Macedonia No. 312/2020) applies.

The Ministry may request clarifications or supporting evidence to verify the information submitted in the Expression of Interest.

### Key Experts

The expression of interest should show the firm's ability to mobilize the team in Section F of the ToR. The invited firm will provide its methodology and Key Expert CVs with its technical proposal.

### Criteria for Assessing Expressions of Interest

The Ministry will verify eligibility and the minimum qualifications in Section G of the ToR, then score the qualifying firms out of 100 points.

| Assessment Criterion | Maximum Points |
|---|---|
| **Institutional ESIA and ESF experience.** For the relevant experience specified in Section G of the ToR, award 10 points for 7–9 completed years, 15 for 10–14 years and 20 for 15 or more years. | 20 |
| **Relevant water-use project experience.** Count the two highest-scoring water-use project references, up to 20 points per project. For each, award 5 points for documented services on the project, 10 for preparing or updating its ESIA, 5 for preparing or updating its environmental and social instruments. | 40 |
| **Capacity to mobilize the team and deliver the ESF instruments.** Award up to 10 points for mobilizing the required team of experts, up to 10 for evidence of quality assurance and timely delivery on comparable assignments and up to 20 for financial and organizational capacity to manage an assignment of this scale | 40 |
| **Total** | **100** |

For each capacity subcriterion, award zero points where evidence is absent, half the available points where capacity is partly demonstrated and full points where it is fully demonstrated.

Count each project once per criterion. Break ties by the higher water-use project score, then by the higher institutional ESIA and ESF experience score.

### Selection Method

The Consultant will be selected using the Consultant's Qualification-Based Selection (CQS) method in accordance with paragraph 7.11 of the World Bank's Procurement Regulations for IPF Borrowers, Seventh Edition, September 2025.

The Ministry will invite the highest-ranked qualifying firm to submit technical and financial proposals for negotiation using the applicable World Bank Request for Proposals for Consulting Services (Non-supervision).

## Association of Consultants

Consultants may associate as a joint venture (JV) or through sub-consultancy. State the form of association, the lead firm where applicable, and the role and scope of each member or proposed sub-consultant.

Each JV member must meet the applicable eligibility requirements. The Ministry will assess members' qualifications and experience jointly and use the longest qualifying track record of one member to score institutional experience. JV members will be jointly and severally liable for the contract if awarded. Describe each sub-consultant's qualifications and references for its proposed role.

## Language of the Expression of Interest

Expressions of interest and supporting information must be submitted in English. Provide a brief English translation or summary of relevant supporting documents in another language.

## Submission Deadline and Method

Expressions of interest must be received by email at procurement@amp.mk by the following deadline.

**Thursday, 3 December 2026 at 12:00 noon (Skopje local time, CET, UTC+1)**

Use the email subject line "PIREP-CS-CQS-02 – Expression of Interest".

## Submission Address and Contact

**Attn. Ms Ana Gaceva**
**Project Implementation Unit, Zletovica Productivity through Irrigation and Renewable Energy Project**
**Ministry of Agriculture, Forestry and Water Economy**
**2 Aminta Treti Street, 1000 Skopje, Republic of North Macedonia**

Further information is available by email on working days from 08:00 to 16:00 (Skopje local time).

## Note

All interested firms have the right to submit requests for clarification. Requests for clarification must be submitted no later than the end of the business day on November 30, 2026. Requests received after that date will be considered late.