

Question No. 1

The shortlisting criteria, defined as part of the Request for Expression of Interest document, specify that the candidate (individual company or a joint venture altogether) shall have implemented and completed, during the last five years, at least two contracts in a field related to these Services.

In accordance with the above, could you please specify more precisely what is considered under the 'field related to these Services'? Shall under the field related to these Services be considered any area of training as defined in the Request for Expression of Interest (7 bullets defining the areas of training) or the candidate shall have previous experience in general in designing, developing and implementing training for managers and employees to raise standards of performance and service as defined within the Terms of Reference (Qualifications and Requirements)?

Furthermore, in case the candidate should be guided by the areas of training defined in the Request for Expression of Interest as relevant shortlisting criteria, shall the candidate have references in all specified fields (areas of training) or it will be sufficient to have the majority of areas fulfilled? In addition, could you please clarify is there a minimum number of areas that should be fulfilled by the candidate?

Answer No 1

The areas of training shall include the following:

- the principles of the new hospital financing model (payment according to DRG, payment model for non-acute hospital care, planning of hospital services, hospital budget allocation, creation and amendment to the service contract with the National Health Insurance Fund);
- the basic principles of management, including the role of managers, performance management, business planning, team building, communications skills, HR management, motivational skills, conflict management, time management;
- the basic principles of health management, including DRG payment, payment for performance models, hospital budgeting;
- the basic principles of financial management;
- the design tools of hospital budgeting with exercise;
- the basic principles of the cost centre accounting; and
- incentive mechanisms for hospital staff based on best practice from EU hospitals

Consultants may associate with other firms to enhance their qualifications to deliver if not all but majority of above listed areas of training.

Question No. 2

The shortlisting criteria clearly specify the minimum number of references that should be provided by a candidate.

Could you please clarify what is the maximum number of references which one candidate may submit within the application, if applicable?

Answer No 2

There is no limit to number of references one candidate may submit. References should be relevant to the assignment.

Question No. 3

The Request for Expression of Interest states that candidates shall submit an Expression of Interest in the English language via e-mail only (as non-editable pdf, each page initialled, all pages numbered and stamped) and that this is not required for annual reports prepared in electronic forms.

In accordance with the above, could you please clarify whether we should submit annual reports at this stage, as part of the Expression of Interest, for the requested last three years (2017, 2018 and 2019) for which accounts have been closed or it would be sufficient to present the annual turnover or the average annual turnover within the table?

Answer No 3

It will be sufficient to present the annual turnover or the average annual turnover within the table as part of the Expression of Interest, however if shortlisted you will be requested to support your statement by submitting Annual reports, for the last three years (2017, 2018 and 2019).

Question No. 4

The Request for Expression of Interest document indicates that Key Experts will not be evaluated at the shortlisting stage, therefore no individual experts' bio data (CV) are required at this stage?

Taking into account that CVs of individual experts are not required at this stage, will it be mandatory for a candidate to present the indicative composition of the team of Key Experts in the Expression of Interest?

Answer No 4

Correct, you have to present the indicative composition of the team of Key Experts in the Expression of Interest.

Question No. 5

The Request for Expression of Interest has been published on July 21st 2020, while the deadline for the submission of Expression of Interest is set for August 5th 2020, 14:00.

Considering the complexity of the assignment, as well as the slowed down business activities caused by the COVID-19 situation, could you please consider extending the deadline for submission of the Expression of Interest in order to allow preparation and submission of the high-quality applications?

Answer No 5

The deadline for the submission of Expression of Interest will be extended up to August 21st, 2020, 14:00.