

CRITERIA AND
EVALUATION
METHODOLOGY

The bids shall be evaluated based on the following criteria and methodology and winner shall be considered the bidder which has more points based on the evaluation criteria.

The Bids Evaluation Committee shall evaluate the Technical and Financial Bids, based on the following criteria:

No.	Criteria	Maximal value of points for:	Evaluation in points	Formula for the calculation in points for the values of bidders
1	Technical proposal for the construction of the area	-		-
	a Preliminary Design (Draft Idea)			-
	b Technology			-
	c Infrastructure Quality			-
	d Technical and Engineering Plan			-
	e Operational Plan			-
	f Plan of marketing			-
	g Types of activity			-
2	Environmental impact			
	a Measures for minimal environmental impact			
	b Type of activity according to environmental studies in the area			
3	Social impact			
	a Number of employees	Maximal Value of the criterion		$P_i = \frac{F_{p_i}}{F_{p_{max}}} \times P_k$
	b Program for social responsibility	-		-
	c Training of employees and transfer of technology	-		-
	d Connections with local economy outside the area	-		-
4	Time for completion of investment according to phases	Minimal Value of the Criterion		$P_i = \frac{T_{min}}{T_i} \times P_k$
5	Financial capacity and the possibility for financing the			

project (business plan)				
a	Capital expenses to make the investment	Maximal Value of the Criterion		$P_i = \frac{S_{k_i}}{P_k \cdot S_{k_{max}}} \cdot x$
b	Operational expenses	Minimal Value of the Criterion		$P_i = \frac{S_{o_{min}}}{P_k \cdot S_{o_i}} \cdot x$
c	Revenues	Maximal Value of the Criterion		$P_i = \frac{A_i}{P_k \cdot A_{max}} \cdot x$
d	Tariff Value for Zone Usage	Maximal Value of the Criterion		$P_i = \frac{T_{p_i}}{P_k \cdot T_{p_{max}}} \cdot x$
e	Bank Guarantee for the required capital to make the investment	-		-
<u>TOTAL OF POINTS</u>			100	

where:

- P_i – Calculated points of the bidder (i)
- P_k – Points of criterion
- T_{min} – Minimal time tendered
- T_i – Bidder's Time (i)
- $F_{p_{max}}$ – Maximal labor force provided
- F_{p_i} – Bidder's Labor Force (i)
- TP_{max} – Tariff of Maximal Use offered
- TP_i – Bidder's Tariff of Use (i)
- S_{k_i} – Bidder's capital expenses
- $S_{k_{max}}$ – Maximal Capital Expenses offered
- S_o – Bidder's Operational Expenses
- $S_{o_{min}}$ – Minimal Operational Expenses offered
- A_i – Bidder's Income
- A_{max} – Maximal income offered

Explanatory of Criteria

1. **The technical proposal related to constructions in the area** is the criterion which measures Bidder's performance and technical solution. This criterion shall be based on the preliminary design, technology used, infrastructure quality, technical and engineering plan of the area in compliance with the standards used for construction and urban planning, execution plan (detailed design), operational plan and methods for the operation and maintenance of the area. In addition, it will assess the program for attracting new industries and the type of economic activities in the area. The Bidders with the most favorable technical proposal shall be evaluated with the maximal points of the criterion.

1. **Criterion related to environmental impact** is the criterion which measures the environmental impact assesment of the bidder during the execution of works and during operation. Such criterion consists of the environmental impact of investments and operation of the area as well in the type of activity, based on environmental studies of the area. The Bidder with the least environmental impact shall be evaluated with the maximal points of the criterion.

2. **Criteria related to social impact** is the criterion which measures the number of employees, program for social responsibility, training of employees and transfer of technology, connections with local economy outside the area. The criterion with the most favourable social impact shall be evaluated with the maximal points of the criterion.

3. Duration of works is the criterion which evaluates bidders related to the execution of works based on graphic, phases and terms of execution of investments for the development of the area.

4. Criteria related to the financial capacity of the company and the possibility for financing the project:
 - ii. Proposal of the business plan, which shall contain:
 - Capital expenses to make investment in the area;
 - Expenses for operational costs and income;
 - Tariff to use the area;
 - Bank guarantee for the required financial capital to make the investment in the area.

5. The tariff value for zone usage consists of the tariff which the developer pays to the Responsible Institution, which is calculated _____% of annual income realized by the developer regarding the activity in the area along the duration of the contract.