INVITATION FOR EARLY MARKET ENGAGEMENT (EME) WORKSHOP

Market Consultation for Construction of a new fishing port (FP) at Cape Djeran–Velika Plaza (Ulcinj Municipality)

Country:	Montenegro
Project Title:	CLIMATE RESILIENT FISHERIES AND AGRIFOOD SECTOR DEVELOPMENT PROJECT (CRFASD)
Grant/Loan No.:	Loan No: IBRD -98890
Contract Title:	Construction of a new fishing port (FP) at Cape Djeran–Velika Plaza (Ulcinj Municipality)
Notice Reference No.:	1.1.1.1

1. Background and Project Objectives

The Government of Montenegro, represented by the Ministry of Agriculture, Forestry and Water Management (hereinafter referred to as "the Employer"), has received for financing from the World Bank toward the cost of the Construction of a new fishing port (FP) at Cape Djeran–Velika Plaza (Ulcinj Municipality.

Part of the proceeds will be applied to eligible payments under the contract for the Construction and Commissioning of the New Fishing Port Facilities. A comprehensive Detailed Design covering all hydro-technical, electro-technical installation, construction works (breakwaters, quays), and onshore storage facilities has been fully finalized.

The envisioned Fishing Port (FP) plays a crucial role in fisheries product diversification, offering storage, handling, packaging, and legal berthing facilities to improve seafood quality and distribution. These services enable fishers to supply a wider variety of high-quality seafood, enriching the culinary offer for both tourists and residents. Additionally, tourist vessel berths within the planned port enhance maritime tourism, providing safe docking for sailing excursions, fishing trips, and coastal sightseeing, while benefiting local businesses. Sustainable tourism is promoted through eco-friendly infrastructure that supports responsible development. The proposed FP aims to improve the service quality, strengthen destination promotion, and encourage public-private partnerships, contributing to economic growth and improved living standards.

Prior to issuing the official Bidding Documents, the Employer intends to conduct an Early Market Engagement (EME) Workshop / Supplier Day in accordance with the World Bank's "Procurement Regulations for IPF Borrowers - Procurement in Investment Project Financing Goods, Non-Consulting and

Consulting Services, February 2025 (Procurement Regulations). The works will be tendered through a Request for Bids (RFB) method, where Standard Procurement Document (SPD)-RFB document is planned to be used, where and the FIDIC Red Book is part of the SPD. Rated criteria will apply for international procurement and the potential rated criteria would be used are as follows:

- Construction Methodology
- Work Program
- Key Personnel
- Management Strategies and Implementation Plans (MSIPs) for ES

Given that the value of works contracts are high and the risk rating is considered substantial, the weight for the technical score can range from 50% to 70%, while the financial score can range from 30% to 50%. The above weightings are indicative and subject to finalisation in the official Bidding Documents. Feedback received from market participants during the EME workshop may be taken into account in determining the final evaluation approach. This ensures a balanced evaluation, prioritizing both quality and cost-effectiveness in line with international procurement best practices.

2. Purpose of the Workshop

The primary objective of this market consultation is to present the finalized technical scope to international and regional civil engineering contractors, specialized marine works firms, and equipment suppliers, and to gather structured market feedback through an interactive plenary session.

Specifically, the Employer seeks to consult prospective bidders regarding:

- **Constructability & Technical Capabilities:** Practical evaluation of the Detailed Design, marine works methodology, and geotechnical/seasonal conditions.
- **Contract Packaging Strategy:** Evaluation of a single integrated contract vs. eventual multi-lot procurement structuring.
- **Commercial & Contractual Terms:** Risk allocation, application of FIDIC Red Book conditions, and payment milestones.
- **Implementation Timeline:** Market capacity, material supply chain lead times, and realism of the construction schedule considering weather/seasonal windows.

3. Event Details & Format

The event will be conducted strictly in a Plenary Workshop format (no individual B2B/1-on-1 meetings will be held).

- **Date:** 25 September 2026
- **Time:** 10:00 AM – 13:00 PM CEST
- **Format:** Hybrid Event (In-Person Venue: [Agencija za plaćanja u poljoprivredi, Rimski trg 70, 81000 Podgorica] / Online Access via MS Teams / Zoom link provided upon confirmation of registration).
- **Language:** English.

Event Agenda Outline

Time	Session & Topic
09:30 – 10:00	Registration & Connections Check
10:00 – 10:15	Opening Remarks (Executing Agency & Representatives)
10:15 – 11:00	Presentation of Detailed Design & Site Parameters
11:00 – 11:30	Overview of the Procurement Package, Selection Method, Evaluation Approach and Indicative Procurement Timeline
11:30 – 12:45	Open Interactive Plenary Q&A & Feedback Session
12:45 – 13:00	Summary & Next Steps

4. Eligibility and Criteria for Participants

To ensure a constructive and high-quality technical exchange, participation is open to all prospective interested entities (acting individually or as potential Joint Venture partners). No formal, notarized, or official government-issued documents are required at this stage.

Applicants should submit the following documents via email alongside their registration request:

- **1. Company Profile & Self-Declaration (1 page):** Basic company details, core area of activity, and a simple self-declaration statement confirming average annual turnover for the past three fiscal years.
- **2. Summary Reference List (1 page):** A summary table of similar projects completed or executed within the last 10 years (including project title, location, value, and brief scope of works).
- **3. Product/Equipment Summary:** Brief brochure or portfolio link demonstrating equipment capability.

> **Participation Limit**
> *Note: To manage the plenary format effectively, each organization is limited to a maximum of two (2) representatives.*

5. Registration and Contact Details

Interested entities are invited to register by submitting their application, supporting documentation and answers on questionnaire no later than 21 September 2026 at 12:00h (Montenegro time).

Registration requests must be submitted to:

- **Attn:** Mirko Ljesevic, Senior Procurement Specialist, Technical Service Unit, Ministry of Finance
- **Executing Agency:** Ministry of Agriculture, Forestry and Water Management

- Email Address: tsu@epa.org.me; zoran.mijovic@mif.gov.me; jelena.stijepovic@mif.gov.me; goricabojic@gmail.com
- **Phone:** +38267244495

> **Registration Email Formatting**
> *Email Subject Line: Registration: EME Workshop – Construction of a new fishing port (FP) at Cape Djeran—[Company Name]*
>
> *Please specify in your e-mail:*
> *• Company Name and Country of Registration;*
> *• Names, Job Titles, and Emails of attending representatives;*
> *• Preferred Mode of Attendance (In-Person or Online).*

6. Important Notices & World Bank Principles

- **Non-Binding Nature:** This invitation and workshop do not constitute a formal solicitation, pre-qualification, or commitment by the Employer to issue a tender or award a contract.
- **Equal Opportunity:** Participation in this EME workshop is entirely voluntary. Non-participation will not disqualify or prejudice any prospective bidder from competing in subsequent procurement proceedings.
- **Transparency:** Presentation materials, public Q&A records, and an anonymized outcome report of the workshop will be published transparently to all prospective bidders upon completion of the market consultation.

ANNEX: MARKET ENGAGEMENT QUESTIONNAIRE

Project Title: Construction of a new fishing port (FP) at Cape Djeran–Velika Plaza (Ulcinj Municipality) | Value: Approx. EUR 30 Million

> **Guidance Note for Participants**
> *The questions below are designed to structure the plenary discussion during the Early Market Engagement (EME) Workshop. Participants are invited to review these topics in advance. Written responses may also be submitted alongside or following the workshop until 21 September 2026. All feedback will be treated with professional confidentiality and summarized anonymously in the final EME Report.*

SECTION 1: Technical Scope & Detailed Design

- **1. Constructability & Methodology:** Based on the provided Detailed Design summary, do you foresee any major technical or constructability challenges regarding the marine civil works (e.g., breakwaters, quay walls, dredging, piling)?
  • Follow-up: Are there alternative construction methodologies or value-engineering approaches that could optimize costs or execution timelines?
- **2. Site & Environmental Conditions:** Considering the local maritime/geotechnical conditions and seasonal weather windows (e.g., wave action, seasonal winds), do you anticipate significant operational downtime during construction?
- **3. Specialized Equipment & Materials:** Are there specific materials or specialized plant/equipment required by the design (Anex1)

SECTION 2: Contract Packaging & Procurement Strategy

- **4. Packaging Strategy (Single Contract vs. Multi-Lot):** The Employer is evaluating whether to issue a single comprehensive contract or divide the works into separate lots:
  • Option A: Single Integrated Contract (Marine works, civil structures, utilities, and onshore facilities combined).
  • Option B: Divided Lots (e.g., Lot 1: Marine & Heavy Hydro-technical Civil Works; Lot 2: Onshore Facilities, Cold Storage).
  • Question: Which option, in your view, maximizes competition and provides better risk management for contractors of your scale?
- **5. Contract Model (FIDIC Conditions):** Since a Detailed Design is already finalized, the Employer considers utilizing FIDIC Red Book (Conditions of Contract for Construction).
  • Question: Do you find the FIDIC Red Book appropriate for this scope, and would you suggest any specific amendments in particular conditions of contract?

SECTION 3: Implementation Timeline & Commercial Aspects

- **6. Construction Duration:** Preliminary estimates suggest an execution period of 24 to 30 months.
  • Question: Is this timeframe realistic and achievable considering mobilization, marine weather windows, and equipment lead times?
- **7. Risk Allocation & Price Adjustments:** In light of market volatility for key construction materials (e.g., steel, fuel, concrete, stone etc):
  • Question: What specific price adjustment mechanisms or indexation clauses would be essential for your company to submit a competitive and firm proposal?
- **8. Qualification Criteria:** What key financial, turnover, or technical experience requirements (e.g., specific track record in maritime/port construction) do you consider fair and appropriate to ensure qualified bidders while maintaining broad competition?

SECTION 4: Environmental, Social, and Governance (ESG) Requirements

- **9. World Bank Environmental & Social Framework (ESF):** The project must comply with strict World Bank ESF standards (e.g., marine turbidity management, waste handling, occupational health and safety).
  • Question: Does your organization have experience in executing similar marine projects under ESF standards, and do you foresee any constraints in meeting these requirements?

Written Response Submission

- Email: tsu@epa.org.me; zoran.mijovic@mif.gov.me; jelena.stijepovic@mif.gov.me
- **Deadline for Written Submissions:** 21 September 2026
- **Subject Line:** EME Questionnaire Response – Construction of a new fishing port (FP) – [Company Name]