

**Tourism Organisation of Serbia**

**Belgrade, Čika Ljubina 8**

**www.serbia.travel**

**Registration number: 1247/10**

**Date: 5 June 2019**

**Public procurement number: MJN 5/2019**

After completion of the small value public procurement procedure pursuant to Articles 107 and 108 of the Public Procurement Law (Official Gazette of RS Nos. 124/2012, 14/15 and 68/15) and the Report on Technical Evaluation of Bids of 5 June 2019, the National Tourism Organisation of Serbia as the Contracting Authority hereby passes this

**D E C I S I O N**  
**on Contract Award**

In the small value public procurement procedure, number 5/2019, for the procurement of public relations services in the Indian market, the Public Procurement Contract *is hereby awarded to the following bidder:*

Huzan Fraser Motivala, Beautiful planet destination marketing T/4, Cusrow baug, S.B.Road, Colaba, Mumbai-400 001, India.

**E x p l a n a t i o n**

This public procurement procedure is for the procurement of public relations services in the Indian market.

Designation according to the Common Procurement Vocabulary is 79416000 – Public Relations Services.

Type of public procurement procedure: Small value public procurement

The total estimated value of public procurement amounts to RSD 1,000,000 exclusive of VAT.

The bid opening procedure was conducted on 27 May 2019, starting at 11:15 AM, at the premises of the National Tourism Organisation of Serbia in Belgrade, Čika Ljubina 8.

Bids were opened by the Committee comprised of the following members:

- 1) Darja Butigan, Associate for International Tourism Market, with university-level qualifications, Chairperson
- 2) Gordana Cvetković, Associate for National Tourism Market, with university-level qualifications, member
- 3) Jelena Bogdanović, Public Procurement Officer, with university-level qualifications, member
- Vesna Ninić, Head of Public Procurement, Legal and Human Resources Department, with university-level qualifications, deputy

It is hereby noted that the bid opening procedure was attended by a representative of the following bidder under provided power of attorney:

No	Bidder	Representative	Power of Attorney No.
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1.	Lap Travel Private Limited, E-78, South Extension Part-I, New Delhi-110049	Mridangi Khanna	27 May 2019
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Names of other persons attending: None

Nine bids were received timely, i.e. by 11:00 AM on 27 May 2019. The bidders offered the following prices as an element of the evaluation criteria:

No.	Bidder	Registration number and date of the bid with the Contracting Authority	Price exclusive of VAT
1.	East West Marketing, 100 Spectrum Center Drive, Suite 900, Irvine CA 92618	1636 22 May 2019 at 2:40 PM	EUR 3,000, RSD 353,844.30
2.	Think strawberries luxury travel marketing c-41, Gulmohar park, New Delhi	1642 23 May 2019 at 3:05 PM	EUR 8,430,00, RSD 994,302.48
3.	Buzz Travel Marketing India Pvt. Ltd, 1110,11 th Floor, Tower B, Naurang House, 21 Kasturba Gandhi Marg	1643 23 May 2019 at 3:06 PM	EUR 6,490,00, RSD 765,483.16
4.	Trac Representations(India) private limited, M-2, Mezzanine floor, Kanchenjunga building 18, Barakhamba road, New Delhi-110001, India	1644 23 May 2019 at 3:08 PM	EUR 8,473,00, RSD 999,374.25
5.	Huzan Fraser Motivala, Beautiful planet destination marketing T/4, Cusrow baug, S.B.Road, Colaba, Mumbai-400 001, India	1645 23 May 2019 at 3:10 PM	EUR 3,450,00, RSD 406,920.94
6.	T&A Consulting PVT Ltd, 416-418 Tower A, Emaar Digital Greens, Sector 61, Gurugram, Haryana 122001, India	1653 24 May 2019 at 11 AM	EUR 20,000,00, RSD 2,358,962.00
7.	Blue Square Consultants, a division of Ezeego One Travel &Tours Limited, 901, Ground Floor, Building No.9, Solitaire Corporate Park, Chakala, Andheri (East), Mumbai-400 093	1691 24 May 2019 at 2:45 PM	EUR 5,500,00, RSD 648,714.55
8.	Lap Travel Private Limited, E-78, South Extension Part-I, New Delhi-110049	1692 27 May 2019 at	EUR 4,179,00, RSD 492,905.10

		8:30 AM	
9.	Aviareps Aviation, Tourism of travel Marketing pvt.ltd, Unit 904, 9th floor, Hubtown Solaris, N.S.Phadke Mar, Andheri(E), Mumbai -400069	1694 27 May 2019 at 10:40 AM	EUR 10,500,00, RSD 1,238,455.05

\* Amounts were converted to dinars at the middle exchange rate of the National Bank of Serbia applicable on 27 May 2019, namely RSD 117.9481 for EUR 1.

On 28 May 2019 at 11:40 AM, a late bid was received from Linkin Reps. Pvt. Ltd, Delhi-11008, India, 18/43 East Pater Nagar. The bid was returned to the bidder unopened and labelled as belated.

The Committee noted the following during the technical evaluation of bids:

The bidder East West Marketing 100 Spectrum Center Drive, Suite 900, Irvine CA 92618:

Item 5.2 on pages 7 and 8 of the Tender documentation, *Special Requirements for Preparing the Bid*, stated that a bid must contain a filled in and signed Model Contract. This bidder submitted a filled in Model Contract which was not signed.

Item 4.2, subsection 2, on page 6 of the Tender documentation, precises that the bidder must have relevant experience in the provision of public relations services and must have had at least three public relations service contracts between 2016 and 2019 with different national and/or regional tourism organisations. The required evidence for this is a completed reference list and the completed form/certificate of execution of signed contracts. If the country of the certificate issuer does not use stamps to certify documents, it was required that, the form/certificate of execution of signed contracts, must be provided on a letterhead document of the certificate issuer and contain all elements specified in the form/certificate of execution of signed contracts (name of issuer, country, address, company number, TIN, contract number, contract date, signature of authorised officer) .

The bidder East West Marketing 100 Spectrum Center Drive, Suite 900, Irvine CA 92618, provided references issued by: The Government of the Grand Duchy of Luxembourg, Denmark National Tourism Board and Greek National Tourism Organization. The certificate of execution of signed contract issued by Denmark National Tourism Board was not certified by a stamp or provided on the letterhead document of the certificate issuer, as had been required by the Tender documentation.

The bid submitted by the bidder East West Marketing 100 Spectrum Center Drive, Suite 900, Irvine CA 92618 contains major deficiencies in accordance with Article 106 of the Public Procurement Law and is therefore unacceptable.

The bidder T&A Consulting PVT Ltd, 416-418 Tower A, Emaar Digital Greens, Sector 61, Gurugram, Haryana 122001, India:

The bidder failed to provide the requested certificates of execution of signed contracts which it had stated in the reference list and thus failed to comply with the additional requirement.

The bidder offered the price of EUR 20,000.00, which, converted at the official EUR/RSD exchange rate on the bid opening date, 27 May 2019, was RSD 2,358,962.00. The quoted price was higher than the estimated public procurement value, which was RSD 1,000,000.00.

The bid submitted by the bidder T&A Consulting PVT Ltd, 416-418 Tower A, Emaar Digital Greens, Sector 61, Gurugram, Haryana 122001, India, contains major deficiencies in accordance with Article 106 of the Public Procurement Law and is therefore unacceptable.

The bidder Aviareps Aviation, Tourism of travel Marketing pvt. ltd, Unit 904, 9th floor, Hubtown Solaris, N.S.Phadke Mar, Andheri(E), Mumbai -400069:

The bidder offered the price of EUR 10,500.00, which, converted at the official EUR/RSD exchange rate on the bid opening date, 27 May 2019, equalled RSD 1,238,455.05. The quoted price was higher than the estimated public procurement value, which was RSD 1,000,000.00.

The bidder submitted the first page of the Model Contract. The remaining pages of the Model Contract were not provided.

The reference list provided by the bidder contains references issued by: Visit Florida, Visit Brussels and Qatar National Tourism Council. Contract execution certificates were issued by Visit Florida, Visit Orlando, while the supplied certificates issued by Disneyland and Rhatische Bahn were not issued by national or regional tourism organisations.

The bid submitted by the bidder Aviareps Aviation, Tourism of travel Marketing pvt. ltd, Unit 904, 9th floor, Hubtown Solaris, N.S.Phadke Mar, Andheri(E), Mumbai -400069, contains major deficiencies in accordance with Article 106 of the Public Procurement Law and is therefore unacceptable.

The bidder Trac Representations(India) private limited, M-2, Mezzanine floor, Kanchenjunga building 18, Barakhamba road, New Delhi-110001, India:

The bidder failed to submit a signed Model Contract, as required by the Tender documentation.

The bid submitted by the bidder Trac Representations(India) private limited", M-2, Mezzanine floor, Kanchenjunga building 18, Barakhamba road, New Delhi-110001, India, is unacceptable.

The bids submitted by the bidders Think strawberries luxury travel marketing c-41, Gulmohar park, New Delhi, Buzz Travel Marketing India Pvt. Ltd, 1110,11 th Floor, Tower B, Naurang House, 21 Kasturba Gandhi Marg, Huzan Fraser Motivala, Beautiful planet destination marketing T/4, Cusrow baug, S.B.Road, Colaba, Mumbai-400 001, India, Blue Square Consultants, a division of Ezeego One Travel &Tours Limited, 901, Ground Floor, Building No.9, Solitaire Corporate Park, Chakala, Andheri (East), Mumbai-400 093 and Lap Travel Private Limited, E-78, South Extension Part-I, New Delhi-110049 were found eligible and acceptable.

The acceptable bids were ranked according to the lowest offered price criterion, as follows:

1. Huzan Fraser Motivala, Beautiful planet destination marketing T/4, Cusrow baug, S.B.Road, Colaba, Mumbai-400 001, India – the quoted price was EUR 3,450.00 (RSD 406,920.94);
2. Lap Travel Private Limited, E-78, South Extension Part-I, New Delhi-110049 – the quoted price was EUR 4,179.00 (RSD 492,905.10);
3. Blue Square Consultants, a division of Ezeego One Travel &Tours Limited, 901, Ground Floor, Building No.9, Solitaire Corporate Park, Chakala, Andheri (East), Mumbai-400 093 – the quoted price was EUR 5,500.00 (RSD 648,714.55);
4. Buzz Travel Marketing India Pvt. Ltd, 1110,11 th Floor, Tower B, Naurang House, 21 Kasturba Gandhi Marg – the quoted price was EUR 6,490.00 (RSD 765,483.16);

5. Think strawberries luxury travel marketing c-41, Gulmohar park, New Delhi – the quoted price was EUR 8,430.00, or RSD 994,302.48.

The Committee proposed that the bids submitted by the following bidders should be rejected as unacceptable: East West Marketing 100 Spectrum Center Drive, Suite 900, Irvine CA 92618, T&A Consulting PVT Ltd, 416-418 Tower A, Emaar Digital Greens, Sector 61, Gurugram, Haryana 122001, India, Aviareps Aviation, Tourism of travel Marketing pvt. ltd, Unit 904, 9th floor, Hubtown Solaris, N.S.Phadke Mar, Andheri(E), Mumbai -400069 and rac Representations(India) private limited, M-2, Mezzanine floor, Kanchenjunga building 18, Barakhamba road, New Delhi-110001, India.

The Committee proposed that the Public Procurement Contract should be awarded to the following bidder:

Huzan Fraser Motivala, Beautiful planet destination marketing T/4, Cusrow baug, S.B.Road, Colaba, Mumbai-400 001, India, which quoted the lowest price.

On the basis of the facts found in the procedure, it was decided as in the enacting clause of this Decision.

**Instructions on legal remedy:** A motion for the protection of rights can be submitted against this Decision within 5 days of the date of its publishing on the Public Procurement Portal.



ACTING DIRECTOR

Marija Labović

*Marija Labović*

84