

**PRE-QUALIFICATION**

**QUESTIONAIRE**

**PPP ZRENJANIN WASTEWATER MANAGEMENT**



**Pre-Qualification Questionnaire**

|  |  |
| --- | --- |
| **CREAM Europe PPP Alliance Office Berlin/Germany** | **CREAM Serbia PPP Alliance Offices Novi Sad-Belgrade/Serbia** |
| Dipl.-Ing. Ulrich Zimmermann, Friedrichstraße 90, D-10117 Berlin,  Tel.: +49 172 9312109  Fax: +49 17250 9312109  u.zimmermann@cream-europe.eu | Mile R. Jaksic  Futoška 1A  Kancelarija 205/II  Tel.: +381 64 248 00 02  m.jaksic@cream-europe.eu |
| www.cream-europe.eu | |

**Contents**

[1 INTRODUCTION 4](#_Toc439965164)

[2 PURPOSE OF THE MARKET RESEARCH 4](#_Toc439965165)

[3 QUESTIONNAIRE 5](#_Toc439965166)

[3.1 General Data 5](#_Toc439965167)

[3.2 References 6](#_Toc439965168)

[3.3 Questions 7](#_Toc439965169)

**ANNEX**

1. Project Exposé Zrenjanin Wastewater Management
2. Zrenjanin WWM Volume 1: NON-TECHNICAL SUMMARY
3. Zrenjanin WWM Volume 2: FEASIBILITY STUDY
4. Zrenjanin WWM Volume 3: APPENDICES
   1. APPENDIX 1 AGGLOMERATION SCREENING
   2. APPENDIX 2 COST BENEFIT ANALYSIS
   3. APPENDIX 3 ENVIRONMENTAL AND SOCIAL APPRAISAL
   4. APPENDIX 4 ENDORSEMENT LETTER

# INTRODUCTION

The City of Zrenjanin has requested CREAM EUROPE PPP Alliance to facilitate a Market Research in connection with the possible procurement of Zrenjanin Wastewater Management as PPP-Project in Serbia.

The PPP-Project consists of the following main components:

• Measures for the improvement of the existing sewerage system Zrenjanin;

• Construction of new WWTP, location in Zrenjanin;

• Development and connection of the sewerage system Zrenjanin

to the new WWTP and to the settlements in the surrounding territory;

The aim of the Market Research is to build on the studies that have already been under taken, reconcile the different views that have been expressed and determine the best approach for the City of Zrenjanin. One strand of work currently being under taken is to identify important issues and key success factors regarding Commercial and Contractual strategies and organisational issues for the PPP. In connection with this strand of work limited market studies are being undertaken and you are invited to participate. The attached Project Exposé ZWM summarizes the background for the Market research, the structure of the current ZWM and the scope of a possible PPP at this stage. This Pre-Qualification Questionnaire contains the following list of issues for discussion. The issues will be discussed in personal interviews or by phone.

# PURPOSE OF THE MARKET RESEARCH

The purpose of the Market Research now being undertaken is to gain an understanding of relevant private Companies views of what will be important, from an organisational, contractual and commercial perspective, to deliver successfully PPP ZWM.

Specifically, through the Pre-Qualification Questionnaire we wish to identify important issues that would make the PPP Project more or less attractive to relevant parties. At this stage the aim is not to assess whether there is sufficient interest among the different parties in the market to underpin the launch of such a project. It is however important to identify any key issues that would make the project unattractive to the different parties so that they can be addressed in the ultimate design of any PPP Model.

# QUESTIONNAIRE

## General Data

|  |  |
| --- | --- |
| **Company Information** | |
| **Name** |  |
| **Street** |  |
| **City** |  |
| **Country** |  |
| **Internet (URL)** |  |
| **Contact Person** |  |
| **Phone** |  |
| **Fax** |  |
| **E-Mail** |  |
| **Turnover €, net 2012-2014** |  |
| **Total number of employees** |  |
| **Business activities** |  |

## References

**Name of project**

**Scope of work**

**Employer**

**Order volume € (net)**

**Year contract concluded**

**Name of project**

**Scope of work**

**Employer**

**Order volume € (net)**

**Year contract concluded**

## Questions

**1st Question**

**What would attract you to participate?   
(Size, state of preparation, risk allocation, interfaces, timescales etc.)**

**Response**

**2nd Question**

**What would make you consider carefully your participation? (as above)**

**Response**

**3rd Question**

**What would in your opinion be the top 3 risks in   
design, construction, financing and operation of ZWM?**

**Response**

**4th Question**

**What would be good ways to induce life cycle cost (“LCC”) thinking?**

**Response**

**5th Question**

**What delivery activities – from design through to operations -   
do you believe should be packaged together? Why?**

**Response**

**6th Question**

**What do you see as the key building blocks for successfully delivering   
new WWTP and WW collection system?**

**Response**

**7th Question**

**What do you see as a good organizational model   
for the delivery of a project of this nature?**

PPP Model Concession?

PPP Model Management Partnership?

Others?

**Response**

**8th Question**

**Are there any Wastewater Management procurement projects   
that you would highlight as being a model approach?**

**Response**

**9th Question**

**What kind of financing would you propose for the PPP Project ZWM?**

**Response**

**10th Question**

**Would your company confirm an Expression of Interest (EOI)   
for the PPP-Project ZWM?**

**Response**

**11th Question**

**Other issues? (Outsourcing, new product or services, Biogas)   
 Concerns? Recommendations?**

**Response**

Date of interview:

Name of interviewed.