

PUBLIC MARKET OF INTELLECTUAL PERFORMANCES

**French Development Agency**

5 Rue Roland BARTHES

75012 PARIS

**Subject: Development of a sustainable tourism master plan for the region of Korça (Albania)**

**VIL-2026-0082**

Deadline for submitting applications

Date: 23/03/2026

Time: 12:00 (Paris time)

Deadline for submission of offers

Date: 25/05/2026

Time: 12:00 (Paris time)

**Regulation of the consultation**

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1. Subject of the contract

The purpose of the consultation is: Development of a sustainable tourism master plan for the region of Korça (Albania).

Place of performance: Albania

The consultation is not broken down into lots. The services will give rise to a single market.

1. Organization of the consultation
   1. Procurement procedure

This consultation is passed in application of articles R. 2124-1, R. 2124-2 1° and R. 2161-2 to R. 2161-5 of the Public Procurement Code, as Restricted Tender.

* 1. Justification in case of non-allotment

The object of the contract does not allow the identification of separate services.

* 1. Provisions relating to groupings

The contract may be awarded to a single company or to a group of companies.

Possibility of submitting several tenders for the contract, acting both as individual candidates and as members of one or more groups:

 Yes

 No

Or as members of several groups:

 Yes

 No

* 1. Free variants

Free variants are not allowed.

* 1. Imposed variants

There is no PSE planned.

* 1. Modification of the DCE

AFD reserves the right to make detailed changes to the DCE no later than **10 days** before the deadline set for the submission of bids.

The bidders will then have to respond on the basis of the modified file without being able to raise any claim in this regard.

If during the study of the file by the candidates the deadline above is postponed, the previous provision is applicable according to this new date.

* 1. Validity period of the offers

The validity period of offers is 180 days (6 months) from the deadline for submission of the final offer.

1. Content of the consultation file

The consultation file includes the following documents:

* The present rules of the consultation;
* The single contract;
* The specific technical clauses book (C.C.T.P – «Terms of reference») and any annexes;
* The breakdown of the overall and flat-rate price (DPGF);
* The application form.

1. Withdrawal of the consultation file

The contracting authority informs the candidates that the consultation file is dematerialized.

The Business Consultation File (DCE) can be consulted and downloaded free of charge at the following address:

https://www.marches-securises.fr/.

In order to be able to decompress and read the documents made available by the contracting authority, economic operators must have access to software allowing them to read the following formats:

* Files compressed to standard \*.zip (readable by Winzip, Quickzip);
* Adobe® Acrobat® \*.pdf (readable by Adobe Reader software);
* \*. doc or \*.xls version 2000-2003 (readable by Microsoft Office or OpenOffice);
* Rich Text Format \*.rtf;
* If applicable, the DWF format (readable by Autocad software, or viewers such as - Autodesk DWF viewer...).

When downloading the consultation file, it is recommended that the company create an account on the dematerialization platform where it will include the name of the bidding organization, and an email address in order to keep it informed of any changes occurring during a procedure (addition of a document to the DCE, sending a list of answers to questions received...).

The candidate is informed that only the copy of the consultation file held by the contracting authority is authentic.

1. Presentation of applications

**The candidates will have to produce the documents defined below in French or in English**.

The documents can also be submitted in English, with a French translation.

* 1. Elements necessary for the selection of applications:

Each candidate must submit the application form attached to this document, which will be accompanied by the following documents:

- **Declaration on honor justifying that the** candidate does not fall into any of the cases mentioned in articles L. 2141-1 to L. 2141-5 or articles L. 2141-7 to L. 2141-10 of the Public Procurement Code (document attached)

- If applicable, the document(s) relating **to the powers of the person authorized to commit the company**

- In **the case of a grouping, the authorisation document for the representative signed** by the members of the grouping

- **In the case of subcontracting, the subcontracting declaration** (model attached to the single contract)

The candidate may prove his capacity by any other document considered as equivalent by the contracting authority if it is objectively impossible for him to produce one of the requested information relating to his financial capacity.

If, in order to prove his capabilities, the candidate wishes to rely on the professional, technical and financial capabilities of any other participant (particularly subcontractors), he must produce the documents relating to this participant referred to in this article above. He must also justify that he will have the capabilities of this participant for the execution of the contract by a written commitment from the participant.

Pursuant to Article R. 2143-16 of the Public Procurement Code, as part of their application, candidates are required to attach a translation into French to elements written in another language.

It is brought to the attention of candidates that, in accordance with the provisions of Article R. 2143-13 of the Public Procurement Code, they are not required to provide supporting documents and means of proof that the buyer can obtain directly through:

- An electronic information system administered by an official body, provided that access to it is free of charge and, where appropriate, that all the information necessary for consultation is included in the application file;

- Of a digital storage space, provided that all the information necessary for consultation is included in the application file and that access to it is free.

Candidates are invited to use the electronic safe available for free from their account at https://www.marches-securises.fr/.

Moreover, in accordance with the provisions of Article R. 2143-14 of the Public Procurement Code, candidates are not required to provide the contracting authority with supporting documents and means of proof that have already been submitted during a previous consultation and which remain valid.

Finally, according to the provisions of Article R. 2143-4 of the Public Procurement Code, the contracting authority accepts that candidates submit their application in the form of a single European market document (DUME) established in accordance with the model laid down by the European Commission regulation establishing the standard form for the European single market document, instead of the sworn declaration and the information mentioned in Article R. 2143-3.

Applicants may form or reuse a DUME in its electronic version via one of the following URLs: <https://ec.europa.eu/tools/espd/> OR <https://dume.chorus-pro.gouv.fr/>

It is specified that the contracting authority does not allow candidates to limit themselves to indicating in the single European procurement document that they have the required aptitude and capabilities without providing specific information on these.

1. Judgment of applications, then offers
   1. Judging of the applications

AFD reserves the right to analyze offers before applications. In this case, it may limit the examination of application documents to the only candidate to whom it plans to award the contract.

The intervening criteria for the admissibility of applications are:

|  |  |
| --- | --- |
| **Criterion 1 – Technical capacity:**  Quality and relevance of human resources with the ability to implement services related to the business sectors of this market  Cf Application form | **50%** |
| **Criterion 2 - Professional capacity:**  Quality and relevance of the candidate’s references in the context of similar activities  Cf Application form | **50%** |

**Required minimum capacity levels:**

Applications are declared inadmissible if they do not provide sufficient financial, technical and professional guarantees in relation to the purpose of the service:

Turnover < 800,000.00 €

Or

Number of internal employees < 8 people

Candidates must also provide the following document:

* **The application form**

The 5 best applications, which are the 5 highest ranked, are retained for the next stage of submission of offers. The other candidates are rejected.

* 1. Elements necessary for choosing the offer

For the choice of the offer, candidates must produce the following documents:

* **The single contract** (attached to be completed, dated and signed electronically)

The candidate will also specify the nature and amount of the services he intends to subcontract, as well as the list of subcontractors he proposes to submit for approval and acceptance by the contracting authority.

* **The breakdown of the overall flat price** (DPGF).
* **A technical brief** based on the outline presented in the appendix «Response framework imposed» to this Consultation Regulation.

The maximum budget for this consultation is 325,000 euros excluding tax, this amount must not be exceeded in financial offers.

Candidates are reminded that the signing of the single contract constitutes acceptance of all contractual documents.

* 1. Judgment of the offers

The criteria used to evaluate tenders are weighted as follows:

|  |  |
| --- | --- |
| **Price of the services**  *The maximum score (NM) will be awarded to the candidate who submitted the lowest financial offer. The other candidates will be assigned a score calculated on the basis of the following formula:*  *N = NM x (WCO/NAO)*  *where N is the candidate’s grade, OMD the amount of the lowest bid, OAN the amount of the bid to be noted.* | **20%** |
| **Technical Value** | **80%** |
| Quality of the profiles  Quality of the profiles dedicated to the execution of services. | 50 points |
| Quality of the methodology  Quality and relevance of the proposed methodology for the implementation of services. | 25 points |
| CSR Criterion – eco-responsibility of the offer:  Quality of the CSR provisions that will be implemented for the execution of the contract:  Environmental and social policies of the candidate and environmental measures implemented for the provision of services  Assessment of carbon emissions or energy consumption from the purchase made and emission/consumption reduction plan | 5 points |

* 1. Contract award

Prior to the signing of the contract, and in accordance with article R2144-7 of the Public Procurement Code, the successful tenderer must submit the documents requested below on the supplier certificates collection tool provided by the Contracting Authority (Provigis tool):

• A valid document certifying the effective registration of the structure (excerpt K-bis or equivalent);

• A valid certificate issued by the competent authorities certifying that the candidate is up to date with their social obligations (URSSAF, RSI, AGESSA, MDA...);

• The nominative list of foreign workers outside the EC or posted, employed by the structure or failing that a sworn statement of non-employment of foreign workers outside the EC (dated less than 6 months);

• A valid tax certificate issued by the competent authorities certifying that the candidate is up to date with his/her tax obligations;

• A valid civil and/ or professional liability insurance certificate.

In order to satisfy this latter obligation, the applicant established in a State other than France must produce a certificate drawn up by the administrations and bodies of the country of origin. Where such a certificate is not issued by the country concerned, it may be replaced by an affidavit, or in those States where no such oath exists, by a solemn declaration made by the person concerned before the competent judicial or administrative authority, a notary or a qualified professional body of the country.

Failure to submit these documents within the set time limit will result in the rejection of the winning candidate’s offer and his/her elimination.

The next candidate will then be asked to produce the necessary certificates and attestations before the contract is awarded.

1. Conditions for sending and submitting applications and offers

The transmission of documents by electronic means can only be carried out at the following address: https://www.marches-securises.fr/.

The reference time zone will be (GMT+01:00) Paris, Brussels, Copenhagen, Madrid.

Each transmission will be subject to a certain date of receipt and an electronic acknowledgment of receipt.

It is strongly recommended to initiate the submission of offers **at least 2 hours before the deadline for receipt of offers**.

In case of problems, please contact the hotline of marches-securises.fr at 04 92 90 93 27.

Prepare in advance:

Need for digital certificate - Set up workstation in advance - recommendation to prepare with the Test Consultation.

In the case of an electronic response, the electronic signature of certain documents is required.

The tenderer must have previously acquired an electronic certificate. Obtaining an electronic certificate takes several days, even several weeks. If the tenderer does not have a valid electronic certificate in the context of the response to a dematerialised contract, it is imperative that he request it in advance.

It is also strongly recommended that the bidder make arrangements so that its electronic response is filed within the allotted time. A workstation configuration test as well as test consultations are made available on the platform.

Accepted file formats:

In the event of a response being sent electronically, the documents provided must be in one of the following formats, failing which the offer will be inadmissible:

* Microsoft proprietary office format compatible with 2003 version (.doc, .xls and .ppt),
* Universal text format (.rtf),
* PDF Format (.pdf),
* Image formats (.gif, .jpg and .png),
* Format for plans (.dxf and .dwg).

Any document containing a computer virus will be the subject of a security archive and will be deemed never to have been received. The concerned candidate will be informed. Under these conditions, candidates are advised to submit their documents to an anti-virus before sending.

Electronic signature of the response files:

Bidder’s documents must be signed electronically, as detailed below.

By application of the decree of March 22, 2019 relating to the electronic signature of public procurement contracts, the candidate must comply with the conditions related to:

* to the signatory’s signature certificate,
* to the signature tool used (software, online service, initiator if applicable), which must produce electronic signatures in accordance with regulatory formats. (see annex)

General reminders: ZIP folder and scanned signature:

Documents sent electronically will be re-materialized after the opening of the envelopes. Candidates are informed that the award of the contract may give rise to the handwritten signature of the paper contract.

* Each file to be signed must be individually signed, so that each signature can be verified independently of the others,
* A signed zip file is not accepted as equivalent to the signature of each document that constitutes the zip file,
* A scanned handwritten signature has no value other than that of a copy and cannot replace the electronic signature.

Backup copy:

Candidates may also send, within the allotted time for the submission of tenders, a backup copy on a physical electronic medium (CD-Rom, DVD-Rom, USB key) or on paper. This copy is sent to the address below, in a sealed envelope and must include the mention: 'backup copy', the identification of the procedure concerned and the company’s contact details:

Group Purchasing Division

5 Rue Roland Barthes

75012 Paris

FRANCE

Backup copy documents must be signed (for documents that require a signature). If the physical medium chosen is paper, the signature is handwritten. If the chosen physical medium is electronic, the signature is electronic.

This backup copy may be opened in the cases described in article 2 II of the decree of March 22, 2019 setting the terms for making available the consultation documents and the backup copy.

The envelopes containing the backup copy, unopened, will be destroyed by the contracting authority at the end of the procedure.

1. Additional information

To obtain any additional information related to this consultation, applicants must submit their application in good time:

* Electronically, exclusively on the dematerialization platform, at the following URL: https://www.marches-securises.fr/

Only requests sent at least 8 days before the deadline for receipt of tenders will be answered by the contracting authority.

A response will be sent no later than 6 days before the date set for the receipt of offers to candidates who have uploaded the consultation file on the dematerialization platform after having previously identified themselves

Regarding the information relating to the *delivery* of dematerialised offers, please refer to the article Conditions for sending and delivering applications and/or offers in this document.

ANNEX: DECLARATION ON HONOUR

I, the undersigned

Acting in the capacity of

Company name and address:

**a) declares on his honor:**

☐ either be the legal representative of the company identified in the legal documents

☐ hold an authorization authorizing him to engage the company in the context of this consultation (delegation of signature communicated)

**b) declares on his honor not to fall into one of the exclusion cases provided for in Articles L. 2141-1 to L. 2141-5 or Articles L. 2141-7 to L. 2141-10 of the Public Procurement Code.**

N.B.: When an economic operator is, during the procurement procedure, placed in one of the exclusion cases mentioned in Articles L. 2141-1 to L. 2141-5, Articles L. 2141-7 to L. 2141-10 or Articles L. 2341-1 to L. 2341-3 of the French Public Procurement Code, he informs the buyer without delay of this change of situation.

**Evidence documents available online**:

Internet address at which supporting documents and means of proof are accessible directly and free of charge, as well as all the information necessary to access them:

- Internet address:

- Information required to access it:

**c) declares on my honor that I am not, and that none of the members of my group, nor of my suppliers, contractors, consultants and subcontractors are included in the lists of financial sanctions adopted by the United Nations, the European Union and/or France, in particular under the heading of the fight against the financing of terrorism and against breaches of international peace and security, and I undertake to inform the Agency without delay of any change in the situation**

Done at

The

Signature

1. Annex: Imposed response framework – Technical brief

The Service Provider’s answers must not exceed 30 pages (excluding CV).

These answers written **in French or English** must imperatively respect the following template:

**A - Summary of your offer**

**A.1** - Understanding of AFD’s expectations

**A.2** - Summary of the steps of your intervention

**A.3** - Overall Mission Schedule

**B - Strengths and added value of your offer to carry out this mission**

**C - Detailed description of your offer**

**C.1** - Detailed description of the content of the proposed stages

**C.2** - Means implemented

**C.3** - Instances and practical methods of steering the mission

**C.4** - Detailed table of deliverables

**C.5** - Detailed planning

**D - Recommendations from the provider for the successful completion of the mission**

**E - Presentation of the team that will intervene on this mission**

**E.1** – Constitution of the team and distribution of responsibilities among its members

**E.2** – Speakers' CVs

1. Appendix: Signature Certificate Requirements

Certificate of signature:

The signatory’s signature certificate must comply with the eIDAS regulation or equivalent and meet the required level of security. The RGS (general safety reference) has been replaced by the eIDAS regulation since 1 October 2018.

Nevertheless, for candidates who already have an "RGS" certificate, it remains usable until the end of its validity period.

**- Case 1: Certificate issued by a "recognized" Certification Authority - No supporting documents to provide**

The signing certificate is issued by a Certification Authority mentioned in the following trusted list:

https://www.ssi.gouv.fr/administration/visa-de-securite/

European candidates will also find the complete list of providers on the trusted list maintained by the European Commission:

<https://webgate.ec.europa.eu/tl-browser/#/tl/FR>

In this case, the bidder does not have any supporting document to provide on the signature certificate used to sign its response.

**- Case 2: The electronic signature certificate is not referenced on a trusted list - Different supporting documents to provide**

The dematerialization platform accepts all electronic signature certificates with security conditions equivalent to those of the General Security Framework (RGS) and "eIDAS".

The candidate ensures by himself that the certificate he uses is at least compliant with the security level defined by the General Security Framework (RGS) or "eIDAS", and provides the supporting documents in his electronic response.

The candidate shall also provide all the technical elements enabling the contracting authority to ensure that the certificate used is technically valid.

Thus, the signatory must transmit with their electronic response the following elements:

a) any element allowing the verification of the quality and security level of the signature certificate (proof of the qualification of the Certification Authority, certification policy, address of the website referencing the Certification Authority),

b) the technical tools for certificate verification (full certificate chain up to Root CA, download address of latest certificate revocation list update).

It is specified that all these elements must be free of access and use for the buyer, and be accompanied where appropriate by clear instructions for use.

Signature tool used to sign files:

The regulation allows the bidder to use the signature tool of their choice.

**- Case 1: The bidder uses the platform’s signature tool - No supporting documents to provide**

The platform integrates an electronic signature tool, which produces signature tokens in the regulatory XAdES format.

In this case, the bidder has no documentation to provide on the transmitted electronic signatures and the signature tool used.

**- Case 2: The bidder uses a different signature tool than the one integrated into the platform - Different supporting documents to be provided**

When the candidate uses a signature tool other than that of the platform, he must comply with the following two obligations:

a) Produce XAdES, CAdES or PAdES signature formats.

) Allow verification by transmitting in parallel the elements necessary to proceed with the verification of the validity of the signature and the integrity of the document, free of charge.

It is specified that all these elements must be free of access and use for the buyer, and be accompanied where appropriate by clear instructions for use.