

**SUBJECT:** Request for Offer for the selection of an external expert for the elaboration of contributions for Transport Performance Strategy in the field of multimodality in the Adriatic-Ionian Region within the framework of the EU funded project MultiAPPRO (Interreg ADRION 2014-2020 Programme)

Project Index n. 292

CUP: E65F18000030004

#### Premises

F.Ili Codognotto di Codognotto Gianfranco & C. S.n.c. (from hereinafter "F.Ili Codognotto" or "the Awarding Organisation"), is partner of the project "MULTIDISCIPLINARY APPROACH AND SOLUTIONS TO DEVELOPMENT OF INTERMODAL TRANSPORT IN REGION" (acronym MultiAPPRO, project index n. 292), funded by the Interreg ADRION 2014-2020 Programme.

The overall duration of the project is from 01.02.2018-31.01.2021.

Within this framework, F.Ili Codognotto in accordance with the MultiAPPRO Consortium, has found the possibility of enhancing and integrating the activities foreseen within WPT3 "Transport performance model and Quality Management", contributing specifically to the Output T3.1 "Transport performance strategy" – a methodology that will enable the definition of the effects of any investment, such as in infrastructure, administration, organisation, etc..

In order to achieve the expected results, the Awarding Organisation intends to select an external expert who, operating as external consultant develops a deliverable to be considered as an Annex to the Transport Performance Strategy.

#### ART. 1) Organisation awarding the service

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Responsible of the awarding procedure: The Managing Partner, Mr. Flavio Codognotto.

## ART. 2) Description of the services required

In the framework of the Interreg ADRION 2014-2020 project MultiAPPRO, the Awarding Organisation is in charge of contributing to the result of the WPT3 "Transport performance model and Quality Management".

In detail, F.Ili Codognotto is required to elaborate a document to be considered as an Annex to the Transport Performance Strategy, Output T3.1. OT3.1 consists of a Strategy that will enable to define the effects of any investment (infrastructure, administration, organisation) in a very precise mode. It has to include also an action plan for future investments in the region, in the field of environment-friendly, intermodal and multimodal transport.

The document has to include an extensive analysis of the performance indicators related to the transport sustainability in its broader sense (social and environmental sustainability) for a modern Transport and Logistics companies operating within the ADRION Programme Area.

The methodology, the quantitative and qualitative data and elements collected through the analysis will be used to enhance the algorithms foreseen by the Transport Performance Strategy, contributing to making the Strategy and its related instruments effective and fully functional tested within the pilot phase.

This integration is considered as essential for the purpose of obtaining an instrument capable of determining the framework and related actions that can be used to further monitor and intervene in order to improve the effectiveness and the usage of the intermodal and multimodal transport. The document has to include specific Key Performance Indicators (KPIs) and a methodology to evaluate the short, mid and long-term impacts of the proposed measures.

The overall aim of the WPT3 is to contribute to a better transport investment optimisation techniques that can efficiently combine the governance, management and finance elements of a single "transport infrastructure investment project system". Direct and indirect relationships imply that the straightforward, typical techniques of investment analyses do not necessarily lead to the best result. Traditional Cost-benefit Analyses (CBA) are often questioned on the grounds that results depend on uncertain assumptions about the future and on subjective decisions or methodologically contestable trade-offs between different types of benefits. In light of the above, two key questions arise:

1. How can we use the state-of-art research and innovation concepts to better design future investments of a single "transport infrastructure investment project system", by minimising risks and uncertainty?
2. How do we analyse the impacts and benefits arising from various different investments across modes, links and nodes of an integrated transport system?

The OT3.1 intends to answer the above questions by developing a novel methodology based on Key Performance Indicators, which will be suitable for the assessment of the economic efficiency, social acceptance and environmental sustainability, innovation potential, economic activity generation, etc. The proposed methodology is straightforward, standardised and precise for quantifying the impact of any infrastructure investments in all transport modes and for all other elements defined as constituent parts of a transport system (or transport business case). The Strategy, with its Annex will be used as a decision-making tool, whereby several decision aids are integrated to support the different phases of the investment planning process, with the scope to enable transparent governance, management and funding of infrastructure investments overcoming boundaries regarding transport modes.

In order to achieve this project task, F.Ili Codognotto requires the identification and selection of a highly specialised external expert to provide such document in the field of inter and multimodality in the Adriatic-Ionian Region. The recourse to external competencies by the Awarding Organisation is required by the nature of the activities and deliverable to be produced.

The entire range of skills required to elaborate such a complex deliverable calls for the use of external expertise as it is not available within the company. More in detail, the Awarding Organisation requires to identify an external expert to provide highly qualified advising and consultancy services in the field of multimodality with a focus on the maritime transport, short sea and intermodality.

The identified expert is required to provide the Annex according to the latest approved version of MultiAPPRO application form, with specific attention to the Work-Package WP3 – T3 “Transport performance strategy” and its activities:

- Act. 3.1 “Identification of transport performance elements and criteria”

Systematic identification of all elements, whether technical, technological, organisational, administrative or legal, which affect the functioning of a multimodal transport system and related processes. Development of a theoretical methodology that will form the backbone for the development of the smart decision support strategy. Analysis of the transport system (all modes including both transport links and transport nodes) to the smallest detail, identification of each particular element in relation to infrastructure, superstructure and organisation of services and procedures, and to measure these via key performance indicators (including for example, efficiency, operation, reliability, resilience, economic, environmental and social impacts, climate change)

- Act 3.2 “Modelling transport performance strategy”

Development of various algorithms for calculating the actual value of all identified elements. The introduction of benchmark values for each element of the observed transport system in the algorithm will yield the performance value of the current state of the system. Key Performance Indicators (KPIs) will be applied as Benchmarking Innovation. General description of the regions innovation potential - Selection of most thematic areas given prioritised criteria - Description of the state and future aspects of the selected thematic areas using the defined indicators - Grouping and assessing using the benchmark indicators - Description of the major obstacles against innovation and the most effective areas with increased innovation potential - Determine the framework that can be used to further monitor the innovation evolution.

- Act.3.2 Testing

Demonstration of the developed performance tool to all participants and to the National Administration. In the analysis, the project will take three Motorways of the Sea services scenarios- a) investment in port infrastructure, b) investment in rail infrastructure and c) demonstration of the compatible benefits of changing organisational model of MoS service. According to the needs, based on the participants' comments, also the analysis of some other investments can be shown.

Due to the transnational nature of the documentation to be elaborated and of the Interreg ADRIAN 2014-2020 Programme, all the documents and activities related to this procedure have to be provided in English.

### ART. 3) Nature of the performance and framework

The services are intended to be purely consultative and to be carried out in full organizational autonomy and without any obligation of subordination towards the Awarding Organisation, but in any case, in agreement between the Parties. The identified external expert will be able to use the equipment made available at the Proposing Organisation's premises, carrying out its activity without observing specific working time, but having regard to the opening hours of the proposing Organisation's office.

In the execution of the assignment, the identified external expert will abide by the normal diligences required by the Law and by the Uses. The Proposing Organisation will provide all the information necessary for the complete fulfilment of the mutually agreed tasks upon assignment.

In order to carry out the activities covered by this procedure; the Awarding Organization estimates a commitment of 30 full working days.

The collection of the application does not give rise of any obligation on the part of F.Ili Codognotto, who therefore does not assume any constraint in relation to the continuation of its negotiating activity, nor the attribution to the Candidate of any right in relation to the service assignment.

The Awarding Organisation reserves the right to ask the candidates identified within this procedure the appropriate documentary integrations, if deemed necessary.

#### ART. 4) Duration

The identified external expert will provide support to the Awarding Organisation within the period October 2020 (from the contract/written agreement) to December 2020 included. In line with the overall duration of the MultiAPPRO project, as recalled in the Premises. The duration of the assignment is in any case based on the project closure activity.

The services provided by the identified external expert have to be considered as guaranteed even in the event of any extensions to the project termination date pursuant to the overall project duration recalled in the Premises, without the need for changes and/or additions to the agreed conditions and compensation.

#### ART. 5) Compensation

The estimated started price for the above-mentioned services is: 34.000,00 € (thirty-four thousand/00 Euro), VAT excluded. This amount has to be considered as maximum practicable. This amount has to be considered as inclusive of all costs incurred for the performance of the requested services.

The economic operator awarded is the sole responsible of the compliance with the provisions of any security, safety, insurance and social security charge related to the implementation of the services according to law.

#### ART. 6) Terms and conditions for submission of applications

Any request of clarification has to be addressed, exclusively via e-mail, to: [matteo.codognotto@codognotto.com](mailto:matteo.codognotto@codognotto.com)

The application must include a technical offer, downward economic offer and a detailed and signed CV of a company and offered team's members.

Any application has to be sent within the 23:59 of the 13/10/2020 via PEC to [codognottoitaliaspa@codognotto.legalmail.it](mailto:codognottoitaliaspa@codognotto.legalmail.it). This deadline is set due to the need for the Codognotto company to implement the planned project activities, as the above mentioned activities are already in place. Applications received after this date or without the requirements indicated in art. 2 "Description of the services required" will not be considered.

#### ART. 7) Awarding procedure

The awarding procedure aims at guarantying to MultiAPPRO project the best support in terms of knowledge and expertise. For this reason, the evaluation of the candidate will be based on technical offer and experts' curricula.

Codognotto participation in the project is entitled to guarantee the vision of private sector in the project framework. For this reason, candidates will have to demonstrate a sound and consistent expertise in transport & logistics.

The Awarding Organization reserves the right not to proceed with the awarding of the procedure and reserves the right to award the service even in the presence of a single offer.

The awarding procedure will be held on 15/10/2020

#### ART. 8) Requirements

The candidate must not be in any of the exclusion conditions provided for by law.

The candidate must be in a position of independence with respect to the Awarding Organization, as required by law.

By sending the application and price quotation, the interested Candidates confirm of not being in any of the above conditions. The Awarding Organization reserves the right to verify the status of the candidate.

#### ART. 9) Selecting procedure

Due to the selection criterion indicated in art. 7 "Awarding Procedure" (best value for money), the service will be awarded to the bid presenting the most advantageous combination of cost/quality to meet the Awarding Organisation's requirements.

The evaluation of the selection procedure is expressed in hundredths.

An Internal Commission nominated by the Responsible of the Procedure and composed by the Awarding Organisation staff and personnel from the Codognotto Group will evaluate the price quotation and proceed to award, applying the following criteria:

Evaluation Criteria	Description	Level	Score
A	Coherence of the technical profile to the specific requirements listed in art. 2 "Description of the services required"	Not sufficient	0
		Sufficient	15
		Good	20
		Very good	25
		Excellent	30
B	Previous work experiences in line with the technical expertise and competences concerning the issues and topics related to the assistance and consultancy service requested	Not sufficient	0
		Sufficient	15
		Good	20
		Very good	25
		Excellent	30
C	Knowledge of the multimodal transport and logistics market segments in the Adriatic-Ionian Region	Not sufficient	0
		Sufficient	5
		Good	10
		Very good	15
		Excellent	20



D	Knowledge of English and of at least one other language of the Program area	Not sufficient	0
		Sufficient	4
		Good	6
		Very good	8
		Excellent	10
E	Economical offer (based on the % of reduction)	≥ 5%	0
		≥ 10%	5
		≥ 15 %	10
		≥ 20 %	15
			20

The Internal Commission, subject to the admissibility of the selection of applications received, has 100/100 points to assign to the comparative evaluation of the technical offers/curricula. In private session, the aforementioned Commission will proceed to the comparative evaluation and attribution of the scores and consequent preparation of the ranking.

The award will then be communicated to the selected candidate.

#### Art. 9) Treatment and processing of Personal Data

Pursuant to the EU Regulation GDPR 2016/679 of the 27<sup>th</sup> of April 2016, the F.Ili Codognotto informs that the personal data provided by the interested parties will be used by the company and its Group exclusively for the purposes related to this Request of applications and price quotation and in the event of any future assignment.

Data retention may be carried out through computer and paper archives and will be processed in compliance with the aforementioned EU Regulation GDPR 2016/679 of the 27<sup>th</sup> of April 2016 and any subsequent amendment.

By sending the application and price quotation, the interested Candidates express their consent to the processing of their personal data. The Data Controller is F.Ili Codognotto di Codognotto Gianfranco & C. S.n.c., in the person of the Managing Partner, Mr. Flavio Codognotto. At any time, the Candidate may exercise his/her rights towards the Data Controller, pursuant to the aforementioned EU Regulation GDPR 2016/679 of 27 April 2016, by sending an email to [marketing@codognotto.com](mailto:marketing@codognotto.com).

Salgareda, 29.09.2020

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The Responsible of the Procedure – Mr. Flavio Codognotto