



Montenegro
Ministry of Transport
Western Balkans Trade and Transport Facilitation Project (TTFP) Phase 2

**REQUEST FOR EXPRESSIONS OF INTEREST
(CONSULTING SERVICES – CONSULTING FIRM)**

Name of Project: *“Western Balkans Trade and Transport Facilitation Phase 2” (TTFP)*

Loan No: *94710-ME*

Assignment Title: *Business Financial Plan for the National Port Community System Operator (PCSO)*

Reference No. MNE-WBTTFP-94710-CQS-CS-26-2.1.5

May 15, 2026

May 27, 2026

The Government of Montenegro has received financing in the total amount of USD 15,000,000.00 (equivalent) from the World Bank, toward the costs of the *“Western Balkans Trade and Transport Facilitation Phase 2” (TTFP)* project and intends to apply part of the proceeds of this loan towards payment for Consulting services under the Contract for Individual Consultant: *Business Financial Plan for the National Port Community System Operator (PCSO)* .

The Program Development Objective for the MPA is to reduce trade costs and increase transport efficiency in the Western Balkans- Six Countries. Montenegro, with one of the two gateway ports to the Western Balkans, holds a critical position for the landlocked countries of the region as well as along the TEN-T corridor and linkages to the broader European region. Given its advanced progress, towards EU membership and developed road transport infrastructure, Montenegro stands to gain significantly from efficiency gains provided by the TTFP in the country and in neighboring countries through increased road and rail connectivity and enhanced trade integration.

The Ministry of Transport (MoT) needs the technical services The MoT/ PIU and Ministry of Maritime Affairs (MoMA) is seeking a qualified financial advisory firm to support the preparation of the Business Financial Planning document for the PCS operator. The scope is to develop a Ten (10) Year Financial Business Plan related to the supply, delivery, implementation, commissioning, maintenance and operation of the National Port Community System Operator either as an operating function or a special purpose vehicle of the MoMA.

The Consulting firm will report directly to the PIU Project Manager and MoT Project Coordinator, with a dotted-line reporting relationship to the designated PCS Lead within the MoMA.

The **“MoT”** through the Technical Service Unit, now invites eligible individual consultants (“Consultants”) to indicate their interest in providing the Services. Interested Consultants should provide information demonstrating that have required qualifications and relevant experience to perform the Services. Individual consultants may be offered through the firms or other organizations, but the only qualifications of the individual consultant will be the basis of selection. Contract will be signed with proposed individuals. Successful management of the project requires a dynamic person, with excellent communication skills, who is ready to work in a team and contribute to a positive team spirit.

The detailed **Terms of Reference (TOR)** for the assignment which outlines comprehensively the scope, tasks, duties, and responsibilities of the Consultant firm can be obtained upon request at the e-mail address given below or on the Client website www.gov.me/msa .

The **Selection and Evaluation criteria** which will be applied for evaluation of received **Expressions of Interests** are:

1. General Qualification and Competences of the consultant (firm)

Legal status, Core business and years in business Capacity, competences of the Consultant firm (Company):

------(Max 30 points on this criteria).

2. Qualification of the consultant (firm) relevant to the assignment:

The selected consulting company to convey this assignment should have at a minimum: Experience in at least 3 assignments in the past 5 years preparing business / financial plans with multi-year (5 years or more) integrated projections (Income Statement, Balance Sheet, Cash Flow, ratios, breakeven). The Consulting firm should provide clear overview of conducted relevant services. Overview must include: detail data on entities for which services are prepared, description of service, value of the contract for performed services, information on the project realization dates, as well as entity's contact person.

------(Max 60 points on this criteria).

3. Qualification and organizational structure of the consultant (firm)

Technical and managerial organization of the firm and availability of key staff within the firm 10% of the Consultant firm (Company):

------(Max 10 points on this criteria).

**CVs or biodata for Key Expert 's- (staff) are not required and will not be evaluated at this stage.*

Experience in design of transaction/fee models for digital platforms or ICT services (e.g., PCS, NSW, port/logistics platforms, e-government, or comparable) will be an advantage. Demonstrated experience working with public sector clients and multi-stakeholder environments (ministries, port authorities, customs, terminal operators) will be an advantage. Experience in Western Balkans and/or EU countries will be an advantage. Familiarity with World Bank or other international financial institution (IFI) procedures and standards is highly desirable.

The selected Consultant should plan the team that will consist of the least the following personnel:

Key expert 1: Team Leader/ Financial Specialist

Key expert 2: ICT Systems Specialist

Non-Key Experts: The consultant is free to propose an appropriate Non-Key Experts position for the additional expertise necessary to perform the above tasks (e.g. financial analyst, data collection analyst, institutional expert, administrative assistant). **The CVs of Non-Key Expert will not be the subject of evaluation.**

A Consultant firm will be selected in accordance with the CQS method set out in the World Bank's "**Procurement Regulations for IPF Borrowers**" Issued in September 2023 (Fifth edition) . The attention of interested Consultants is drawn to Section III, paragraphs; 3.13 - 3.17 setting forth the World Bank's policy on Conflict of interest.

Expressions of interest must be delivered only by e-mail to the address below and in subject must clearly indicate project name, subject number: **Business Financial Plan for the National Port Community System Operator (PCSO)/ MNE-WBTTFP-94710-IC-CS-25-2.1.5**

The deadline for submission is June 5, 2026 -12:00h.

Ministry of Finance /Technical Service Unit
Attention: Mr. Zoran Mijović, Senior Procurement Officer
Street Address: Studentska 2 A Floor
City: 81000 Podgorica
Country: Montenegro
Telephone: + 382 20 201 695
E-mail: zoran.mijovic@mif.gov.me