



MILLENNIUM CHALLENGE ACCOUNT - KOSOVO

MINUTES OF OPENING OF TECHNICAL OFFER

Implementation of JETA Energy Skills for the Future Activity
Ref. No.: 24-4003

Offers Submission Deadline : October 4, 2024, at 15:00 hrs., (Kosovo local time)
Offers Opening Date : October 4, 2024, at 15:30 hrs., (Kosovo local time)

1. Attendees, present and online (via MS Teams)

On behalf of MCA Kosovo

Florina Duli – Sefaj, CEO, MCA Kosovo
Drilon Potera, Procurement Director, MCA Kosovo
Patricia Sanchez, Procurement Agent Manager, MCA Kosovo
Aferdita Selmani, Senior Procurement Specialist, PA MCA Kosovo
Agim Hoxha, Procurement Specialist, PA MCA Kosovo

21 participants attended the meeting on behalf of the Offerors

2. Introduction and Remarks

At 15:30 hrs. (Kosovo local time), and after all the participants were admitted to the meeting via MS Teams, Florina Duli-Sefaj the MCA Kosovo, CEO welcomed all the participants and opened the meeting.

3. Opening of the Technical Offers

The Procurement Agent Manager, Alba Patricia Sanchez continued with the opening session by informing that the meeting was being recorded. The screen was shared with all the participants, to show the cloud folder containing the received technical offers. For transparency, the PA opened directly all the files as received from pCloud. The following offers were received prior to the deadline:

No.	Name of Offeror	Date Received	Time Received (CET)
1.	GFA Consulting Group GmbH	10/2/2024	5:56:38 PM
2.	JV GOPA Worldwide Consultants GmbH (Lead), GOPA Group US Inc. (Partner 1), GOPA INTEC - International Energy Consultants GmbH (Partner 2), Kosovo Legal Services Company (KLSC) (Partner 3).	10/2/2024	5:56:51 PM

No.	Name of Offeror	Date Received	Time Received (CET)
3.	International Research & Exchanges Board, Inc (IREX) in association with Green Shift Consulting and The Association of Women in the Energy Sector of Kosovo	10/3/2024	8:47:13 PM
4.	IBF Expertise S.A. (Lead) in Association with European Projects Management Ltd (SIA Eiropas projektu vadība) (Partner 1) and Dansk Energi Management af 2024 ApS (Partner 2)	10/4/2024	10:03:17 AM
5.	JV WYG Consulting Ltd (WYG savjetovanje d.o.o.) (Lead), Renewables Academy (RENAC) AG (Partner 1) and Kosova-Women 4 Women (Partner 2)	10/4/2024	11:47:28 AM
6.	JV CEU Consulting GmbH (lead), Proman S.A. (Partner 1) and Purple Consulting SH.P.K. (Partner 2)	10/4/2024	12:02:49 PM
7.	Consortium Ginger SOFRECO (lead) with Caritas Switzerland (Partner 1) and CEDE – Centre for Education and Development of Environment (Partner 2)	10/4/2024	1:13:13 PM
8.	JV NIRAS Germany GmbH (Lead) and Management Development Associates LLC (Partner 1)	10/4/2024	1:15:29 PM
9.	UNDP – Kosovo Office	10/4/2024	2:15:20 PM
10.	JV A.T. Kearney GmbH (Lead), Abkons Sh.p.k (Partner 1) and IMP ³ ROVE – European Innovation Management Academy EWIV (Partner 2)	10/4/2024	2:38:37 PM
11.	JV DAI Global Belgium SRL (Lead) and WEglobal Srl. (Partner 1)	10/4/2024	2:56:10 PM
12.	Consortium involas Institut für berufliche Bildung, Arbeitsmarkt- und Sozialpolitik GmbH (Lead) and UBO Consulting (Partner 1)	10/4/2024	2:59:04 PM

The meeting proceeded with the opening of each technical offer received in the acceptable format, by verifying if:

- The technical offer was present.
- The Technical submission form (TECH-1) was completed and signed.

The offer's opening checklist is in Annex 1 of this meeting minutes.

In addition, it was verified the presence of the financial offer file, but without opening it.

4. Questions and Answers

Following the opening session, the floor was opened for potential questions from the offerors. Two questions were raised and answered during the meeting:

Q1: Will interviews of the KEs be part of the evaluation? Meaning the final grade to be settled after the interviews?

A1: According to the procedures, if MCA decides to proceed with interviews, the interview invitations are going to be sent via e-mail to the offerors. If this is the case, the interviews will be held prior the final scoring.

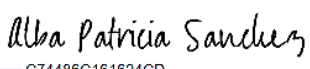
Q2: If there are clarification questions from MCA Kosovo, will you write them to the people that you have sent the initial clarifications during the tender, because there was no form where we registered, as you know for this company?

A2: The clarification requests will be sent to the emails that requested the RFO and any other emails present on the technical offer, to ensure maximum reach.

5. Closing

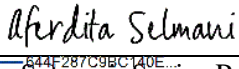
The opening meeting was officially closed at 15:45 hrs. (Kosovo local time).

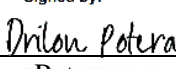
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 Patricia Sanchez, Procurement Agent
 Manager, PA MCA-Kosovo

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 CEO, MCA Kosovo

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 Specialist, PA MCA - Kosovo

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 Agim Hoxha, Procurement Specialist,
 Procurement Agent for MCA-Kosovo

Annexes:

1. Register of the Offers Received
2. Offers Opening Checklist
3. Meeting Recording

ANNEX 1



MILLENNIUM CHALLENGE ACCOUNT - KOSOVO

Register of the Offers Received

Implementation of JETA Energy Skills for the Future Activity
Ref. No.: 24-4003

Offer Submission Deadline: October 4, 2024, at 15:00 hrs., (Kosovo local time)

No.	Name of Offeror	Date Received	Time Received (CET)
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2.	JV GOPA Worldwide Consultants GmbH (Lead), GOPA Group US Inc. (Partner 1), GOPA INTEC - International Energy Consultants GmbH (Partner 2), Kosovo Legal Services Company (KLSC) (Partner 3).	10/2/2024	5:56:51 PM
3.	International Research & Exchanges Board, Inc (IREX) in association with Green Shift Consulting and The Association of Women in the Energy Sector of Kosovo	10/3/2024	8:47:13 PM ¹
4.	IBF Expertise S.A. (Lead) in Association with European Projects Management Ltd (SIA Eiropas projektu vadība) (Partner 1) and Dansk Energi Management af 2024 ApS (Partner 2)	10/4/2024	10:03:17 AM
5.	JV WYG Consulting Ltd (WYG savjetovanje d.o.o.) (Lead), Renewables Academy (RENAC) AG (Partner 1) Kosova-Women 4 Women (Partner 2)	10/4/2024	11:47:28 AM
6.	JV CEU Consulting GmbH (lead) , Proman S.A. (Partner 1) and Purple Consulting SH.P.K. (Partner 2)	10/4/2024	12:02:49 PM
7.	Consortium Ginger SOFRECO (lead) with Caritas Switzerland (Partner 1) and CEDE – Centre for Education and Development of Environment (Partner 2)	10/4/2024	1:13:13 PM

¹ There were three submissions made on the technical offer folder from International Research & Exchanges Board, Inc (IREX). For the purpose of the opening, the latest submission was considered.

8.	JV NIRAS Germany GmbH (Lead) and Management Development Associates LLC (Partner 1)	10/4/2024	1:15:29 PM
9.	UNDP – Kosovo Office	10/4/2024	2:15:20 PM
10.	JV A.T. Kearney GmbH (Lead), Abkons Sh.p.k (Partner 1) and IMP ³ ROVE – European Innovation Management Academy EWIV (Partner 2)	10/4/2024	2:38:37 PM
11.	JV DAI Global Belgium SRL (Lead) and WEglobal Srl. (Partner 1)	10/4/2024	2:56:10 PM
12.	Consortium involas Institut für berufliche Bildung, Arbeitsmarkt- und Sozialpolitik GmbH (Lead) and UBO Consulting (Partner 1)	10/4/2024	2:59:04 PM

ANNEX 2



MILLENNIUM CHALLENGE ACCOUNT - KOSOVO

Technical Offer Opening Checklist

Implementation of JETA Energy Skills for the Future Activity
Ref. No.: 24-4003

Offer Submission Deadline: October 4, 2024, at 15:00 hrs., (Kosovo local time)

Formal Opening Date: October 4, 2024, at 15:30 hrs., (Kosovo local time)


No	Name of Offeror	City, Country	Form TECH 1 (Tech Offer Submission Form) (present & signed)?	Financial Offer File present?	Comments
1.	GFA Consulting Group GmbH	Hamburg, Germany	Yes	Yes	NA
2.	JV GOPA Worldwide Consultants GmbH (Lead), GOPA Group US Inc. (Partner 1), GOPA INTEC - International Energy Consultants GmbH (Partner 2), Kosovo Legal Services Company (KLSC) (Partner 3).	Homburg, Germany (Lead) Washington DC, USA (Partner 1) Homburg, Germany (Partner 2) Pristina, Kosovo (Partner 3)	Yes	Yes	NA
3.	International Research & Exchanges Board, Inc (IREX) (Lead) in association with Green Shift Consulting (Partner 1) and The	Washington, DC, USA (Lead) Pristina, Kosovo (Partner 1) Pristina, Kosovo (Partner 2)	Yes	Yes	NA

Nº	Name of Offeror	City, Country	Form TECH 1 (Tech Offer Submission Form) (present & signed)?	Financial Offer File present?	Comments
	Association of Women in the Energy Sector of Kosovo (Partner 2)				
4.	IBF Expertise S.A. (Lead) in Association with European Projects Management Ltd (SIA Eiropas projektu vadība) (Partner 1) and Dansk Energi Management af 2024 ApS (Partner 2)	Brussels, Belgium (Lead) Riga, Latvia (Partner 1) Copenhagen, Danmark (Partner 2)	Yes	Yes	NA
5.	JV WYG Consulting Ltd (WYG savjetovanje d.o.o.) (Lead), Renewables Academy (RENAC) AG (Partner 1) Kosova-Women 4 Women (Partner 2)	Zagreb, Croatia (Lead) Berlin, Germany (Partner 1) Pristina, Kosovo (Partner 2)	Yes	Yes	NA
6.	JV CEU Consulting GmbH (lead), Proman S.A. (Partner 1) and Purple Consulting SH.P.K. (Partner 2)	Vienna, Austria (Lead) Bettembourg, Luxemburg (Partner 1) Pristina, Kosovo (Partner 2)	Yes	Yes	NA
7.	Consortium Ginger SOFRECO (lead) with Caritas Switzerland (Partner 1) and CEDE – Centre for Education and Development of Environment (Partner 2)	Cedex, France (Lead) Luzern, Switzerland (Partner 1) Drenas, Kosovo (Partner 2)	Yes	Yes	NA
8.	JV NIRAS Germany GmbH (Lead) and Management Development Associates LLC (Partner 1)	Stuttgart, Germany (Lead) Pristina, Kosovo (Partner 1)	Yes	Yes	NA
9.	UNDP – Kosovo Office	Pristina, Kosovo	Yes	Yes	NA

No	Name of Offeror	City, Country	Form TECH 1 (Tech Offer Submission Form) (present & signed)?	Financial Offer File present?	Comments
10.	JV A.T. Kearney GmbH (Lead), Abkons Sh.p.k (Partner 1) and IMP ³ ROVE – European Innovation Management Academy EWIV (Partner 2)	Prague, Czech Republic (Lead) Tirana, Albania (Partner 1) Düsseldorf, Germany (Partner 2)	Yes	Yes	NA
11.	JV DAI Global Belgium SRL (Lead) and WEGlobal Srl. (Partner 1)	Brussels, Belgium (Lead) Milano, Italy (Partner 1)	Yes	Yes	NA
12.	Consortium involas Institut für berufliche Bildung, Arbeitsmarkt- und Sozialpolitik GmbH (Lead) and UBO Consulting (Partner 1)	Offenbach, Germany (Lead) Pristina, Kosovo (Partner 1)	Yes	Yes	NA

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Patricia Sanchez, Procurement Agent
Manager, PA MCA-Kosovo

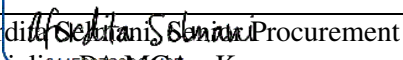
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Florina Duli – Sefaj
CEO, MCA Kosovo


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Afendi Selmani, Procurement
Specialist, PA MCA - Kosovo

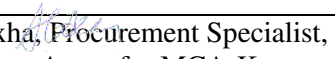
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Drilon Potera
Procurement Director, MCA Kosovo

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Agim Hoxha, Procurement Specialist,
Procurement Agent for MCA-Kosovo

ANNEX 3

Opening Meeting Recording.

[24-4003 - Offer Opening-20241004 152532-Meeting Recording.mp4](#)

