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*Answers to the questions from the interested suppliers
in open competition "Rail Baltica Communications strategy and public relations
services for RB Rail AS" ID. No RBR 2017/31*

RB Rail AS presents the following answers to the questions received until 16 January 2018 from the interested suppliers:

No	Question	Answer
1.	<p>According to the paragraph Nr. 10.4. it is stated that the proposed contract price shall include "field research" and "purchase of external materials and researches". Also, in the Technical specification's paragraph Nr.3 it is said that public relation services should provide communication research.</p> <p>Please, specify:</p> <ol style="list-style-type: none"> Exactly what kind of research is demanded – what is the object and subject of one or a few researches? Do the contracting authority has already chosen a certain methodology or methods to be applied in those researches? Is there set a certain number of researches that should be conducted? Do those researches should be conducted in all of the Baltic states? 	<p>The Section 10.4. of the open competition Regulation (hereinafter – Regulation) refers to any field work or purchase of the external materials and researches required to provide public relations services during the execution of the contract in a qualitative manner (for example, for the preparation of the Communication strategy – interviews with the stakeholders in the three Baltic countries, gathering the best practise of communication of the EU megaprojects, etc). Regarding the Communication research it is not meant that the contractor will have to provide the academic scientific communication researches rather will do some in-house small scale research for carrying out productive public relation services, for example, updating of the Communication strategy, the assessment of the best tools and tactics for addressing concrete stakeholders, communication research for narrative proposals, etc. There are no defined list of the researches and predefined methodology for carrying out this task.</p>
2.	<p>Should all Annexes (1–6) have to be filled and submitted? In Annex 3 it is asked to list entities on whose capabilities the tenderer relies – what is meant by this? Does in case when the tenderer is a partnership, we have to list all partners here?</p>	<p>No, all Annexes (1-6) haven't to be filled and submitted. Please read carefully Regulation. To understand what is the definition of "Persons upon whose capabilities Tenderer may rely" and when it is required to fill and submit Annex 3, please read Section 8 of Regulation. In case when proposal will be submitted by a group of suppliers (hereinafter – a partnership), which complies with all the selection requirements for the Tenderers relating to the economic and financial</p>

		standing and technical and professional ability (including regarding the team of key experts), all the members of the partnership shall be listed in Annex 1 "Application" in accordance with Section 6.1.2.1. of Regulation, and not in Annex 3. Annex 3 in accordance with Section 8 of Regulation shall be filled and submitted in case when Tenderer (including partnership if Tender is a partnership) doesn't comply with all selection requirements stipulated in Regulation itself but it relies upon the capabilities of other persons, regardless of the legal nature of their mutual relationship.
3.	And what do you understand as "subcontractors" meant to be listed in Annex 4 of the tender?	Definition of subcontractor is – "Person who takes a portion of a contract from the principal contractor or from another subcontractor". So, in case when subcontractors are expected to involve in fulfilment of the procurement contract, a Tenderer shall indicate this information in proposal in accordance with Section 9 of the Regulation.

Procurement commission vice-chairman

Jānis Lukševics