

# Public procurement in Croatia

March, 2021



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Introduction

# Basic information

Total value of the procurement for 2019. was 54.105.927.158,00 HRK (VAT excluded), out of which 10.685.681.315,00 HRK is from EU funds. Public procurement makes 16,46% of the Croatian GDP.



Legislation  
similar to EU  
countries



Goods and  
services >  
200k HRK;  
works > 500k  
HRK



Contracting  
authorities –  
public sector  
institutions,  
organisatio,  
state-owned  
enterprises



Official  
language -  
Croatian



National  
budget, EU  
funds

# What is procured?

Each public entity or enterprise prepares procurement plan on yearly basis where we can get information about the procurements they are planning. This also includes all EU investments (projects) which are the key investments in Croatia.

Goods	33,11 %
Works	45,07 %
Services	21,82 %

## Examples of procurements:

1	CA: Croatian Health Insurance Fund: e-system for the Fund Value: 80.292.000,00 HRK	
2	CA: Croatian Meteorological and Hydrological Service - Weather sensors (instruments) for meteorological station Value: 45.994.312,00 HRK	
3	CA: Ministry of Agriculture - Software for analysis and communication in the fisheries sector Value: 1.000.000,00 HRK	
4	CA: Croatian Railways - 21 electromotor train Value: 978.032.529,00 HRK	
5	CA: County Sv. Martin na Muri – Equipment for eco touristic trail Value: 362.000, 00 HRK	
6	CA: Nature park Medvednica - Interior design and museological setting services Value: 3.000.000,00 HRK	

CA – Contracting Authority

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Electronical public  
procurement

# Electronic Public Procurement Classifieds (EOJN)

- Portal where contracting authorities publish notices and serves for complete procedure implementation (including communication) from notice publication to contracting
- <https://eojn.nn.hr/Oglasnik/>
- To download documentation you have to register (registration guide: [https://eojn.nn.hr/Oglasnik/slike/EOJNRegistration\\_English.pdf](https://eojn.nn.hr/Oglasnik/slike/EOJNRegistration_English.pdf) )

Prijava

Elektronički oglasnik javne nabave Republike Hrvatske

# Oglasnik

## Elektronički oglasnik javne nabave RH

NARODNE NOVI NE

NASLOVNICA OBJAVE JN OBJAVE KONCESIJA ZAKONSKE KLAS. REGISTRACIJA JEDNOSTAVNE OBJAVE PRIJAVA/LOGIN

NALAZITE SE: Naslovnica

**Objave javne nabave:**

- › 12.03.2021. (petak)
- › 11.03.2021. (četvrtak)
- › 10.03.2021. (srijeda)
- › 09.03.2021. (utorak)
- › 08.03.2021. (ponedjeljak)

**Objave koncesija:**

- › 12.03.2021. (petak)
- › 11.03.2021. (četvrtak)
- › 10.03.2021. (srijeda)
- › 09.03.2021. (utorak)
- › 08.03.2021. (ponedjeljak)

**Objave jednostavne nabave:**

- › 12.03.2021. (petak)
- › 11.03.2021. (četvrtak)
- › 10.03.2021. (srijeda)
- › 09.03.2021. (utorak)

Poštovani korisnici,

zbog redovitog tehničkog održavanja, Elektrončki oglasnik javne nabave RH neće biti dostupan u nedjelju, **14. ožujka 2021. od 12 do 16 sati.**

Hvala na razumijevanju.

**Korisničke upute**

- Zaboravio sam pristupne podatke?
- **BAZA ZNANJA – UPUTE (help.nn.hr)**

**Služba za korisnike**

Radno vrijeme:

- ponedjeljak – petak, od 8 do 16 sati
- telefon: **(01) 6652-899**
- e-pošta: **eojn@nn.hr**
- **Prijava nedostupnosti**

**Planovi nabave**

**Prethodna savjetovanja**

**Registri ugovora**

**Korisni linkovi**

- › **Objave javne nabave iz Slovenije i Slovačke**
- › **Uprava za sustav javne nabave**
- › **Državna komisija za kontrolu postupaka**

**Upute za naručitelje** | **Upute za ponuditelje**

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Participation



# Who can take part in public procurement procedure?

Public procurement in Croatia is based on the principle of freedom of movement of goods, principle of freedom of establishment and the principle of freedom to provide services.

## Individual entity \*

- Can be established anywhere in the world
- Must have a) paid taxes and contributions b) clear criminal record together with all legal representatives

## Consortium of entities

- Shared responsibility for contract implementation



## Individual entity or consortium with subcontractors

- Indication of % of the contract that will be subcontracted

## Individual entity or consortium with allocated resources from the 3rd entity

- 3rd entity has to provide a letter of allocation of resources

*\* The same applies for all other forms of participation*

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From preparation of  
proposal to contract  
implementation

# Steps and timeline

## Prior Information

- Market consultations
- Interested entites can give their suggestions for requirements, contract, etc.
- Minimum 5 days
- Report

## Call for proposals

- Open procedure
- Approx 30-40 days

## Evaluation

- Up to 3 months
- Evaluation committee
- Clarifications of proposal

## Decision (results)

- Decision and minutes of the evaluation are available on EOJN

## Contracting

- Contract signatutre and delivery of guarantees

Client

MONTHS

01

02

02-03

04-05-06

06

06-07

07-



Companies

## Proposal preparation and submission

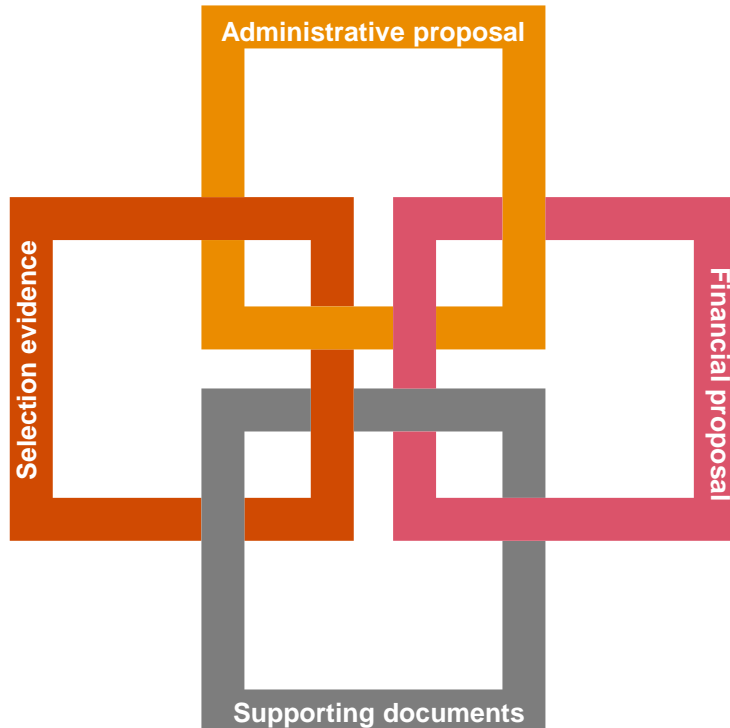
- Preparation of documentation
- Q&A
- Online submission

Appeal

Implementation

# Forms and contents of the proposal

The client provides list of required documents and templates according to which entities prepare proposals and submit them electronically via EOJN.



- **Financial proposal**  
Financial proposal is submitted in HRK
- **Administrative proposal**  
There is a standardised form for all EU countries (ESPD) which is submitted as a preliminary evidence for non-conviction, paid taxes and contributions, economic, professional and technical capacity
- **Selection evidence**  
Evidence that the entity proposes the best quality and according and is subject to evaluation
- **Supporting documents**  
Requested **only from the entity which submitted the best proposal** (price and quality)  
Includes evidences of provisional information given as part of the administrative proposal (ESPD form)

# Guarantees, appeal and contracting

## Guarantees

- Guarantees are asked for the offer, implementation of the contract, for rectifying defects within the warranty period
- Bank guarantee, financial deposit

## Contracting

- Contracts are in Croatian
- Unlimited liability of the contractor
- Amendments are made either once the call for proposal is published (if contract is part of the procurement documentation) or before the signature
- Contracts can be annexed with additional up to 30% of the price; in practice most common is up to 10%

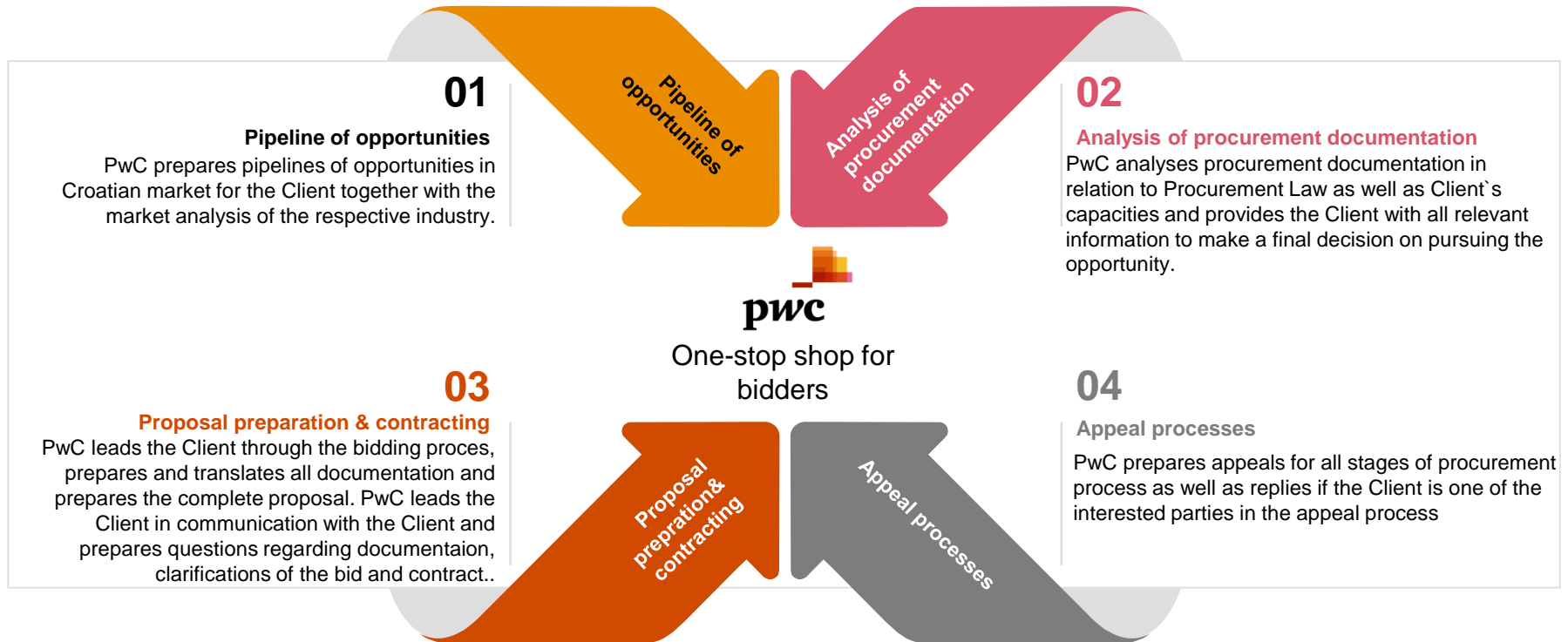
## Appeal process

- Very common in Croatian public procurement
- Most common appeals are submitted in relation to procurement documentation and decision about the winning bid

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How can PwC help

# One-stop shop for procurement services



*PwC has a team of certified procurement experts, experienced in advising public sector clients in preparation and implementation of procurement procedures, but also in preparation of proposals and bidding processes.*



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