

# Bidding Process & Procedures

Turin, 18.10.2018



# Selected procedure: Competitive Dialogue

## DEFINITION

Competitive Dialogue (par. 30 of Directive 2014/24/EU on public procurement and art. 64 of Italian Code of Public Contracts)

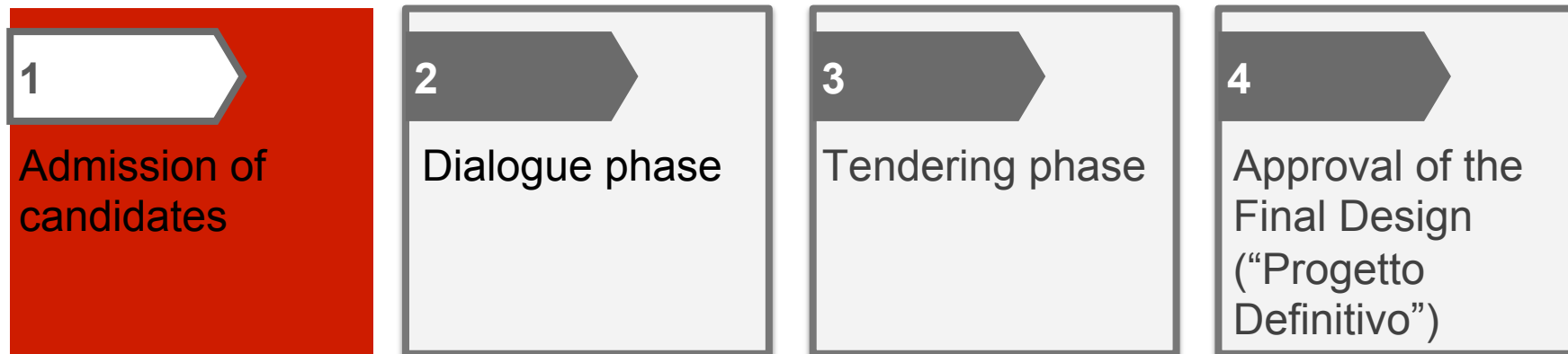
## WHAT IS IT

Competitive Dialogue is a procedure that Contracting Authorities may apply, when the contract cannot be awarded without prior negotiations because of the complexity also due to the legal and financial setting or because of the risks attaching to them.

## GOAL

The aim of Competitive Dialogue is to identify and define the best suited solution to satisfying their needs

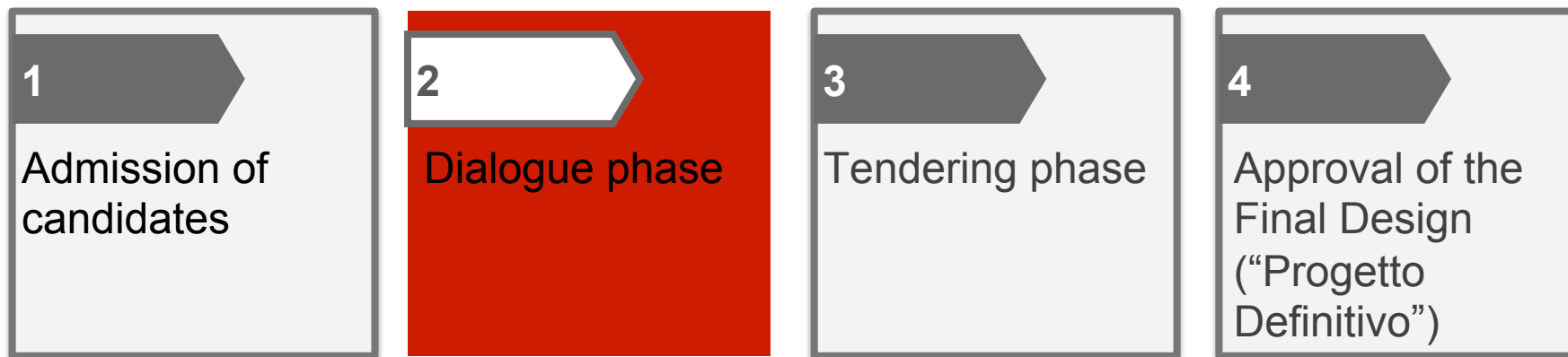
# The four-stage procedure structure



First Phase starts from the publication of the contract notice and ends with the opening of dialogue:

- ▶ Contract notice shall set out the needs that must be satisfied by means of the dialogue and selection criteria that candidates must meet to be admitted to participate in Dialogue;
- ▶ Candidates shall submit request for participation;
- ▶ Contracting Authority shall invite those candidates which meet selection criteria (“selected candidates”) to take part in the dialogue.

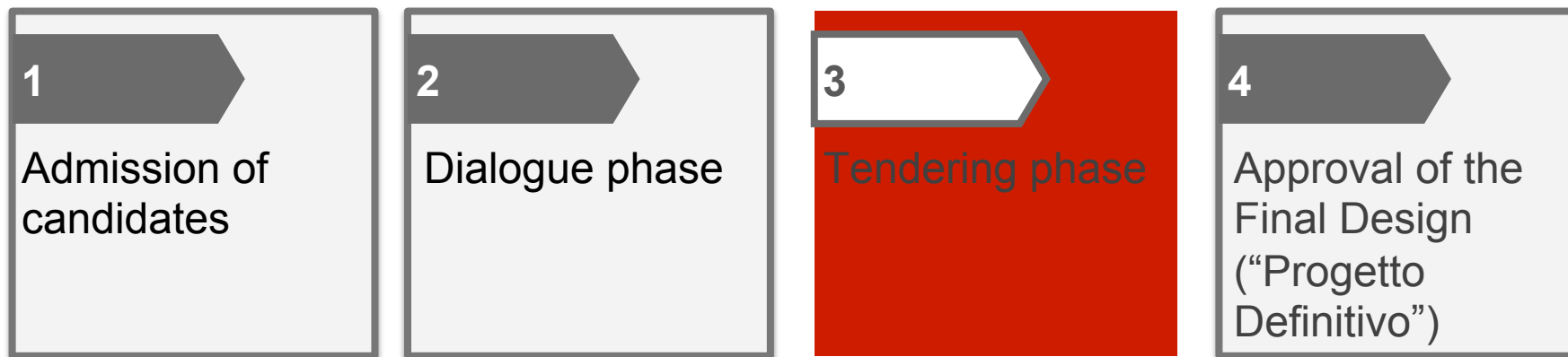
# The four-stage procedure structure



The Dialogue Phase will consist of two sub-stages:

- ▶ **First stage:** one or more individual meetings with each selected candidate to discuss in order to all aspects of the Intervention;
- ▶ **Second stage:** deepening of proposed solutions until getting one or more that satisfy Contracting Authority needs.

# The four-stage procedure structure

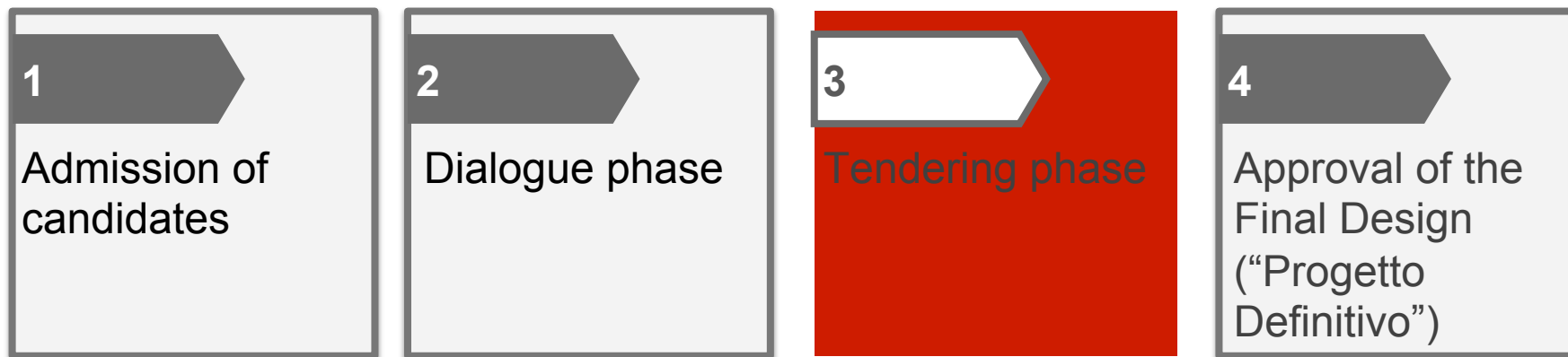


Documentation submitted during the Dialogue Phase:

## **FIRST STAGE**

- ▶ a first design proposal regarding the whole Urban Transformation Zone (ZUT);
- ▶ preliminary design documentation relating to the Intervention
- ▶ summary of the suggested solutions regarding all aspects of the intervention (such as proposed services levels for the energy and maintenance services; monitoring system; mechanism for reduction of the availability fee and for application of penalties; risk matrix; bankability of the Project).

# The four-stage procedure structure

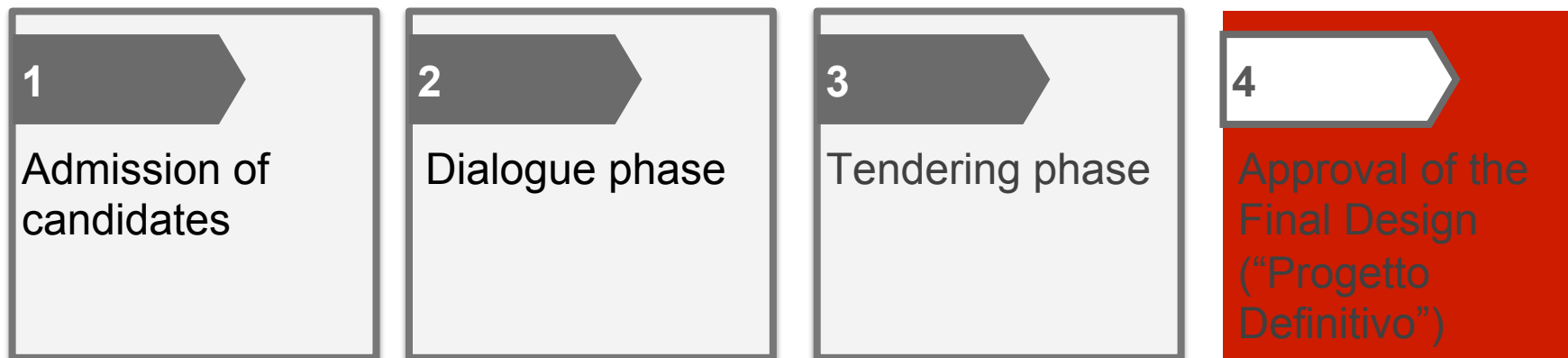


Documentation submitted during the Dialogue Phase:

## **SECOND STAGE**

- ▶ Master Plan of the whole Urban Transformation Zone (ZUT) called ambito 12.32 "Parco della Salute e Sede Regione Piemonte" (ex AVIO OVAL);
- ▶ Technical and Economic Feasibility Project of the Intervention.

# The four-stage procedure structure



The Tendering Phase starts once Dialogue Phase closes.

All candidates participating in dialogue phase shall be invited to the Tender.

They will be requested to submit an offer consist of:

- ▶ Final Design of the Intervention;
- ▶ Business Plan of the Intervention;
- ▶ Draft of Concession Contract;
- ▶ Technical specifications of energy and maintenance services.

Tender Committee shall select the best offer on the basis of awarding criteria set out in the contract notice.

# Approval of Final Design and signing of the concession contract & estimated timing

The Final Design of the successful tenderer will be submitted to approval procedure by Contracting Authority.

The concession contract will be signed after the conclusion of the approval procedure.

