



This Project is funded by the European Union

CALL FOR EXPRESSION OF INTEREST Under Competitive negotiated procedure

Individual Experts or companies to be appointed for elaborating a market analysis to identify potential cargo flows to be settled down or reinforced inside the defined zone (Black Sea basin and Danube macro-region) of the Black-Sea funded project: DANUBE – BLACK SEA CONNECTION OF EUROPEAN AND ASIAN ECONOMY, A STEP FOR SUBSTANTIAL GROWTH OF THE BLACK SEA AREA (DABS)

3/2/2014

1. Aim of the call

This call of expression of interest is published by European Regional Framework for Co-operation (ERFC) in the framework of the implementation of the project called “DANUBE - BLACK SEA CONNECTION OF EUROPEAN AND ASIAN ECONOMY, A STEP FOR SUBSTANTIAL GROWTH OF THE BLACK SEA AREA (DABS)” funded by the EC Black Sea Programme.

The aim of the call is to collect the expression of interest of companies or individual experts which are willing to respond further to the detailed tender dossier (if short-listed) and bid for undertaking specific tasks for the successful implementation of the project’s activities that are detailed here below.

Individuals or companies preliminarily interested should express their interest via either e-mail to the following address: erfc@otenet.gr or post or by hand delivery to the following address 33 Platonos street, P.C. 25100, Aegion, till 7/3/2014. They should send a letter of interest as well as their profile with references related to the activities hereunder. Shortly after, ERFC will prepare a short list of suitable and interested companies / individuals who will be invited to participate in the second step of offering their services replying to a detailed tender dossier with Annexes which will be communicated to them.

2. Description of activities

The experts or companies will have to undertake tasks within the following **Group of project Activities (GAs)**:

GA 2: Technical support for stakeholders working

Activity 2.2: Elaborating a market analysis to identify potential cargo flows to be settled down or reinforced inside the defined zone (Black Sea basin and Danube macro-region)

The aim of this GA is to improve the capacity of the stakeholders to develop improved or new freight eco-friendly water transport routes as a connection between European and Asian economy.

At the moment, there are only a few transport routes between Black Sea ports and Danube ports, taking into consideration that this is one of the main trade links between the European Union and the neighbouring countries. The Danube River itself is an important TEN-T corridor. However, it is used below its actual capacity. Because inland waterway transport has major environmental benefits and efficiency, its potential must be exploited sustainably. Another very important constrain is the fact that the Danube’ ports are not included in existing and designed Black Sea basin routes.

This GA will offer a proper technical support for the stakeholders by elaborating a market analysis to identify potential cargo flows to be settled down or reinforced inside the defined zone (Black Sea basin and Danube macro-region) and by elaborating a feasibility study to find the most suitable solution for a regular maritime liner service connecting Black Sea and Danube.

In order to fulfil the activities of this GA information and knowledge gained at the previous GA (GA 1) will be used.

The marketing analysis will determine the attractiveness and the dynamics of water transport in the Black Sea and Danube river and will help the stakeholders to understand its evolving opportunities and threats. The marketing analysis will be elaborated by the experts of team of the joint Action. Will effectuate an analysis of current maritime freight flows, and their relation with hinterland networks, a forecast of freight flows/ impact of crisis and expected outlook, analysis of demand and supply in ports, methodology for selecting candidate ports for the alternative routes.

The feasibility study will determine the most suitable option through route, type of vessel, carrying capacity, transport demand, seasonal/ daily traffic peaks, standing time, loading / unloading ports with their capacity and existing infrastructure, intermodal terminals, number of trips / year etc. The development of the feasibility study will be externalised. Through the Activity 1 of this GA we will choose a company to elaborate the study. The main responsibility of the joint Action team here is monitoring the contract for the feasibility study. The reception of the feasibility study will be made after the joint Action team’s feedback (one month of analysing for them).

After fulfilling these two activities a modern and comprehensive database will be build to support the stakeholders in their decisional process.

The results and benefits of this GA will be promoted through several conferences: two regional conferences, one in R. Moldova, one in Ukraine. After the fulfilment of GA2 another two meetings with Government representatives in Romania and Turkey and two meetings with private companies (Romania and Turkey) will promote these results. This GA will encourage transport and trade companies to use alternative routes for faster, cheaper and more efficient transport connections.