

14.09.2026

Clarifications regarding the tender procedure Design and delivery of a training programme on “Enhancing EU Market Readiness of Albanian Innovative Start-ups and MSMEs” – Reference 16318/29

Question: The ToR states that the Service Provider shall have a minimum of 7 years of professional experience, while separately requiring a minimum of 20 years of combined professional experience among the proposed experts. Could you please clarify whether the 7-year requirement must be demonstrated by the bidding legal entity itself, or whether the relevant experience of the proposed experts may also be taken into account for meeting this requirement?

Clarification: The requirements set out in Section 5 of the ToR are separate requirements applicable to different levels of the proposed service delivery structure. The minimum **7 years** of professional experience is a requirement applicable to the Service Provider and shall be demonstrated through the Service Provider’s own relevant professional/organisational experience, as evidenced in the submitted company profile and supporting documentation. The minimum **20 years** of combined professional experience is a separate requirement applicable to the proposed team of experts and shall be demonstrated through the relevant professional experience of the proposed experts, as evidenced by their submitted CVs.

Question: The ToR refers to the engagement of an “International Service Provider.” Could you please advise whether this requires the bidding legal entity to be established outside Albania, or whether an Albanian-registered company with relevant international project experience would be eligible?

Clarification: The reference to an “International Service Provider” in the ToR does not specify a particular country or place of establishment for the bidding legal entity. The Service Provider shall demonstrate compliance with the experience and qualification requirements set out in Section 5 of the ToR.