

NATIONAL AGENCY FOR FISCAL ADMINISTRATION, ROMANIA

REQUEST FOR EXPRESSIONS OF INTEREST  
(CONSULTING SERVICES – FIRMS SELECTION)

**Country:** ROMANIA

**Name of the Project:** Revenue Administration Modernization Project (RAMP)

Project ID: P130202

Loan No: 8261 - RO

**Assignment Title:** *Specialized Training on Organization and Functioning of Insurance Sector*

**Reference No.** (as per Procurement Plan): **RAMP/CS/25**

The Romanian National Agency for Fiscal Administration (NAFA) has received a loan from the World Bank toward the cost of the Revenue Administration Modernization Project (RAMP) and intends to apply part of the proceeds for training services aiming to provide specialized NAFA staff with in-depth knowledge of the organization and functioning of the Romanian Insurance Sector.

The training curricula should include the following topics:

1. Classes of insurance products, with details on: authorization, checking the conduct of business for each product, including all steps/possible situations, such as early termination, establishment / cancellation of reserves, reinsurance cessions, endorsement, assessment, payment and litigation in connection with the damages, recording setbacks, registration/recognition accounting transactions above;
2. Relations between the technical records and accounting records in the insurance activity. Situations where the technical records may be considered analytical records;
3. The reports submitted by insurance companies to the Financial Supervisory Authority, checking and capitalizing on such reports;
4. Legal powers and attributes of Financial Supervisory Authority on foreign reinsurers (members or non-members EU) that reinsure Romanian insurers;
5. Legal powers and attributes of Financial Supervisory Authority regarding the free practice in Romania;
6. Detailing on the exchange of information with relevant authorities from Member and non-member EU states similar with the Financial Supervisory Authority;
7. Specific aspects regarding tax audit in the insurance sector;
8. Rules and accounting / taxation for portfolio transfer, both: internally and externally;
9. Types of fraud identified by Financial Supervisory Authority, or by insurance companies specialized in this specific activity.

The Consultant shall also be responsible for all logistic arrangements, including rental of classroom, transport and accommodation for the trainees etc. as detailed in the Terms of Reference.

The National Agency for Fiscal Administration (NAFA) now invites eligible consulting firms ("Consultants") to indicate their interest in providing the Services. Interested Consultants

should provide information demonstrating that they have the required qualifications and relevant experience to perform the Services.

The short listing criteria are as follows:

- Relevant experience of the firm in organizing and delivering trainings, conferences, workshops, transfer of knowledge and skills (at least three relevant projects during the last two years) – 40 points
- Demonstrated experience of the firm or of the proposed trainer(s) in delivering specialized training on the organization and functioning of insurance sector (at least three similar trainings delivered over the last two years) – 60 points

The attention of interested Consultants is drawn to paragraph 1.9 of the *World Bank's Guidelines: Selection and Employment of Consultant under IBRD Loans and IDA Credits & Grant by World Bank Borrowers*, from January 2011 (“Consultant Guidelines”), setting forth the World Bank’s policy on conflict of interest.

Consultants may associate with other firms in the form of a joint venture, association or consortium that may or may not be a new legal entity between members who would be jointly and severally liable for the performance of the contract. The Consultants should indicate whether the EoI is being submitted as a Joint Venture or otherwise.

A Consultant will be selected in accordance with the *Selection based on the Consultants' Qualifications (CQS)* as set out in the World Bank’s *Consultant Guidelines*.

Consultants must provide all information indicating that they are qualified to perform the services (brochures, description of similar assignments, experience in similar conditions, availability of appropriate skills among staff, etc)

Expressions of Interest can be delivered electronically at [ramp@mfinante.ro](mailto:ramp@mfinante.ro) or in a written form to the address below, with the subject line “**Expression of Interest for Specialized Training on Organization and Functioning of Insurance Sector – RAMP/CS/25**” due by **October 1<sup>st</sup>, 2015**.

***National Agency for Fiscal Administration***

***RAMP Project Management Unit***

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