

THE TENDER FOR THE PROCUREMENT OF STRATEGY DEVELOPMENT SERVICES25 June 2025

(Date)

Langebrogade 3C, Copenhagen, Denmark

(Location)

The supplier's name (If a group of suppliers is involved, all suppliers' names are listed)	Copenhagen Economics A/S
The supplier's legal entity code (If a group of suppliers is participating, all suppliers' legal entity codes are listed.) In the case of a natural person submitting a Tender, a business certificate number or similar is provided)	DK 25262441
The supplier's address (If a group of suppliers is involved, all suppliers' addresses are listed)	Langebrogade 3C, 1411 Copenhagen, Denmark
Telephone number	+45 5373 2454
Email address	mic@copenhageneconomics.com
Name, surname, telephone number, and email address of the contact person for the information specified in the Tender.	

1. By submitting this Tender, we wish to participate in the Procurement Procedure carried out by the joint stock company Lietuvos paštas using simplified published negotiations, and we confirm that:

- 1.1. we have read and agree to all the Terms and Conditions of Procurement;
- 1.2. we comply with all the qualification requirements specified in the Procurement Documents and do not comply with the grounds for exclusion;
- 1.3. the submitted Tender complies with all the requirements specified in the Procurement Documents;
- 1.4. if the information specified in the Tender regarding compliance with the grounds for exclusion and/or qualification changes, we will inform the Procurement Executive thereof;
- 1.5. the information provided in the Tender is correct;
- 1.6. the Tender is valid at least 90 calendar days from the deadline for submission of tenders.

2. Information on the economic entities, quasi-subsuppliers, and subsuppliers used by the supplier

2.1. information on the economic entities whose capacities the supplier relies on in order to comply with the qualification requirements (to be completed if the supplier intends to use them):

Ref. No.	The economic entity's name, legal entity's code, and address	Qualification requirement to be met by the economic entity being engaged

Remark. This table is completed if the supplier intends to rely on the capacities of another economic entity(s) to comply with the qualification requirements and intends to use it (them) for the performance of the Procurement Contract. Together with its Tender, the supplier must submit the ESPD completed for some of the economic entities and evidence that these resources will be available for the entire period of performance of the contractual obligations. The supplier must disclose the economic entities on whose capacity it relies in the Tender. If economic entities are not disclosed in the Tender, they will not be able to be used later.

2.2. information on quasi-subsuppliers (the supplier relies on their qualifications and who, at the time of the submission of the Tender, are not yet employees of the supplier, the economic entity, or the subsupplier on whose capabilities the supplier relies, or of the subsupplier, but who are intended to be employed if the Tender is recognized as the winning one in the Procurement (to be completed if the supplier intends to use them):

Ref. No.	Name, surname of the specialists proposed by the supplier	The specialist proposed for the position (the position name must correspond to the position, specified in the qualification requirements)	The specialist's workplace at the time of the initial Tender submission

Remark. **The supplier must disclose the quasi-subsuppliers on whose capacities it relies in the Tender. If the quasi-subsuppliers are not disclosed in the Tender, it will not be possible to use them later.**

2.3. information on subsuppliers known at the time of submission of the Tender:

Ref. No.	The subsupplier's name, legal entity's code, and address (if unknown, indicate "Unknown")	Description of the part of the object of the Contract transferred to the subsupplier for execution

3. By submitting this signed Tender, **we declare that (an "x" must be marked in the box" ☐ ")**:

☒ I (the Supplier) confirm that neither at the time of submission of the Tender nor during the performance of the Procurement Contract, I, the persons I have engaged (the Economic Entities on whose capacities I rely, the Subsuppliers), the manufacturers of the goods I propose (including their components, packaging) or the persons controlling them (including me), **are not** legal entities registered in (or natural persons permanently residing) in the countries or territories (or holding the citizenship of these countries) specified in the list provided for in Article 92 (15) of the Law on Public Procurement;

☒ I (the Supplier) confirm that neither at the time of submission of the Tender nor at the time of performance of the Procurement Contract, the origin of the goods (including their components, packaging) **is not and will not be**, or the services **are not and will not be provided**, from the countries or territories specified in the list specified in Article 92(15) of the Law on Public Procurement;

☒ I (the Supplier) confirm that neither at the time of submission of the Tender nor during the performance of the Procurement Contract, I, the persons employed by me (the Economic Entities on whose capacities I rely, Subsuppliers), the manufacturers of the goods I propose (including their components, packaging), or the persons controlling them (including me), do not pose and **will not pose a threat to** national security, as defined in the Law on Public Procurement / the Law on Procurement by Contracting Entities in the Field of Water Management, Energy, Transport or Postal Services, the Law on Protection of Objects Important for National Security, the Law on International Sanctions of the Republic of Lithuania and other legal acts of the European Union, the Republic of Lithuania, and international law.

If the Procurement Executive has doubts about the accuracy of the information provided by the Supplier, the Procurement Executive may require additional submission of information confirming the information specified in Article 51(12) of the Law on Public Procurement, or other documents acceptable to the procurement executive

4. Information on the qualitative criteria of the Tender:

By submitting this signed Tender, we confirm that the proposed Procurement Object complies with the requirements specified in the Procurement Documents, its qualitative criteria of specialists (an "x" must be marked in the box " ☐ "): _ _

☒ provided (indicated in the completed SD Annex 16)

☐ not provided

***Together with the initial Tender, it is mandatory to submit the documents proving the quality requirement, i.e. a completed and signed SD Annex 16 "Summary of Additional Experience of Specialists in Compliance with the Minimum Qualification Requirements", which must indicate all the information requested in this Annex. If a completed SD Annex 16 is not submitted or if it is submitted incorrectly (i.e. without indicating part of the requested information), quality points will not be awarded.**

5. The Proposed Procurement Object complies with the requirements specified in the Procurement Documents, its price is (***the total comparative price is indicated to no more than 2 decimal places***):

Documents, its price is (the total comparative price is indicated to no more than 2 decimal places).	
Ref . No.	Name of the Procurement Object
1.	Strategy Development Services*
Total comparative tender price EUR excluding VAT	
	240,000.00
VAT_0 percent, EUR **	
	0
Total comparative tender price in EUR including VAT**	
	240,000.00

*The indicated scope of services is specific.

**In cases where, according to applicable legislation, the supplier is not required to pay VAT, the supplier does not complete these columns of the table and indicates the reasons VAT is not paid (e.g. exempt, 0% rate, etc.):

No VAT applies to cross-border services.

The total Tender price includes all costs and all taxes relate to the performance of the Procurement Contract.

6. The following documents shall be submitted with the Tender

Ref No.	Name of the submitted document and the file name	Number of pages in the document
1	Annex 3, Tender form, "CE_SD 3 Annex. Tender Form.pdf"	3
2	Annex 4, ESPD request, "CE_SD 4 Annex. ESPD Request.pdf"	20
3	Annex 15, List of proposed specialists, "CE_SD 15 Annex. List of proposed specialists_confidential.pdf"	2
4	Annex 16, Summary of specialists, "CE_SD 16 Annex. Summary of specialists_confidential.pdf"	29
5	Evidence of contract completion and value, "CE_Selected case references_confidential.pdf"	19
6	Information on the intended elements of the strategy content "CE_Strategy content_confidential.pdf"	9
7	Annual report 2024, "CE_Annual Report 2024_confidential.pdf"	24
8	Official certificate confirming compliance with the exclusion criteria, "CE_DK Official certificate (Serviceattest) 20-09-2024.pdf"	4
9	Insurance statement, "CE_HDI_Professional liability insurance_contract_confidential"	5
10	Mindaugas Cerpickis CV, "CV - Mindaugas Cerpickis.pdf"	9
11	Henrik Ballebye Okholm CV, "CV – Henrik Ballebye Okholm.pdf"	14
12	Bruno Basalisco CV, "CV – Bruno Basalisco.pdf"	10

7. The Tender documents indicated in this list are confidential:

Ref No.	Name of the submitted document (<i>it is recommended to use the word "Confidential" in the name</i>) and the line in the CPP IS Tender window ("Attached documents") where this document is uploaded	Confidential information contained in the document (indicate the part/page of the document containing the confidential information)	Justification for confidential information (explaining on what basis the document or part it is confidential.
3	Annex 15, List of proposed specialists, "CE_SD 15 Annex. List of proposed specialists_confidential.pdf"	Pages 1-2 (full document)	Contains confidential client information, incl. client contact information, the nature of services provided, and financials
4	Annex 16, Summary of specialists, "CE_SD 16 Annex. Summary of specialists_confidential.pdf"	Pages 1-29 (full document)	Contains confidential client information, incl. client contact information, the nature of services provided, and financials
5	Evidence of contract completion and value, "CE_Selected case references_confidential.pdf"	Pages 1-19 (full document)	Contains confidential client information, incl. client contact information, the nature of services provided, and financials
6	Information on the intended elements of the strategy content "CE_Strategy content_confidential.pdf"	Pages 1-9 (full document)	Contains Copenhagen Economics' intellectual property, incl. Methods and experience from previous cases. Also, contains preliminary insights into prospective business strategy of Lithuanian Post
7	Annual report 2024, "CE_Annual Report 2024_confidential.pdf"	Pages 1-24 (full document)	Contains sensitive business information
9	Insurance statement, "CE_HDI_Professional liability insurance_contract_confidential"	Pages 1-5 (full document)	Contains sensitive business information

Remarks:

- to be completed if confidential information be provided;
- if the supplier does not indicate what information is confidential, the Tender is deemed not to contain any confidential information;
- the supplier must **carefully and reasonably** indicate confidential information, as the winning Tender and the concluded Procurement Contract **will be made public following** the procedure established in Article 94 of the Procurement Law.

Managing Partner

(Position name of the Supplier's
manager or its authorised
representative)*



Henrik B. Okholm

(Name and surname)

** If the Tender is signed not by the supplier's manager, a digital copy of the authorization or other document granting the right to sign the supplier's Tender shall be provided.*