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101/2977/12.06.2020

## INVITATION TO THE COMPETITIVE TENDERING

Dear Madam / Dear Sir,

Romanian Post (CNPR) is currently organising a selection procedure for certain contractual partners, in its quality of agent, for the provision of payment services such as international remittances in accordance with the provisions of Law No. 209/2019 on payment services and for the amendment of some normative acts.

Considering that the undersigned Romanian Post is not a payment services provider within the meaning of the relevant legislation in order to provide this type of service on its own behalf, the current selection process shall be launched for the partner with whom Romanian Post concludes an agent contract.

Payment service providers interested in developing a partnership with Romanian Post for the deployment of payment services such as remittances must be able to prove the status of payment institution authorised to provide payment services in the European Union and the European Economic Area issued by Romanian authorities or similar authorities from the Member States of the European Union or the European Economic Area.

The selection procedure of the contractual partners is the competitive negotiation and the interested persons can submit non-binding offers, prior to the negotiation stages, to the attention of Romanian Post - General Manager Secretariat within 5 working days from the date of publication of this announcement on the company's official website.

The qualification criterion for selecting the contract partner will be the most economically advantageous offer.

Partners who meet the following minimum qualification conditions are targeted:

- ✓ Number of countries and territories in which the operator is present: minimum 120;
- ✓ Number of working points / workstations: minimum 100,000 internationally;
- ✓ International turnover: minimum EUR 500,000,000;

- ✓ Advance fee: minimum EUR 1,500,000 (comprising of an upfront payment plus cash bonuses per location - 1.200 locations).

Partnerships in the field of International money transfer can be concluded with partners who cumulatively meet the following operational conditions:

1. The partner is registered as a payment institution in one of the member countries of the European Union and there are no restrictions regarding the recognition and use of the license held in Romania;
2. The partner must ensure to Romanian Post a secure access to a WEB platform / local application for the development of the money transfer service in the Romanian Post network. The access must also allow the issuance / cancellation / reset of the access users for the use of the application by the postal network;
3. The partner will provide the necessary documentation and initial training for the correct use of the dedicated computer applications used;
4. The partner will provide Romanian Post with all the necessary forms for carrying out the money transfer service;
5. The partner will provide support for the Compliance&Security activity for the transactions performed within the Romanian Post network;
6. The currencies accepted for the effective transfer of money in the postal network are RON and/or EUR and/or USD;
7. The partner will provide Romanian Post with a minimum financial guarantee established in order to cover the existing gap between inbound and outbound transfers, Romania being mainly an inbound market. This financial guarantee may be updated, in the sense of decreasing or increasing it, within 6 months from the implementation of the contract depending on the actual daily volumes. The financial guarantee will be returned to the partner at the expiry date of the contract;
8. In order to make settlements, the partner must allow Romanian Post to access to a WEB platform or to receive settlement reports by email. These reports must contain information about the transfer (ID), the location where the transfer was made, the recipient / sender, the amount received / paid, the transfer fee, the commission due to Romanian Post, the amount of foreign exchange earnings, the Post office commission from foreign exchange.

#### Evaluation factors

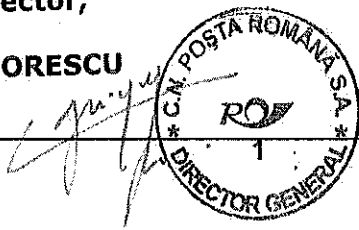
<b>COMPONENT</b>	<b>EVALUATION FACTOR</b>	<b>DESCRIPTION</b>
<b><i>Advance fee</i></b>	minimum EUR 1,500,000	The higher the offered advance fee, the higher the obtained score will be
<b><i>Reputation / notoriety</i></b>	<i>Experience in the field of money transfer service</i>	The applicant will have an experience of at least 15 years on the money transfer market

	<i>International presence</i>	The applicant is present in at least 120 countries globally
	<i>Transparency</i>	The applicant is or is part of a group of companies listed on an international stock market
<b><u>Ethics and Integrity</u></b>	<i>Fiscal behavior</i>	The applicant must not have records or convictions regarding tax evasion
<b><u>Financial</u></b>	<i>Annual fee for providing the service</i>	The applicant will offer an annual fee for Romanian Post to provide money transfer services, upfront payable fee upon signing the contract
	<i>Commissions offered for OUTBOUND transfers</i>	Outbound - money transfers initiated at the Romanian Post counter
	<i>Commissions offered for INBOUND transfers</i>	Inbound - money transfers in which Romanian Post makes the payment related to an initiated transfer
	<i>Earnings from FX related to transactions</i>	
	<i>Performance bonuses offered to Romanian Post</i>	
	<i>Miscellaneous (marketing)</i>	

The last day for submitting the offers is June 18, 2020. The offers can be submitted either physically at the Romanian Post Headquarters – Secretary Bureau of the General Director (Bd. Dacia, 140, 2<sup>nd</sup> District, Bucharest), or electronically via the e-mail addresses [secretariat.dg@posta-romana.ro](mailto:secretariat.dg@posta-romana.ro) and [gheorghe.apostolescu@posta-romana.ro](mailto:gheorghe.apostolescu@posta-romana.ro)

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