

This notice in TED website: <http://ted.europa.eu/udl?uri=TED:NOTICE:95203-2018:TEXT:EN:HTML>

**Germany-Frankfurt am Main: ECB - International executive search services (PRO-003061)  
2018/S 044-095203**

**Contract award notice**

**Results of the procurement procedure**

**Services**

Directive 2014/24/EU

**Section I: Contracting authority**

- I.1) **Name and addresses**  
European Central Bank  
Sonnemannstrasse 22  
Frankfurt am Main  
60314  
Germany  
Contact person: Laura Eberts  
Telephone: +49 69/13440  
E-mail: [procurement@ecb.europa.eu](mailto:procurement@ecb.europa.eu)  
Fax: +49 69/13447110  
NUTS code: DE712  
**Internet address(es):**  
Main address: <http://www.ecb.europa.eu>
- I.2) **Joint procurement**
- I.4) **Type of the contracting authority**  
European institution/agency or international organisation
- I.5) **Main activity**  
Economic and financial affairs

**Section II: Object**

- II.1) **Scope of the procurement**
- II.1.1) **Title:**  
International executive search services (PRO-003061)  
Reference number: PRO-003061
- II.1.2) **Main CPV code**  
79610000 - PA01
- II.1.3) **Type of contract**  
Services
- II.1.4) **Short description:**  
In order to attract top talent for leadership roles with different European Union nationalities, the European Central Bank (ECB) had been seeking for executive search companies which have an extensive expertise in international executive search for leadership roles.

II.1.6) **Information about lots**

This contract is divided into lots: no

II.1.7) **Total value of the procurement (excluding VAT)**

Value excluding VAT: 1 484 000.00 EUR

II.2) **Description**

II.2.1) **Title:**

II.2.2) **Additional CPV code(s)**

II.2.3) **Place of performance**

NUTS code: DE712

Main site or place of performance:

The services are provided mainly at the premises of the service provider.

II.2.4) **Description of the procurement:**

The European Central Bank (ECB) had been seeking through this open procedure suppliers for the provision of international executive search services for leadership roles and intends to award framework contracts to the suppliers offering the best value for money.

The contract performance encompasses:

- conducting international executive search to identify and attract highly qualified and potentially suitable candidates with EU nationality, who comply at least with the eligibility requirements of an ECB vacancy notice,
- attracting potential candidates, providing them with relevant information and motivating them to apply via ECB e-recruitment system by the closing date for applications.

II.2.5) **Award criteria**

Quality criterion - Name: Quality of the proposed methodology for addressing ECB international executive search needs / Weighting: 20

Quality criterion - Name: Quality of the proposed team with regard to international European reach, qualifications and experience / Weighting: 40

Price - Weighting: 40

II.2.11) **Information about options**

Options: no

II.2.13) **Information about European Union funds**

The procurement is related to a project and/or programme financed by European Union funds: no

II.2.14) **Additional information**

The total value of the procurement and the contracts indicated in this Contract Award Notice is an indicative non-binding spending estimate at the time of contract award. The actual value of the contracts may differ and will be determined by actual business needs.

**Section IV: Procedure**

IV.1) **Description**

IV.1.1) **Type of procedure**

Open procedure

IV.1.3) **Information about a framework agreement or a dynamic purchasing system**

The procurement involves the establishment of a framework agreement

IV.1.6) **Information about electronic auction**

IV.1.8) **Information about the Government Procurement Agreement (GPA)**

The procurement is covered by the Government Procurement Agreement: no

IV.2) **Administrative information**

IV.2.1) **Previous publication concerning this procedure**

Notice number in the OJ S: [2017/S 166-341074](#)

IV.2.8) **Information about termination of dynamic purchasing system**

IV.2.9) **Information about termination of call for competition in the form of a prior information notice**

**Section V: Award of contract**

**Contract No:** 1

**Title:**

International executive search services (PRO-003061)

A contract/lot is awarded: yes

V.2) **Award of contract**

V.2.1) **Date of conclusion of the contract:**

12/01/2018

V.2.2) **Information about tenders**

Number of tenders received: 8

Number of tenders received from SMEs: 3

Number of tenders received from tenderers from other EU Member States: 1

Number of tenders received from tenderers from non-EU Member States: 0

The contract has been awarded to a group of economic operators: no

V.2.3) **Name and address of the contractor**

Korn Ferry International GmbH

Barckhausstraße 12-14

Frankfurt

60325

Germany

NUTS code: DE712

The contractor is an SME: yes

V.2.4) **Information on value of the contract/lot (excluding VAT)**

Total value of the contract/lot: 989 000.00 EUR

V.2.5) **Information about subcontracting**

**Section V: Award of contract**

**Contract No:** 2

A contract/lot is awarded: yes

V.2) **Award of contract**

V.2.1) **Date of conclusion of the contract:**

15/01/2018

V.2.2) **Information about tenders**

Number of tenders received: 8

Number of tenders received from SMEs: 3

Number of tenders received from tenderers from other EU Member States: 1

Number of tenders received from tenderers from non-EU Member States: 0

The contract has been awarded to a group of economic operators: no

V.2.3) **Name and address of the contractor**

Egon Zehnder international GmbH  
Berliner Freiheit 2  
Berlin  
10785  
Germany  
NUTS code: DE30  
The contractor is an SME: no

V.2.4) **Information on value of the contract/lot (excluding VAT)**

Total value of the contract/lot: 330 000.00 EUR

V.2.5) **Information about subcontracting**

**Section V: Award of contract**

**Contract No: 3**

A contract/lot is awarded: yes

V.2) **Award of contract**

V.2.1) **Date of conclusion of the contract:**

11/01/2018

V.2.2) **Information about tenders**

Number of tenders received: 8  
Number of tenders received from SMEs: 3  
Number of tenders received from tenderers from other EU Member States: 1  
Number of tenders received from tenderers from non-EU Member States: 0  
The contract has been awarded to a group of economic operators: no

V.2.3) **Name and address of the contractor**

SRI Executive Search Ltd.  
40 Grand Canal Street Upper  
Dublin  
4  
Ireland  
NUTS code: IE061  
The contractor is an SME: yes

V.2.4) **Information on value of the contract/lot (excluding VAT)**

Total value of the contract/lot: 165 000.00 EUR

V.2.5) **Information about subcontracting**

**Section VI: Complementary information**

VI.3) **Additional information:**

The procurement procedure had been open on equal terms to all natural or legal persons resident or located in the European Union and to all natural and legal persons resident or located in a country which has ratified the World Trade Organisation Agreement on Government Procurement or has concluded with the European Union a bilateral agreement on procurement under the conditions laid down in the said agreements.

The procurement procedure is conducted in accordance with Decision ECB/2016/2 of 9.2.2016 laying down the rules on procurement, OJ L 45, 20.2.2016, p. 15 as amended available on the ECB website at <http://www.ecb.europa.eu/ecb/jobsproc/tenders/html/index.en.html>.

During the procurement procedure Tenderers shall not contact any other ECB staff members or organisations/ persons working for the ECB with regard to this tender procedure than the person indicated in Section I.1). Tenderers shall also not contact potential competitors unless they intend to form a temporary grouping with them or to involve them as subcontractors. Any violation of this communication rule may lead to the exclusion of the Tenderer in question.

VI.4) **Procedures for review**

VI.4.1) **Review body**

Procurement Review Body of the European Central Bank, c/o Legal Advice Team  
Sonnemannstrasse 22  
Frankfurt am Main  
60314  
Germany  
Telephone: +49 6913440  
Fax: +49 6913446886  
Internet address:<http://www.ecb.europa.eu>

VI.4.2) **Body responsible for mediation procedures**

European Ombudsman  
1 avenue du Président Robert Schuman  
Strasbourg  
67001  
France

VI.4.3) **Review procedure**

Precise information on deadline(s) for review procedures:  
15 days from the receipt of the information specified in Article 34(3) of ECB Decision 2016/2 laying down the Rules on Procurement or, if no information is requested, 15 days from the receipt of the notification to unsuccessful tenderers. Further requirements are outlined in Article 39 of this Decision. A complaint to the European Ombudsman does not affect the deadline for lodging appeals.

VI.4.4) **Service from which information about the review procedure may be obtained**

Central Procurement Office  
Sonnemannstrasse 20  
Frankfurt am Main  
60314  
Germany  
Telephone: +49 6913440  
Internet address:<http://www.ecb.europa.eu>

VI.5) **Date of dispatch of this notice:**

19/02/2018