

Invitation for Expression of Interest

Authorized developer:	Albanian Investment Corporation
Project Name:	Development of the technology and science park "Durana Tech Park"
Procedure type:	Competitive procedure with negotiation
Contract Title:	Management/administration of 'Durana Tech Park' and intermediation in the selection of its users
Contract Object:	Selection of the manager/administrator of 'Durana Tech Park' and intermediation in the selection of its users

1. The Albanian Investment Corporation, referred to as the "Corporation," is a joint-stock commercial company with 100% state capital. Its sole shareholder is the Republic of Albania, represented by the Ministry of Economy, Culture and Innovation.
2. The Corporation has been designated as the authorized developer of the technology and science park 'Durana Tech Park', by decision of the Council of Ministers No. 185, dated March 27, 2024, which, among other things, decided:
 - a. the approval of the opening of the technology and science park, named "Durana Tech Park", spanning an area of 140,400 square meters, located in Xhafzotaj, Municipality of Durrës, Albania;
 - b. the transfer to the administrative responsibility of the Ministry of Economy, Culture, and Innovation involves several state-owned immovable properties of the land type, totaling an area of 262,200 square meters, situated in the Municipality of Xhafzotaj, within the Durrës District, intended for the creation/opening of the "Durana Tech Park.";
 - c. the types of activities that will be conducted in 'Durana Tech Park', for which the developer and the users, who are registered in the park, benefit from regulatory, fiscal and customs facilitations, according to legal conditions and provisions;

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- d. the approval of support with general infrastructure up to the boundaries of the park, such as roads, optical fibers, electrical power, but not limited to these, according to the provisions of Article 11 of the law on technology parks.
3. The Corporation, for the development and management of the technology and science park 'Durana Tech Park', aims to select a manager/administrator of the park to ensure the fulfillment of the necessary conditions for the effective development and management of 'Durana Tech Park', through the creation of a SPV (Special Purpose Vehicle).
 4. The business model for the development of the technology and science park includes technology companies, startups, mobile workers (digital nomads), reputable universities, and research centers, who collaborate to spur economic development through innovation and scientific research. The park provides a suitable environment for the development of new companies with access to advanced technology, mentoring, funding, and networking. The park aims to attract large and experienced companies in the technology field, which can develop their activities and innovate from Albania. This park will offer an ideal platform for both international and local technology companies to expand their operations, providing access to advanced technological infrastructure and a broad academic and professional network. With this supportive ecosystem, the park aims to become a hub for the development of new ideas and innovative solutions that can be applied globally, positioning Albania as a significant point on the global technology innovation map.
 5. The competition for the selection of the partner will be open to all individuals or legal entities, whether private or public, domestic or foreign, and will be conducted through a competitive procedure with negotiation, in two phases, the qualification and the selection and negotiation phase, as specified in the relevant regulation for the selection of partnerships, published on the official website of the Corporation [Regulation-competitive-procedures.pdf](#)
 6. This Invitation for Expression of Interest opens the first phase of the competition for partner selection. Candidates who will qualify in this phase are those applicants who meet the qualification criteria specified in the 'Qualification Document', prepared in Albanian and English, and published on the Corporation's website [Qualification-Document_DuranaTechpark.pdf](#)
 7. The second phase of the competition (the negotiation and selection phase) will be addressed only to candidates qualified in the first phase, who in the second phase must submit an initial proposal containing the commitments and documentation to fulfill all the basic criteria, as follows:
 - a. commitment to include no less than one (1) higher education institution, either domestic or foreign, accredited according to the relevant legislation of the country of origin;
 - b. commitment to include no less than five (5) park users who meet the criteria stated in the 'Qualification Document', of which at least one (1) user must be listed on a stock exchange of an OECD country, (identification of each user is specified in the user commitment letter);
 - c. the provision of a bank guarantee for the necessary financial capital to fulfill the

commitments taken in this competition, which will be required in case the candidate is invited to submit the final proposal.

8. Candidates whose initial proposals meet the basic criteria are invited to negotiations. After the negotiations are concluded, the Candidates submit their final proposals, which are evaluated based on the selection criterion, which is:
 - a. the highest present value of the net earnings attributable to the Corporation for the entire period (20 years),

which will be calculated according to the method specified in the Initial Request for Proposals.
9. Those interested can obtain further information from the Corporation, at the address below, during working days, between 09:00 and 17:00 CET.
10. Applications must be prepared and submitted in Albanian or English, according to the instructions to applicants in the 'Qualification Document'.
11. The deadline for submission and opening of applications is no later than May 15, 2024, at 12:00. Applications must be submitted electronically by email, in person, or by mail, at the below address. Applications received after this deadline will be rejected:

Korporata e Investimeve Shqiptare
Address: Rr. Ibrahim Rugova 5, Sky Tower 7/1, Tirana, Albania
Email: competition@aicorporation.al;
Website: <https://aicorporation.al/>