

REQUEST FOR PROPOSAL RFP23/02625:

IMPLEMENTATION OF A CAPACITY DEVELOPMENT PROGRAM FOR HOUSEHOLDS AND AGRICULTURAL ENTERPRISES

SECTION 1: LETTER OF INVITATION

United Nations Development Programme, hereinafter referred to as UNDP, through "Emergency support for agri-producers in the context of the socio-economic, climate, and energy crisis" Project, hereby invites prospective proposers to submit a proposal for Implementation of a capacity development program for households and agricultural enterprises in accordance with the General Conditions of Contract and the Terms of Reference as set out in this Request for Proposal (RFP).

To enable you to submit a proposal, please read the following attached documents carefully.

Section 1: This Letter of Invitation

Section 2: Instruction to Proposers

Section 3: Data Sheet

Section 4: Evaluation Criteria

Section 5: Terms of Reference

Section 6: Conditions of Contract and Contract Forms

Section 7: Proposal Forms



- Form A: Proposal confirmation
- Form B: Checklist
- Form C: Technical Proposal Submission
- Form D: Proposer Information
- Form E: Joint Venture/Consortium/Association Information
- Form F: Eligibility and Qualification
- Form G: Format for Technical Proposal
- Form H: Format for CV of Proposed Key Personnel
- Form I: Statement of Exclusivity and Availability
- Form J: Financial Proposal Submission
- Form K: Format for Financial Proposal

If you are interested in submitting a proposal in response to this RFP, please prepare your proposal in accordance with the requirements and procedure as set out in this RFP and submit it by the deadline for submission of proposals set out in Section 3: Data Sheet.

Should you be interested to submit a proposal, please log in to the Quantum NextGenERP supplier portal and subscribe to this tender following the instructions in the system user guide. Please search for the tender using search filters, namely Negotiation ID: UNDP-MDA-00088. Once subscribed to the tender, you will be able to receive notifications in case of amendments of the tender document and requirements.

In case you have never registered before, follow this link to register a profile: https://estm.fa.em2.oraclecloud.



com/fscmUI/faces/PrcPosRegisterSupplier?prcBuId=300000127715245

Do not create a new profile if you already have one. Use the forgotten password feature in case you do not remember the password or the username from previous registration.

Should you require further clarifications on the application through the Quantum online portal, kindly contact the Procurement Unit at <u>sc. md@undp.org</u>. Please pay attention that quotation shall be submitted online through the Quantum system and any quotation sent to the above email shall be disqualified.

Should you require further clarifications on the Request for Proposal, Terms of Reference or other requirements, kindly communicate using the messaging functionality in the portal.

Deadline for Submission of Offers (Date and Time), which is visible in the online procurement system will be final. System will not accept submission of any proposal after that date and time. It is the responsibility of the bidder to make sure that the proposal is submitted prior to this deadline for submission.

Bidders are advised to upload proposal documents and to submit their offer a day prior or well before the date and time indicated under the deadline for submission of Offers. Do not wait until last minute. If Bidder faces any issue during submitting offers at the last minutes prior to the deadline for submission, UNDP may not be able to assist on such a short notice and will not be held liable in such instance. UNDP will not accept any offer that is not submitted directly through the System.

We look forward to receiving your proposal.

UNDP Moldova





Table of Contents

1 Overview	6
1.1 General Information	6
1.2 Tender Timeline	6
1.3 Response Rules	
1.4 Terms	6
2 Requirements	7
2.1 Section 1. General Provisions	7
2.2 Section 2. Evaluation Criteria - Preliminary Examination	8
2.3 Section 3. Evaluation Criteria - Minimum Eligibility	9
2.4 Section 4. Evaluation Criteria - Qualification	10
2.5 Section 5. Technical Evaluation Criteria	
2.6 Section 6. Financial Evaluation	
2.7 Section I-2	22
2.8 Section I-3	23
3 Lines	24
3.1 Line Information	24



1 Overview

1.1 General Information

Title RfP23/02625: Implementation of a capacity development program

Contact Point Valerian Colun

Outcome

Two Stage Evaluation Yes

E-Mail valerian.colun@undp.org

Reference Number RfP23/02625

Beneficiary Country Republic of Moldova

Introduction

This is a two stage negotiation and all responses will be evaluated in two stages.

1.2 Tender Timeline

Preview Date

Open Date 05/03/23 15:19 PM **Close Date** 24/03/23 14:30 PM

Time Zone Coordinated Universal Time

1.3 Response Rules

This negotiation is governed by all the rules displayed below.

	Rule
\checkmark	Suppliers are allowed to revise their submitted response

1.4 Terms

Negotiation Currency USD

Eligible Response Currencies

Check the one currency in which you will enter your response.

	Response	Description	Price Precision
	Currency		
100	USD	US Dollar	2
10	MDL	Moldovan Leu	2



2 Requirements

*Response is required

Please note that the below sections correspond to the Eligibility, Qualifications and Evaluation Criteria of the Bidder's proposal.

Please pay special attention to where documents and attachments need to be uploaded. **Asterisk mark** * is used for mandatory attachments. The response (your bid) will not be submitted until all the mandatory attachments are uploaded accordingly.

Kindly also note that your Financial Proposal should ONLY be uploaded under Section 6 (the "Financial Evaluation" section below), and prices should also be included in the Price Schedule on the platform under "Lines".

2.1 Section 1. General Provisions

*1. General Instructions to Proposers

This tender is governed by the provisions in Section 2. Instructions to Proposers herewith attached. By participating and submitting an offer you confirm to have understood and accepted such provisions.

Target: Confirm acceptance of instructions and provisions of this tender

*2. Bid Data Sheet

Section 3. Bid Data Sheet contains information and instructions specific to this Tender. Please confirm to have read, understood, and accepted such provisions, herewith attached.

Target: Have read and understood provisions in BDS

3. Criteria for Evaluation and Contract Award

Combined Scoring Method, using the 60%-40% distribution for technical and financial proposals respectively. The minimum technical score required to pass is 70%.

Technical Proposal (60%)

- Bidder's Qualification, Capacity and Experience
- Methodology, Approach and Implementation Plan
- Management Structure and Key Personnel

Financial Proposal (40%)

To be computed as a ratio of the Proposal's offer to the lowest price among the proposals received by UNDP.



Full acceptance of the UNDP Contract General Terms and Conditions (GTC). This is a mandatory criterion and cannot be deleted regardless of the nature of services required. Non-acceptance of the GTC may be grounds for the rejection of the Proposal.

2.2 Section 2. Evaluation Criteria - Preliminary Examination

*1. General Conditions of Contract

Do you accept the General Conditions of Contract as specified in Section 6: Conditions of Contract and Contract Forms?

Target: Accept General Conditions of Contract.

*2. Proposal Validity

Do you accept that your proposal is valid for 90 days as required in Section 2. General Instructions and Section 3. Bid Data Sheet sections?

Target: Accept Proposal Validity Conditions.

*3. Proposal Forms

Please provide Technical Proposal Forms (A-I) as per forms provided, duly signed by a legal representative of your company. Do not provide the Financial Proposal Forms (J-K) at this stage. The Financial Proposal Forms (J-K) shall be submitted only in the "Commercial section" below. Non-compliance with this instruction may result in rejection of the proposal received.

Target: Proposal Forms Submitted

*4. Company profile

Please provide a Company Profile, which should not exceed fifteen (15) pages, including printed brochures and product catalogues relevant to the services being procured (incl. brief description of similar IT solutions implemented).

Target: Company profile provided

*5. Legal documents

Please provide legal documents including company registration certificate, legal representation, etc.

Target: Legal documents provided

6. Official Letter of Appointment or Power of Attorney

Please provide an Official Letter of Appointment as local representative, if Bidder is submitting a Bid on behalf of an entity located outside the country or the Power of Attorney.

Response attachments are optional.

7. Quality Certificates

Please provide (e.g., ISO, etc.) and/or other similar certificates, accreditations, awards and citations received by the Bidder, if any

Response attachments are optional.

8. Consortium or Subcontracting Agreement

Please provide Consortium or Subcontracting Agreement or letter of intent to form a consortium or a partnership, if applicable

*9. Statement of Satisfactory Performance

Please provide the statement of satisfactory performance from the Top three (3) Clients in terms of Contract Value in the past three (3) years.



Target: Statement of Satisfactory Performance provided

*10. Financial Statement

Please provide the Financial Statements (Income Statements and Balance Sheets) for the past 3 years (2019, 2020, 2021).

Target: Financial Statements provided

*11. Methodology, Approach and Implementation Plan

Please provide a detailed description of the Methodology, Approach and Implementation Plan (sequence of actions) for the services required in the ToR, with clear distribution of roles and responsibilities of the proposed key personnel

Target: Methodology, Approach and Implementation Plan provided

*12. Copies of contracts to prove that Offeror meets the similar experience requirement

Please provide copies of contracts to prove that Offeror meets the similar experience requirement (stated under Section 4: Evaluation Criteria).

Target: Copies of contracts to prove that Offeror meets the similar experience requirement provided.

*13. CVs and Statements of Exclusivity and Availability

Please provide CVs (signed by the envisaged personnel), clearly stipulating the relevant experience which meets the listed requirements, of the Key personnel (mentioned in Section 5: Terms of Reference). Please provide Statements of Exclusivity and Availability (signed by the envisaged personnel) for the Key personnel proposed.

Target: CVs and Statements of Exclusivity and Availability provided

2.3 Section 3. Evaluation Criteria - Minimum Eligibility

1. Evaluation Criteria - Minimum Eligibility

Eligibility will be evaluated on "Pass"/"Fail" basis.

If the Proposal is submitted as a Joint Venture/Consortium/Association, each member should meet minimum criteria, unless otherwise specified in the criterion.

Eligibility Criteria	Documents to establish compliance
Legal Status: Proposer is a legally registered entity	Form D: ProposerInformation
Diversity, Inclusion and Belonging: Proposer belongs to a diverse supplier group, including micro, small or medium sized enterprise, women	Form D: ProposerInformation



or youth owned business or other.	
Eligibility: Vendor is not suspended, nor otherwise identified as ineligible by any UN Organization, the World Bank Group or any other International Organisation in accordance with Section 2 Article 4.	Form C: Technical Proposa Submission
Conflict of Interest: No conflicts of interest in accordance with Section 2 Article 4.	Form C: Technical Proposa Submission
Bankruptcy: The Proposer has not declared bankruptcy, in not involved in bankruptcy or receivership proceedings, and there is no judgment or pending legal action against the vendor that could impair its operations in the foreseeable future	Form C: Technical Proposa Submission

*2. Compliance with Minimum Eligibility Criteria

Do you confirm that you comply with the Minimum Eligibility Criteria?

2.4 Section 4. Evaluation Criteria - Qualification

1. Evaluation Criteria - Qualification

Qualification will be evaluated on "Pass"/"Fail" basis.

If the Proposal is submitted as a Joint Venture/Consortium/Association, each member should meet minimum criteria, unless otherwise specified in the criterion.



	compliance		
History of non-performing contracts:Non-performance of a contract did not occur as a result of contractor default within the last 3 years.	Form F: Qualification	Eligibility	and
Non-performance, as decided by UNDP, shall include all contracts where (a) non-performance was not challenged by the contractor, including through referral to the dispute resolution mechanism under the respective contract, and (b) contracts that were so challenged but fully settled against the contractor. Non-performance shall not include contracts where Employer's decision was overruled by the dispute resolution mechanism. Non-performance must be based on all information on fully settled disputes or litigation, i.e. dispute or litigation that has been resolved in accordance with the dispute resolution mechanism under the respective contract and where all appeal instances available to the Bidder have been exhausted.			
, ,	Form F: Qualification	Eligibility	and
Previous Experience:			
Minimum 5 (five) years of experience in local/regional development, business development, capacity building	Form F: Qualification	Eligibility	and



development for the business or other groups at communities/regional/national level. (For JV/Consortium/Association, all Parties cumulatively should meet requirement).	
Minimum 2 (two) contracts in capacity assessment and/or implementation of capacity development programs implemented over the last 5 (five) years.	Form F: Eligibility and Qualification
(For JV/Consortium/Association, all Parties cumulatively should meet requirement).	
Minimum Key Personnel:	
The minimum personnel mandatory for the implementation of the contract: • € € € € € € € € € € € € € € € € € €	Attach required documents to Form H: Format for CV of proposed Key Personnel



Parties cumulatively should meet requirement).	
Financial Standing:	
Liquidity: The Ratio Average current assets / Current liabilities over the last 3 (three) years must be equal or greater than 1. Proposers must include in their Proposal audited balance sheets cover the last 3 (three) years.	statements for the last 3
(For JV/Consortium/Association, all Parties cumulatively should meet requirement).	
Turnover: Proposers should have annual sales turnover of minimum 75,000 USD for the last 3 (three) years.	statements for the last 3
(For JV/Consortium/Association, all Parties cumulatively should meet requirement).	Form F: Eligibility and Qualification

*2. Compliance with Minimum Qualification Criteria

Do you confirm that you comply with the Minimum Qualification Criteria?

2.5 Section 5. Technical Evaluation Criteria



1. Technical Evaluation Criteria

The technical proposal will be evaluated based on the criteria set here below following the maximum obtainable points set.

Evaluation team will score each criteria based on the information provided in the proposal.

To pass the technical evaluation, the proposal must score at least 70% of the maximum total obtainable points.

Narrative and applicable documents relevant to this section must be provided under the Technical Proposal (Forms A-I) or uploaded here.

Summary of Technical Propo	Points Obtainable	
1.	Proposer's qualification, capacity and experience	270
2.	Proposed Methodology, Approach and Implementation Plan	330
3.	Management Structure and Key Personnel	400
	Total	1000

Section 1. Proposer's qualification, capacity and experience		Points obtainable
1.1	Reputation of Organization and Staff Credibility / Reliability / Industry Standing	40
	Organization / Company profile – 20 pts:	
	 €€€€€₽₽€ company is a well-known market player with a good standing – 20 pts 	
	●∈∈∈€ The €company is well-known but lacks a good standing in the field – 10 pts	
	Financial standing – 20 pts:	
	•∈∈∈ More than \$150,000 of annual turnover for the last three years – 20 pts	



1		I
	•eee Botwe en \$75,000 and 150,000 of annual turnover for last three years − 10 pts	
	●∈∈∈ Atdea st \$75,000 of annual turnover for last three years – 5 pts	
1.2	• €€€€€€eneral Organizational Capability which is likely to affect implementation: management structure, financial stability and project financing capacity, project management controls Age of the legal entity (public/business association, public/business support organization, public/business development service provider, etc.) (less than 10 years – 0 pts, 10 years – 20 pts, 5 pts for each additional year up to 30 pts)	40
	•∈∈∈ Projec t management controls (organigram) (up to 10 pts)	
1.3	Relevance of specialized knowledge and experience on similar engagements done in the region/country	160
	• ∈∈∈Atedeast five (5) years of experience in conducting studies, assessments, research, or evaluations in energy, environment and agricultural fields (no – 0 pts, 5 years – 20 pts, each additional year – 5 pts, up to 30 pts)	
	• eeeeAteleast five (5) years of professional experience in local/regional development, business development, capacity development for business or other groups at communities/regional/national level (no − 0 pts, 5 years − 20 pts, each additional year − 5 pts, up to 30 pts)	
	• ∈∈∈ Experience in developing guides, manuals, instructions, brochures for business sector, economy, agriculture, environment, etc. (no − 0 pts, yes − 20 pts)	
	•∈∈∈Atedeast five (5) years of experience in training or capacity building activities in the	



	areas of local development, business, environment, climate change (no − 0 pts, 5 years − 20 pts, each additional year − 5 pts, up to 40 pts) •eeeeAteleast two (2) contracts on capacity assessment and/or implementation of capacity development programs of different local/regional or national representative's groups (no − 0 pts, 2 contracts − 30 pts, 3 contracts and more − 40 pts)	
1.4	Organizational Commitment to Sustainability (mandatory weight) ● eee Organization is compliant with ISO 14001 or ISO 14064 or equivalent – 20 pts ● eee Organization is a member of the UN Global Compact – 5 pts ● eeee Organization demonstrates significant commitment to sustainability through some other means – 5 pts, for example internal company policy documents on women empowerment, renewable energies or membership of trade institutions promoting such issues, overall gender balance in the team, diversity within the team: people from minority, vulnerable or marginalized groups are part of the team, demonstrated experience in applying the Human Rights Based Approach and Gender Mainstreaming in the area (if relevant)	30
	Total Section 1	270

Section 2. Proposed Methodo	Points obtainable	
2.1	Understanding of the requirement: Have the important aspects of the task been addressed in sufficient detail? Are the different components of	60



	the project adequately weighted relative to one another? • eee Interimportant aspects of the task have been addressed in detail and the different components of the project are adequately weighted relative to one another—up to 60 pts • eee Interimportant aspects of the task have been generally addressed and the different components of the project are fairly weighted relative to one another—up to 40 pts • eee Interimportant aspects of the task have been generally addressed and the different components of the project are poorly weighted relative to one another—up to 10 pts	
2.2	Description of the Offeror's approach and methodology for meeting or exceeding the requirements of the Terms of Reference • • • • • • • • • • • • • • • • • • •	80
2.3	The proposal demonstrates good and logical distribution of roles in the team, including distribution per person-days' involvement • Extensive and logical distribution – from 20 up to 30 pts • To some extent – up to 19 pts • Limited or lack of any such details - 0 pts	30
2.4	Description of available performance monitoring and evaluation mechanisms and tools; how they shall be adopted and used for a specific requirement	30



	•eee	
2.5	Assessment of the implementation plan proposed including whether the activities are properly sequenced and if these are logical and realistic • eee the Implementation Plan is well structured with well-defined sequence of activities in a manner which does not require further clarification on methodology – up to 60 pts • eee the Implementation Plan is well structured with well-defined sequence of activities but some clarification on methodology is needed – up to 30 pts • eee the description is not well structured and requires major clarifications from bidder – up to 10 pts	60
2.6	Demonstration of ability to plan, integrate and effectively implement sustainability measures in the execution of the contract •eeetheeability to plan, integrate and effectively implement sustainability measures are fully demonstrated – up to 40 pts •eeetheeability to plan, integrate and effectively implement sustainability measures are poorly demonstrated – up to 20 pts	40
2.7	Quality assurance procedures and risk mitigation measures •eeeeQuality assurance procedures and risk mitigation measures are well-defined and	30



•∈∈∈€M e ∈Quality Assurance procedures and Risk mitigation measures were presented – 0 pts	
adjusted to the assignment – up to 30 pts ●∈∈∈⊕A∈responds to the assignment, but the risk mitigation measures are irrelevant/missing OR the risk mitigation measures are adjusted but improper quality assurance procedures – up to 20 pts	

Section 3. Manage	Points obtainable		
3.1	Project Manager	100	
	At least three (3) years of experience in carrying out or leading assignments in the area of business development/management (3 years – 20 pts, each additional year - 5 pts, up to 30 pts)	30	
	At least three (3) years in overseeing or delivering workshops/trainings for representatives of the business sector, local development groups, women's groups, other groups at local / regional / national level (3 years - 10 pts, each additional year - 5 pts, up to - 20 pts)	20	
	Previous work with UNDP and/or other development partners will be an asset (no assignments – 0 pts, one assignment – 15 pts, two or more assignments – 25 pts)	25	
	Fluency in Romanian, Russian and English (Romanian – 7 pts, Russian – 8 pts, English – 10 pts)	25	
3.2	Business Development Expert		75



	At least three (3) years of experience in business development/ business advisory services/support (3 years – 10 pts, each additional year - 5 pts, up to 25 pts).	25	
	At least 3 (three) years of experience in developing knowledge products, training materials, guides related to environment, agriculture or energy topics. (3 years – 10 pts, 4 and more years - 15 pts)	15	
	Training experience in the business sector (at least 3 trainings) (3 trainings – 6 pts, each additional year - 2 pts, up to 10 pts)	10	
	Specific experience in designing or implementing environmental/climate/energy projects (e. g. GEF projects, ODIMM, AIPA) is a distinct advantage (one assignment – 5 pts, two or more assignments – 10 pts)	10	
	Fluency in Romanian and Russian (verbal and writing) (Romanian – 7 pts, Russian – 8 pts)	15	
3.3	Agriculture Expert		75
	At least three (3) years of practical experience and expertise on developing programs/trainings/workshops at the national level, knowledge on conservation/sustainable agriculture, Environmental protection (3 years – 10 pts, each additional year - 5 pts, up to 25 pts)	25	
	Proven record of conducting trainings and workshops on climate/environmental with the conservation/sustainable agriculture mainstreamed-relevant topics (at least 3 trainings) (three trainings – 10 pts, four or more trainings – 15 pts)	15	
	Experience with design/management/evaluation of	15	



	development, direct support to networks, facilitation of policy dialogue) would be an advantage (no – 0 pts, yes – 15 pts) Experience in similar activities with UNDP and/or other international projects are a strong advantage (no assignments – 0 pts, one or more assignments – 5 pts)	5	
	Fluency in Romanian and Russian (verbal and writing) (Romanian – 7 pts, Russian – 8 pts)	15	
3.4	Sustainable Development Expert on Env Resilient Practices	ironment and Climate	75
	At least three (3) years of experience in implementing or leading assignments related the development of knowledge products, publications, climate resilient practices or other related subjects (3 years – 10 pts, each additional year - 5 pts, up to 25 pts)	25	
	At least three (3) years of practical experience and expertise in developing programs/trainings/workshops at the national or regional level, knowledge on Environmental protection for LPAs, agriproducers, community groups (3 years – 10 pts, 4 years and more 15 pts)	15	
	Experience in design/management/evaluation of different modalities to support small business or other groups at communities/regional/national (e.g. grant programme, capacity development, direct support to networks, facilitation of policy dialogue) would be an advantage (no assignments – 0 pts, one or more assignments – 10 pts)	10	
	Training experience in the environment or agriculture fields are required (at least 3 trainings) (3 trainings – 6 pts, each additional training - 2 pts, up to 10 pts)	10	
	Fluency in Romanian and Russian (verbal and writing) (Romanian – 7 pts, Russian –	15	



	8 pts)		
3.5	Climate Change Expert	75	
	At least three (3) years of practical experience and expertise on developing programs/trainings/workshops at the national level, knowledge on Climate Change Adaptation and/or Mitigation actions, Environmental protection (3 years – 10 pts, each additional year - 5 pts, up to 25 pts)	25	
	Proven record of conducting trainings and workshops on climate, energy efficiency and renewable energy sources (at least 3 trainings) (three (3) trainings – 10 pts, each additional training - 5 pts, up to 20 pts)	20	
	Experience with design/management/evaluation of different modalities to support small business or other groups of communities (e.g. grant programme, capacity development, direct support to networks, facilitation of policy dialogue) would be an advantage (no – 0 pts, yes – 15 pts)	15	
	Fluency in Romanian and Russian (verbal and writing) (Romanian – 7 pts, Russian – 8 pts)	15	
		Total Section 3	400

2.6 Section 6. Financial Evaluation

*1. Financial Proposal

Please provide the cost breakdown of your financial proposal as per Form K (Format for Financial Proposal) and instructions provided. Indicate the total amount here and make sure it matches with the total amount indicated line items.

Target: Cost breakdown provided

2.7 Section I-2.



2.8 Section I-3.



3 Lines

Instructions

The proposer is required to prepare the Financial Proposal following the format from Forms J and K and submit them in an envelope separate from the Technical Proposal (Forms A-I) as indicated in the Instruction to Proposers.

The inclusion of any financial information in the Technical Proposal (Forms A-I) shall lead to disqualification of the Proposer.

The Financial Proposal should align with the requirements of the Terms of Reference and the proposer's Technical Proposal.

Kindly note that bidders are expected to complete both Form J and K and upload these forms under the Commercial Section 6 in "Requirements" as well as complete the item line pricing below including the total proposal amount.

Prices shall be quoted only in the currency indicated in the system:

MDL (Moldovan Leu) for local suppliers

and

USD (US Dollars) for international suppliers.

For evaluation purposes, all the rates shall be recalculated at UN Operational Rate of Exchange indicated in the portal:

https://treasury.un.org/operationalrates/OperationalRates.php

3.1 Line Information



Line	Category Name	Item	UOM	Estimated Quantity	Unit Price	Total Price	Additional Attributes
1-Deliverable 1: First Progress Report (PR1)	93141900						
2-Deliverable 2: Second Progress Report (PR2)	93141900						
3-Deliverable 3: Third Progress Report (PR3)	93141900						
4-Deliverable 4: Forth Progress Report (PR4)	93141900						
5-Deliverable 5: Fifth Progress Report (PR5)	93141900						
6-Deliverable 6: Final Report (FR)	93141900						