



RFP25/03121: Company/NGO to develop and carry out two editions of Green Pre-acceleration Program

United Nations Development Programme, through its **"Enabling an Inclusive Green Transition in the Republic of Moldova" Project** hereby invites prospective proposers to submit a proposal 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-00816**. Once subscribed to the tender, you will be able to receive notifications in case of amendments of the tender document and requirements.

Please indicate whether you intend to submit a bid by creating a draft response without submitting directly in the Quantum NextGenERP supplier portal.

Offers must be submitted directly in the Quantum NextGenERP supplier portal following this link: <http://supplier.quantum.partneragencies.org/> using the profile you may have in the portal (please log in using your username and password). In case you have never registered before, follow the [Supplier Portal Registration Link](#).

Should you require further clarifications on the application through the Quantum online portal, kindly contact the Procurement Unit at sc.md@undp.org. Please pay attention that the proposal shall be submitted online through the Quantum system and any proposal 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



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1 Overview

1.1 General Information

Title	RFP25/03121:GT/Development of two editions of Green Pre-acceleration Program
E-Mail	sc.md@undp.org
Financial Offer Sealed	Yes
Reference Number	PRC0144902/RFP25/03121
Beneficiary Country	MDA
Introduction	

**RFP25/03121: Company/NGO to develop and carry out two editions of
Green Pre-acceleration Program**

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We look forward to receiving your proposal.

UNDP Moldova

This is a two-envelope process. Financial proposals will be opened and evaluated only for offers that qualify from the technical evaluation.

1.2 Tender Timeline

Open Date 05/09/25 06:18 AM
Close Date 26/09/25 13:30 PM
Time Zone Coordinated Universal Time

1.3 Terms

Negotiation Currency USD (US Dollar)

Eligible Response Currencies

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

	Response	Description	Price Precision
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	Currency		
<input type="checkbox"/>	USD	US Dollar	2
<input type="checkbox"/>	MDL	Moldovan Leu	2

1.4 Attachments

File Name or URL	Type	Description
RFP25_03121_Proposal Forms	File	
Guides_Suppliers	File	
RFP25_03121	File	

Note: The attachments above are part of general attachments to this Tender. There may be more attachments uploaded with requirement or price schedule. All attachments can be accessed from the portal directly

2 PART: TENDER REQUIREMENT AND EVALUATION CRITERIA

**Response is required*

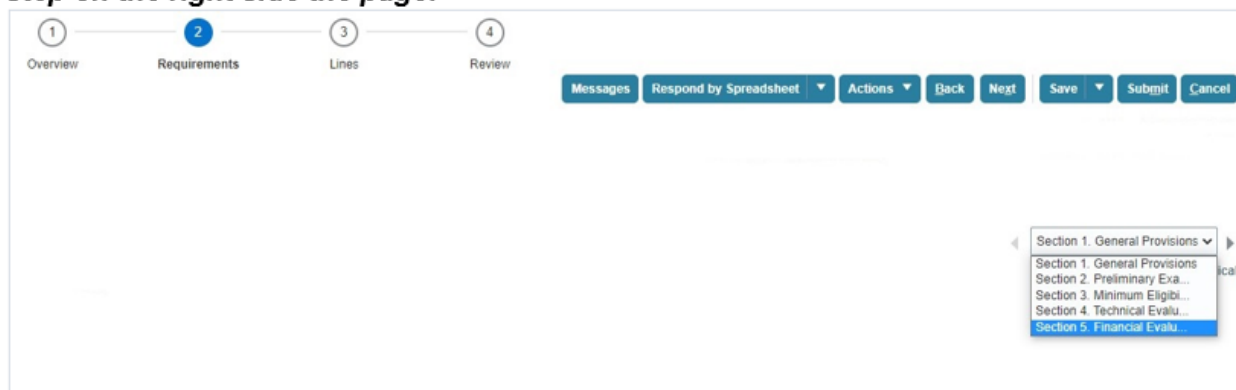
Dear supplier,

Please carefully review the requirements and questions in this section.

Provide answers where required (marked with *asterisk symbol) and upload supporting documents when requested so (marked with *asterisk symbol).

Kindly note that your Financial Proposal (Forms K-J) should ONLY be uploaded under Section 6 (the "Financial Evaluation" section below/ Commercial), and price should also be included in the Price Schedule on the platform under "Lines".

Please note that there are several Sections to be filled in, under the "Requirements" (2) step on the right side the page:



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 70%-30% distribution for technical and financial proposals respectively. The minimum technical score required to pass is 70%.

Technical Proposal (70%)

- Bidder's Qualification, Capacity and Experience



- Methodology, Approach and Implementation Plan
- Management Structure and Key Personnel

Financial Proposal (30%)

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. Please, ensure that no other documents are disclosing your financial proposal apart from Forms J and K. 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 list of relevant institutions the Company has been cooperating with, including the topic and year must be presented together with the application package.

Target: Company profile provided

***5. Legal documents**

Please provide Certificate of Incorporation/ Business Registration.

Target: Legal documents provided

6. List of Shareholders and Other Entities Financially Interested in the Firm

Please provide the List of Shareholders and Other Entities Financially Interested in the Firm owning 5% or more of the stocks and other interests, or its equivalent if Bidder is not a corporation including the Certificate from State Register

Response attachments are optional.

7. Official Letter of Appointment

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.



Response attachments are optional.

***8. TaxRegistration/Payment Certificate**

Please provide Tax Registration/Payment Certificate issued by the Internal Revenue Authority evidencing that the Bidder is updated with its tax payment obligations, or Certificate of Tax exemption, if any such privilege is enjoyed by the Bidder

***9. Financial Statement**

Please provide the Latest Audited Financial Statements (Income Statements and Balance Sheets) including Auditor's Reports (for international companies) or registered Financial Report at the Statistical Bureau (for local companies) for the past 3 (three) years for the Bidder (2022, 2023, 2024)

Target: Financial Statements provided

***10. Statement of Satisfactory Performance**

Please provide the Statements of Satisfactory Performance (references) from the Top three (3) Clients in terms of Contract Value per each JV partner/Subcontractor (if the case)

Target: Statement of Satisfactory Performance provided

11. Copy of preliminary Agreement

Please upload a Copy of preliminary Agreement in case of Consortium

Response attachments are optional.

***12. 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

***13. Copies of contracts**

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

***14. CVs and Statements of Exclusivity and Availability**

Please provide list of qualified key personnel, together with CVs and Statements of Exclusivity and Availability (signed by the envisaged person) of the Key personnel (mentioned under Section 4: Evaluation Criteria), including experience relevant to the required skills

Target: CVs and Statements of Exclusivity and Availability provided

15. 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.

16. Environmental Compliance Certificates

Please provide Environmental Compliance Certificates, Accreditations, Markings/Labels, and other evidence of the Proposer's practices which contributes to the ecological sustainability of reduction of environment impact (e.g., use of non-toxic substances, recycled raw materials, energy-efficient equipment, reduced carbon emission, etc.)

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

Eligibility Criteria	Documents to establish compliance
Legal Status: Proposer is a legally registered entity	Form D: Proposer Information
Diversity, Inclusion and Belonging: Proposer belongs to a diverse supplier group, including micro, small or medium sized enterprise, women or youth owned business or other.	Form D: Proposer Information
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 Proposal Submission
Conflict of Interest: No conflicts of interest in accordance with Section 2 Article 4.	Form C: Technical Proposal Submission
Bankruptcy: The Proposer has not declared bankruptcy, is 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 Proposal 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.

Qualifications Criteria

Qualification Criteria	Documents to establish compliance
History of non-performing contracts [1] : Non-performance of a contract did not occur as a result of contractor default within the last 3 years ¹ .	Form F: Eligibility and Qualification
Litigation History: No consistent history of court/arbitral award decisions against the Proposer for the last 3 years.	Form F: Eligibility and Qualification
Previous Experience:	
Demonstrated experience (minimum 2 contracts) in designing and implementing entrepreneurship support programmes (such as pre-acceleration, acceleration, incubation etc.).	Form F: Eligibility and Qualification



<p>(For JV/Consortium/Association, the Team Lead company should meet requirement)</p>	
<p>Minimum 3 (three) years of operational experience in delivering consulting, capacity-building, training, facilitation, and event management services in the context of economic development, innovation, business sustainability, or related fields.</p> <p>(For JV/Consortium/Association, the Team Lead company should meet requirement)</p>	<p>Form F: Eligibility and Qualification</p>
<p>Minimum Key Personnel:</p>	
<p>The minimum personnel mandatory for the implementation of the contract:</p> <ul style="list-style-type: none">• Project Project Manager• Project Project Officer• Comm Communication Officer• Facilit Facilitator 1 – Green Solutions Specialist• Facilitator Facilitator 2 – Entrepreneurship Development Specialist <p>Please note: The above listed roles cannot be cumulated.</p> <p>(For JV/Consortium/Association all Parties should meet requirement cumulatively)</p>	<p>Attach required documents to Form H: Format for CV of proposed Key Personnel</p>

Financial Standing:	
<p>Liquidity: The Average Ratio current assets / Current liabilities over the last 3 (three) years must be equal or greater than 1. If QR is less than 1: UNDP shall verify financial capacity of the bidder and has the authority to seek references from concerned parties & banks on the bidder' financial standing. UNDP has the right to reject any bid if submitted by a contractor whom investigation leads to a result that he is not financially capable and/or had serious financial problems. (For JV/Consortium/Association, all Parties should meet requirement cumulatively).</p>	<p>Copy of audited financial statements for the last 3 (three) years.</p> <p>Form F: Eligibility and Qualification</p>
<p>Turnover: Proposers should have average sales turnover of minimum USD 100,000.00 for the last 3 (three) years. (For JV/Consortium/Association, all Parties should meet requirement cumulatively)</p>	<p>Copy of audited financial statements for the last 3 (three) years.</p> <p>Form F: Eligibility and Qualification</p>

[1]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.



***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 criterion 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.

Summary of Technical Proposal Evaluation Forms

Summary of technical proposal evaluation sections		Points obtainable
1.	Proposer's qualification, capacity and experience	200
2.	Proposed methodology, approach and implementation plan	400
3.	Management structure and key personnel	400
Total		1000

Section 1. Proposer's qualification, capacity and experience		Points obtainable
1.1	<p>Reputation of organisation and staff credibility / reliability / industry standing</p> <p>Organization / Company profile – 20 points:</p> <ul style="list-style-type: none"> • The 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 	20
1.2	<p>General organisational capability which is likely to affect implementation: management structure, financial stability and project financing capacity, project management controls, extent to which any work would be subcontracted.</p> <ul style="list-style-type: none"> • Age of the legal entity (public/business association, public/business support organization, 	30



	<p>public/business development service provider, etc.) (3 years – 10 pts, 5 pts for each additional year, up to 20 pts)</p> <ul style="list-style-type: none">• Project management support mechanism (no – 0 pts, yes - 5 pts.)• Project management controls (up to 5 pts.)	
1.3	<p>Relevance of specialised knowledge and experience on similar engagements done in the region / country.</p> <ul style="list-style-type: none">• Demonstrated experience (minimum 2 contracts/projects) in designing and implementing entrepreneurship support programmes (such as pre-acceleration, acceleration, incubation). (2 contracts/projects – 15 pts, 2,5 pts for each additional contract/project, up to 25 pts)• Minimum 3 (three) years of operational experience in delivering consulting, capacity-building, training, facilitation, and event	110

	<p>management services in the context of economic development, innovation, business sustainability, or related fields. (3 years – 20 pts, 2,5 pts for each additional year, up to 25 pts)</p> <ul style="list-style-type: none"> • Proven experience in integrating Gender Equality and Women's Empowerment (GEWE) into capacity-building programmes, ensuring that all interventions are gender-responsive and inclusive. (1 contract/project/assignment – 20 pts, 2,5 pts for each additional contract, up to 25 pts) • Proven experience in integrating youth into capacity-building and entrepreneurial programmes. (1 contract – 20 pts, 2,5 pts for each additional contract, up to 25 pts) • Previous proven experience of working with UNDP and/or other international development partners and capacity to properly manage a contract under a donor funded effort is an advantage (No – 0 pts, Yes – 10 pts) 	
1.4	Quality assurance procedures and	20



	<p>risk mitigation measures</p> <ul style="list-style-type: none">• Quality assurance framework and policies in place, supported by recognized certifications or accreditations (Comprehensive quality assurance framework and policies in place – 10 pts, Limited or no evidence of quality assurance procedures or certifications – 0 pts)• Risk management approach tailored to project lifecycle in place (Robust risk management approach with clearly defined methodologies and tools – 10 pts, Limited or no evidence of risk management strategies or tools – 0 pts).	
1.5	<p>Organizational Commitment to Sustainability:</p> <ul style="list-style-type: none">• Organization is compliant with ISO 14001 or ISO 14064 or equivalent – (no – 0 pts., yes – 5 pts.);• Organization is a member of the UN Global Compact - (no – 0 pts., yes – 5 pts.)• Organization demonstrates significant commitment to sustainability through some other means, for	20



	<p>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) - (no – 0 pts., yes – 10 pts.).</p>	
Total Section 1		200

Section 2. Proposed methodology approach and implementation plan		Points obtainable
2.1	To what degree does the Proposer understand the task? (up to max 50 pts.):	50



	<ul style="list-style-type: none">the Proposer has full understanding of the assignment. The proposed approach and methodology fully demonstrate responsiveness to the ToR – 41 pts. to 50 pts;the Proposer has satisfactory understanding of the assignment. The proposed approach and methodology correspond to the TOR but require some adjustments to properly address all the tasks – 21 pts. to 40 pts;the Proposer has no and/or limited understanding of the assignment. The proposed approach and methodology don't correspond to the TOR and require major adjustments to properly address the tasks – 0 pts. to 20 pts.	
2.2	<p>Have the important aspects of the task been addressed in sufficient detail? (up to max 60 pts):</p> <ul style="list-style-type: none">the important aspects of the task have been addressed in sufficient detail in a manner which does not require any	60



	<p>further clarification on the proposed methodology – 46 pts. to 60 pts;</p> <ul style="list-style-type: none">the important aspects of the task have been addressed in a manner which requires some clarification on the proposed methodology – 21 pts. to 45 pts;the important aspects of the task have not been addressed in sufficient detail and require major clarification on the proposed methodology – 0 pts. to 20 pts.	
2.3	<p>Are the different components of the project adequately weighted relative to one another? (up to max 40 pts.):</p> <ul style="list-style-type: none">the different components of the assignment have been fully weighted relative to one another – 26 pts. to 40 pts;the different components of the assignment have been partially weighted relative to one another – 11 pts. to 25 pts;the different components of the assignment have not been weighted relative to one another – 0 pts. to 10 pts.	40



2.4	<p>Is the adopted conceptual framework appropriate for the task? (up to max 90 pts):</p> <ul style="list-style-type: none">• the presented conceptual framework is appropriate for the assignment, all important aspects being fully described, and requirements addressed – 61 pts. to 90 pts;• the presented conceptual framework requires some adjustments to fully incorporate all aspects and requirements of the assignment – 31 pts. to 60 pts;• the presented conceptual framework requires major adjustments to address all the aspects and requirements of the assignment – 0 pts. to 30 pts.	90
2.5	<p>Is the scope of the task well defined and does it correspond to the TOR? (up to max 90 pts.)</p> <ul style="list-style-type: none">• the scope of the task is well defined and fully corresponds to the ToR – 71 pts. to 90 pts;	90

	<ul style="list-style-type: none"> the scope of the task is well defined yet does not fully correspond to the ToR – 35 pts to 70 pts the scope of the task is not well defined and does not correspond to the ToR – 0 pts to 34 pts. 	
2.6	<p>Is the presentation clear and is the sequence of activities and the planning logical, realistic and promise efficient implementation of the project? (up to max 50 pts.)</p> <ul style="list-style-type: none"> the presentation is clear, well-structured with a defined and realistic sequence of activities, which promises efficient implementation of the assignment – 41 pts. to 50 pts; the presentation is clear, well-structured with a defined yet rather unrealistic sequence of activities – 21 pts. to 40 pts; the presentation is not well structured and doesn't present a clear sequence of activities – 0 pts. to 20 pts. 	50
2.7	Were any quality assurance, risk mitigation measures procedures and	20



	warranty proposed? (no – 0 pts., up to some extent description – 10 pts., clearly described mechanism/existing proven certification - 20pts.).	
Total Section 2		400

Section 3. Management Structure and Key Personnel			Points obtainable
1	Project Manager		120
	University degree in business administration, marketing, economics, project management, environmental science, or another related field (15 pts)	15	
	Minimum of 3 (three) years of demonstrated experience managing multidisciplinary projects with specific relevance to SMEs development, start-ups development, access to finance, financial education, green transition and circular economy practices. (3 years – 15 pts, each additional year – 2,5 pts, up to 20 pts)	20	
	Experience in curriculum development and capacity development initiatives implementation in a minimum of 2 (two) similar projects (2 contracts/projects – 15	20	

	pts, each additional contract/project - 2,5 pts, up to 20 pts)		
	Demonstrated experience (at least 2 assignments/projects) in integrating Gender Equality and Women's Empowerment (GEWE) principles into project management processes and program implementation, including designing or overseeing gender-responsive interventions, stakeholder engagement, and inclusive capacity-building initiatives. (2 assignments/projects - 15 pts, each additional assignment/project - 2,5 pts, up to 20 pts)	20	
	Proven experience (minimum 2 contracts/projects) in designing and implementing entrepreneurship support programmes, such as pre-acceleration, acceleration, incubation, hackathons etc. (2 contracts/projects/assignments - 15 pts, each additional contract/project/assignment - 2,5 pts, up to 20 pts)	20	
	Previous experience working on projects funded by international organizations or donors. (No - 0 pts, Yes - 10 pts)	10	
	Proficiency in Romanian and English required; Russian is an advantage. (Romanian - 5 pts, English - 5 pts, Russian - 5 pts; max 15 pts)	15	
	Project Officer		
	University degree in business administration, marketing, economics, social sciences, environmental science, or another related field. (15 pts)	15	80



2	Proven experience (at least 2 projects/contracts) in coordinating day-to-day project activities, including stakeholder engagement, event management, logistical support, Monitoring and Evaluation.	25	
	(2 projects/contracts– 20 pts, each additional project/contract – 2,5 pts, up to 25 pts).		
	Relevant experience in (at least 1 project/assignment) engaging youth and contributing to capacity development initiatives, preferably within regional or entrepreneurship-focused programs.	25	
	(1 project/assignment –20 pts, each additional project/assignment – 2,5 pts, up to 25 pts)		
	Proficiency in Romanian and English required; Russian is an advantage. (Romanian – 5 pts, English – 5 pts, Russian – 5 pts; max 15 pts)	15	
3	Communication officer		80
	University degree in marketing, PR, communication, journalism, project management, business administration, social studies, environmental science, or another related field. (15 pts)	15	
	Minimum of 2 years of professional experience in communication, mass media and/or public relations, preferably in areas related to green innovation, sustainability, or entrepreneurship.	25	
	(2 years – 20 pts, each additional year – 2,5 pts, up to 25 pts)		

	<p>Proven experience in designing and implementing outreach campaigns and digital content strategies across social media platforms in at least 2 assignments or projects, preferably related to entrepreneurship, SME development, or business support.</p> <p>(2 assignments – 20 pts, each additional assignment – 2,5 pts, up to 25 pts)</p>	25	
	<p>Proficiency in Romanian and English required; Russian is an advantage.</p> <p>(Romanian – 5 pts, English – 5 pts, Russian – 5 pts; max 15 pts)</p>	15	
4	Facilitator 1 – Green Solutions Specialist:		60
	University degree in environmental sciences, engineering, sustainability or another related field. (10 pts)	10	
	<p>Proven experience (at least 2 projects/contracts/assignments) in facilitating training programs or workshops on sustainability, green solutions, eco-innovations, circular economy, or climate innovation.</p> <p>(2 projects/contracts/assignments – 15 pts, each additional assignment – 2,5 pts, up to 20 pts)</p>	20	
	<p>Ability to provide personalized coaching on integrating environmental impact into business models is considered a strong advantage.</p> <p>(1 assignment – 10 pts, each additional assignment – 2,5 pts, up to 15 pts)</p>	15	



	Proficiency in Romanian and English required; Russian is an advantage. (Romanian – 5 pts, English – 5 pts, Russian – 5 pts; max 15 pts)	15	
5	Facilitator 2 – Entrepreneurship Development Specialist:		60
	University degree in business administration, economics, entrepreneurship, or another related field. (10 pts)	10	
	Proven experience (at least 2 projects/contracts/assignments) in facilitating start-up or SME-focused programs (pre-acceleration, acceleration, hackathons or entrepreneurship training). (2 projects/contracts/assignments – 15 pts, each additional assignment – 2,5 pts, up to 20 pts)	20	
	Strong knowledge of lean startup methodology, value proposition design, and go-to-market strategies etc. is considered a strong advantage. (1 assignment/contract – 10 pts, each additional assignment – 2,5 pts, up to 15 pts)	15	
	Proficiency in Romanian and English required; Russian is an advantage. (Romanian – 5 pts, English – 5 pts, Russian – 5 pts; max 15 pts)	15	



Total Section 3	400
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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-1.

2.8 Section I-2.

2.9 Section I-3.



3 PART: Schedule of Requirement and Price Schedule

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.

3.1 Line Information

Line Description	Category	Item	UOM	Requested Quantity	Unit Price	Total Price	Additional Attributes
1-D1: Inception Report	Market research						
2-D2: Curriculum developed	Market research						
3-D3.1: Communication strategy and Outreach Campaign implementation for 1st edition of the Green Pre-acceleration Program	Market research						
4-D3.2: Launch event of the 1st edition of the Green Pre-acceleration program	Market research						
5-D3.3: Educational Block Implementation (1st Edition)	Market research						



Line Description	Category	Item	UOM	Requested Quantity	Unit Price	Total Price	Additional Attributes
6-D3.4: Final business idea pitching event under the 1st edition of the Green Pre-acceleration program	Market research						
7-D3.5: Final report on the 1st edition of the Green Pre-acceleration Program	Market research						
8-D4.1: Communication strategy and Outreach Campaign implementation for 2nd edition of the Green Pre-acceleration Program	Market research						
9-D4.2: Launch event of the 2nd edition of the Green Pre-acceleration program	Market research						
10-D4.3: Educational Block Implementation (2nd Edition)	Market research						
11-D4.4: Final business idea pitching event under the 2nd edition of the Green Pre-acceleration program	Market research						



Line Description	Category	Item	UOM	Requested Quantity	Unit Price	Total Price	Additional Attributes
12-D4.5: Final report on the 2nd edition of the Green Pre-acceleration Program	Market research						

*For Additional Attributes of lines, please review the negotiation lines from supplier portal.