



**RFP26/03288: Provision of Consulting Services for the Functional and Institutional Analysis of the Water Supply and Sanitation (WSS) Sector in the Republic of Moldova**

United Nations Development Programme, hereinafter referred to as UNDP, through **Resilient and inclusive markets in Moldova (phase II) Project**, hereby invites prospective proposers to submit a proposal to **Develop of a Functional and Institutional Analysis of the Water Supply and Sanitation (WSS) Sector in the Republic of Moldova** 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-01017**. 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 link: <https://estm.fa.em2.oraclecloud.com/fscmUI/redwood/supplier-registration/register-supplier/register-supplier-verification?id=TUW16eK6qsD94MNMxATNMoyCOHny7FmchTkUZsdOqrAW4sy6L5xSAB033Q%3D%3D>

**Please note that the access link to the Supplier registered profile is sent from Oracle within up to 3 days. In case you have not received the access link after 3 days since registration, you should address for support to UNDP at the email address: [sc.md@undp.org](mailto:sc.md@undp.org).** In case you encounter errors with registration (e.g. system states Supplier already is registered), you should address for support to UNDP at the email address: [sc.md@undp.org](mailto:sc.md@undp.org).

Computer firewall could block *oracle* or *undp.org* extension and Suppliers might not receive the Oracle notifications. Please turn down any firewalls on your computers to ensure receipt of email notification.

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 [sc.md@undp.org](mailto: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

<b>Title</b>	RFP26/03288: PRIM/ Provision of Consulting Services for the Functional
<b>E-Mail</b>	sc.md@undp.org
<b>Financial Offer Sealed</b>	Yes
<b>Reference Number</b>	PRC0177562/RFP26/03288
<b>Beneficiary Country</b>	MDA

#### Introduction

**RFP26/03288: Provision of Consulting Services for the Functional and Institutional Analysis of the Water Supply and Sanitation (WSS) Sector in the Republic of Moldova**

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[//estm.fa.em2.oraclecloud.com/fscmUI/redwood/supplier-registration/register-supplier/register-supplier-verification?id=TUW16eK6qsD94MNMxATNMoyCOHny7FmchTkUZsdOqrAW4sy6L5xSAB033Q%3D%3D](https://estm.fa.em2.oraclecloud.com/fscmUI/redwood/supplier-registration/register-supplier/register-supplier-verification?id=TUW16eK6qsD94MNMxATNMoyCOHny7FmchTkUZsdOqrAW4sy6L5xSAB033Q%3D%3D)

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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** 02/06/26 14:53 PM  
**Close Date** 30/06/26 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 Currency	Description	Price Precision
<input type="checkbox"/>	USD	US Dollar	2
<input type="checkbox"/>	MDL	Moldovan Leu	2

### 1.4 Attachments

File Name or URL	Type	Description
Request for Proposal.pdf	File	
Guides_Suppliers	File	
PROPOSAL FORMS	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*

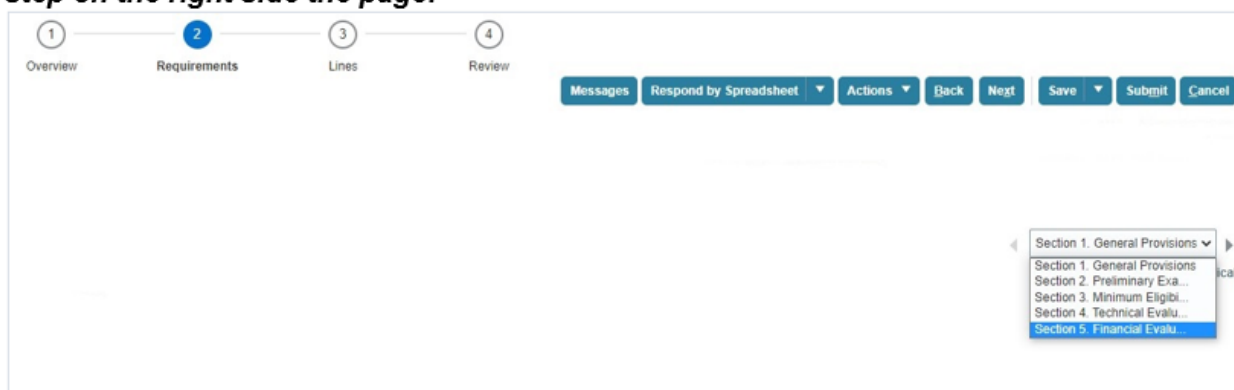
**Dear supplier,**

**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

Evaluation will be based on:

Lowest Priced substantially compliant proposal

The maximum number of technical points is detailed in Section 4: Evaluation Criteria



To be substantially compliant, Proposers must obtain a minimum threshold of 70% of maximum points from technical evaluation.

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?

### \*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?

### \*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.**

### \*4. Company profile

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. Management structure, company organigram and staffing capacity.

### \*5. Legal documents

Please provide Certificate of Incorporation/ Business Registration.

### 6. Quality Certificates

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

### \*7. Financial Statement

Please provide the Latest 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 (2023-2025)

*Target: Financial Statements provided*

### \*8. 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 years.

*Target: Statement of Satisfactory Performance provided*

### 9. Copy of preliminary Agreement

Please upload a Copy of preliminary Agreement in case of Consortium

*Response attachments are optional.*



**\*10. Methodology, Approach and Implementation Plan**

Please provide 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*

**\*11. Copies of contracts;**

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

**\*12. CVs and Statements of Exclusivity and Availability**

Please provide CVs and Statements of Exclusivity and Availability (signed by the envisaged person) of the Key personnel (mentioned under Section 4: Evaluation Criteria and Section 5: Terms of Reference), clearly stipulating the relevant experience which meets the listed requirements

*Target: CVs and Statements of Exclusivity and Availability provided*

**2.3 Section 3. Evaluation Criteria - Minimum Eligibility**

1.

Eligibility Criteria	Documents to establish compliance
<b>Legal Status:</b> Proposer is a legally registered entity	Form D: Proposer Information
<b>Eligibility:</b> 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
<b>Conflict of Interest:</b> No conflicts of interest in accordance with Section 2 Article 4.	Form C: Technical Proposal Submission
<b>Bankruptcy:</b> 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 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.

**Minimum Qualification Criteria.**

Minimum qualification criteria will be evaluated on a Pass/Fail basis.

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

Qualification Criteria	Documents to establish compliance
<p><b>History of non-performing contracts</b>[1]: Non-performance of a contract did not occur as a result of contractor default within the last 3 years<sup>1</sup>.</p>	<p>Form F: Eligibility and Qualification</p>
<p><b>Litigation History:</b> No consistent history of court/arbitral award decisions against the Proposer for the last 3 years.</p>	<p>Form F: Eligibility and Qualification</p>
<p><b>Previous Experience:</b></p>	
<p>At least 5 ( five) years of demonstrated experience in public sector reform, infrastructure governance, utility regulation or related fields.</p> <p><i>(For JV/Consortium/Association, Lead Party should meet requirement).</i></p>	<p>Form F: Eligibility and Qualification</p>
<p>Demonstrated experience in conducting functional and institutional analyses and developing policy and governance recommendations, evidenced through at least 2 (two) relevant assignments.</p> <p><i>(For JV/Consortium/Association, all Parties cumulatively should meet requirement).</i></p>	<p>Form F: Eligibility and Qualification</p>
<p><b>Minimum Key Personnel:</b></p>	



<p>The minimum personnel mandatory for the implementation of the contract:</p> <ol style="list-style-type: none"> <li>1. Team Leader / Project Manager (1)</li> <li>2. Water Supply and Sanitation (WSS) Sector Expert (1)</li> <li>3. Institutional / Regulatory Expert (1)</li> </ol> <p><i>Please note: Position of Team leader can be combined with another position (but only one) listed above, if the person has the minimum qualifications required.</i></p> <p><i>(For JV/Consortium/Association, all Parties cumulatively should meet requirement).</i></p>	<p>Duly signed CVs and Statements of Exclusivity and Availability including any other supporting documents, attached to Form F: Eligibility and Qualification Format for CV of proposed Key Personnel</p>
<p><b>Financial Standing:</b></p>	
<p><b>Liquidity:</b> UNDP will check the financial accounts to compute the current ratio (CR).</p> <p>If CR is less than 1: UNDP shall verify financial capacity of the bidder and has the authority to seek references from concerned parties &amp; 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 the bidder is not financially capable and/or had serious financial problems.</p> <p><i>(For JV/Consortium/Association, all Parties cumulatively should meet requirement).</i></p>	<p>Copy of audited financial statements for the last 3 (three) years</p> <p>Form F: Eligibility and Qualification</p>
<p><b>Turnover:</b> Proposers should have an average annual turnover of at least USD 30,000 for the last 3 (three) years.</p>	<p>Copy of audited financial statements for the last 3 (three) years</p>



<i>(For JV/Consortium/Association, all Parties cumulatively should meet requirement).</i>	Form F: Eligibility and Qualification
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[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**

<b>Summary of technical proposal evaluation sections</b>		<b>Points obtainable</b>
1.	Proposer's qualification, capacity and experience	250
2.	Proposed methodology, approach and implementation plan	400
3.	Management structure and key personnel	350
<b>Total</b>		<b>1000</b>

<b>Section 1. Proposer's qualification, capacity and experience</b>	<b>Points obtainable</b>
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1.1	<p><b>Reputation of organisation and staff: credibility / reliability / industry standing:</b></p> <ul style="list-style-type: none"> <li>· A company is a well-known market player in public sector reform, infrastructure governance or WSS sector, based on reference letters – up to 25 pts.</li> <li>· Financial statement (average annual turnover for the last three (3) years): at least USD 30,000 – 15 pts.; between USD 30,001 and USD 50,000 – 20 pts.; more than USD 50,000 – 25 pts.</li> </ul>	50
1.2	<p><b>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:</b></p> <ul style="list-style-type: none"> <li>· Age/size of the firm (5 years – 30 pts.; each additional year over 5 – 5 pts., up to a max. of 60 pts.).</li> <li>· Project management controls (organigram) – up to 10 pts.</li> </ul>	70
1.3	<p><b>Relevance of specialised knowledge and experience on similar engagements done in the region / country:</b></p> <ul style="list-style-type: none"> <li>· At least 5 (five) years of experience in public sector reform, infrastructure governance, utility regulation, WSS or related fields (5 years – 20 pts.; each additional year – 5 pts., up to a max. of 35 pts.).</li> <li>· At least 2 (two) demonstrated assignments involving functional and institutional analyses and development of policy and governance recommendations (2 assignments – 15 pts.; each additional assignment – 5 pts., up to a max. of 30 pts.).</li> <li>· At least 1 (one) demonstrated assignment specifically in the WSS sector and/or utility regulation reform (1 assignment – 15 pts.; each additional assignment – 5 pts., up to a max. of 30 pts.).</li> <li>· Working experience with UN Agencies and/or other international organisations (no – 0 pts.; yes – 5 pts.).</li> </ul>	100



1.4	<p><b>Organisation Commitment to Sustainability:</b></p> <ul style="list-style-type: none"> <li>· Organisation is compliant with ISO 14001 or ISO 14064 or equivalent – 10 pts.</li> <li>· Organisation is a member of the UN Global Compact – 10 pts.</li> <li>· Organisation demonstrates significant commitment to sustainability through other means (e.g. internal policies on women empowerment, renewable energies, gender mainstreaming, HRBA, diversity within the team, membership in SME-supporting Business Membership Organisations) – 10 pts.</li> </ul>	30
<b>Total Section 1</b>		<b>250</b>

<b>Section 2. Proposed methodology approach and implementation plan</b>		<b>Points obtainable</b>
2.1	<p><b>To what degree does the Proposer understand the objectives, scope and requirements of the assignment?</b></p> <ul style="list-style-type: none"> <li>· <b>Excellent Understanding (100 pts.)</b> The proposer demonstrates a comprehensive and in-depth understanding of the assignment, clearly reflecting all key elements of the Terms of Reference (ToR), including functional and institutional analysis of the WSS sector, stakeholder engagement, and development of coordination and policy recommendations. The proposal addresses all requirements in detail and provides strong evidence of the capacity to deliver results without need for clarification.</li> </ul>	100



	<ul style="list-style-type: none"> <li>· <b>Good Understanding (90 pts.)</b> The proposer demonstrates a solid understanding of the assignment. The proposal addresses the main ToR requirements well and shows adequate alignment with expected outputs, though some elements may require minor clarification.</li>   <li>· <b>Satisfactory Understanding (70 pts.)</b> The proposer demonstrates a general understanding of the assignment. The proposal addresses most ToR requirements but contains gaps in detail or limited evidence regarding the proposed approach or capacity to deliver.</li>   <li>· <b>Poor Understanding (40 pts.)</b> The proposer shows limited understanding of the assignment. The proposal addresses ToR requirements only superficially and lacks clarity on key aspects such as methodology, scope or expected outputs.</li>   <li>· <b>Very Poor Understanding (10 pts.)</b> The proposer shows very little understanding of the assignment. The proposal largely fails to address the ToR or demonstrates major inconsistencies and omissions.</li>   <li>· <b>No submission (0 pts.)</b> No relevant information provided or proposal is incomplete or unacceptable.</li> </ul>	
2.2	<p><b>To what extent does the proposed approach and methodology respond to and effectively address the requirements of the Terms of Reference (ToR)?</b></p> <ul style="list-style-type: none"> <li>· <b>Excellent (100 pts.)</b> The proposed approach and methodology fully demonstrate a high level of responsiveness to the ToR and clearly articulate a structured, coherent and technically sound approach to delivering the assignment. The proposal provides detailed methodology covering all components, including functional and institutional analysis, stakeholder engagement, and development of coordination and policy recommendations. The approach is realistic, well-sequenced and shows strong added value, with no need for</li> </ul>	100



	<p>further clarification.</p> <ul style="list-style-type: none"> <li>· <b>Good (90 pts.)</b> The proposed approach and methodology are generally aligned with the ToR requirements but lack detail in certain areas or do not fully address all aspects of the assignment. Some adjustments are required to ensure full coverage of tasks.</li> <li>· <b>Satisfactory (70 pts.)</b> The proposed methodology partially corresponds to the ToR but presents gaps in structure, clarity or technical depth. Several important elements require clarification and revision to ensure proper delivery.</li> <li>· <b>Poor (40 pts.)</b> The proposed approach and methodology show weak alignment with the ToR. The proposal requires significant adjustments to address key components of the assignment and raises concerns regarding feasibility and quality of delivery.</li> <li>· <b>Very Poor (10 pts.)</b> The proposed methodology does not correspond to the ToR and fails to address the core requirements of the assignment. Major deficiencies and inconsistencies are present.</li> <li>· <b>No submission (0 pts.)</b> No relevant information provided or proposal is incomplete or unacceptable.</li> </ul>	
2.3	<p><b>To what extent does the proposal include robust quality assurance procedures and effective identification and mitigation of implementation risks?</b></p> <ul style="list-style-type: none"> <li>· <b>Excellent ( 100 pts.)</b> The proposal provides a comprehensive and well-integrated quality assurance (QA) framework, including clear procedures, tools, and checkpoints ensuring timely, high-quality and results-oriented delivery. A thorough and realistic risk analysis is presented, with well-developed, proactive mitigation strategies fully integrated into the implementation plan.</li> <li>· <b>Good (90 pts.)</b> The proposal presents an acceptable QA framework, but lacks detail in certain areas or does not fully demonstrate how quality will be consistently ensured. Several relevant risks are identified, with mitigation strategies that are generally appropriate but not fully developed.</li> <li>· <b>Satisfactory (70 pts.)</b> The QA approach is basic and partially defined, with limited clarity on tools or implementation. Risk identification is partial, and mitigation strategies are insufficiently elaborated or weakly linked to the implementation plan.</li> <li>· <b>Poor (40 pts.)</b></li> </ul>	100



	<p>The proposal demonstrates weak QA mechanisms with unclear or inadequate procedures. Risks are poorly identified, and mitigation measures are insufficient, unrealistic or largely missing.</p> <ul style="list-style-type: none"> <li>• <b>Very Poor (10 pts.)</b> The proposal shows minimal consideration of quality assurance and risk management. QA procedures are absent or ineffective, and risks are not meaningfully identified or addressed.</li> <li>• <b>No submission (0 pts.)</b> No information provided regarding quality assurance or risk mitigation, or information is unacceptable.</li> </ul>	
2.4	<p><b>Does the proposal demonstrate good and logical distribution of roles in the team, including distribution per person-days' involvement?</b></p> <ul style="list-style-type: none"> <li>• <b>Excellent (100 pts)</b> Excellent Role and Time Distribution: The proposal demonstrates an exceptionally clear, logical, and well-balanced distribution of roles within the team; the allocation of person-days is highly realistic, perfectly aligned with the assigned tasks, and optimizes the team's expertise to guarantee successful delivery.</li> <li>• <b>Good (90 pts)</b> Good Role and Time Distribution: The proposal demonstrates a clear and logical distribution of roles; the allocation of person-days is appropriate, realistic, and aligns well with the assigned tasks and the overall methodology.</li> <li>• <b>Satisfactory (70 pts)</b> Satisfactory Role and Time Distribution: The proposal demonstrates a generally adequate distribution of roles; the allocation of person-days is mostly acceptable, though there may be minor imbalances, slight ambiguities in responsibilities, or a lack of optimal alignment with specific project tasks.</li> <li>• <b>Poor (40 pts)</b> Poor Role and Time Distribution: The proposal shows a weak or largely illogical distribution of roles; the allocation of person-days is unrealistic, unbalanced, or inadequately aligned with the required tasks, raising concerns about the team's efficiency</li> <li>• <b>Very Poor (10 pts)</b> Very poor Role and Time Distribution: The proposal shows a highly flawed or unstructured distribution of roles; the allocation of person-days is highly unrealistic, completely unjustified, or fails entirely to support the execution of the assignment.</li> <li>• <b>No submission (0 pts)</b></li> </ul>	100



	Information has not been submitted or completely unacceptable.	
<b>Total Section 2</b>		<b>400</b>

<b>Section 3. Management Structure and Key Personnel</b>		
1	<b>Team Leader / Project Manager</b>	
	Advanced university degree (Master's or higher) in Public Administration, Public Policy, Economics, Law, Engineering, Development Studies or a related field (master's degree 15 pts., PhD. - 20 pts.)	20
	Minimum 10 years of relevant professional experience in public sector reform, institutional governance, infrastructure or utility sector development (10 years - 10 pts., each additional year - 5 pts., up to a max. of 30 pts.)	30
	Proven leadership in managing multi-disciplinary teams for at least 2 assignments in conducting functional and institutional analyses and developing policy and governance recommendations, preferably at national level. (2 assignments - 10 pts., each additional project - 5 pts., up to max 20 pts.)	20
	Demonstrated experience in coordinating multi-stakeholder processes for at least 2 (two) assignments involving central authorities, regulators, local governments and service providers. (2 assignments - 10 pts., each additional project - 5 pts., up to max 20 pts.)	20



	Demonstrated ability, in at least 2 (two) assignments, to produce actionable policy and institutional recommendations, supported by strong drafting and facilitation skills. (2 assignments – 10 pts., each additional project – 5 pts., up to max 20 pts.)	20
	Proficiency in Romanian and English language (particularly for developing and submitting reports) (Each language - 5 pts)	10
2	<b>Water Supply and Sanitation (WSS) Sector Expert</b>	
	University degree in Engineering (civil, environmental, water), Infrastructure Planning, Utilities Management or a related field (Bachelor's degree – 5 pts., master's degree 10 pts or PhD. – 20 pts.)	20
	At least 5 (five) years of experience in the water supply and sanitation sector (5 years – 10 pts., each additional year – 5 pts., up to a max. of 30 pts.)	30
	Proven experience in water supply and sanitation (WSS) service organisation, infrastructure planning, operational models and sector reform, demonstrated through at least two relevant assignments (2 assignments-10 pts., each additional assignment – 5 pts., up to a max of 30 pts.)	30
	Demonstrated experience in the practical application of EU water supply and sanitation (WSS) regulatory requirements, including the Drinking Water Directive and the Urban Waste Water Treatment Directive, in EU-alignment or accession contexts, evidenced through relevant assignments (minimum 2 assignments – 10 pts.; each additional assignment – 5 pts., up to a maximum of 15 pts.).	15
	Demonstrated ability to assess water supply and sanitation (WSS) sector performance, service delivery models and investment frameworks, combined with practical understanding of utility operations, asset management and service sustainability, evidenced through relevant assignments (minimum 2 assignments – 10 pts.; each additional assignment – 5 pts., up to a maximum of 15 pts.).	15
	Proficiency in Romanian and/or English language (Each language - 5 pts)	10



3	<b>Legal / Institutional Expert</b>		110
	University degree in Law, Public Administration, Public Policy, Economics or a related field (Bachelor's degree – 15 pts., Master's degree -20 pts.)	20	
	Minimum 5 years of experience in institutional analysis, regulatory frameworks or public administration reform (5 years – 5 pts., each additional year – 3 pt., up to a max. of 20 pts.)	20	
	Experience in working with regulatory and sector authorities on tariff regulation, service oversight and compliance (minimum 2 assignments – 10 pts., each additional assignment – 5pts., up to a maximum of 20 pts.).	20	
	Demonstrated knowledge and practical experience in regulatory and institutional arrangements within infrastructure or utility sectors, including the ability to analyse legal mandates, identify institutional overlaps and diagnose governance gaps, as evidenced through relevant assignments (minimum 2 assignments – 5 pts., each additional assignment – 3 pts., up to a maximum of 20 pts.).	20	
	Demonstrated experience in designing and applying coordination, reporting and accountability mechanisms in infrastructure or utility sectors, combined with practical expertise in utility operations, asset management and service sustainability, as evidenced through relevant assignments (minimum 2 assignments – 5 pts., each additional assignment – 3 pts., up to a maximum of 20 pts.).	20	
	Proficiency in Romanian language ( Yes/No – 5pts)	5	

<b>Total Section 3</b>	<b>350</b>
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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.**



### 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 (these forms shall be duly uploaded under the Commercial Section 6 in "Requirements"). The inclusion of any financial information in the Technical Proposal (Forms A-I) shall lead to disqualification of the Proposer. Additionally, the Proposer shall complete the item line pricing below including the total proposal amount. The Financial Proposal should align with the requirements of the Terms of Reference and the proposer's Technical Proposal. The proposer shall select the applicable currency of proposal: MDL (Moldovan Leu) for local suppliers and USD (US Dollars) for international suppliers.**

#### 3.1 Line Information

Line Description	Category	Item	UOM	Requested Quantity	Unit Price	Total Price	Additional Attributes
1-Deliverable 1: Institutional Mapping Report for the WSS sector	Business and corporate management consultation services						
2-Deliverable 2: Diagnostic and Comparative Analysis Report	Business and corporate management consultation services						
3-Deliverable 3: Draft Coordination and Reporting Framework	Business and corporate management consultation services						



Line Description	Category	Item	UOM	Requested Quantity	Unit Price	Total Price	Additional Attributes
4-Deliverable 4: Recommendations on IDA Integration	Business and corporate management consultation services						
5-Deliverable 5: Development of the Final Report on implemented activities	Business and corporate management consultation services						

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