



RFP26/03307: Elaboration of an Analytical Study on the Economic Clustering Potential in the Republic of Moldova

United Nations Development Programme, hereinafter referred to as UNDP, through **Resilient, Inclusive Markets in Moldova Project**, hereby invites prospective proposers to submit a proposal for **Elaboration of an Analytical Study on the Economic Clustering Potential 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-01022**. 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. 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.

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. 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	RFP26/03307:PRIM/ Elaboration of an Analytical Study on the Economic Clustering
E-Mail	sc.md@undp.org
Financial Offer Sealed	Yes
Reference Number	PRC0180023/RFP26/03307
Beneficiary Country	MDA

Introduction

RFP26/03307: Elaboration of an Analytical Study on the Economic Clustering Potential in the Republic of Moldova

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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 17/06/26 07:22 AM
Close Date 08/07/26 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
Proposal Forms	File	
Guides_Suppliers	File	
Request for Proposal	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*

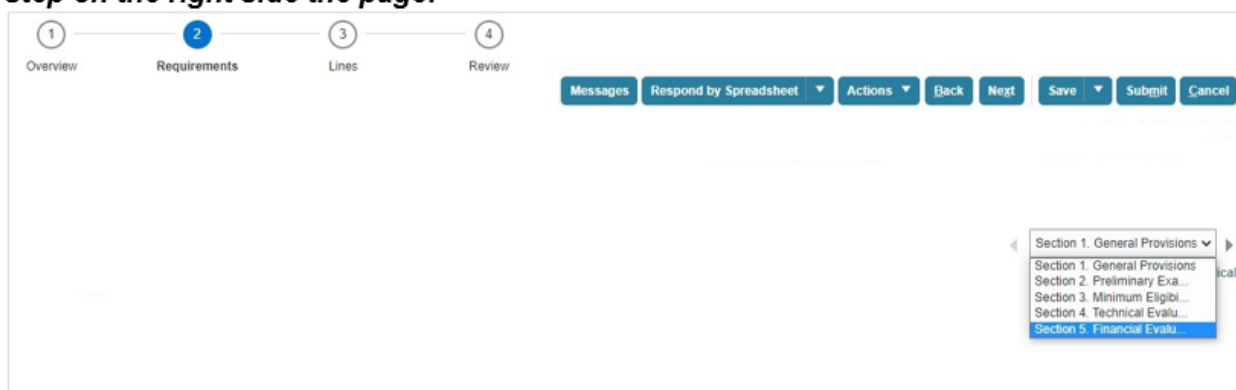
Dear supplier,

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, including information on the bidder's organizational structure, management arrangements, staffing capacity, and relevant experience in local and/or regional development, socio-economic analysis, strategic planning, cluster development, value chain analysis, smart specialization (RIS3), economic ecosystem mapping, or related fields. The Company Profile should not exceed fifteen (15) pages.

*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.

Evidence of relevant professional experience



Evidence of relevant professional experience, demonstrating at least 5 years of experience in local and/or regional development, socio-economic analysis, strategic planning, economic competitiveness, cluster development, value chain analysis, smart specialization (RIS3), economic ecosystem mapping, or related fields.

***9. Evidence of at least 3 assignments**

Evidence of at least 3 assignments of similar scope and complexity implemented during the last 5 years, involving analytical studies, development strategies, policy-oriented diagnostics, cluster initiatives, value chain analysis, or economic ecosystem assessments. Copies of contracts, completion certificates, references, or other supporting documents shall be provided.

***10. 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

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**

Have you provided a detailed description of the proposed methodology and implementation approach, including workplan, sequence of activities, stakeholder engagement approach, analytical methods, and distribution of roles and responsibilities among the proposed team members?

Target: Methodology, Approach and Implementation Plan provided

***13. 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.

Minimum Eligibility and Qualification Criteria

Minimum eligibility and 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.



Eligibility Criteria	Documents to establish compliance
Legal Status: Proposer is a legally registered entity.	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.

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.	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	
Minimum 5 years of relevant experience in local and/or regional development, socio-economic analysis, strategic planning,	Form F: Eligibility and Qualification



<p>economic competitiveness, cluster development, value chain analysis, smart specialization (RIS3), economic ecosystem mapping, or related fields.</p> <p><i>(For JV/Consortium/Association, TEAM Lead company should meet requirement).</i></p>	
<p>At least 3 assignments of similar scope and complexity implemented during the last 5 years, involving analytical studies, development strategies, policy-oriented diagnostics, cluster initiatives, value chain analysis, or economic ecosystem assessments (either part of a single contract or multiple contracts).</p> <p><i>(For JV/Consortium/Association, TEAM Lead company should meet requirement).</i></p>	<p>Form F: Eligibility and Qualification</p>
<p>Minimum Key Personnel</p>	
<p>The Key personnel mandatory for the implementation of the contract:</p> <ol style="list-style-type: none"> 1. 1 (one) Team Leader – Cluster and Economic Ecosystems Expert 2. 1 (one) Key Expert in Value Chain Analysis 3. 1 (one) Key Expert in Economic Competitiveness and Data Analysis <p>Please note: <i>The above listed roles can be cumulated by certain team members, but not more than two roles per team member, clarifying in the Methodology the reasoning for such approach and distribution of tasks. However, the Team Leader role shall be performed by a dedicated expert and cannot be combined with any other key expert role.</i></p> <p>Non-Key Personnel: <i>to be proposed by each proposer based on the submitted methodology.</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 H: Format for CV of proposed Key Personnel</p>
<p>Financial Standing</p>	
<p>Liquidity: Bidder must demonstrate the</p>	<p>Copy of audited financial statements for</p>



<p>current soundness of its financial standing and indicate its prospective long-term profitability. The Ratio Average current assets / Current liabilities over the last 3 (three) years must be equal or greater than 1. If CR 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 the bidder is not financially capable and/or had serious financial problems.</p> <p>Proposers must include in their Proposal audited balance sheets cover the last 3 (three) years.</p> <p><i>(For JV/Consortium/Association, all Parties cumulatively should meet requirement).</i></p>	<p>the last 3 (three) years. Form F: Eligibility and Qualification</p>
<p>Turnover: Proposers should have average sales turnover of minimum 75,000.00 USD for the last 3 (three) years. (2023, 2024, 2025).</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. 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



Summary of technical proposal evaluation sections		Points obtainable
1	Proposer's qualification, capacity and experience	200
2	Proposed methodology, approach and implementation plan	500
3	Management structure and key personnel	300
Total		1000

Section 1. Proposer's qualification, capacity and experience		Points obtainable
1.	<p>Organization / Company profile - 40 points</p> <p>Assessment of the proposer's overall organizational capability and institutional capacity to successfully implement the assignment, including operational experience, financial standing, management arrangements and implementation capacity:</p> <p>a) Years of operational experience of the legal entity - 10 points:</p> <ul style="list-style-type: none"> o Minimum 5 years of operation - 5 pts; o Each additional year above the minimum requirement - 1 pt per year, up to a maximum of 10 pts. <p>b) Financial stability and capacity - 15 points:</p> <p>Assessment will be based on the average annual turnover demonstrated through the financial statements for the last three (3) completed fiscal years:</p> <ul style="list-style-type: none"> o Average annual turnover above USD 150,000 - 15 points. o Average annual turnover above USD 100,000 and up to USD 150,000 - 10 points; o Average annual turnover between USD 75,000 and USD 100,000 - 5 points; <p>c) Organizational structure and implementation capacity - 15 points:</p> <p>Assessment of the proposer's internal organizational arrangements, management structure and ability to mobilize and coordinate resources for implementation of the assignment:</p> <ul style="list-style-type: none"> o Strong organizational structure with clear 	40



	<p>management arrangements, adequate staffing capacity and demonstrated implementation capability for similar assignments – 15 pts;</p> <ul style="list-style-type: none"> o Adequate organizational structure and implementation arrangements with minor gaps – 10 pts; o Limited organizational capacity or insufficiently described implementation arrangements – 5 pts; o Weak or unclear organizational and implementation capacity – 0 pts. 	
2.	<p><u>Organization / Company experience in assignments of similar scope and thematic relevance – 100 points</u></p> <p>Only assignments involving analytical studies, cluster development, economic ecosystem mapping, value chain analysis, competitiveness assessments, smart specialization (RIS3), regional/local economic development, strategic planning or policy-oriented diagnostics shall be considered.</p> <ul style="list-style-type: none"> o Minimum 3 compliant assignments completed – 60 pts, each additional compliant assignment completed – 10 pts, up to a maximum of 80 pts o Demonstrated strong thematic relevance to cluster development, value chain analysis, smart specialization (RIS3), territorial economic ecosystems or related areas – up to 20 pts. 	100
3.	<p><u>Experience in working with public institutions and international development partners – 20 points</u></p> <p>Assessment of the proposer's demonstrated experience in implementing assignments for public authorities and/or within projects funded by international development partners (e.g. UN agencies, EU, World Bank, bilateral development agencies).</p> <ul style="list-style-type: none"> o No demonstrated experience – 0 pts; o Limited experience (1–2 relevant assignments) – 10 pts; o Strong demonstrated experience (3 or more relevant assignments) involving public institutions and/or international development partners – 20 pts. 	20
4.	<p><u>Understanding of the national economic and institutional context of the Republic of Moldova – 30 points</u></p> <p>Assessment of the proposer's demonstrated understanding of Moldova's economic structure, institutional environment and policy frameworks relevant to the assignment, including regional development, industrial policy, smart specialization, cluster development and competitiveness.</p> <ul style="list-style-type: none"> o Demonstrated experience in 3 or more assignments directly related to Moldova's economic 	30



	<p>development, competitiveness, cluster development, value chains, innovation ecosystems, regional development, or similar areas – 30 pts</p> <ul style="list-style-type: none"> o Demonstrated experience in 2 relevant assignments – 20 pts o Demonstrated experience in 1 relevant assignment – 10 pts o No relevant Moldova-specific experience demonstrated – 0 pts 	
5.	<p><u>Sustainable criteria / Gender equality and diversity considerations in the proposed assignment – 10 points</u></p> <p>Assessment of the proposer's consideration of gender balance and diversity within the proposed implementation team.</p> <ul style="list-style-type: none"> o Overall gender balance within the proposed team – 5 pts; o Inclusion of women in managerial and/or senior expert positions within the proposed team – 5 pts. o Limited or no evidence of gender balance and diversity considerations – 0 pts. 	10
Total Section 1		200

Section 2. Proposed methodology approach and implementation plan		Points obtainable
1	<p><u>To what degree does the Proposer demonstrate a clear understanding of the assignment, its objectives and expected outputs? (up to max 100 pts.)</u></p> <p>Assessment shall consider understanding of:</p> <ul style="list-style-type: none"> - economic ecosystem mapping; - cluster development approaches; - value chain analysis; - competitiveness assessment; - policy and institutional dimensions; - Moldova's economic and regional development context. <p>-</p> <ul style="list-style-type: none"> - Excellent Understanding: The proposer demonstrates a comprehensive and in-depth understanding of the assignment, objectives, and expected results; proposal fully reflects ToR requirements and provides strong evidence of the ability to meet and exceed them 100 pts. • Good Understanding: The proposer 	100



	<p>demonstrates a good understanding of the assignment; proposal addresses ToR requirements well and provides adequate evidence of capacity to deliver. 90 pts.</p> <ul style="list-style-type: none"> • Satisfactory Understanding: The proposer demonstrates a general understanding of the assignment; proposal addresses most ToR requirements but with some gaps or limited supporting evidence. 70 pts. • Poor Understanding: The proposer shows limited understanding of the assignment; proposal addresses ToR requirements superficially and provides weak supporting evidence. 40 pts. • Very Poor Understanding: The proposer shows very little understanding of the assignment; proposal largely fails to address ToR requirements 10 pts. • No Submission/Unacceptable: Information has not been submitted or completely unacceptable: 0 pts 	
2	<p><u>To what extent does the Proposer present a coherent and technically sound methodology for conducting the analytical study and ecosystem assessment? (up to max 140 pts.)</u></p> <p>Assessment shall consider:</p> <ul style="list-style-type: none"> - methodology for mapping territorial economic ecosystems; - value chain analysis approaches; - competitiveness and specialization assessment; - analytical framework and prioritization criteria; - use of quantitative and qualitative methods; - GIS/spatial analysis approaches; - integration of stakeholder consultations and validation mechanisms. <ul style="list-style-type: none"> • Excellent: The proposer presents a highly coherent, robust and technically sound methodology fully aligned with the ToR requirements, demonstrating strong analytical depth and clear implementation logic – 140 pts. • Good: The proposer presents a solid and well-structured methodology with only minor methodological gaps – 120 pts. • Satisfactory: The methodology is generally acceptable but lacks detail or analytical depth in certain components – 90 pts. 	140



	<ul style="list-style-type: none"> • Poor: The methodology is weak, generic or insufficiently adapted to the assignment requirements – 50 pts. • Very Poor: The proposal fails to present a coherent analytical methodology for implementation – 10 pts. • No Submission/Unacceptable: Information has not been submitted or completely unacceptable: 0 pts 	
3	<p><u>To what extent are the proposed analytical tools, data collection methods and stakeholder engagement approaches appropriate and effective? (up to max 80 pts.)</u></p> <p>Assessment shall consider:</p> <ul style="list-style-type: none"> - data sources and analytical tools; - stakeholder consultation methodology; - field assessment approaches; - engagement with public authorities, private sector, academia and cluster initiatives; - validation mechanisms and inclusiveness of consultations. <p>-</p> <ul style="list-style-type: none"> • Excellent: The proposer demonstrates a comprehensive and well-structured approach to data collection, analysis and stakeholder engagement. The proposed analytical tools and methodologies are highly relevant, technically sound and fully aligned with the assignment objectives. Stakeholder engagement and validation mechanisms are clearly defined, inclusive and feasible – 80 pts. • Good: The proposer demonstrates a solid and coherent approach to analytical tools, data collection and stakeholder engagement, with only minor gaps or inconsistencies – 70 pts. • Satisfactory: The proposer demonstrates a general understanding of analytical and consultation approaches; however, some methodological elements lack sufficient detail, justification or integration – 50 pts. • Poor: The proposer demonstrates limited understanding of appropriate analytical tools and stakeholder engagement approaches. The proposed methodology is weak, insufficiently detailed or only partially aligned with the assignment requirements – 30 pts. • Very Poor: The proposer demonstrates very limited understanding of analytical and consultation 	80



	<p>methodologies, and the proposal largely fails to address the required approaches – 10 pts.</p> <ul style="list-style-type: none"> • No Submission/Unacceptable: Information has not been submitted or is completely unacceptable – 0 pts. 	
<p>4</p>	<p><u>To what extent does the Proposer present a feasible, well-structured and realistic implementation plan, including work organization and implementation schedule? (up to max 140 pts.)</u></p> <p>Assessment shall consider:</p> <ul style="list-style-type: none"> - logical sequencing of activities; - feasibility and realism of timelines; - quality and coherence of the proposed Gantt chart; - allocation of responsibilities within the team; - coordination and management arrangements; - consistency between methodology, staffing and deliverables; - identification and management of dependencies between activities; - overall feasibility of delivering outputs within the proposed timeframe. <ul style="list-style-type: none"> • Excellent: The proposer presents a highly coherent, realistic and well-structured implementation plan, supported by a detailed and logical Gantt chart. Responsibilities, timelines and dependencies are clearly defined, demonstrating strong implementation capacity and ensuring efficient and timely delivery of all outputs – 140 pts. • Good: The proposer presents a solid and feasible implementation plan with a well-structured work organization and realistic timelines, with only minor gaps or inconsistencies – 120 pts. • Satisfactory: The implementation plan is generally acceptable, but some aspects related to sequencing, timelines, responsibilities or coordination lack sufficient detail or clarity – 90 pts. • Poor: The implementation plan demonstrates limited feasibility or coherence; timelines, sequencing or responsibilities are insufficiently justified or unclear – 50 pts. • Very Poor: The implementation plan is weak, unrealistic or largely incomplete, making effective implementation unlikely – 10 pts. • No Submission/Unacceptable: Information has 	<p>140</p>



	not been submitted or is completely unacceptable – 0 pts.	
5	<p><u>Have potential implementation risks, quality assurance mechanisms and mitigation measures been adequately identified and addressed? (up to max 40 pts.):</u></p> <p>Assessment shall consider:</p> <ul style="list-style-type: none"> - identification of operational, analytical and coordination risks; - risks related to data availability, stakeholder engagement and validation processes; - feasibility and adequacy of proposed mitigation measures; - quality assurance arrangements and internal review mechanisms; - contingency planning and adaptability of the proposed implementation approach. <ul style="list-style-type: none"> • Excellent: Quality assurance and risk mitigation mechanisms are clearly defined, comprehensive and fully integrated into the implementation approach, addressing all major operational, analytical and stakeholder-related risks – 40 pts. • Good: Quality assurance and risk mitigation measures are well defined and address most relevant risks, with only minor gaps – 35 pts. • Satisfactory: Quality assurance and risk mitigation measures are generally outlined but lack sufficient detail or do not fully address key implementation risks – 25 pts. • Poor: Quality assurance and risk mitigation measures are weak, incomplete or insufficiently linked to implementation risks and delivery challenges – 15 pts. • Very Poor: Mechanisms are largely inadequate, unclear or fail to address major implementation risks – 5 pts. • No Submission / Unacceptable: Information has not been submitted or is completely unacceptable – 0 pts. 	40
Total section 2		500



Section 3. Management Structure and Key Personnel		
1	Team Leader – Cluster and Economic Ecosystems Expert – 140 points	
	Academic qualifications <ul style="list-style-type: none"> • Bachelor's degree in economics, Business Administration, Public Policy or related field – 5 pts; • Master's degree or higher in relevant field – 10 pts. 	10
	Professional experience in local/regional economic development, cluster development or economic policy analysis <ul style="list-style-type: none"> • Minimum 7 years (minimum requirement met) – 45 pts; • Each additional year – 5 pts, up to maximum 65 pts. 	65
	Experience in leading similar assignments Assignments involving: <ul style="list-style-type: none"> - analytical studies; - strategic planning; - policy-oriented work; - cluster development; - economic ecosystem analysis. <ul style="list-style-type: none"> • Minimum 5 assignments (minimum requirement met) – 30 pts; • Each additional assignment – 5 pts, up to maximum 40 pts. 	40
	Experience in managing multi-stakeholder assignments Including coordination with: <ul style="list-style-type: none"> - public authorities; - private sector; - development partners. <ul style="list-style-type: none"> • Experience in more than 5 relevant assignments – 10 pts; • Experience in 2-5 relevant assignments – 5 pts; • Experience in less than 2 relevant assignments or no demonstrated experience – 0 pts 	10
Experience with international organizations Experience in assignments funded by UN agencies, EU, World Bank or other development partners:	10	



	<ul style="list-style-type: none"> • Experience in more than 5 relevant assignments – 10 pts; • Experience in 3–5 relevant assignments – 7 pts; • Experience in 1–2 relevant assignments – 3 pts; • No demonstrated experience – 0 pts. 	
	Language skills <ul style="list-style-type: none"> • Romanian – 2 pts; • English – 2 pts; • Russian – 1 pt. 	5
2	Key Expert – Value Chain Analysis – 80 points	
	Academic qualifications <ul style="list-style-type: none"> • Bachelor's degree in economics, Business Administration or related field – 5 pts; • Master's degree or higher in relevant field – 10 pts. 	10
	Professional experience in value chain analysis, competitiveness or private sector development <ul style="list-style-type: none"> • Minimum 5 years (minimum requirement met) – 25 pts; • Each additional year – 2 pts, up to maximum 35 pts. 	35
	Experience in similar assignments Assignments involving: <ul style="list-style-type: none"> - value chain analysis; - cluster initiatives; - business ecosystem diagnostics. <ul style="list-style-type: none"> • Minimum 3 assignments (minimum requirement met) – 15 pts; • Each additional assignment – 5 pts, up to maximum 25 pts. 	25
	Demonstrated understanding of production systems, logistics, markets and inter-firm linkages Assessment based on demonstrated experience in assignments involving analysis of production systems, value chains, logistics, markets, and business ecosystems: <ul style="list-style-type: none"> • Experience in 1 relevant assignment – 2 pts; • Each additional relevant assignment – 1 pt, up to a maximum of 5 pts. 	5
	Language skills <ul style="list-style-type: none"> • Romanian – 2 pts; • English – 2 pts; • Russian – 1 pt. 	5
3	Key Expert – Economic Competitiveness and Data Analysis – 80 points	
	Academic qualifications	10



<ul style="list-style-type: none"> • Bachelor's degree in Economics, Statistics or a related field – 5 pts; • Master's degree or higher in a relevant field – 10 pts. 	
<p>Professional experience in economic analysis, competitiveness assessment or socio-economic diagnostics</p> <ul style="list-style-type: none"> • Minimum 5 years (minimum requirement met) – 25 pts; • Each additional year – 2 pts, up to maximum 35 pts. 	35
<p>Experience in similar assignments</p> <p>Assignments involving:</p> <ul style="list-style-type: none"> - economic analysis; - development strategies; - policy studies; - competitiveness assessments. <ul style="list-style-type: none"> • Minimum 3 assignments (minimum requirement met) – 15 pts; • Each additional assignment – 5 pts, up to maximum 25 pts. 	25
<p>Strong analytical and data interpretation skills</p> <p>Assessment based on demonstrated experience in analytical assignments involving competitiveness assessments, economic analysis, economic structuring, policy studies, or similar analytical work.</p> <ul style="list-style-type: none"> • Experience in 2 relevant analytical assignments (minimum requirement met) – 2 pts; • Each additional relevant analytical assignment – 1 pt, up to a maximum of 5 pts. 	5
<p>Language skills</p> <ul style="list-style-type: none"> • Romanian – 2 pts; • English – 2 pts; • Russian – 1 pt. 	5
<p>Total Section 3</p>	



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: Inception Report, including methodology, analytical framework, detailed implementation plan and proposed structure/table of contents of the Final Study.	Business and corporate management consultation services						
2-Deliverable 2: Draft Chapter 1 of the Study: Mapping of Economic Ecosystems in the Republic of Moldova.	Business and corporate management consultation services						



Line Description	Category	Item	UOM	Requested Quantity	Unit Price	Total Price	Additional Attributes
3-Deliverable 3: Draft Chapter 2 of the Study: Priority Economic Ecosystems, Value Chains and Ecosystem Diagnostics.	Business and corporate management consultation services						
4-Deliverable 4: Draft Chapter 3 of the Study: Assessment of Existing Cluster Initiatives and Scaling Pathways.	Business and corporate management consultation services						
5-Deliverable 5: Draft Final Study, consolidating Chapters 1-3 and including strategic recommendations, prioritization framework and policy directions for cluster development.	Business and corporate management consultation services						
6-Deliverable 6: Final Study: Economic Clustering Potential of the Republic of Moldova, incorporating stakeholder feedback and finalized for publication (validated and approved).	Business and corporate management consultation services						

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

