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Resilient nations.

INDIVIDUAL CONSULTANT PROCUREMENT NOTICE

Date: 19 September 2012

Reference: SAU/IC-11/12

Country: Al Khobar, Saudi Arabia

Description of the assignment: MENTORING AND COACHING STRUCTURING AND TRAINING
Prince Sultan Fund (Female Applicants Only)

Office Name: UNDP Saudi Arabia

Period of assignment/services: Two weeks on location - one week home based to develop manuals

Availability Date: 3 November 2012

Proposal should be submitted to the following email address: mustafa.khamees@undp.org no later than
Friday 19 October 2012.

Any request for clarification must be sent in writing, or by standard electronic communication to the address or e-mail indicated above. [Mustafa Khamees at mustafa.khamees@undp.org] will respond in writing or by standard electronic mail and will send written copies of the response, including an explanation of the query without identifying the source of inquiry, to all consultants.

1. BACKGROUND

Prince Sultan Fund (PSF) was founded by HRH Prince Mohammed bin Fahd to support women small enterprises, as a financially independent non-profit organization, the fund provides technical and financial support to Saudi girls and women entrepreneurs.

The Fund's original objectives are as follows:

1. Supporting women entrepreneurs through capacity development programmes and vocational training; and
2. Empowering Saudi women, as they become income earners and decision-makers in their households and communities.

Nonetheless, the prolonged phenomena of the national deficit in economic participation of Saudi women and youth over the past years, despite the momentous elevated educational levels and health accessibility, significantly affect national development and economic growth. This requires a distinctive approach in building women mentoring and coaching team to assist new women entrepreneurs.

Prince Sultan Bin Abdul Aziz Fund for Women Development Seeks a mentoring and coaching trainer to provide technical assistance to PSFW while undergoing the infrastructure process of its mentors and coaching team and to coach a selection of 5 – 10 chosen mentors.

2. SCOPE OF WORK, RESPONSIBILITIES AND DESCRIPTION OF THE PROPOSED ANALYTICAL WORK

The Development/Expert consultant to provide technical assistance to PSFW while undergoing the infrastructure process of its mentors and coaching team.

Under the overall guidance of the Fund's Secretary General and under the direct guidance of the Fund's Executive Manager, the consultant shall provide substantive mentoring and coaching training and assist in selecting, building, advising and technical support to the selected team.

Specific focus on the Mentor Team, Liaison individuals/departments and centers, business protocol and etiquette. Adopting best practices regionally and internationally, within the parameters of cultural norms and values.

The consultant is expected to:

- Build and develop the criteria, characteristics and responsibilities of the mentor.
- Understand and clarify the difference between a Mentoring and coaching
- Understand and clarify the challenge of mentoring and the different situations of mentoring
- Understand and clarify how people learn best
- Understand and clarify the areas of responsibility of a mentor
- Understand and clarify the Mentor's role and the different parties
- Understand and clarify the learning process: Shadowing
- Understand and clarify the importance of giving a feed back on a task and the process
- Facilitate the exploration of needs, motivations, desires, skills and thought processes to assist the individual in making real, lasting changes with new entrepreneurs.
- Use questioning techniques to facilitate new entrepreneurs own thought processes in order to identify solutions and actions rather than takes a wholly directive approach
- Support the new entrepreneurs in setting appropriate goals and methods of assessing progress in relation to these goals
- Observe, listen and ask questions to understand the new entrepreneur's situation
- Creatively apply tools and techniques which may include one-to-one training, facilitating, counseling & networking.
- Encourage a commitment to action and the development of lasting personal growth & change.
- Maintain unconditional positive regard for the new entrepreneurs, which means that the coach is at all times supportive and non-judgmental of the new entrepreneurs, their views, lifestyle and aspirations.
- Ensure that new entrepreneurs develop personal competencies and do not develop unhealthy dependencies on the coaching or mentoring relationship.
- Evaluate the outcomes of the process, using objective measures wherever possible to ensure the relationship is successful and the new entrepreneurs are achieving their personal goals.
- Encourage new entrepreneurs to continually improve competencies and to develop new developmental alliances where necessary to achieve their goals.

METHODOLOGY:

A total of Three Weeks are required for the mission, which are broken down as follows:

Activity	Suggested timeframe and responsible party
<ul style="list-style-type: none">• Determine the criteria and set the structure to be followed by all the assigned mentors and coaches• Project visits to existing and well reputed entrepreneurs to assist in primary selection.• Selection phase for potential coaches and mentors from actual entrepreneurs and staff the selected team.	5 days consultant and PSFW staff
<ul style="list-style-type: none">• Development of mentoring and coaching training.• Develop a manual to be used by the management of the fund stating the steps to be followed by staff to follow up through full performance of mentoring and coaching terms of reference.• Designing course materials and other documents such as handouts, manuals and exercises.	One week home base
<ul style="list-style-type: none">• Ensuring the implementation of the mentoring and coaching training and activities for target group.• Supporting and coaching learners using learning technologies to deliver skills, each within her field of expertise and experience (food, services, banking etc...)	6 days consultant and PSFW staff, Mentors and entrepreneurs
Evaluating the effectiveness of training program and learning outcomes, through on job assessment.	2 days consultant and PSFW staff
Supporting and coaching learners using learning technologies to deliver skills;	Throughout mission

Selected documents to be studied by the consultant:

The following documents should be studied by the consultant:

- PSF Institutional and capacity assessment report.

The consultant will prepare a final report to cover the contents required by the mission TOR and agreed with UNDP during the specific design of the mission.

Reporting to UNDP Country Office:

The mission consultant will maintain in close contact with PSFW and will report to UNDP Saudi Arabia Country Office. Although the consultant should feel free to discuss any relevant matters with the PSFW in relation to her assignment, and is not authorised to make any commitment on behalf of UNDP or the Government.

Payment Schedule:

30% upon arrival to Khobar

20% upon certification by UNDP, submission of draft mission report and draft manual.

50% upon certification by UNDP of the mission final reports and manuals.

3. REQUIREMENTS FOR EXPERIENCE AND QUALIFICATIONS

The (Female) Individual Consultant should possess the following minimum qualifications:

I. Academic Qualifications:

- a) Advanced Degree in Gender, Development, Education, Human Rights and/or other relevant to the present assignment. Training Certification is a plus;
- b) Relevant experience in the field of SME's mentoring

II. Years of Experience:

- a) At least 8-10 years of experience working in institutional training and capacity building in the area of management and strategic planning;

III. Desirable Skills:

- Knowledge of learning methodology and capacity building experience within the development sector, including experience in areas such as capacity assessment, curricula development, course organization, training, and training impact evaluations;
- Expertise in individual Mentor and coaching
- Commitment to mentoring
- Proven ability to develop manuals and guidelines to institutionalize best practices in capacity building;
- Demonstrated ability to organize and facilitate stakeholder and focus group meetings;
- Ability to work effectively with a diverse team of people, as well as proven team building skills;
- Demonstrated working knowledge and training experience in the application of strategic planning to various sectors;
- Experience in needs assessment, strategy development, and content fitting to the specific needs tailored to assessment; and
- Demonstrated knowledge of skills in team building, facilitation, consensus building, networking and negotiations.

- Expertise in individual and institutional capacity building;
- Proven experience in building training curricula and manuals;
- Prior experience in similar technical assistance in areas related to SME's capacity development and women empowerment, preferably some with organizations like the UN/UNDP;
- Working experience in working in developing countries, in particular the Arab Region and/or the Arabian Gulf States;
- Understanding the Saudi Customs and Culture, a understanding PSFW culture and norms (a plus)
- Excellent communication and writing skills in Arabic and English.

4. DOCUMENTS TO BE INCLUDED WHEN SUBMITTING THE PROPOSALS.

Interested individual consultants must submit the following documents/information to demonstrate their qualifications:

(I). Technical Proposal:

- Proposal Submission Form** (Annex III).
- Explaining why** they are the most suitable for the work.
- Provide a brief **methodology** on how they will approach and conduct the work.
- Personal **CV** including past experience in **similar projects** and at least **3 references**.

(II). Financial Proposal (Annex IV).

5. FINANCIAL PROPOSAL

- **Lump sum contracts**

The financial proposal shall specify a total lump sum amount, and payment terms around specific and measurable (qualitative and quantitative) deliverables (i.e. whether payments fall in installments or upon completion of the entire contract).

Payments are based upon output, i.e. 100% of contract value will be paid upon delivery of the services specified in the TOR.

In order to assist the requesting unit in the comparison of financial proposals, the financial proposal shall include a breakdown of this lump sum amount (including travel, per diems, and number of anticipated working days). The financial proposal shall be presented using the enclosed format of (Annex IV).

Travel:

All envisaged travel costs must be included in the financial proposal. This includes all travel to join duty station/repatriation travel. In general, UNDP should not accept travel costs exceeding those of an economy class ticket. Should the IC wish to travel on a higher class he/she should do so using their own resources.

In the case of unforeseeable travel, payment of travel costs including tickets, lodging and terminal expense should be agreed upon, between the respective business unit and Individual Consultant, prior to travel and will be reimbursed.

6. EVALUATION

Individual consultants will be evaluated based on the following methodologies:

The award of the contract should be made to the individual consultant whose offer has been evaluated and determined as:

a) Responsive/Compliant/Acceptable, and

b) Having received the highest score out of a pre-determined set of weighted technical and financial criteria specific to the solicitation.

* Technical Criteria weight; [70%]

* Financial Criteria weight; [30%]

Only candidates obtaining a minimum technical score of 70% points would be considered for the Financial Evaluation.

Criteria	Weight	Max. Point
<u>Technical Competence</u>	70%	100
Specialized training in an area of Mentoring and Coaching capacity development.		50
Advanced Degree in Gender, Development, Education, Human Rights and/or other relevant for the assignment. Training Certification is a plus;		25
At least 8-10 years of experience working in institutional training and SME's mentoring capacity building		25
<u>Financial</u> (Lowest offer/Offer*100)	30%	100
<u>Total Score</u>	Technical Score * 0.7 + Financial Score * 0.3	

ANNEXS:

ANNEX I - TERMS OF REFERENCE (TORs)

ANNEX II - INDIVIDUAL CONSULTANT GENERAL TERMS AND CONDITIONS

ANNEX III - PROPOSAL SUBMISSION FORM

ANNEX IV - FINANCIAL PROPOSAL FORM

TERMS OF REFERENCES

MENTORING AND COACHING STRUCTURING AND TRAINING

Country: Al Khobar, Saudi Arabia

Description of the assignment: Mentoring and Coaching Structuring - Prince Sultan Fund
(Female Applicants Only)

Office Name: UNDP Saudi Arabia

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Specific focus on the Mentor Team, Liaison individuals/departments and centers, business protocol and etiquette. Adopting best practices regionally and internationally, within the parameters of cultural norms and values.

3. MENTORING AND COACHING TRAINING OBJECTIVES AND OUTCOMES

- Build and develop the criteria, characteristics and responsibilities of the mentor.
- Understand the difference between a Mentoring and coaching
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<p>Development of mentoring and coaching training.</p> <p>Develop a manual to be used by the management of the fund stating the steps to be followed by staff to follow up through full performance of mentoring and coaching terms of reference.</p> <p>Designing course materials and other documents such as handouts, manuals and exercises.</p>	One week home base

Ensuring the implementation of the mentoring and coaching training and activities for target group. Supporting and coaching learners using learning technologies to deliver skills, each within her field of expertise and experience (food, services, banking etc...)	5 days consultant and PSFW staff, Mentors and entrepreneurs
Evaluating the effectiveness of training program and learning outcomes, through on job assessment.	3 days consultant and PSFW staff

QUALIFICATIONS AND EXPERIENCE REQUIRED:

- Advanced university degree in a field of relevance to the present assignment
- At least 8-10 years of experience working in institutional training
- Understanding the Saudi Customs and Culture, a understanding PSFW culture and norms (a plus)
- Expertise in individual Mentor and coaching
- Excellent communication and writing skills in Arabic and English.
- Commitment to mentoring
- Relevant experience in the field of SME's mentoring.

Finalize the mission reports to cover the contents required by the mission TOR and agreed with UNDP during the specific design of the mission.

**GENERAL CONDITIONS OF
CONTRACT**

**FOR THE
INDIVIDUAL CONTRACTORS**

GENERAL CONDITIONS OF CONTRACT

FOR THE SERVICES OF INDIVIDUAL CONTRACTORS



1. LEGAL STATUS: The Individual contractor shall have the legal status of an independent contractor vis-à-vis the United Nations Development Programme (UNDP), and shall not be regarded, for any purposes, as being either a “staff member” of UNDP, under the UN’ Staff Regulations and Rules, or an “official” of UNDP, for purposes of the Convention on the Privileges and Immunities of the United Nations, adopted by the General Assembly of the United Nations on 13 February 1946. Accordingly, nothing within or relating to the Contract shall establish the relationship of employer and employee, or of principal and agent, between UNDP and the Individual contractor. The officials, representatives, employees or subcontractors of UNDP and of the Individual contractor, if any, shall not be considered in any respect as being the employees or agents of the other, and UNDP and the Individual contractor shall be solely responsible for all claims arising out of or relating to its engagement of such persons or entities.

2. STANDARDS OF CONDUCT: In General: The Individual contractor shall neither seek nor accept instructions from any authority external to UNDP in connection with the performance of its obligations under the Contract. Should any authority external to UNDP seek to impose any instructions on the Contract regarding the Individual contractor’s performance under the Contract, the Individual contractor shall promptly notify UNDP and shall provide all reasonable assistance required by UNDP. The Individual contractor shall not take any action in respect of its performance of the Contract or otherwise related to its obligations under the Contract that may adversely affect the interests of UNDP, and the Individual contractor shall perform its obligations under the Contract with the fullest regard to the interests of UNDP. The Individual contractor warrants that it has not and shall not offer any direct or indirect benefit arising from or related to the performance of the Contract or the award thereof to any representative, official, employee or other agent of UNDP. The Individual contractor shall comply with all laws, ordinances, rules and regulations bearing upon the performance of its obligations under the Contract. In the performance of the Contract the Individual contractor shall comply with the standards of conduct set in the Secretary General’s Bulletin ST/SGB/2002/9 of 18 June 2002, entitled “Regulations Governing the Status, Basic Rights and Duties of Officials other than Secretariat Officials, and Expert on Mission”. The individual contractor must comply with all Security Directives issued by UNDP. Failure to comply with such security directives is grounds for termination of the Contract for cause.

Prohibition of Sexual Exploitation and Abuse: In the performance of the Contract, the Individual contractor shall comply with the standards of conduct set forth in the Secretary-General’s bulletin ST/SGB/2003/13 of 9 October 2003, concerning “Special measures for protection from sexual exploitation and sexual abuse”. In particular, the Individual contractor shall not engage in any conduct that would constitute sexual exploitation or sexual abuse, as defined in that bulletin.

The Individual contractor acknowledges and agrees that any breach of any of the provisions hereof shall constitute a breach of an essential term of the Contract, and, in addition to any other legal rights or remedies available to any person, shall give rise to grounds for termination of the Contract. In addition, nothing herein shall limit the right of UNDP to refer any alleged breach of the foregoing standards of conduct to the relevant national authorities for appropriate legal action.

3. TITLE RIGHTS, COPYRIGHTS, PATENTS AND OTHER PROPRIETARY RIGHTS: Title to any equipment and supplies that may be furnished by UNDP to the Individual contractor for the performance of any obligations under the Contract shall rest with UNDP, and any such equipment shall be returned to UNDP at the conclusion of the Contract or when no longer needed by the Individual contractor. Such equipment, when returned to UNDP, shall be in the same condition as when delivered to the Individual contractor, subject to normal wear and tear, and the Individual contractor shall be liable to compensate UNDP for any damage or degradation of the equipment that is beyond normal wear and tear.

UNDP shall be entitled to all intellectual property and other proprietary rights, including, but not limited to, patents, copyrights and trademarks, with regard to products, processes, inventions, ideas, know-how or documents and other materials which the Individual contractor has developed for UNDP under the Contract and which bear a direct relation to or are produced or prepared or collected in consequence of, or during the course of, the performance of the Contract, and the Individual contractor acknowledges and agrees that such products, documents and other materials constitute works made for hire for UNDP. However, to the extent that any such intellectual property or other proprietary rights consist of any intellectual property or other proprietary rights of the Individual contractor: (a) that pre-existed the performance by the Individual

contractor of its obligations under the Contract, or (b) that the Individual contractor may develop or acquire, or may have developed or acquired, independently of the performance of its obligations under the Contract, UNDP does not and shall not claim any ownership interest thereto, and the Individual contractor grants to UNDP a perpetual licence to use such intellectual property or other proprietary right solely for the purposes of and in accordance with the requirements of the Contract. At the request of UNDP, the Individual contractor shall take all necessary steps, execute all necessary documents and generally assist in securing such proprietary rights and transferring or licensing them to UNDP in compliance with the requirements of the applicable law and of the Contract. Subject to the foregoing provisions, all maps, drawings, photographs, mosaics, plans, reports, estimates, recommendations, documents and all other data compiled by or received by the Individual contractor under the Contract shall be the property of UNDP, shall be made available for use or inspection by UNDP at reasonable times and in reasonable places, shall be treated as confidential and shall be delivered only to UNDP authorized officials on completion of work under the Contract

4. CONFIDENTIAL NATURE OF DOCUMENTS AND INFORMATION: Information and data that are considered proprietary by either UNDP or the Individual contractor or that are delivered or disclosed by one of them (“Discloser”) to the other (“Recipient”) during the course of performance of the Contract, and that are designated as confidential (“Information”), shall be held in confidence and shall be handled as follows. The Recipient of such Information shall use the same care and discretion to avoid disclosure, publication or dissemination of the Discloser’s Information as it uses with its own similar information that it does not wish to disclose, publish or disseminate, and the Recipient may otherwise use the Discloser’s Information solely for the purpose for which it was disclosed. The Recipient may disclose confidential Information to any other party with the Discloser’s prior written consent, as well as to the Recipient’s employees, officials, representatives and agents who have a need to know such confidential Information solely for purposes of performing obligations under the Contract. Subject to and without any waiver of the privileges and immunities of UNDP, the Individual contractor may disclose Information to the extent required by law, *provided that* the Individual contractor will give UNDP sufficient prior notice of a request for the disclosure of Information in order to allow UNDP to have a reasonable opportunity to take protective measures or such other action as may be appropriate before any such disclosure is made. UNDP may disclose Information to the extent as required pursuant to the Charter of the United Nations, resolutions or regulations of the General Assembly or its other governing bodies, or rules promulgated by the Secretary-General. The Recipient shall not be precluded from disclosing Information that is obtained by the Recipient from a third party without restriction, is disclosed by the Discloser to a third party without any obligation of confidentiality, is previously known by the Recipient, or at any time is developed by the Recipient completely independently of any disclosures hereunder. These obligations and restrictions of confidentiality shall be effective during the term of the Contract, including any extension thereof, and, unless otherwise provided in the Contract, shall remain effective following any termination of the Contract.

5. TRAVEL, MEDICAL CLEARANCE AND SERVICE INCURRED DEATH, INJURY OR ILLNESS: If the Individual contractor is required by UNDP to travel beyond commuting distance from the Individual contractor’s usual place of residence, and upon prior written agreement, such travel shall be at the expense of UNDP. Such travel shall be at economy care when by air.

UNDP may require the Individual contractor to submit a Statement of Good Health from a recognized physician prior to commencement of work in any offices or premises of UNDP or before engaging in any travel required by UNDP or connected with the performance of the Contract. The Individual contractor shall provide such a Statement of Good Health as soon as practicable following such request, and prior to engaging in any such travel, and the Individual contractor warrants the accuracy of any such Statement, including, but not limited to, confirmation that the Individual contractor has been fully informed regarding the requirements for inoculations for the country or countries to which travel may be authorized.

In the event of the death, injury or illness of the Individual contractor which is attributable to the performance of services on behalf of UNDP under the terms of the Contract while the Individual contractor is traveling at UNDP expense or is performing any services under the Contract in any offices or premises of UNDP, the Individual contractor or the Individual contractor’s dependants, as appropriate, shall be entitled to compensation equivalent to that provided under the UNDP insurance policy, available upon request.

6. PROHIBITION ON ASSIGNMENT; MODIFICATIONS: The Individual contractor may not assign, delegate, transfer, pledge or make any other disposition of the Contract, of any part thereof, or of any of the rights, claims or obligations under the Contract except with the prior written authorization of UNDP, and any attempt to do so shall be null and void. The terms or conditions of any supplemental undertakings, licences or other forms of Contract concerning any goods or services to be provided under the Contract shall not be valid and enforceable against UNDP nor in any way shall constitute an Contract by UNDP thereto, unless any such undertakings, licences or other forms of Contract are the subject of a valid written undertaking by UNDP. No modification or change in the Contract shall be valid and enforceable against UNDP unless provided by means of a valid written amendment to the Contract signed by the Individual contractor and an authorized official or appropriate contracting authority of UNDP.

7. SUBCONTRACTORS: In the event that the Individual contractor requires the services of subcontractors to perform any obligations under the Contract, the Individual contractor shall obtain the prior written approval of UNDP for any such subcontractors. UNDP may, in its sole discretion, reject any proposed subcontractor or require such subcontractor's removal without having to give any justification therefore, and such rejection shall not entitle the Individual contractor to claim any delays in the performance, or to assert any excuses for the non-performance, of any of its obligations under the Contract. The Individual contractor shall be solely responsible for all services and obligations performed by its subcontractors. The terms of any subcontract shall be subject to, and shall be construed in a manner that is fully in accordance with, all of the terms and conditions of the Contract.

8. USE OF NAME, EMBLEM OR OFFICIAL SEAL OF THE UNITED NATIONS: The Individual contractor shall not advertise or otherwise make public for purposes of commercial advantage or goodwill that it has a contractual relationship with UNDP, nor shall the Individual contractor, in any manner whatsoever, use the name, emblem or official seal of UNDP, or any abbreviation of the name of UNDP, in connection with its business or otherwise without the written permission of UNDP.

9. INDEMNIFICATION: The Individual contractor shall indemnify, defend, and hold and save harmless UNDP, and its officials, agents and employees, from and against all suits, proceedings, claims, demands, losses and liability of any kind or nature, including, but not limited to, all litigation costs and expenses, attorney's fees, settlement payments and damages, based on, arising from, or relating to: (a) allegations or claims that the use by UNDP of any patented device, any copyrighted material or any other goods or services provided to UNDP for its use under the terms of the Contract, in whole or in part, separately or in combination, constitutes an infringement of any patent, copyright, trademark or other intellectual property right of any third party; or (b) any acts or omissions of the Individual contractor, or of any subcontractor or anyone directly or indirectly employed by them in the performance of the Contract, which give rise to legal liability to anyone not a party to the Contract, including, without limitation, claims and liability in the nature of a claim for workers' compensation.

10. INSURANCE: The Individual contractor shall pay UNDP promptly for all loss, destruction or damage to the property of UNDP caused by the Individual contractor, or of any subcontractor, or anyone directly or indirectly employed by them in the performance of the Contract. The Individual contractor shall be solely responsible for taking out and for maintaining adequate insurance required to meet any of its obligations under the Contract, as well as for arranging, at the Individual contractor's sole expense, such life, health and other forms of insurance as the Individual contractor may consider to be appropriate to cover the period during which the Individual contractor provides services under the Contract. The Individual contractor acknowledges and agrees that none of the insurance arrangements the Individual contractor may make shall, in any way, be construed to limit the Individual contractor's liability arising under or relating to the Contract.

11. ENCUMBRANCES AND LIENS: The Individual contractor shall not cause or permit any lien, attachment or other encumbrance by any person to be placed on file or to remain on file in any public office or on file with UNDP against any monies due to the Individual contractor or to become due for any work done or against any goods supplied or materials furnished under the Contract, or by reason of any other claim or demand against the Individual contractor.

12. FORCE MAJEURE; OTHER CHANGES IN CONDITIONS: In the event of and as soon as possible after the occurrence of any cause constituting *force majeure*, the Individual contractor shall give notice and full particulars in writing to UNDP of such occurrence or cause if the Individual contractor is thereby rendered unable, wholly or in part, to perform its obligations and meet its responsibilities under the Contract. The Individual contractor shall also notify UNDP of any other changes in conditions or the occurrence of any event, which interferes or threatens to interfere with its performance of the Contract. Not more than fifteen (15) days following the provision of such notice of *force majeure* or other changes in conditions or occurrence, the Individual contractor shall also submit a statement to UNDP of estimated expenditures that will likely be

incurred for the duration of the change in conditions or the event. On receipt of the notice or notices required hereunder, UNDP shall take such action as it considers, in its sole discretion, to be appropriate or necessary in the circumstances, including the granting to the Individual contractor of a reasonable extension of time in which to perform any obligations under the Contract.

In the event of and as soon as possible after the occurrence of any cause constituting *force majeure*, the Individual contractor shall give notice and full particulars in writing to UNDP of such occurrence or cause if the Individual contractor is thereby rendered unable, wholly or in part, to perform its obligations and meet its responsibilities under the Contract. The Individual contractor shall also notify UNDP of any other changes in conditions or the occurrence of any event, which interferes or threatens to interfere with its performance of the Contract. Not more than fifteen (15) days following the provision of such notice of *force majeure* or other changes in conditions or occurrence, the Individual contractor shall also submit a statement to UNDP of estimated expenditures that will likely be incurred for the duration of the change in conditions or the event. On receipt of the notice or notices required hereunder, UNDP shall take such action as it considers, in its sole discretion, to be appropriate or necessary in the circumstances, including the granting to the Individual contractor of a reasonable extension of time in which to perform any obligations under the Contract.

Force majeure as used herein means any unforeseeable and irresistible act of nature, any act of war (whether declared or not), invasion, revolution, insurrection, or any other acts of a similar nature or force, *provided that* such acts arise from causes beyond the control and without the fault or negligence of the Individual contractor. The Individual contractor acknowledges and agrees that, with respect to any obligations under the Contract that the Individual contractor must perform in or for any areas in which UNDP is engaged in, preparing to engage in, or disengaging from any peacekeeping, humanitarian or similar operations, any delay or failure to perform such obligations arising from or relating to harsh conditions within such areas or to any incidents of civil unrest occurring in such areas shall not, in and of itself, constitute *force majeure* under the Contract.

13. TERMINATION: Either party may terminate the Contract, in whole or in part, upon giving written notice to the other party. The period of notice shall be five (5) days in the case of Contracts for a total period of less than two (2) months and fourteen (14) days in the case of contracts for a longer period. The initiation of conciliation or arbitral proceedings, as provided below, shall not be deemed to be a "cause" for or otherwise to be in itself a termination of the Contract. UNDP may, without prejudice to any other right or remedy available to it, terminate the Contract forthwith in the event that: (a) the Individual contractor is adjudged bankrupt, or is liquidated, or becomes insolvent, applies for moratorium or stay on any payment or repayment obligations, or applies to be declared insolvent; (b) the Individual contractor is granted a moratorium or a stay or is declared insolvent; the Individual contractor makes an assignment for the benefit of one or more of its creditors; (c) a Receiver is appointed on account of the insolvency of the Individual contractor; (d) the Individual contractor offers a settlement in lieu of bankruptcy or receivership; or (e) UNDP reasonably determines that the Individual contractor has become subject to a materially adverse change in its financial condition that threatens to endanger or otherwise substantially affect the ability of the Individual contractor to perform any of its obligations under the Contract.

In the event of any termination of the Contract, upon receipt of notice of termination by UNDP, the Individual contractor shall, except as may be directed by UNDP in the notice of termination or otherwise in writing: (a) take immediate steps to bring the performance of any obligations under the Contract to a close in a prompt and orderly manner, and in doing so, reduce expenses to a minimum; (b) refrain from undertaking any further or additional commitments under the Contract as of and following the date of receipt of such notice; (c) deliver all completed or partially completed plans, drawings, information and other property that, if the Contract had been completed, would be required to be furnished to UNDP thereunder; (d) complete performance of the work not terminated; and (e) take any other action that may be necessary, or that UNDP may direct in writing, for the protection and preservation of any property, whether tangible or intangible, related to the Contract that is in the possession of the Individual contractor and in which UNDP has or may be reasonably expected to acquire an interest.

In the event of any termination of the Contract, UNDP shall only be liable to pay the Individual contractor compensation on a pro rata basis for no more than the actual amount of work performed to the satisfaction of UNDP in accordance with the requirements of the Contract. Additional costs incurred by UNDP resulting from the termination of the Contract by the Individual contractor may be withheld from any amount otherwise due to the Individual contractor from UNDP.

14. NON-EXCLUSIVITY: UNDP shall have no obligation respecting, and no limitations on, its right to obtain goods of the same kind, quality and quantity, or to obtain any services of the kind described in the Contract, from any other source at any time.

15. TAXATION: Article II, section 7, of the Convention on the Privileges and Immunities of the United Nations provides, *inter alia*, that the United Nations,

including its subsidiary organs, is exempt from all direct taxes, except charges for public utility services, and is exempt from customs restrictions, duties and charges of a similar nature in respect of articles imported or exported for its official use. In the event any governmental authority refuses to recognize the exemptions of the United Nations from such taxes, restrictions, duties or charges, the Individual contractor shall immediately consult with UNDP to determine a mutually acceptable procedure. UNDP shall have no liability for taxes, duties or other similar charges payable by the Individual contractor in respect of any amounts paid to the Individual contractor under this Contract, and the Individual contractor acknowledges that UNDP will not issue any statements of earnings to the Individual contractor in respect of any such payments.

16. AUDITS AND INVESTIGATIONS:

Each invoice paid by UNDP shall be subject to a post-payment audit by auditors, whether internal or external, of UNDP or by other authorized and qualified agents of UNDP at any time during the term of the Contract and for a period of two (2) years following the expiration or prior termination of the Contract. UNDP shall be entitled to a refund from the Individual contractor for any amounts shown by such audits to have been paid by UNDP other than in accordance with the terms and conditions of the Contract.

The Individual contractor acknowledges and agrees that, from time to time, UNDP may conduct investigations relating to any aspect of the Contract or the award thereof, the obligations performed under the Contract, and the operations of the Individual contractor generally relating to performance of the Contract. The right of UNDP to conduct an investigation and the Individual contractor's obligation to comply with such an investigation shall not lapse upon expiration or prior termination of the Contract. The Individual contractor shall provide its full and timely cooperation with any such inspections, post-payment audits or investigations. Such cooperation shall include, but shall not be limited to, the Individual contractor's obligation to make available its personnel and any relevant documentation for such purposes at reasonable times and on reasonable conditions and to grant to UNDP access to the Individual contractor's premises at reasonable times and on reasonable conditions in connection with such access to the Individual contractor's personnel and relevant documentation. The Individual contractor shall require its agents, including, but not limited to, the Individual contractor's attorneys, accountants or other advisers, to reasonably cooperate with any inspections, post-payment audits or investigations carried out by UNDP hereunder.

17. SETTLEMENT OF DISPUTES:

AMICABLE SETTLEMENT: UNDP and the Individual contractor shall use their best efforts to amicably settle any dispute, controversy or claim arising out of the Contract or the breach, termination or invalidity thereof. Where the parties wish to seek such an amicable settlement through conciliation, the conciliation shall take place in accordance with the Conciliation Rules then obtaining of the United Nations Commission on International Trade Law ("UNCITRAL"), or according to such other procedure as may be agreed between the parties in writing.

ARBITRATION: Any dispute, controversy or claim between the parties arising out of the Contract, or the breach, termination, or invalidity thereof, unless settled amicably, as provided above, shall be referred by either of the parties to arbitration in accordance with the UNCITRAL Arbitration Rules then obtaining. The decisions of the arbitral tribunal shall be based on general principles of international commercial law. For all evidentiary questions, the arbitral tribunal shall be guided by the Supplementary Rules Governing the Presentation and Reception of Evidence in International Commercial Arbitration of the International Bar Association, 28 May 1983 edition. The arbitral tribunal shall be empowered to order the return or destruction of goods or any property, whether tangible or intangible, or of any confidential information provided under the Contract, order the termination of the Contract, or order that any other protective measures be taken with respect to the goods, services or any other property, whether tangible or intangible, or of any confidential information provided under the Contract, as appropriate, all in accordance with the authority of the arbitral tribunal pursuant to Article 26 ("Interim Measures of Protection") and Article 32 ("Form and Effect of the Award") of the UNCITRAL Arbitration Rules. The arbitral tribunal shall have no authority to award punitive damages. In addition, unless otherwise expressly provided in the Contract, the arbitral tribunal shall have no authority to award interest in excess of the London Inter-Bank Offered Rate ("LIBOR") then prevailing, and any such interest shall be simple interest only. The parties shall be bound by any arbitration award rendered as a result of such arbitration as the final adjudication of any such dispute, controversy or claim.

18. PRIVILEGES AND IMMUNITIES: Nothing in or relating to the Contract shall be deemed a waiver, express or implied, of any of the privileges and immunities of the United Nations, including its subsidiary organs.

PROPOSAL SUBMISSION FORM

Dear Sir / Madam,

Having examined the Solicitation Documents, the receipt of which is hereby duly acknowledged, we, the undersigned, offer to provide Professional Consulting services (MENTORING AND COACHING STRUCTURING AND TRAINING, Prince Sultan Fund - *Female Applicants Only*) for the sum as may be ascertained in accordance with the Price Schedule attached herewith and made part of this Proposal.

We undertake, if our Proposal is accepted, to commence and complete delivery of all services specified in the contract within the time frame stipulated.

We agree to abide by this Proposal for a period of 60 days from the date fixed for opening of

Proposals in the Invitation for Proposal, and it shall remain binding upon us and may be accepted at any time before the expiration of that period.

We understand that you are not bound to accept any Proposal you may receive.

Dated this day /month of year

Signature

(In the capacity of)

Duly authorized to sign Proposal for and on behalf of

FINANCIAL PROPOSAL FORM

The consultant is asked to prepare the Price Schedule as a separate document from the rest of the technical response.

All prices/rates quoted must be in **USD and exclusive of VAT and all taxes**, since UNDP is exempted from taxes.

The format shown below should be used in preparing the price schedule. The Price Schedule must provide a **separate breakdown of the Price Schedule lump sum** (including travel, per diems, and number of anticipated working days).

Price Schedule: MENTORING AND COACHING STRUCTURING AND TRAINING Prince Sultan Fund (<u>Female Applicants Only</u>) – SAU/IC-11/12		
Description of Activity		Lump Sum Price (USD)
1.	<p><u>14 Days on location consultant and PSFW staff:</u></p> <ul style="list-style-type: none"> • Determine the criteria and set the structure to be followed by all the assigned mentors and coaches • Project visits to existing and well reputed entrepreneurs to assist in primary selection. • Selection phase for potential coaches and mentors from actual entrepreneurs and staff the selected team. • Ensuring the implementation of the mentoring and coaching training and activities for target group. • Supporting and coaching learners using learning technologies to deliver skills, each within her field of expertise and experience (food, services, banking etc...). • Evaluating the effectiveness of training program and learning outcomes, through on job assessment. <p>* Includes Travel Expenses: (15 days DSA, TA and Return Economy Ticket)</p>	
2.	<p><u>5 Days Consultancy at Home:</u></p> <ul style="list-style-type: none"> • Develop and finalize reports and manuals. 	

* Travel Expenses including all travel to join duty station/repatriation travel. Travel costs exceeding those of an economy class ticket are not covered by UNDP.