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REQUEST FOR PROPOSAL

Design and Implement Customized Certification Course on “Managing Successful Programme (MSP)-Foundation level”

RFP No: **BPPS-2018/PAP-1515-Amendment 2**

Project: Development Impact Group-Programme Quality

Country: United States of America

Issued on: 17 December 2018

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SECTION 1. LETTER OF INVITATION

The United Nations Development Programme (UNDP) hereby invites you to submit a Proposal to this Request for Proposal (RFP) for the above-referenced subject.

This RFP includes the following documents and the General Terms and Conditions of Contract which is inserted in the Bid Data Sheet (BDS):

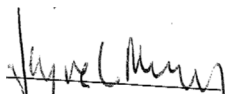
- Section 1: This Letter of Invitation
- Section 2: Instruction to Bidders
- Section 3: Bid Data Sheet (BDS)
- Section 4: Evaluation Criteria
- Section 5: Terms of Reference
- Section 6: Returnable Bidding Forms
 - o Form A: Technical Proposal Submission Form
 - o Form B: Bidder Information Form
 - o Form C: Joint Venture/Consortium/Association Information Form
 - o Form D: Qualification Form
 - o Form E: Format of Technical Proposal
 - o Form F: Financial Proposal Submission Form
 - o Form G: Financial Proposal Form
 - o Form H: Form of Proposal Security

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 Bid Data Sheet.

Please acknowledge receipt of this RFP by sending an email to bpps.procurement@undp.org, indicating whether you intend to submit a Proposal or otherwise. Should you require further clarifications, kindly communicate with the contact person/s identified in the attached Bid Data Sheet as the focal point for queries on this RFP.

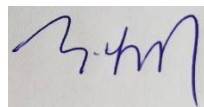
UNDP looks forward to receiving your Proposal and thank you in advance for your interest in UNDP procurement opportunities.

Issued by:



Name: Jessica Murray
Title: Programme Specialist
Date: December 4, 2018

Approved by:



Name: Karen Vardanyan
Title: Operations Advisor
Date: December 4, 2018

SECTION 2. INSTRUCTION TO BIDDERS

A. GENERAL PROVISIONS	
1. <i>Introduction</i>	<p>1.1 Bidders shall adhere to all the requirements of this RFP, including any amendments in writing by UNDP. This RFP is conducted in accordance with the UNDP Programme and Operations Policies and Procedures (POPP) on Contracts and Procurement which can be accessed at https://popp.undp.org/SitePages/POPPBSUnit.aspx?TermID=254a9f96-b883-476a-8ef8-e81f93a2b38d</p> <p>1.2 Any Proposal submitted will be regarded as an offer by the Bidder and does not constitute or imply the acceptance of the Proposal by UNDP. UNDP is under no obligation to award a contract to any Bidder as a result of this RFP.</p> <p>1.3 As part of the bid, it is desired that the Bidder registers at the United Nations Global Marketplace (UNGM) website (www.ungm.org). The Bidder may still submit a bid even if not registered with the UNGM. However, if the Bidder is selected for contract award, the Bidder must register on the UNGM prior to contract signature.</p>
2. <i>Fraud & Corruption, Gifts and Hospitality</i>	<p>UNDP strictly enforces a policy of zero tolerance on proscribed practices, including fraud, corruption, collusion, unethical or unprofessional practices, and obstruction of UNDP vendors and requires all bidders/vendors observe the highest standard of ethics during the procurement process and contract implementation. UNDP's Anti-Fraud Policy can be found at http://www.undp.org/content/undp/en/home/operations/accountability/audit/office_of_audit_andinvestigation.html#anti</p> <p>2.1 Bidders/vendors shall not offer gifts or hospitality of any kind to UNDP staff members including recreational trips to sporting or cultural events, theme parks or offers of holidays, transportation, or invitations to extravagant lunches or dinners.</p> <p>2.2 In pursuance of this policy, UNDP (a) Shall reject a proposal if it determines that the selected bidder has engaged in any corrupt or fraudulent practices in competing for the contract in question; (b) Shall declare a vendor ineligible, either indefinitely or for a stated period of time, to be awarded a contract if at any time it determines that the vendor has engaged in any corrupt or fraudulent practices in competing for, or in executing a UNDP contract.</p> <p>2.3 All Bidders must adhere to the UN Supplier Code of Conduct, which may be found at http://www.un.org/depts/ptd/pdf/conduct_english.pdf</p>
3. <i>Eligibility</i>	<p>3.1 A vendor should not be suspended, debarred, or otherwise identified as ineligible by any UN Organization or the World Bank Group or any other international Organization. Vendors are therefore required to disclose to UNDP whether they are subject to any sanction or temporary suspension imposed by these organizations.</p> <p>3.2 It is the Bidder's responsibility to ensure that its employees, joint venture members, sub-contractors, service providers, suppliers and/or their employees meet the eligibility requirements as established by UNDP.</p>
4. <i>Conflict of Interests</i>	<p>4.1 Bidders must strictly avoid conflicts with other assignments or their own interests, and act without consideration for future work. Bidders found to have a conflict of interest shall be disqualified. Without limitation on the generality of the above, Bidders, and any of their affiliates, shall be considered to have a conflict of interest with one or more parties in this solicitation process, if they:</p> <p>a) Are or have been associated in the past, with a firm or any of its affiliates which have been engaged by UNDP to provide services for the preparation of the design, specifications, Terms of Reference, cost analysis/estimation,</p>

	<p>and other documents to be used for the procurement of the goods and services in this selection process;</p> <p>b) Were involved in the preparation and/or design of the programme/project related to the services requested under this RFP; or</p> <p>c) Are found to be in conflict for any other reason, as may be established by, or at the discretion of UNDP.</p> <p>4.2 In the event of any uncertainty in the interpretation of a potential conflict of interest, Bidders must disclose to UNDP, and seek UNDP's confirmation on whether or not such a conflict exists.</p> <p>4.3 Similarly, the Bidders must disclose in their proposal their knowledge of the following:</p> <p>a) If the owners, part-owners, officers, directors, controlling shareholders, of the bidding entity or key personnel are family members of UNDP staff involved in the procurement functions and/or the Government of the country or any Implementing Partner receiving services under this RFP; and</p> <p>b) All other circumstances that could potentially lead to actual or perceived conflict of interest, collusion or unfair competition practices.</p> <p>Failure to disclose such an information may result in the rejection of the proposal or proposals affected by the non-disclosure.</p> <p>4.4 The eligibility of Bidders that are wholly or partly owned by the Government shall be subject to UNDP's further evaluation and review of various factors such as being registered, operated and managed as an independent business entity, the extent of Government ownership/share, receipt of subsidies, mandate and access to information in relation to this RFP, among others. Conditions that may lead to undue advantage against other Bidders may result in the eventual rejection of the Proposal.</p>
B. PREPARATION OF PROPOSALS	
5. <i>General Considerations</i>	<p>5.1 In preparing the Proposal, the Bidder is expected to examine the RFP in detail. Material deficiencies in providing the information requested in the RFP may result in rejection of the Proposal.</p> <p>5.2 The Bidder will not be permitted to take advantage of any errors or omissions in the RFP. Should such errors or omissions be discovered, the Bidder must notify the UNDP</p>
6. <i>Cost of Preparation of Proposal</i>	6.1 The Bidder shall bear any and all costs related to the preparation and/or submission of the Proposal, regardless of whether its Proposal was selected or not. UNDP shall not be responsible or liable for those costs, regardless of the conduct or outcome of the procurement process.
7. <i>Language</i>	7.1 The Proposal, as well as any and all related correspondence exchanged by the Bidder and UNDP, shall be written in the language (s) specified in the BDS.
8. <i>Documents Comprising the Proposal</i>	<p>8.1 The Proposal shall comprise of the following documents:</p> <p>a) Documents Establishing the Eligibility and Qualifications of the Bidder;</p> <p>b) Technical Proposal;</p> <p>c) Financial Proposal;</p> <p>d) Proposal Security, if required by BDS;</p> <p>e) Any attachments and/or appendices to the Proposal.</p>
9. <i>Documents Establishing the Eligibility and Qualifications of the Bidder</i>	The Bidder shall furnish documentary evidence of its status as an eligible and qualified vendor, using the Forms provided under Section 6 and providing documents required in those forms. In order to award a contract to a Bidder, its qualifications must be documented to UNDP's satisfaction.
10. <i>Technical Proposal Format and Content</i>	10.1 The Bidder is required to submit a Technical Proposal using the Standard Forms and templates provided in Section 6 of the RFP.

	<p>10.2 The Technical Proposal shall not include any price or financial information. A Technical Proposal containing material financial information may be declared non-responsive.</p> <p>10.3 Samples of items, when required as per Section 5, shall be provided within the time specified and unless otherwise specified by UNDP, and at no expense to UNDP</p> <p>10.4 When applicable and required as per Section 5, the Bidder shall describe the necessary training programme available for the maintenance and operation of the services and/or equipment offered as well as the cost to the UNDP. Unless otherwise specified, such training as well as training materials shall be provided in the language of the Bid as specified in the BDS.</p>
<i>11. Financial Proposals</i>	<p>11.1 The Financial Proposal shall be prepared using the Standard Form provided in Section 6 of the RFP. It shall list all major cost components associated with the services, and the detailed breakdown of such costs.</p> <p>11.2 Any output and activities described in the Technical Proposal but not priced in the Financial Proposal, shall be assumed to be included in the prices of other activities or items, as well as in the final total price.</p> <p>11.3 Prices and other financial information must not be disclosed in any other place except in the financial proposal.</p>
<i>12. Proposal Security</i>	<p>12.1 A Proposal Security, if required by BDS, shall be provided in the amount and form indicated in the BDS. The Proposal Security shall be valid up to thirty (30) days after the final date of validity of the Proposal.</p> <p>12.2 The Proposal Security shall be included along with the Technical Proposal. If Proposal Security is required by the RFP but is not found along with the Technical Proposal, the Proposal shall be rejected.</p> <p>12.3 If the Proposal Security amount or its validity period is found to be less than what is required by UNDP, UNDP shall reject the Proposal.</p> <p>12.4 In the event an electronic submission is allowed in the BDS, Bidders shall include a copy of the Proposal Security in their proposal and the original of the Proposal Security must be sent via courier or hand delivery as per the instructions in BDS.</p> <p>12.5 The Proposal Security may be forfeited by UNDP, and the Proposal rejected, in the event of any one or combination, of the following conditions:</p> <ul style="list-style-type: none"> a) If the Bidder withdraws its offer during the period of the Proposal Validity specified in the BDS, or; b) In the event that the successful Bidder fails: <ul style="list-style-type: none"> to sign the Contract after UNDP has issued an award; or to furnish the Performance Security, insurances, or other documents that UNDP may require as a condition precedent to the effectivity of the contract that may be awarded to the Bidder.
<i>13. Currencies</i>	<p>13.1 All prices shall be quoted in the currency or currencies indicated in the BDS. Where Proposals are quoted in different currencies, for the purposes of comparison of all Proposals:</p> <ul style="list-style-type: none"> a) UNDP will convert the currency quoted in the Proposal into the UNDP preferred currency, in accordance with the prevailing UN operational rate of exchange on the last day of submission of Proposals; and b) In the event that UNDP selects a proposal for award that is quoted in a currency different from the preferred currency in the BDS, UNDP shall reserve the right to award the contract in the currency of UNDP's preference, using the conversion method specified above.
<i>14. Joint Venture, Consortium or</i>	<p>14.1 If the Bidder is a group of legal entities that will form or have formed a Joint Venture (JV), Consortium or Association for the Proposal, they shall confirm in</p>

<p><i>Association</i></p>	<p>their Proposal that : (i) they have designated one party to act as a lead entity, duly vested with authority to legally bind the members of the JV, Consortium or Association jointly and severally, which shall be evidenced by a duly notarized Agreement among the legal entities, and submitted with the Proposal; and (ii) if they are awarded the contract, the contract shall be entered into, by and between UNDP and the designated lead entity, who shall be acting for and on behalf of all the member entities comprising the joint venture.</p> <p>14.2 After the Deadline for Submission of Proposal, the lead entity identified to represent the JV, Consortium or Association shall not be altered without the prior written consent of UNDP.</p> <p>14.3 The lead entity and the member entities of the JV, Consortium or Association shall abide by the provisions of Clause 9 herein in respect of submitting only one proposal.</p> <p>14.4 The description of the organization of the JV, Consortium or Association must clearly define the expected role of each of the entity in the joint venture in delivering the requirements of the RFP, both in the Proposal and the JV, Consortium or Association Agreement. All entities that comprise the JV, Consortium or Association shall be subject to the eligibility and qualification assessment by UNDP.</p> <p>14.5 A JV, Consortium or Association in presenting its track record and experience should clearly differentiate between:</p> <ul style="list-style-type: none"> a) Those that were undertaken together by the JV, Consortium or Association; and b) Those that were undertaken by the individual entities of the JV, Consortium or Association. <p>14.6 Previous contracts completed by individual experts working privately but who are permanently or were temporarily associated with any of the member firms cannot be claimed as the experience of the JV, Consortium or Association or those of its members, but should only be claimed by the individual experts themselves in their presentation of their individual credentials.</p> <p>14.7 JV, Consortium or Associations are encouraged for high value, multi-sectoral requirements when the spectrum of expertise and resources required may not be available within one firm.</p>
<p><i>15. Only One Proposal</i></p>	<p>15.1 The Bidder (including the individual members of any Joint Venture) shall submit only one Proposal, either in its own name or as part of a Joint Venture.</p> <p>15.2 Proposals submitted by two (2) or more Bidders shall all be rejected if they are found to have any of the following:</p> <ul style="list-style-type: none"> a) they have at least one controlling partner, director or shareholder in common; or b) any one of them receive or have received any direct or indirect subsidy from the other/s; or c) they have the same legal representative for purposes of this RFP; or d) they have a relationship with each other, directly or through common third parties, that puts them in a position to have access to information about, or influence on the Proposal of, another Bidder regarding this RFP process; e) they are subcontractors to each other's Proposal, or a subcontractor to one Proposal also submits another Proposal under its name as lead Bidder; or f) some key personnel proposed to be in the team of one Bidder participates in more than one Proposal received for this RFP process. This condition relating to the personnel, does not apply to subcontractors being included in more than one Proposal.
<p><i>16. Proposal Validity Period</i></p>	<p>16.1 Proposals shall remain valid for the period specified in the BDS, commencing on the Deadline for Submission of Proposals. A Proposal valid for a shorter period</p>

	<p>may be rejected by UNDP and rendered non-responsive.</p> <p>16.2 During the Proposal validity period, the Bidder shall maintain its original Proposal without any change, including the availability of the Key Personnel, the proposed rates and the total price.</p>
<i>17. Extension of Proposal Validity Period</i>	<p>17.1 In exceptional circumstances, prior to the expiration of the proposal validity period, UNDP may request Bidders to extend the period of validity of their Proposals. The request and the responses shall be made in writing, and shall be considered integral to the Proposal.</p> <p>17.2 If the Bidder agrees to extend the validity of its Proposal, it shall be done without any change in the original Proposal.</p> <p>17.3 The Bidder has the right to refuse to extend the validity of its Proposal, and in which case, such Proposal will not be further evaluated.</p>
<i>18. Clarification of Proposal</i>	<p>18.1 Bidders may request clarifications on any of the RFP documents no later than the date indicated in the BDS. Any request for clarification must be sent in writing in the manner indicated in the BDS. If inquiries are sent other than specified channel, even if they are sent to a UNDP staff member, UNDP shall have no obligation to respond or confirm that the query was officially received.</p> <p>18.2 UNDP will provide the responses to clarifications through the method specified in the BDS.</p> <p>18.3 UNDP shall endeavor to provide responses to clarifications in an expeditious manner, but any delay in such response shall not cause an obligation on the part of UNDP to extend the submission date of the Proposals, unless UNDP deems that such an extension is justified and necessary.</p>
<i>19. Amendment of Proposals</i>	<p>19.1 At any time prior to the deadline of Proposal submission, UNDP may for any reason, such as in response to a clarification requested by a Bidder, modify the RFP in the form of an amendment to the RFP. Amendments will be made available to all prospective bidders.</p> <p>19.2 If the amendment is substantial, UNDP may extend the Deadline for submission of proposal to give the Bidders reasonable time to incorporate the amendment into their Proposals.</p>
<i>20. Alternative Proposals</i>	<p>20.1 Unless otherwise specified in the BDS, alternative proposals shall not be considered. If submission of alternative proposal is allowed by BDS, a Bidder may submit an alternative proposal, but only if it also submits a proposal conforming to the RFP requirements. UNDP shall only consider the alternative proposal offered by the Bidder whose conforming proposal ranked the highest as per the specified evaluation method. Where the conditions for its acceptance are met, or justifications are clearly established, UNDP reserves the right to award a contract based on an alternative proposal.</p> <p>20.2 If multiple/alternative proposals are being submitted, they must be clearly marked as "Main Proposal" and "Alternative Proposal"</p>
<i>21. Pre-Bid Conference</i>	<p>21.1 When appropriate, a Bidder's conference will be conducted at the date, time and location specified in the BDS. All Bidders are encouraged to attend. Non-attendance, however, shall not result in disqualification of an interested Bidder. Minutes of the Bidder's conference will be disseminated on the procurement website and shared by email or on the e-Tendering platform as specified in the BDS. No verbal statement made during the conference shall modify the terms and conditions of the RFP, unless specifically incorporated in the Minutes of the Bidder's Conference or issued/posted as an amendment to RFP.</p>

C. SUBMISSION AND OPENING OF PROPOSALS

22. Submission	<p>22.1 The Bidder shall submit a duly signed and complete Proposal comprising the documents and forms in accordance with the requirements in the BDS. The submission shall be in the manner specified in the BDS.</p> <p>22.2 The Proposal shall be signed by the Bidder or person(s) duly authorized to commit the Bidder. The authorization shall be communicated through a document evidencing such authorization issued by the legal representative of the bidding entity, or a Power of Attorney, accompanying the Proposal.</p> <p>22.3 Bidders must be aware that the mere act of submission of a Proposal, in and of itself, implies that the Bidder fully accepts the UNDP General Contract Terms and Conditions.</p>
Hard copy (manual) submission	<p>22.4 Hard copy (manual) submission by courier or hand delivery allowed or specified in the BDS shall be governed as follows:</p> <ul style="list-style-type: none"> a) The signed Proposal shall be marked "Original", and its copies marked "Copy" as appropriate. The number of copies is indicated in the BDS. All copies shall be made from the signed original only. If there are discrepancies between the original and the copies, the original shall prevail. b) The Technical Proposal and the Financial Proposal envelopes MUST BE COMPLETELY SEPARATE and each of them must be submitted sealed individually and clearly marked on the outside as either "TECHNICAL PROPOSAL" or "FINANCIAL PROPOSAL", as appropriate. Each envelope SHALL clearly indicate the name of the Bidder. The outer envelopes shall: <ul style="list-style-type: none"> i. Bear the name and address of the bidder; ii. Be addressed to UNDP as specified in the BDS iii. Bear a warning that states <i>"Not to be opened before the time and date for proposal opening"</i> as specified in the BDS. <p>If the envelopes and packages with the Proposal are not sealed and marked as required, UNDP shall assume no responsibility for the misplacement, loss, or premature opening of the Proposal.</p>
Email Submission	<p>22.5 Email submission, if allowed or specified in the BDS, shall be governed as follows:</p> <ul style="list-style-type: none"> a) Electronic files that form part of the proposal must be in accordance with the format and requirements indicated in BDS; b) The Technical Proposal and the Financial Proposal files MUST BE COMPLETELY SEPARATE. The financial proposal shall be encrypted with different passwords and clearly labelled. The files must be sent to the dedicated email address specified in the BDS. c) The password for opening the Financial Proposal should be provided only upon request of UNDP. UNDP will request password only from bidders whose Technical Proposal has been found to be technically responsive. Failure to provide correct password may result in the proposal being rejected.
23. Deadline for Submission of Proposals and Late Proposals	<p>23.1 Complete Proposals must be received by UNDP in the manner, and no later than the date and time, specified in the BDS. UNDP shall only recognize the date and time that the bid was received by UNDP</p> <p>23.2 UNDP shall not consider any Proposal that is submitted after the deadline for the submission of Proposals.</p>

<p>24. <i>Withdrawal, Substitution, and Modification of Proposals</i></p>	<p>24.1 A Bidder may withdraw, substitute or modify its Proposal after it has been submitted at any time prior to the deadline for submission.</p> <p>24.2 Manual and Email submissions: A bidder may withdraw, substitute or modify its Proposal by sending a written notice to UNDP, duly signed by an authorized representative, and shall include a copy of the authorization (or a Power of Attorney). The corresponding substitution or modification of the Proposal, if any, must accompany the respective written notice. All notices must be submitted in the same manner as specified for submission of proposals, by clearly marking them as "WITHDRAWAL," "SUBSTITUTION," or "MODIFICATION"</p> <p>24.3 eTendering: Not Applicable</p> <p>24.4 Proposals requested to be withdrawn shall be returned unopened to the Bidders (only for manual submissions), except if the bid is withdrawn after the bid has been opened</p>
<p>25. <i>Proposal Opening</i></p>	<p>25.1 There is no public bid opening for RFPs. UNDP shall open the Proposals in the presence of an ad-hoc committee formed by UNDP, consisting of at least two (2) members.</p>
<p>D. EVALUATION OF PROPOSALS</p>	
<p>26. <i>Confidentiality</i></p>	<p>26.1 Information relating to the examination, evaluation, and comparison of Proposals, and the recommendation of contract award, shall not be disclosed to Bidders or any other persons not officially concerned with such process, even after publication of the contract award.</p> <p>26.2 Any effort by a Bidder or anyone on behalf of the Bidder to influence UNDP in the examination, evaluation and comparison of the Proposals or contract award decisions may, at UNDP's decision, result in the rejection of its Proposal and may be subject to the application of prevailing UNDP's vendor sanctions procedures.</p>
<p>27. <i>Evaluation of Proposals</i></p>	<p>27.1 The Bidder is not permitted to alter or modify its Proposal in any way after the proposal submission deadline except as permitted under Clause 24 of this RFP. UNDP will conduct the evaluation solely on the basis of the submitted Technical and Financial Proposals.</p> <p>27.2 Evaluation of proposals is made of the following steps:</p> <ol style="list-style-type: none"> Preliminary Examination Minimum Eligibility and Qualification (if pre-qualification is not done) Evaluation of Technical Proposals Evaluation of Financial Proposals
<p>28. <i>Preliminary Examination</i></p>	<p>28.1 UNDP shall examine the Proposals to determine whether they are complete with respect to minimum documentary requirements, whether the documents have been properly signed, and whether the Proposals are generally in order, among other indicators that may be used at this stage. UNDP reserves the right to reject any Proposal at this stage.</p>
<p>29. <i>Evaluation of Eligibility and Qualification</i></p>	<p>29.1 Eligibility and Qualification of the Bidder will be evaluated against the Minimum Eligibility/Qualification requirements specified in the Section 4 (Evaluation Criteria).</p> <p>29.2 In general terms, vendors that meet the following criteria may be considered qualified:</p> <ol style="list-style-type: none"> They are not included in the UN Security Council 1267/1989 Committee's list of terrorists and terrorist financiers, and in UNDP's ineligible vendors' list; They have a good financial standing and have access to adequate financial resources to perform the contract and all existing commercial commitments, They have the necessary similar experience, technical expertise, production capacity where applicable, quality certifications, quality assurance procedures and other resources applicable to the provision of the services

	<p>required;</p> <p>d) They are able to comply fully with UNDP General Terms and Conditions of Contract;</p> <p>e) They do not have a consistent history of court/arbitral award decisions against the Bidder; and</p> <p>f) They have a record of timely and satisfactory performance with their clients.</p>
30. <i>Evaluation of Technical and Financial Proposals</i>	<p>30.1 The evaluation team shall review and evaluate the Technical Proposals on the basis of their responsiveness to the Terms of Reference and other RFP documents, applying the evaluation criteria, sub-criteria, and point system specified in the Section 4 (Evaluation Criteria). A Proposal shall be rendered non-responsive at the technical evaluation stage if it fails to achieve the minimum technical score indicated in the BDS. When necessary and if stated in the BDS, UNDP may invite technically responsive bidders for a presentation related to their technical proposals. The conditions for the presentation shall be provided in the bid document where required.</p> <p>30.2 In the second stage, only the Financial Proposals of those Bidders who achieve the minimum technical score will be opened for evaluation. The Financial Proposals corresponding to Technical Proposals that were rendered non-responsive shall remain unopened, and, in the case of manual submission, be returned to the Bidder unopened. For emailed Proposals and e-tendering submissions, UNDP will not request for the password of the Financial Proposals of bidders whose Technical Proposal were found not responsive.</p> <p>30.3 The evaluation method that applies for this RFP shall be as indicated in the BDS, which may be either of two (2) possible methods, as follows: (a) the lowest priced method which selects the lowest evaluated financial proposal of the technically responsive Bidders; or (b) the combined scoring method which will be based on a combination of the technical and financial score.</p> <p>30.4 When the BDS specifies a combined scoring method, the formula for the rating of the Proposals will be as follows:</p> <div style="border: 1px solid black; padding: 10px; margin-top: 10px;"> <p><u>Rating the Technical Proposal (TP):</u></p> $\text{TP Rating} = (\text{Total Score Obtained by the Offer} / \text{Max. Obtainable Score for TP}) \times 100$ <p><u>Rating the Financial Proposal (FP):</u></p> $\text{FP Rating} = (\text{Lowest Priced Offer} / \text{Price of the Offer Being Reviewed}) \times 100$ <p><u>Total Combined Score:</u></p> $\text{Combined Score} = (\text{TP Rating}) \times (\text{Weight of TP, e.g. 70\%}) + (\text{FP Rating}) \times (\text{Weight of FP, e.g., 30\%})$ </div>
31. <i>Due Diligence</i>	<p>31.1 UNDP reserves the right to undertake a due diligence exercise, also called post qualification, aimed at determining to its satisfaction, the validity of the information provided by the Bidder. Such exercise shall be fully documented and may include, but need not be limited to, all or any combination of the following:</p> <p>a) Verification of accuracy, correctness and authenticity of information provided by the Bidder;</p> <p>b) Validation of extent of compliance to the RFP requirements and evaluation criteria based on what has so far been found by the evaluation team;</p> <p>c) Inquiry and reference checking with Government entities with jurisdiction on the Bidder, or with previous clients, or any other entity that may have done business with the Bidder;</p> <p>d) Inquiry and reference checking with previous clients on the performance on on-going or contracts completed, including physical inspections of previous works, as necessary;</p>

	<ul style="list-style-type: none"> e) Physical inspection of the Bidder's offices, branches or other places where business transpires, with or without notice to the Bidder; f) Other means that UNDP may deem appropriate, at any stage within the selection process, prior to awarding the contract.
<i>32. Clarification of Proposals</i>	<p>32.1 To assist in the examination, evaluation and comparison of Proposals, UNDP may, at its discretion, ask any Bidder for a clarification of its Proposal.</p> <p>32.2 UNDP's request for clarification and the response shall be in writing and no change in the prices or substance of the Proposal shall be sought, offered, or permitted, except to provide clarification, and confirm the correction of any arithmetic errors discovered by UNDP in the evaluation of the Proposals, in accordance with RFP.</p> <p>32.3 Any unsolicited clarification submitted by a Bidder in respect to its Proposal, which is not a response to a request by UNDP, shall not be considered during the review and evaluation of the Proposals.</p>
<i>33. Responsiveness of Proposal</i>	<p>33.1 UNDP's determination of a Proposal's responsiveness will be based on the contents of the Proposal itself. A substantially responsive Proposal is one that conforms to all the terms, conditions, TOR and other requirements of the RFP without material deviation, reservation, or omission.</p> <p>33.2 If a Proposal is not substantially responsive, it shall be rejected by UNDP and may not subsequently be made responsive by the Bidder by correction of the material deviation, reservation, or omission.</p>
<i>34. Nonconformities, Repairable Errors and Omissions</i>	<p>34.1 Provided that a Proposal is substantially responsive, UNDP may waive any non-conformities or omissions in the Proposal that, in the opinion of UNDP, do not constitute a material deviation.</p> <p>34.2 UNDP may request the Bidder to submit the necessary information or documentation, within a reasonable period of time, to rectify nonmaterial nonconformities or omissions in the Proposal related to documentation requirements. Such omission shall not be related to any aspect of the price of the Proposal. Failure of the Bidder to comply with the request may result in the rejection of its Proposal.</p> <p>34.3 For Financial Proposal that has been opened, UNDP shall check and correct arithmetical errors as follows:</p> <ul style="list-style-type: none"> a) if there is a discrepancy between the unit price and the line item total that is obtained by multiplying the unit price by the quantity, the unit price shall prevail and the line item total shall be corrected, unless in the opinion of UNDP there is an obvious misplacement of the decimal point in the unit price; in which case the line item total as quoted shall govern and the unit price shall be corrected; b) if there is an error in a total corresponding to the addition or subtraction of subtotals, the subtotals shall prevail and the total shall be corrected; and c) if there is a discrepancy between words and figures, the amount in words shall prevail, unless the amount expressed in words is related to an arithmetic error, in which case the amount in figures shall prevail. <p>34.4 If the Bidder does not accept the correction of errors made by UNDP, its Proposal shall be rejected.</p>
E. AWARD OF CONTRACT	
<i>35. Right to Accept, Reject, Any or All Proposals</i>	<p>35.1 UNDP reserves the right to accept or reject any Proposal, to render any or all of the Proposals as non-responsive, and to reject all Proposals at any time prior to award of contract, without incurring any liability, or obligation to inform the affected Bidder(s) of the grounds for UNDP's action. UNDP shall not be obliged to award the contract to the lowest priced offer.</p>
<i>36. Award Criteria</i>	<p>36.1 Prior to expiration of the proposal validity, UNDP shall award the contract to the</p>

	qualified Bidder based on the award criteria indicated in the BDS.
37. <i>Debriefing</i>	37.1 In the event that a Bidder is unsuccessful, the Bidder may request a debriefing from UNDP. The purpose of the debriefing is to discuss the strengths and weaknesses of the Bidder's submission, in order to assist the Bidder in improving its future proposals for UNDP procurement opportunities. The content of other proposals and how they compare to the Bidder's submission shall not be discussed.
38. <i>Right to Vary Requirements at the Time of Award</i>	38.1 At the time of award of Contract, UNDP reserves the right to vary the quantity of services and/or goods, by up to a maximum twenty-five per cent (25%) of the total offer, without any change in the unit price or other terms and conditions.
39. <i>Contract Signature</i>	39.1 Within fifteen (15) days from the date of receipt of the Contract, the successful Bidder shall sign and date the Contract and return it to UNDP. Failure to do so may constitute sufficient grounds for the annulment of the award, and forfeiture of the Proposal Security, if any, and on which event, UNDP may award the Contract to the Second Ranked Bidder or call for new Proposals.
40. <i>Contract Type and General Terms and Conditions</i>	40.1 The types of Contract to be signed and the applicable UNDP Contract General Terms and Conditions, as specified in BDS, can be accessed at http://www.undp.org/content/undp/en/home/procurement/business/how-we-buy.html
41. <i>Performance Security</i>	41.1 40.1 A performance security, if required in BDS, shall be provided in the amount specified in BDS and form available at https://popp.undp.org/_layouts/15/WopiFrame.aspx?sourcedoc=/UNDP_POPP_DOCUMENT_LIBRARY/Public/PSU_Solicitation_Performance%20Guarantee%20Form.docx&action=default within fifteen (15) days of the contract signature by both parties. Where a performance security is required, the receipt of the performance security by UNDP shall be a condition for rendering the contract effective.
42. <i>Bank Guarantee for Advanced Payment</i>	42.1 Except when the interests of UNDP so require, it is UNDP's preference to make no advance payment(s) (i.e., payments without having received any outputs). If an advance payment is allowed as per BDS, and exceeds 20% of the total contract price, or USD 30,000, whichever is less, the Bidder shall submit a Bank Guarantee in the full amount of the advance payment in the form available at https://popp.undp.org/_layouts/15/WopiFrame.aspx?sourcedoc=/UNDP_POPP_DOCUMENT_LIBRARY/Public/PSU_Contract%20Management%20Payment%20and%20Taxes_Advanced%20Payment%20Guarantee%20Form.docx&action=default
43. <i>Liquidated Damages</i>	43.1 If specified in BDS, UNDP shall apply Liquidated Damages resulting from the Contractor's delays or breach of its obligations as per the Contract.
44. <i>Payment Provisions</i>	44.1 Payment will be made only upon UNDP's acceptance of the work performed. The terms of payment shall be within thirty (30) days, after receipt of invoice and certification of acceptance of work issued by the proper authority in UNDP with direct supervision of the Contractor. Payment will be effected by bank transfer in the currency of contract.
45. <i>Vendor Protest</i>	45.1 UNDP's vendor protest procedure provides an opportunity for appeal to those persons or firms not awarded a contract through a competitive procurement process. In the event that a Bidder believes that it was not treated fairly, the following link provides further details regarding UNDP vendor protest procedures: http://www.undp.org/content/undp/en/home/operations/procurement/business/protest-and-sanctions.html
46. <i>Other Provisions</i>	46.1 In the event that the Bidder offers a lower price to the host Government (e.g. General Services Administration (GSA) of the federal government of the United

	<p>States of America) for similar services, UNDP shall be entitled to same lower price. The UNDP General Terms and Conditions shall have precedence.</p> <p>46.2 UNDP is entitled to receive the same pricing offered by the same Contractor in contracts with the United Nations and/or its Agencies. The UNDP General Terms and Conditions shall have precedence.</p> <p>46.3 The United Nations has established restrictions on employment of (former) UN staff who have been involved in the procurement process as per bulletin ST/SGB/2006/15 http://www.un.org/en/ga/search/view_doc.asp?symbol=ST/SGB/2006/15&referer</p>
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SECTION 3. BID DATA SHEET

The following data for the services to be procured shall complement, supplement, or amend the provisions in the Request for Proposals. In the case of a conflict between the Instructions to Bidders, the Data Sheet, and other annexes or references attached to the Data Sheet, the provisions in the Data Sheet shall prevail.

BDS No.	Ref. to Section.2	Data	Specific Instructions / Requirements								
1	7	Language of the Proposal	English								
2		Submitting Proposals for Parts or sub-parts of the TOR (partial bids)	Not Allowed								
3	20	Alternative Proposals	Shall not be considered								
4	21	Pre-proposal conference	<p>Will be Conducted Time: 10.00 am NY time Date: December 11, 2018 10:00 AM Venue:</p> <table border="1"> <tr> <td><u>Call in Options</u></td><td><u>Telephone</u></td><td><u>Lync (Skype for Business) (Lync connection works only if you can login to Lync using UNDP account)</u></td><td><u>Video Conferencing over IP/CPA</u></td></tr> <tr> <td><u>Call in Number or IP address</u></td><td>+1(212)906-6244</td><td>774003@undp-uc.org Copy this address in Lync search box In Lync, right click this contact and "Start Video</td><td>Dial 140.242.71.245 ##774003#2567</td></tr> </table>	<u>Call in Options</u>	<u>Telephone</u>	<u>Lync (Skype for Business) (Lync connection works only if you can login to Lync using UNDP account)</u>	<u>Video Conferencing over IP/CPA</u>	<u>Call in Number or IP address</u>	+1(212)906-6244	774003@undp-uc.org Copy this address in Lync search box In Lync, right click this contact and "Start Video	Dial 140.242.71.245 ##774003#2567
<u>Call in Options</u>	<u>Telephone</u>	<u>Lync (Skype for Business) (Lync connection works only if you can login to Lync using UNDP account)</u>	<u>Video Conferencing over IP/CPA</u>								
<u>Call in Number or IP address</u>	+1(212)906-6244	774003@undp-uc.org Copy this address in Lync search box In Lync, right click this contact and "Start Video	Dial 140.242.71.245 ##774003#2567								

			<table border="1"> <tr> <td></td><td></td><td>Call". Enter the password from the Dial Pad</td><td></td></tr> <tr> <td><u>Conference ID</u></td><td>774003+</td><td></td><td></td></tr> <tr> <td><u>Conference Password</u></td><td>2567#</td><td>2567#</td><td></td></tr> </table> <p>The conference begins when the first two callers call the bridge number. The first caller will hear continuous hold music until the second caller is connected.</p> <p>The UNDP focal point for the arrangement is: Ms. Momenat Al Khateeb</p>			Call". Enter the password from the Dial Pad		<u>Conference ID</u>	774003+			<u>Conference Password</u>	2567#	2567#	
		Call". Enter the password from the Dial Pad													
<u>Conference ID</u>	774003+														
<u>Conference Password</u>	2567#	2567#													
5	16	Proposal Validity Period	90 days												
6	12	Proposal Security	<p>Required in the amount of USD 15,000</p> <p>Acceptable Forms of Proposal Security</p> <ul style="list-style-type: none"> Bank Guarantee (See Form H for template) 												
7	42	Advanced Payment upon signing of contract	Not Allowed												
8	43	Liquidated Damages	<p>Will be imposed as follows:</p> <p>Percentage of contract price per day of delay: 0.05% max. number of days of delay 60, after which UNDP may terminate the contract.</p>												
9	41	Performance Security	Required in the amount of USD 100,000												
10	13	Currency of Proposal	United States Dollar												
11	23	Deadline for submitting requests for clarifications/ questions	07 days before the submission deadline (21 December 2018)												
12		Contact Details for submitting clarifications/questions	E-mail address: bpps.procurement@undp.org												
13	18 & 19	Manner of Disseminating Supplemental Information to the RFP and responses/clarifications to queries	Direct communication to prospective Proposers by email and Posting on the website www.ungm.org												
14	23	Deadline for Submission	<p>December 31, 2018 4:30 pm NY Time</p> <p>Note that system time zone is in EST/EDT (New York) time zone.</p>												

15	22	Allowable Manner of Submitting Proposals	<input type="checkbox"/> Courier/Hand Delivery <input checked="" type="checkbox"/> Submission by email <input type="checkbox"/> e-Tendering
16	22.4	Proposal Submission Address	bpps.procurement@undp.org Please mention the title of the RFP “Design and Implement Customized Certification Course on “Managing Successful Programme (MSP)”- Foundation level” in the subject of the email while sending any query regarding this RFP
17	22.5	Electronic submission (email or eTendering) requirements	<ul style="list-style-type: none"> ▪ Format: PDF files only ▪ File names must be maximum 60 characters long and must not contain any letter or special character other than from Latin alphabet/keyboard. ▪ All files must be free of viruses and not corrupted. ▪ Password for technical proposal <u>must</u> not be provided to UNDP until the date as indicated in No. 14 (<i>for email submission only</i>) ▪ Password for financial proposal <u>must</u> not be provided to UNDP until requested by UNDP ▪ Max. File Size per transmission (per email) : 20 MB Mandatory subject of email: The RFP Reference No. BPPS-2018/PAP-1515-Amendment 1 and the Title of the RFP: Design and Implement Customized Certification Course on “Managing Successful Programme (MSP)-Foundation level”
18	30	Evaluation Method for the Award of Contract	Combined Scoring Method, using the 70%-30% distribution for technical and financial proposals respectively The minimum technical score required to pass is 70% (minimum 700 points out of 1000)
19		Expected date for commencement of Contract	<i>February 4, 2019</i>
20		Maximum expected duration of contract	18 months from the date of signing the contract and the contract will be valid until December 31, 2020
21	36	UNDP will award the contract to:	One Proposer Only
22	40	Type of Contract	Purchase Order and Contract for Goods and Services for UNDP http://www.undp.org/content/undp/en/home/procurement/business/how-we-buy.html
23	40	UNDP Contract Terms and Conditions that will apply	UNDP General Terms and Conditions for Professional Services http://www.undp.org/content/undp/en/home/procurement/business/how-we-buy.html
24		Other Information Related to the RFP	<i>PLEASE DO NOT INDICATE THE FINANCIAL OFFER OR THE PRICING OF THE PROPOSAL ANYWHERE OTHER THAN IN THE FINANCIAL PROPOSAL, WHICH WOULD BE PASSWORD PROTECTED.</i>

SECTION 4. EVALUATION CRITERIA

Preliminary Examination Criteria

Proposals will be examined to determine whether they are complete and submitted in accordance with RFP requirements as per below criteria on a Yes/No basis:

- Appropriate signatures by the relevant authority as per the Power of Attorney
- Minimum documents provided as per the list below
- Technical & Financial Proposals submitted separately with Financial Proposal being password protected
- Bid Validity as per RFP requirement
- Proposal Security submitted as per RFP requirement

Minimum Eligibility and Qualification Criteria

Subject	Criteria	Document Submission requirement
ELIGIBILITY		
Legal Status	Vendor is a legally registered entity and thus have valid license to operate	Form B: Bidder Information Form
Eligibility	Vendor is not suspended, nor debarred, nor otherwise identified as ineligible by any UN Organization or the World Bank Group or any other international Organization in accordance with ITB clause 3.	Form A: Technical Proposal Submission Form
Conflict of Interest	No conflicts of interest in accordance with ITB clause 4.	Form A: Technical Proposal Submission Form
Bankruptcy	Not declared bankruptcy, 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 A: Technical Proposal Submission Form
Company Profile	<p>1.A document not longer than fifteen pages (15) and/or printed brochures, product/service catalogues relevant to the goods/services being procured through this RFP; particularly describing the nature of business, qualification of the team, required certification to formulate and offer the intended service</p> <p>2.Certificate of Registration of the business, including Articles of Incorporation, or equivalent document if Bidder is not a corporation.</p> <p>3.Evidences of Tax Registration/Payment Certificate issued by the Internal Revenue Authority evidencing that the Bidder is updated with its tax payment obligations, or Certificate of Tax exemption, if any such privilege is enjoyed by the Bidder</p> <p>4.Latest Audited Financial Statement (Income Statement and Balance Sheet)</p> <p>5.Trade name registration papers, if applicable</p> <p>6.Local Government permit to locate and operate in the current location of office or factory</p> <p>7.Official Letter of Appointment as local representative, if Bidder is submitting a Bid in behalf of an entity located outside the country</p> <p>8. Quality Certificate (e.g., ISO, etc.) and/or other similar certificates, accreditations, awards and citations received by the Bidder, if any</p> <p>9.Patent Registration Certificates, if any of technologies submitted in the Bid is patented by the Bidder</p> <p>10.Statement of Satisfactory Performance from the Top minimum 3 clients in terms of contract value in the past and list of clients that were provided similar services, indicating</p>	

	<p>description of contract scope, contract duration, contract value, contact references and MSP pass rate from existing course offerings.</p> <p>11. List of Bank References (Name of Bank, Location, Contact Person and Contact Details)</p> <p>12. Link to a standard MSP course-Foundation level that is already provided by the company, for quality control purposes and to better understand the capabilities of the service provider;</p> <p>13. Track Record of delivering customized courses for clients requiring similar services as those required by UNDP, indicating description of contract scope, contract duration, contract value, contact references and MSP pass rate from existing course offerings</p> <p>14. Written Self-Declaration that the company is not in the UN Security Council 1267/1989 List, UN Procurement Division List or Other UN Ineligibility List.</p> <p>15. Language capabilities: proven records that the firm can deliver the service in English.</p>	
QUALIFICATION		
History of Non-Performing Contracts ¹	Non-performance of a contract did not occur as a result of contractor default for the last 3 years.	Form D: Qualification Form
Litigation History	No consistent history of court/arbitral award decisions against the Bidder for the last 3 years.	Form D: Qualification Form
Previous Experience	Minimum 5 years of relevant experience.	Form D: Qualification Form
	Minimum 2 contracts of similar value, nature and complexity implemented over the last 10 years. <i>(For JV/Consortium/Association, all Parties cumulatively should meet requirement).</i>	Form D: Qualification Form
Financial Standing	Minimum average annual turnover of twice the amount of the Financial Proposal <i>(For JV/Consortium/Association, all Parties cumulatively should meet requirement).</i>	Form D: Qualification Form

Technical Evaluation Criteria

Total Combined Score:

(TP Rating) x (Weight of TP, e.g. 70%)

+ (FP Rating) x (Weight of FP, e.g. 30%)

Total Combined and Final Rating of the Proposal

Minimum Passing score for Technical Proposal is 70% of the total score.

Summary of Technical Proposal Evaluation Forms		Points Obtainable
1.	Bidder's qualification, capacity and experience	200
2.	Proposed Methodology, Approach and Implementation Plan	300
3.	Management Structure and Key Personnel	200
	Total	700

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 Employers 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.

Technical Proposal Evaluation Form 1		Points obtainable
Expertise of the Firm/Organization		
1.1	Reputation of Organization and Staff / Credibility / Reliability / Industry Standing	30
1.2	General Organizational Capability which is likely to affect implementation <ul style="list-style-type: none"> - Financial stability - loose consortium, holding company or one firm - age/size of the firm - strength of project management support - project financing capacity - project management controls - human resources capacities - qualified capacities 	70
1.3	Extent to which any work would be subcontracted (subcontracting carries additional risks which may affect project implementation, but properly done it offers a chance to access specialized skills.). The company may not subcontract a third party to perform any part of the work without UNDP's consent.	20
1.4	Quality assurance procedures, warranty	20
1.5	Relevance of: <ul style="list-style-type: none"> - Specialized Knowledge - Experience on similar electronically-based training courses (both stand-alone and facilitated e-learning) on programme management - Experience on Projects with international development sector -prior experience working with UN Organization is plus 	60
		200

Technical Proposal Evaluation Form 2		Points Obtainable
Proposed Methodology, Approach and Implementation Plan		
2.1	To what degree does the Prfoposer understand the task?	50
2.2	Are the different components of the project adequately weighted relative to one another?	30
2.3	Is the conceptual framework adopted appropriate for the task?	50
2.4	Is the scope of task well defined and does it correspond to the TOR?	80
2.5	Is the presentation clear and is the sequence of activities and the planning logical, realistic and promise efficient implementation to the project?	50
2.6	Is the additional per learner/per cohort unit price competitive, allowing for economy of scale and medium-term sustainability of the result?	40
		300

Technical Proposal Evaluation Form 3			Points Obtainable
Management Structure and Key Personnel			
3.1	Team Leader	Sub-Score	50
	General Qualification		
	Suitability for the Project		

	- International Experience	10		
	- Technical Experience	10		
	- Professional Experience in the area of specialization, including knowledge of programme management relating to international development	10		
	- Knowledge of MSP customization	10		
	- Customer Orientation and ability to engage proactively with the clients and responsive to client needs.	5		
	- Language Qualifications	5		
3.2	Content Developer		Sub-Score	40
	General Qualification			
	Suitability for the Project			
	- International Experience	10		
	- Experience in developing facilitated virtual learning courses.	5		
	- Professional Experience in developing customized MSP courses (foundation level)	15		
	- Knowledge of international development	10		
3.3	Designer/UI Expert		Sub-Score	30
	General Qualification			
	Suitability for the Project	10		
	- International Experience	5		
	- Professional Experience in developing customized MSP courses (foundation level)	15		
3.4	User Experience		Sub-Score	30
	General Qualification			
	Suitability for the Project	5		
	- International Experience	5		
	- Professional Experience in the area of specialization	20		
3.5	Facilitators		Sub-Score	50
	General Qualification	5		
	Suitability for the Project`	5		
	International Experience	5		
	Training Experience in delivering facilitated MSP courses	20		
	Professional Experience in delivering training for public sector employees and/or international development personnel	10		
	Language Qualification	5		
Total Part 3			50	200

Financial Evaluation Criteria

Financial Proposal (30%, maximum 300 points) Only bidders which get minimum 70% on technical evaluation will be technically responsive and considered for financial evaluation

The following weightage will be attached to the Total value under the table a and b in the Pricing and Schedule of Payment Section (Please refer to section n. under the Terms of Reference)

Pricing schedule	Weightage
Cost breakdown For English only (Table a under Section n of TERMS OF REFERENCE)	80%
Cost breakdown for additional cost for translation of output 1-3 into French and Spanish and delivering 7 Cohorts out of the original 30 in French and Spanish) (Table b under Section n of TERMS OF REFERENCE)	20%

The calculation of the Financial Offer for each bidder will follow the formula below:

(Total for "Cost breakdown For English only" X 80%)+ (Total for Cost breakdown for additional cost for translation

of output 1-3 into French and Spanish and delivering 7 Cohorts out of the original 30 in French and Spanish X 20%)

To be computed as a ratio of the Proposal's offer to the lowest price among the proposals received by UNDP.
FP Rating = (Lowest Priced Offer / Price of the Offer Being Reviewed) x 300

SECTION 5. TERMS OF REFERENCE

Project Title : Design and Implement Customized Certification Course on "Managing Successful Programme (MSP)"- Foundation level

a. Background Information and Project Description

UNDP's 2018-2021 Strategic Plan aims to lift the performance of UNDP. Part of this effort includes strengthening the culture and skills for how UNDP manages programmes. The change process for realizing this vision includes offering staff and partners an opportunity to become certified in Managing Successful Programmes (MSP®) at the foundation level. The course offered by UNDP will be customized to reflect the unique programming principles and standards adhered to by the United Nations, and to reflect the diverse development contexts and programming environment within which UN works.

UNDP works in 170 countries throughout the world, supporting national partners to achieve their development priorities and the Sustainable Development Goals. The success of our programmes are measured by development results - changes in people's lives and improvements in institutions and policies that are enabling for development. UNDP is part of a broader United Nations system and plans and implements programmes with sister UN agencies through the United Nations Development Assistance Framework (UNDAF.) The UN shares a common set of programming principles that must underpin all programme management², namely:

- a) Human Rights, Gender Equality and Women's Empowerment
- b) Sustainability and Resilience
- c) Leave No One Behind
- d) Accountability

It is important for the MSP course offered by UNDP to embed these programming principles in addition to the standard principles offered by MSP. **This customized content will be provided by UNDP in order for it to be added to the standard MSP course content by the successful vendor**

For UN staff to be able to easily apply the MSP method to the programming context and environment of the UN, it is also important for several elements of the standard MSP course to be customized, including:

1. Roles: The translation of key roles in the MSP method, such as Sponsoring Group, Senior Responsible Owner, Programme Manager and Benefits Change Manager, needs to be equated to the UN programming environment.
2. Key Concepts: Language used for key concepts will be equated for the UN programming context. This includes, for example, equating Benefits Management, Blueprint Design, and the Programme Plan with its equivalent instrument in the UN/UNDP programming context. References to corporate objectives should change to development objectives, among others.
3. Key Methods: The working methods and realities of programming in the UN must be reflected in the MSP course customized for UNDP. This includes, for example, the reality that most of the resources to implement the programme must be mobilized from third parties (most resources are not provided by the Sponsoring Group), the use of theory of change, and expanding the purpose and depth of content on stakeholder engagement and risk management. Partnerships are critical in UN programming, as is the objective of building capacity of partners through our programming and applying learning, and these methods to be reflected where relevant.
4. Diverse Contexts: Diverse contexts within which the UN works must be acknowledged, including crisis contexts.
5. Images and Examples: The images use in the course should reflect the diversity of contexts in which the UN works. This includes representing people with diverse gender, ethnic and other identifying features used

² Details of the UN's programming principles can be found in the UNDAF Guidance: https://undg.org/wp-content/uploads/2017/05/2017-UNDAF_Guidance_01-May-2017.pdf

in the course. Similarly, any examples used to explain or reinforce the concepts taught will be replaced with examples that fit the UN programming context to help learners understand how the concepts apply to their day-to-day work.

b. Specific Objectives:

The objective of this terms of Reference is to identify a firm that will help UNDP to customize a standard foundation course content of MSP for the UN Staff, develop Trainers, develop a web based as well as a facilitator led model of the course offering, conduct the training of 1200 staff through facilitator-led virtual training, and finally do an evaluation based on which future course of actions can be taken.

In summary, the objective of this work will be to complete the following:

1. Provide a customized Managing Successful Programmes (MSP) e-course that can be offered via self-paced e-learning via a computer or mobile device.
2. Provide course material in the form of a customized e-book on MSP offered as a downloadable e-book with an app function.
3. Training of Trainers who will deliver the facilitated virtual learning course
4. Certify 1200 UNDP staff in a customized foundation-level MSP through facilitated virtual interactive learning (30 cohorts of 40 learners each).
5. Provide recommendations and lessons learned for future programming certifications.

c. Scope of Services:

The successful vendor will deliver a customized MSP course at the foundation level for use in the UN programming context. **UNDP will provide all customized content** and instructions for where existing content should to be altered to better reflect the needs of the UN. All changes will be discussed with the contractor and included if permissible under the MSP method. Detailed instructions on how to customize the standard MSP content will be provided by UNDP.

Delivery of the customized MSP course includes:

- Develop course content that will provide by UNDP for a self-paced, customized e-course on MSP Foundation level with gamification, including an examination module at the end of the course certification.
- Customize course content and web-based application for a facilitator-led MSP Foundation level course building on the e-course (deliverable 1) and adding a syllabus, facilitator guidance and learning materials using case-studies with materials provided by UNDP
- Develop a customized co-branded e-book for the course with APP functionality and make it available for all trainees without restriction
- Facilitate training of trainers for the facilitator-led, interactive, virtual course
- Facilitate the first 2 cohorts (each 40 trainees) training using the facilitator-led course and adjust course as needed
- Facilitate trainings for 28 cohorts (each 40 trainees) and manage the exam process to certify the successful trainees.
- Produce a report with recommendations and lessons learnt for future references.

d. Approach and Methodology:

- Interactive features such as quizzes and gamification should be used to reinforce concepts. This e-course must be made available on the provider's platform and it must be mobile compatible, i.e. the learners must be given access to take the course on their mobile devices in addition to desktop computers. The course should be available in both online and offline modes. UNDP reserves the right to embed or link this

course to UNDP's Learning Experience Platform during the contract period and therefore the providers platform and the content offered to UNDP must be AICC/SCORM Compliant. Exam costs will be charged as learners take the exam.

- Course content will consist of the self-paced e-course described in #1 above, in addition to facilitator-led virtual and interactive sessions building on **customized content provided by UNDP**. The vendor is responsible for providing the syllabus, facilitator guidance and learning materials using case study provided by UNDP, organizing and running the cohorts and providing one of the two trainers per cohort (the other will be provided by UNDP). This content will be integrated into the MSP course by the successful vendor. Case study materials for applying MSP to development contexts will be provided by UNDP and used by facilitators in 4 interactive sessions per course to reinforce learning among cohorts. (see figure 1)
- Co-branding of e books with UNDP shall follow the brand guidelines of UNDP. The co-branding will be discussed and agreed upon with the winning Bidder. The e books will have to be supplied in PDF in printable formats as well as in online readable formats.
- Since the facilitator led course offering will be co facilitated both by trainers from the vendor and trainers from UNDP, a training of trainers (ToT) would be required to train the facilitators. The Bidder will have to propose appropriate methodology to offer the ToT. In each cohort, there will be 1 UNDP trainer plus one trainer provided by the vendor with experience in delivering MSP training. Therefore, there will be 8-10 Trainers to be trained for 30 cohorts of learners.
- The Bidder will propose the flow of the course for each cohort with learning calendars and also will propose exam schedules both for the self- paced and facilitated virtual learning (i.e., at least a flexible time period within which the trainees will start and end the course).
- Learners will be placed in cohorts of approximately 40 learners each, up to a total of 1200 trainees (30 cohorts total). The first 2 cohorts will be pilot and there must be an opportunity to adjust the course content and the methodology to be followed in the later cohorts to respond to learning from the first 2 cohorts. Each cohort will have 4 live interactive practicum sessions to reinforce the material and work through a case study in a UN context to reinforce the learning. Trainers will be expected to respond to questions from learners during the course period. Learners will be expected to do a proportion of the e-modular learning before the class meets with the facilitator. Trainees will attempt the MSP Foundation-level exam organized by the successful vendor.
- The final report will contain a summary of the training that was completed, including pass rates, as well as lessons learned based on the experiences across the training programs and will have to recommend actionable items for UNDP to take into account for future trainings.

e. Deliverables and schedules/expected outputs:

Deliverables/ Outputs	Target Due Dates
1. Self-directed stand-alone customized foundation-level MSP e-course*	2 months after contract issuance
2. Customized course content and web-based application for a facilitator-led MSP Foundation building on the e-course (output 1)	3 months after contract issuance
3. Customized co-branded e-book on the given course content with APP functionality**.	3 months after contract issuance
4. Conduct Training of Trainers for the facilitator led course	3.5 months after contract issuance
5. Conduct first 2 cohorts training using the facilitator-led course and adjust course as needed	6 months after contract issuance
6. Facilitated training for rest of the 28 cohorts, 40 learners each.	15 months after contract issuance
7. Final Report	By the end of the contract period

* This includes testing and troubleshooting

** Content will be provided by UNDP

f. Governance and accountability:

- During the progress of the work the Contractor will report to the Chief, Development Impact Group, BPPS, UNDP
- During the time of course content development, the UNDP focal person will require meetings at an agreed frequency to keep pace with the defined timeline. Such meetings will be scheduled on both party's agreement at the very outset. Ideally Weekly discussions on progress during the customization period, monthly progress reports during the training period. Other meetings can be agreed on as deemed necessary throughout the preparation process.
- All queries and communications be routed to the focal person as mentioned above over email.
- The service provider agrees to report on course progress and completions based on by UNDP defined format(s). Such reporting shall be provided online, and it shall be retrievable by UNDP at any given time and downloadable in excel format and compatible with Power BI reporting. UNDP will agree on exact reporting requirements with the chosen vendor and the vendor is requested to adhere to these.
- Vendor agrees to maintain the courses on a mobile compatible online platform with offline access. The vendor is requested to attach their proposed Service Level Agreement (SLA) as part of the RFP response.

g. Facilities to be provided by UNDP:

- **UNDP will provide all customized course content.**
- UNDP will have the right to select the trainees and the trainers to be assigned from the UNDP end.

h. Duration of the Work

The work is expected to take place between 04 February 2019 – 05 August 2020.

i. Location of Work

At the Service provider's location.

j. Professional Qualification of the Service Provider and its key Personnel

The Service Provider must describe and explain how and why they are the best entity that can deliver the requirements of UNDP by indicating the following, and providing relevant documents/evidences (where necessary):

- a) Profile – describing the nature of business, qualification/experience of the company and the team, their capabilities, qualifications, field of expertise, licenses, certifications, accreditations, and previous experience in delivering customized MSP certification course to institutional clients;
- b) List of the functions they will be involved and the duties that will be performed by each function with the delivery timeline.
- c) Language capabilities: proven records that the firm can deliver the service in English as well as the three languages (English, French and Spanish).
- d) Proven records, that the company developed similar course consummate to the level required as described in the TOR.
- e) Link to a standard MSP course already provided by the company, for quality control purposes and to better understand the capabilities of the service provider;
- f) Business Licenses – Registration Papers, Tax Payment Certification, etc.;
- g) Latest Audited Financial Statement – income statement and balance sheet to indicate its financial stability, liquidity, credit standing, and market reputation, etc.;
- h) Track Record – of delivering an on-line training and have access to, or its on electronic course content and delivery capabilities, list of clients for similar services as those required by UNDP, indicating description of contract scope, contract duration, contract value, contact references and MSP pass rate from existing course offerings;
- i) Certificates and Accreditation – including Quality Certificates, Patent Registrations, Environmental Sustainability Certificates, etc.;
- j) Written Self-Declaration that the company is not in the UN Security Council 1267/1989 List, UN Procurement Division List or Other UN Ineligibility List.

k. Proposed Methodology for the Completion of Services

The Service Provider must describe how it will address/deliver the demands of the RFP; providing a detailed description of the essential performance characteristics, reporting conditions and quality assurance mechanisms that will be put in place, while demonstrating that the proposed methodology will be appropriate to the local conditions and context of the work.

Proposers must be fully aware that the products or services that UNDP requires may be transferred, immediately or eventually, by UNDP to the Government partners, or to an entity nominated by the latter, in accordance with UNDP's policies and procedures. All Proposers are therefore required to submit the following in their proposals

- a) A statement of whether any import or export licences are required in respect of the goods to be purchased or services to be rendered, including any restrictions in the country of origin, use or dual use nature of the goods or services, including any disposition to end users; and
- b) Confirmation that the Proposer has obtained license of this nature in the past and have an expectation of obtaining all the necessary licenses, should their Proposal be rendered the most responsive.

I. Qualifications of Key Personnel

The Service Provider must provide:

Names and qualifications of the key personnel that will perform the services indicating who is Team Leader, who are supporting team such as Content Developer / Designer UI/ User Experience and Facilitators and any their function, the Proposer provide that will serve the purpose of delivering the service.

CVs demonstrating qualifications must be submitted; and

Written confirmation from each personnel that they are available for the entire duration of the contract.

m. Requirements for Qualifications for Company/Bidder:

- Demonstrated experience in developing and deploying customized MSP course materials for the public sector, preferably the international development sector;
- Expertise and reputation in the field of developing customized MSP content in programme management;
- Knowledge of and experience of the international development sector – prior experience working with UN Organizations is a plus;
- Builds strong relationships with clients, focuses on impacts and results for clients, and responds positively to feedback;
- Proven track record determined by a high pass rate of learners (> 80% at first attempt) taking the MSP exam following the course designed by your company;
- Demonstrated quality of courses developed by providing a link to a standard MSP course offered by the supplier;
- Proven track records of meeting customer's deadline while high quality maintained

n. Price and Schedule of Payments:

a. Cost breakdown by Output/deliverables: (For English only)

Deliverables/ Outputs	Target Due Dates	Total Price (in USD)
1. Self-directed, customized e-course content and web-based application on MSP Foundation.	2 months after contract issuance	
2. Customized* course content and web-based application for a facilitator-led MSP Foundation building on the e-course (output 1)	3 months after contract issuance	
3. Customized co-branded e-book on the given course content with APP functionality.	3 months after contract issuance	
4. Conduct training of trainer workshop (1 event for 15-20 UNDP trainees) for the facilitator-led, interactive, virtual course	3.5 months after contract issuance	
5. Conduct first 2 cohorts training using the facilitator-led course and adjust course as needed (~40 learners each)	6 months after contract issuance	
6. Conduct facilitated training for rest of the 28 cohorts (~40 learners each)	15 months after contract issuance	
7. Other		
Total		

*UNDP will provide the customized content to the MSP developer.

b. Cost breakdown by Output/deliverables: (additional cost for translation of output 1-3 into French and

Spanish and marginal cost for delivering 7 Cohorts out of the original 30 in French and Spanish)

Deliverables/ Outputs	Target Due Dates	Total Price (in USD)
1. Self-directed, customized e-course on MSP Foundation.	2 months after contract issuance	
2. Customized* course content and web-based application for a facilitator-led MSP Foundation building on the e-course	3 months after contract issuance	
3. Customized co-branded e-book on the given course content with APP functionality.	3 months after contract issuance	
4. Additional marginal cost for conducting 4 cohorts in Spanish and 3 cohorts in French (out of the original 30 cohorts)	15 months after contract issuance	
Total		

*UNDP will provide the customized content to the MSP developer.

c. Additional pricing schedule: (Please refer to the Technical Proposal Evaluation Form- Proposed Methodology, Approach and Implementation Plan -Section 2.6)

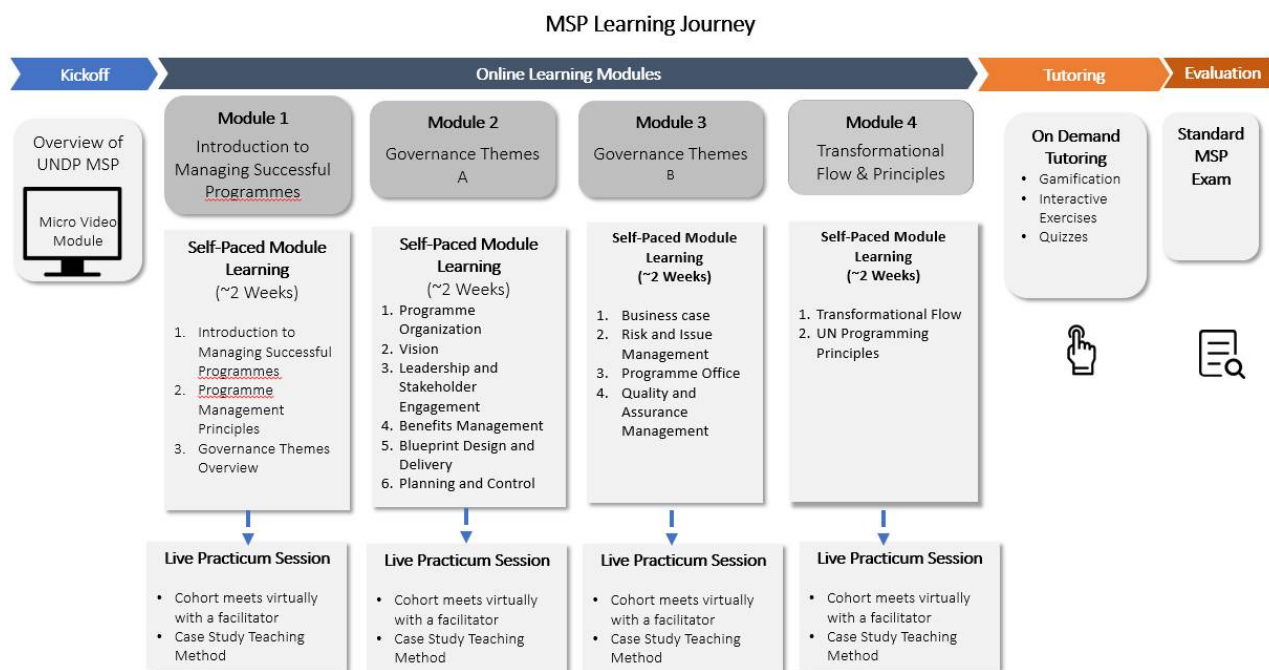
Deliverables/ Outputs	Target Due Dates	
1. Self-directed, customized e-course on MSP Foundation.	TBD	Price in USD per additional learner *
2. Facilitated training on customized e-course on MSP Foundation	TBD	Price in USD per additional Cohort of 40 learners each *

*This is applicable during the 3-year period following contract issuance

Note: Please include the costs for making reasonable adjustments to the course content during the contractual period as needed.

o. Additional references:

Figure 1: MSP Learning work flow



Note: The above is a visual representation of a customized MSP foundation facilitator-led interactive course for illustrative purposes only. The choice of which content should be delivered in each session, the pace of the course and other key features can be altered based on discussion with the vendor and agreement by UNDP

SECTION 6: RETURNABLE BIDDING FORMS / CHECKLIST

This form serves as a checklist for preparation of your Proposal. Please complete the Returnable Bidding Forms in accordance with the instructions in the forms and return them as part of your Proposal submission. No alteration to format of forms shall be permitted and no substitution shall be accepted.

Before submitting your Proposal, please ensure compliance with the Proposal Submission instructions of the BDS 22.

Technical Proposal Envelope:

Have you duly completed all the Returnable Bidding Forms?	
▪ Form A: Technical Proposal Submission Form	<input type="checkbox"/>
▪ Form B: Bidder Information Form	<input type="checkbox"/>
▪ Form C: Joint Venture/Consortium/ Association Information Form	<input type="checkbox"/>
▪ Form D: Qualification Form	<input type="checkbox"/>
▪ Form E: Format of Technical Proposal	<input type="checkbox"/>
▪ Form H: Proposal Security Form	<input type="checkbox"/>
Have you provided the required documents to establish compliance with the evaluation criteria in Section 4?	<input type="checkbox"/>

Financial Proposal Envelope

(Must be submitted in a separate sealed envelope/password protected email)

▪ Form F: Financial Proposal Submission Form	<input type="checkbox"/>
▪ Form G: Financial Proposal Form	<input type="checkbox"/>

FORM A: TECHNICAL PROPOSAL SUBMISSION FORM

Name of Bidder:	[Insert Name of Bidder]	Date:	Select date
RFP reference:	[Insert RFP Reference Number]		

We, the undersigned, offer to provide the services for [Insert Title of services] in accordance with your Request for Proposal No. [Insert RFP Reference Number] and our Proposal. We are hereby submitting our Proposal, which includes this Technical Proposal and our Financial Proposal sealed under a separate envelope.

We hereby declare that our firm, its affiliates or subsidiaries or employees, including any JV/Consortium /Association members or subcontractors or suppliers for any part of the contract:

- a) is not under procurement prohibition by the United Nations, including but not limited to prohibitions derived from the Compendium of United Nations Security Council Sanctions Lists;
- b) have not been suspended, debarred, sanctioned or otherwise identified as ineligible by any UN Organization or the World Bank Group or any other international Organization;
- c) have no conflict of interest in accordance with Instruction to Bidders Clause 4;
- d) do not employ, or anticipate employing, any person(s) who is, or has been a UN staff member within the last year, if said UN staff member has or had prior professional dealings with our firm in his/her capacity as UN staff member within the last three years of service with the UN (in accordance with UN post-employment restrictions published in ST/SGB/2006/15);
- e) have not declared bankruptcy, are not involved in bankruptcy or receivership proceedings, and there is no judgment or pending legal action against them that could impair their operations in the foreseeable future;
- f) undertake not to engage in proscribed practices, including but not limited to corruption, fraud, coercion, collusion, obstruction, or any other unethical practice, with the UN or any other party, and to conduct business in a manner that averts any financial, operational, reputational or other undue risk to the UN and we embrace the principles of the United Nations Supplier Code of Conduct and adhere to the principles of the United Nations Global Compact.

We declare that all the information and statements made in this Proposal are true and we accept that any misinterpretation or misrepresentation contained in this Proposal may lead to our disqualification and/or sanctioning by the UNDP.

We offer to provide services in conformity with the Bidding documents, including the UNDP General Conditions of Contract and in accordance with the Terms of Reference

Our Proposal shall be valid and remain binding upon us for the period of time specified in the Bid Data Sheet.

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

I, the undersigned, certify that I am duly authorized by [Insert Name of Bidder] to sign this Proposal and bind it should UNDP accept this Proposal.

Name: _____

Title: _____

Date: _____

Signature: _____

[Stamp with official stamp of the Bidder]

FORM B: BIDDER INFORMATION FORM

Legal name of Bidder	[Complete]
Legal address	[Complete]
Year of registration	[Complete]
Bidder's Authorized Representative Information	Name and Title: [Complete] Telephone numbers: [Complete] Email: [Complete]
Are you a UNGM registered vendor?	<input type="checkbox"/> Yes <input type="checkbox"/> No If yes, [insert UGNM vendor number]
Are you a UNDP vendor?	<input type="checkbox"/> Yes <input type="checkbox"/> No If yes, [insert UNDP vendor number]
Countries of operation	[Complete]
No. of full-time employees	[Complete]
Quality Assurance Certification (e.g. ISO 9000 or Equivalent) <i>(If yes, provide a Copy of the valid Certificate):</i>	[Complete]
Does your Company hold any accreditation such as ISO 14001 related to the environment? <i>(If yes, provide a Copy of the valid Certificate):</i>	[Complete]
Does your Company have a written Statement of its Environmental Policy? <i>(If yes, provide a Copy)</i>	[Complete]
Contact person UNDP may contact for requests for clarification during Proposal evaluation	Name and Title: [Complete] Telephone numbers: [Complete] Email: [Complete]
Please attach the following documents:	<ul style="list-style-type: none"> ▪ Company Profile, which should <u>not</u> exceed fifteen (15) pages, including printed brochures and product catalogues relevant to the goods/services being procured ▪ Certificate of Incorporation/ Business Registration ▪ Tax Registration/Payment Certificate issued by the Internal Revenue Authority evidencing that the Bidder is updated with its tax payment obligations, or Certificate of Tax exemption, if any such privilege is enjoyed by the Bidder ▪ Trade name registration papers, if applicable ▪ Local Government permit to locate and operate in assignment location, if applicable ▪ Official Letter of Appointment as local representative, if Bidder is submitting a Bid in behalf of an entity located outside the country ▪ Power of Attorney

FORM C: JOINT VENTURE/CONSORTIUM/ASSOCIATION INFORMATION FORM

Name of Bidder:	[Insert Name of Bidder]	Date:	Select date
RFP reference:	[Insert RFP Reference Number]		

To be completed and returned with your Proposal if the Proposal is submitted as a Joint Venture/Consortium/Association.

No	Name of Partner and contact information (<i>address, telephone numbers, fax numbers, e-mail address</i>)	Proposed proportion of responsibilities (in %) and type of services to be performed
1	[Complete]	[Complete]
2	[Complete]	[Complete]
3	[Complete]	[Complete]

Name of leading partner (with authority to bind the JV, Consortium, Association during the RFP process and, in the event a Contract is awarded, during contract execution)	[Complete]
--	------------

We have attached a copy of the below document signed by every partner, which details the likely legal structure of and the confirmation of joint and severable liability of the members of the said joint venture:

☐ Letter of intent to form a joint venture OR ☐ JV/Consortium/Association agreement

We hereby confirm that if the contract is awarded, all parties of the Joint Venture/Consortium/Association shall be jointly and severally liable to UNDP for the fulfillment of the provisions of the Contract.

Name of partner:

Signature: _____

Date: _____

Name of partner:

Signature: _____

Date: _____

Name of partner:

Signature: _____

Date: _____

Name of partner:

Signature: _____

Date: _____

FORM D: QUALIFICATION FORM

Name of Bidder:	[Insert Name of Bidder]	Date:	Select date
RFP reference:	[Insert RFP Reference Number]		

If JV/Consortium/Association, to be completed by each partner.

Historical Contract Non-Performance

<input type="checkbox"/> Contract non-performance did not occur for the last 3 years			
<input type="checkbox"/> Contract(s) not performed for the last 3 years			
Year	Non- performed portion of contract	Contract Identification	Total Contract Amount (current value in US\$)
		Name of Client: Address of Client: Reason(s) for non-performance:	

Litigation History (including pending litigation)

<input type="checkbox"/> No litigation history for the last 3 years			
<input type="checkbox"/> Litigation History as indicated below			
Year of dispute	Amount in dispute (in US\$)	Contract Identification	Total Contract Amount (current value in US\$)
		Name of Client: Address of Client: Matter in dispute: Party who initiated the dispute: Status of dispute: Party awarded if resolved:	

Previous Relevant Experience

Please list only previous similar assignments successfully completed in the last 3 years.

List only those assignments for which the Bidder was legally contracted or sub-contracted by the Client as a company or was one of the Consortium/JV partners. Assignments completed by the Bidder's individual experts working privately or through other firms cannot be claimed as the relevant experience of the Bidder, or that of the Bidder's partners or sub-consultants, but can be claimed by the Experts themselves in their CVs. The Bidder should be prepared to substantiate the claimed experience by presenting copies of relevant documents and references if so requested by UNDP.

Project name & Country of Assignment	Client & Reference Contact Details	Contract Value	Period of activity and status	Types of activities undertaken

Bidders may also attach their own Project Data Sheets with more details for assignments above.

☐ Attached are the Statements of Satisfactory Performance from the Top 3 (three) Clients or more.

Financial Standing

Annual Turnover for the last 3 years	Year	USD
	Year	USD
	Year	USD
Latest Credit Rating (if any), indicate the source		

Financial information (in US\$ equivalent)	Historic information for the last 3 years		
	Year 1	Year 2	Year 3
	<i>Information from Balance Sheet</i>		
Total Assets (TA)			
Total Liabilities (TL)			
Current Assets (CA)			
Current Liabilities (CL)			
	<i>Information from Income Statement</i>		
Total / Gross Revenue (TR)			
Profits Before Taxes (PBT)			
Net Profit			
Current Ratio			

☐ Attached are copies of the audited financial statements (balance sheets, including all related notes, and income statements) for the years required above complying with the following condition:

- a) Must reflect the financial situation of the Bidder or party to a JV, and not sister or parent companies;
- b) Historic financial statements must be audited by a certified public accountant;
- c) Historic financial statements must correspond to accounting periods already completed and audited. No statements for partial periods shall be accepted.

FORM E: FORMAT OF TECHNICAL PROPOSAL

Name of Bidder:	[Insert Name of Bidder]	Date:	Select date
RFP reference:	[Insert RFP Reference Number]		

The Bidder's proposal should be organized to follow this format of Technical Proposal. Where the Bidder is presented with a requirement or asked to use a specific approach, the Bidder must not only state its acceptance, but also describe how it intends to comply with the requirements. Where a descriptive response is requested, failure to provide the same will be viewed as non-responsive.

SECTION 1: Bidder's qualification, capacity and expertise

- 1.1 Brief description of the organization, including the year and country of incorporation, and types of activities undertaken.
- 1.2 General organizational 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 (if so, provide details).
- 1.3 Relevance of specialized knowledge and experience on similar engagements done in the region/country.
- 1.4 Quality assurance procedures and risk mitigation measures.
- 1.5 Organization's commitment to sustainability.

SECTION 2: Proposed Methodology, Approach and Implementation Plan

This section should demonstrate the Bidder's responsiveness to the TOR by identifying the specific components proposed, addressing the requirements, providing a detailed description of the essential performance characteristics proposed and demonstrating how the proposed approach and methodology meets or exceeds the requirements. All important aspects should be addressed in sufficient detail and different components of the project should be adequately weighted relative to one another.

- 2.1 A detailed description of the approach and methodology for how the Bidder will achieve the Terms of Reference of the project, keeping in mind the appropriateness to local conditions and project environment. Details how the different service elements shall be organized, controlled and delivered.
- 2.2 The methodology shall also include details of the Bidder's internal technical and quality assurance review mechanisms.
- 2.3 Explain whether any work would be subcontracted, to whom, how much percentage of the work, the rationale for such, and the roles of the proposed sub-contractors and how everyone will function as a team.
- 2.4 Description of available performance monitoring and evaluation mechanisms and tools; how they shall be adopted and used for a specific requirement.
- 2.5 Implementation plan including a Gantt Chart or Project Schedule indicating the detailed sequence of activities that will be undertaken and their corresponding timing.
- 2.6 Demonstrate how you plan to integrate sustainability measures in the execution of the contract.
- 2.7 Any other comments or information regarding the project approach and methodology that will be adopted.

SECTION 2A: Bidder's Comments and Suggestions on the Terms of Reference

Provide comments and suggestions on the Terms of Reference, or additional services that will be rendered beyond the requirements of the TOR, if any.

SECTION 3: Management Structure and Key Personnel

- 3.1 Describe the overall management approach toward planning and implementing the project. Include an organization chart for the management of the project describing the relationship of key positions and designations. Provide a spreadsheet to show the activities of each personnel and the time allocated for his/her involvement.
- 3.2 Provide CVs for key personnel that will be provided to support the implementation of this project using the format below. CVs should demonstrate qualifications in areas relevant to the Scope of Services.

Format for CV of Proposed Key Personnel

NAME OF PERSONNEL	[INSERT]
POSITION FOR THIS ASSIGNMENT	[INSERT]
NATIONALITY	[INSERT]
LANGUAGE PROFICIENCY	[INSERT]
EDUCATION/ QUALIFICATIONS	[SUMMARIZE COLLEGE/UNIVERSITY AND OTHER SPECIALIZED EDUCATION OF PERSONNEL MEMBER, GIVING NAMES OF SCHOOLS, DATES ATTENDED, AND DEGREES/QUALIFICATIONS OBTAINED.]

	[INSERT]
PROFESSIONAL CERTIFICATIONS	<p><i>[PROVIDE DETAILS OF PROFESSIONAL CERTIFICATIONS RELEVANT TO THE SCOPE OF SERVICES]</i></p> <hr/> <ul style="list-style-type: none"> ▪ NAME OF INSTITUTION: [INSERT] ▪ DATE OF CERTIFICATION: [INSERT]
EMPLOYMENT RECORD/ EXPERIENCE	<p><i>[LIST ALL POSITIONS HELD BY PERSONNEL (STARTING WITH PRESENT POSITION, LIST IN REVERSE ORDER), GIVING DATES, NAMES OF EMPLOYING ORGANIZATION, TITLE OF POSITION HELD AND LOCATION OF EMPLOYMENT. FOR EXPERIENCE IN LAST FIVE YEARS, DETAIL THE TYPE OF ACTIVITIES PERFORMED, DEGREE OF RESPONSIBILITIES, LOCATION OF ASSIGNMENTS AND ANY OTHER INFORMATION OR PROFESSIONAL EXPERIENCE CONSIDERED PERTINENT FOR THIS ASSIGNMENT.]</i></p> <hr/> <p>[INSERT]</p>

REFERENCES

*[PROVIDE NAMES, ADDRESSES, PHONE AND EMAIL
CONTACT INFORMATION FOR TWO (2) REFERENCES]*

REFERENCE 1:

[INSERT]

REFERENCE 2:

[INSERT]

I, the undersigned, certify that to the best of my knowledge and belief, these data correctly describe my qualifications, my experiences, and other relevant information about myself.

Signature of Personnel

Date (Day/Month/Year)

FORM F: FINANCIAL PROPOSAL SUBMISSION FORM

Name of Bidder:	[Insert Name of Bidder]	Date:	Select date
RFP reference:	[Insert RFP Reference Number]		

We, the undersigned, offer to provide the services for [Insert Title of services] in accordance with your Request for Proposal No. [Insert RFP Reference Number] and our Proposal. We are hereby submitting our Proposal, which includes this Technical Proposal and our Financial Proposal sealed under a separate envelope.

Our attached Financial Proposal is for the sum of [Insert amount in words and figures].

Our Proposal shall be valid and remain binding upon us for the period of time specified in the Bid Data Sheet.

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

Name: _____

Title: _____

Date: _____

Signature: _____

[Stamp with official stamp of the Bidder]

FORM G: FINANCIAL PROPOSAL FORM

Name of Bidder:	[Insert Name of Bidder]	Date:	Select date
RFP reference:	[Insert RFP Reference Number]		

The Bidder is required to prepare the Financial Proposal following the below format and submit it in an envelope separate from the Technical Proposal as indicated in the Instruction to Bidders. Any Financial information provided in the Technical Proposal shall lead to Bidder's disqualification. The Financial Proposal should align with the requirements in the Terms of Reference and the Bidder's Technical Proposal.

Currency of the proposal: USD

a. Cost breakdown by Output/deliverables: (For English only)

Deliverables/ Outputs	Target Due Dates	Total Price (in USD)
1. Self-directed, customized e-course content and web-based application on MSP Foundation.	2 months after contract issuance	
2. Customized* course content and web-based application for a facilitator-led MSP Foundation building on the e-course (output 1)	3 months after contract issuance	
3. Customized co-branded e-book on the given course content with APP functionality.	3 months after contract issuance	
4. Conduct training of trainers workshop (1 event for 15-20 UNDP trainees) for the facilitator-led, interactive, virtual course	3.5 months after contract issuance	
5. Conduct first 2 cohorts training using the facilitator-led course and adjust course as needed (~40 learners each)	6 months after contract issuance	
6. Conduct facilitated training for rest of the 28 cohorts (~40 learners each)	15 months after contract issuance	
7. Other		
Total		

*UNDP will provide the customized content to the MSP developer.

b. Cost breakdown by Output/deliverables: (additional cost for translation of output 1-3 into French and Spanish and marginal cost for delivering 7 Cohorts out of the original 30 in French and Spanish)

Deliverables/ Outputs	Target Due Dates	Total Price (in USD)
1. Self-directed, customized e-course on MSP Foundation.	2 months after contract issuance	
2. Customized* course content and web-based application for a facilitator-led MSP Foundation building on the e-course	3 months after contract issuance	
3. Customized co-branded e-book on the given course content with APP functionality.	3 months after contract issuance	
4. Additional marginal cost for conducting 4 cohorts in Spanish and 3 cohorts in French (out of the original 30 cohorts)	15 months after contract issuance	
Total		

*UNDP will provide the customized content to the MSP developer.

Contd. to next page

c. Additional pricing schedule: (Please refer to the Technical Proposal Evaluation Form- Proposed Methodology, Approach and Implementation Plan -Section 2.6)

Deliverables/ Outputs	Target Due Dates	
1. Self-directed, customized e-course on MSP Foundation.	TBD	Price in USD per additional learner *
2. Facilitated training on customized e-course on MSP Foundation	TBD	Price in USD per additional Cohort of 40 learners each *

*This is applicable during the 3-year period following contract issuance

Note: Please include the costs for making reasonable adjustments to the course content during the contractual period as needed.

FORM H: FORM OF PROPOSAL SECURITY

Proposal Security must be issued using the official letterhead of the Issuing Bank.
Except for indicated fields, no changes may be made on this template.

To: UNDP

[Insert contact information as provided in Data Sheet]

WHEREAS [Name and Address of Bidder] (hereinafter called "the Bidder") has submitted a Proposal to UNDP dated [Click here to enter a date](#) to execute Services [Insert Title of Services] (hereinafter called "the Proposal"):

AND WHEREAS it has been stipulated by you that the Bidder shall furnish you with a Bank Guarantee by a recognized bank for the sum specified therein as security in the event that the Bidder:

- a) Fails to sign the Contract after UNDP has awarded it;
- b) Withdraws its Proposal after the date of the opening of the Proposals;
- c) Fails to comply with UNDP's variation of requirement, as per RFP instructions; or
- d) Fails to furnish Performance Security, insurances, or other documents that UNDP may require as a condition to rendering the contract effective.

AND WHEREAS we have agreed to give the Bidder such this Bank Guarantee:

NOW THEREFORE we hereby affirm that we are the Guarantor and responsible to you, on behalf of the Bidder, up to a total of *[amount of guarantee] [in words and numbers]*, such sum being payable in the types and proportions of currencies in which the Price Proposal is payable, and we undertake to pay you, upon your first written demand and without cavil or argument, any sum or sums within the limits of *[amount of guarantee as aforesaid]* without your needing to prove or to show grounds or reasons for your demand for the sum specified therein.

This guarantee shall be valid up to 30 days after the final date of validity of bids.

SIGNATURE AND SEAL OF THE GUARANTOR BANK

Signature: _____

Name: _____

Title: _____

Date: _____

Name of Bank _____

Address _____

[Stamp with official stamp of the Bank]