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## REQUEST FOR PROPOSAL (RFP 008/19)

NAME & ADDRESS OF FIRM	DATE: January 28, 2019
	REFERENCE: Vulnerability assessment of Armenia's agriculture sector to projected climate change

Dear Sir / Madam:

We kindly request you to submit your Proposal for the Vulnerability assessment of Armenia's agriculture sector to projected climate change (the detailed TOR is attached separately as Annex 1a).

Please be guided by the form attached hereto as Annex 2, in preparing your Proposal.

Proposals may be submitted on or before, 11 February 2019, 4:00 pm local Yerevan time (GMT +4) via email, courier mail below (sealed in envelope):

**United Nations Development Programme / UNDP**  
**14 Petros Adamyan St., Yerevan 0010, Republic of Armenia**

Or submit via e-mail to the following e-mail address: **tenders.armenia@undp.org**

Please note that proposals received through any other e-mail address will not be considered. Your Proposal must be expressed in the English, and valid for a minimum period of 90 days calendar days.

In the course of preparing your Proposal, it shall remain your responsibility to ensure that it reaches the address above on or before the deadline. Proposals that are received by UNDP after the deadline indicated above, for whatever reason, shall not be considered for evaluation. If you are submitting your Proposal by email, kindly ensure that they are signed and in the .pdf format, and free from any virus or corrupted files.

Services proposed shall be reviewed and evaluated based on completeness and compliance of the Proposal and responsiveness with the requirements of the RFP and all other annexes providing details of UNDP requirements.

The Proposal that complies with all of the requirements, meets all the evaluation criteria and offers the best value for money shall be selected and awarded the contract. Any offer that does not meet the requirements shall be rejected.

Any discrepancy between the unit price and the total price shall be re-computed by UNDP, and the unit price shall prevail and the total price shall be corrected. If the Service Provider does not accept the final price based on UNDP's re-computation and correction of errors, its Proposal will be rejected.

No price variation due to escalation, inflation, fluctuation in exchange rates, or any other market factors shall be accepted by UNDP after it has received the Proposal. At the time of Award of Contract or Purchase Order, UNDP reserves the right to vary (increase or decrease) 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.

Any Contract or Purchase Order that will be issued as a result of this RFP shall be subject to the General Terms and Conditions attached hereto. The mere act of submission of a Proposal implies that the Service Provider accepts without question the General Terms and Conditions of UNDP, herein attached as Annex 3.

Please be advised that UNDP is not bound to accept any Proposal, nor award a contract or Purchase Order, nor be responsible for any costs associated with a Service Providers preparation and submission of a Proposal, regardless of the outcome or the manner of conducting the selection process.

UNDP's vendor protest procedure is intended to afford an opportunity to appeal for persons or firms not awarded a Purchase Order or Contract in a competitive procurement process. In the event that you believe you have not been fairly treated, you can find detailed information about vendor protest procedures in the following link:

<http://www.undp.org/content/undp/en/home/operations/procurement/protestandsanctions/>

UNDP encourages every prospective Service Provider to prevent and avoid conflicts of interest, by disclosing to UNDP if you, or any of your affiliates or personnel, were involved in the preparation of the requirements, design, cost estimates, and other information used in this RFP.

UNDP implements a zero tolerance on fraud and other proscribed practices, and is committed to preventing, identifying and addressing all such acts and practices against UNDP, as well as third parties involved in UNDP activities. UNDP expects its Service Providers to adhere to the UN Supplier Code of Conduct found in this link: [http://www.un.org/depts/ptd/pdf/conduct\\_english.pdf](http://www.un.org/depts/ptd/pdf/conduct_english.pdf)

Thank you and we look forward to receiving your Proposal.

Sincerely yours,

*Procurement Unit  
UNDP Armenia  
1/28/2019*

## Description of Requirements

Context of the Requirement	Vulnerability assessment of Armenia's agriculture sector to projected climate change
Implementing Partner of UNDP	Ministry of Nature Protection of RA
Brief Description of the Required Services <sup>1</sup>	The selected Consulting Company will conduct assessment of vulnerability and adaptation (V&A) in Armenia's agriculture (horticulture) sector to forecasted climate change and prepare respective report to contribute to reporting within the frames of the 4NC under Chapter "Climate Change Impacts: Vulnerability Assessment and Adaptation" (V&A) in compliance with Project objectives.
List and Description of Expected Outputs to be Delivered	– As per Annex 1a – Terms of Reference (TOR)
Person to Supervise the Work/Performance of the Service Provider	UNDP Climate Change Programme Coordinator
Frequency of Reporting	<i>As per TOR (Annex 1a) implementation schedule</i>
Progress Reporting Requirements	NA
Location of work	<input type="checkbox"/> Exact Address as provided below <input checked="" type="checkbox"/> At Contractor's Location
Expected duration of work	3.5 months after contract signing by both parties.
Target start date	25 February 2019
Latest completion date	10 June 2019
Travels Expected	As per Annex 1a – Terms of Reference (TOR)
Special Security Requirements	<input checked="" type="checkbox"/> Others Not Required
Facilities to be Provided by UNDP (i.e., must be excluded from Price Proposal)	<input type="checkbox"/> Office space and facilities <input type="checkbox"/> Land Transportation <input type="checkbox"/> Others
Implementation Schedule indicating breakdown and timing of activities/sub-activities	<input checked="" type="checkbox"/> Required
Names and curriculum vitae of individuals who will be involved in completing the services	<input checked="" type="checkbox"/> Required <input type="checkbox"/> Not Required
Currency of Proposal	<input checked="" type="checkbox"/> United States Dollars (USD)

<sup>1</sup> A detailed TOR may be attached if the information listed in this Annex is not sufficient to fully describe the nature of the work and other details of the requirements.

	<input checked="" type="checkbox"/> Euro <input checked="" type="checkbox"/> Local Currency (AMD) (will be converted by the Armenian central bank submission day, <a href="http://www.cba.am">www.cba.am</a> )			
Value Added Tax on Price Proposal <sup>2</sup>	<input type="checkbox"/> must be inclusive of VAT and other applicable indirect taxes <input checked="" type="checkbox"/> must be exclusive of VAT and other applicable indirect taxes			
Validity Period of Proposals ( <i>Counting for the last day of submission of quotes</i> )	<input type="checkbox"/> 60 days <input checked="" type="checkbox"/> 90 days <input type="checkbox"/> 120 days In exceptional circumstances, UNDP may request the Proposer to extend the validity of the Proposal beyond what has been initially indicated in this RFP. The Proposal shall then confirm the extension in writing, without any modification whatsoever on the Proposal.			
Partial Quotes	<input checked="" type="checkbox"/> Not Permitted			
Payment Terms <sup>3</sup>	Outputs	Percentage	Timing	Condition for Payment Release
	Draft report on climate change vulnerability assessment in Armenia's agriculture sector for the periods up to 2030, 2070 and 2100	60%	25 April 2019 (8 weeks after contract signed)	Within thirty (30) days from the date of meeting the following conditions: a) UNDP's written acceptance (i.e., not mere receipt) of the quality of the outputs; and
	Final report on climate change vulnerability assessment in Armenia's agriculture sector for the periods up to 2030, 2070 and 2100, and recommendations on climate change adaptation measures and the text for V&A chapter of 4NC	40%	20 May 2019 (11 weeks after contract signed)	b) Receipt of invoice from the Service Provider.
Person(s) to review/inspect/ approve outputs/completed services and authorize the disbursement of payment	UNDP Climate Change Programme Coordinator			
Type of Contract to be Signed	<input checked="" type="checkbox"/> Contract for Services			
Criteria for Contract Award	<input type="checkbox"/> Lowest Price Quote among technically responsive offers <input checked="" type="checkbox"/> Highest Combined Score (based on the 70% technical offer and 30% price weight distribution)			

<sup>2</sup> VAT exemption status varies from one country to another. Pls. check whatever is applicable to the UNDP CO/BU requiring the service.

<sup>3</sup> UNDP preference is not to pay any amount in advance upon signing of contract. If the Service Provider strictly requires payment in advance, it will be limited only up to 20% of the total price quoted. For any higher percentage, or any amount advanced exceeding \$30,000, UNDP shall require the Service Provider to submit a bank guarantee or bank cheque payable to UNDP, in the same amount as the payment advanced by UNDP to the Service Provider.

	<input checked="" type="checkbox"/> Full acceptance of the UNDP Contract General Terms and Conditions (GTC). This is a mandatory criteria and cannot be deleted regardless of the nature of services required. Non acceptance of the GTC may be grounds for the rejection of the Proposal.
Criteria for the Assessment of Proposal	<p><b>Technical Proposal (70%)</b></p> <p><input checked="" type="checkbox"/> Expertise of the Firm (<b>max score: 300</b>), including:</p> <ol style="list-style-type: none"> <li>At least 5 years of proven experience in providing consulting services related to irrigation/agriculture sector (<b>max score: 150</b>)</li> <li>Proven experience in development of analytical documents and/or successful completion of at least 2 agriculture sector analytical assignments within last 5 years (<b>max score: 100</b>).</li> <li>Experience in working with international organizations and Armenia's governmental institutions (<b>max score: 50</b>).</li> </ol> <p><input checked="" type="checkbox"/> Methodology, its Appropriateness to the Conditions and Implementation Plan (<b>max score: 300</b>), including:</p> <ul style="list-style-type: none"> <li>Task implementation approach, including detailed description of implementation methods and milestones to carry out the proposed task; a detailed work plan with timelines for the Deliverables/Outputs (<b>max score: 300</b>)</li> </ul> <p><input checked="" type="checkbox"/> Qualification of Key Personnel (<b>max score: 400</b>), including:</p> <ul style="list-style-type: none"> <li><b>Key Expert 1 - Team Leader</b> with advanced university degree in Agriculture or related fields with at least 7 years of proven working experience in the sector as well as with strong coordination and team leading skills, (<b>max score: 150</b>);</li> <li><b>Expert 2 with relevant university degree with at least 5 years of working experience in using models for assessment of climate change impact on main agricultural crops</b>, (<b>max score: 100</b>);</li> <li><b>Expert 3</b> with relevant university degree in melioration and at least 5 years of working experience in the sector (<b>max score: 75</b>);</li> <li><b>Expert 4</b> with advanced university degree in agriculture and at least 5 years of working experience in horticulture sector, (<b>max score: 75</b>);</li> </ul> <p><b>Financial Proposal (30%)</b></p> <p>To be computed as a ratio of the Proposal's offer to the lowest price among the proposals received by UNDP.</p>
UNDP will award the contract to:	<input checked="" type="checkbox"/> One or more Service Providers, depending on the following factors: as per maximum number of lots.
Annexes to this RFP <sup>4</sup>	<input checked="" type="checkbox"/> Detailed TOR (Annex 1) <input checked="" type="checkbox"/> Form for Submission of Proposal (Annex 2) <input checked="" type="checkbox"/> General Terms and Conditions / Special Conditions (Annex 3) <sup>5</sup> <input type="checkbox"/> Others <sup>6</sup>

<sup>4</sup> Where the information is available in the web, a URL for the information may simply be provided.

<sup>5</sup> Service Providers are alerted that non-acceptance of the terms of the General Terms and Conditions (GTC) may be grounds for disqualification from this procurement process.

<sup>6</sup> A more detailed Terms of Reference in addition to the contents of this RFP may be attached hereto.

Contact Person for Inquiries (Written inquiries only) <sup>7</sup>	<i>Procurement Unit, UNDP Armenia</i> <a href="mailto:procurement.armenia@undp.org">procurement.armenia@undp.org</a> Any delay in UNDP's response shall be not used as a reason for extending the deadline for submission, unless UNDP determines that such an extension is necessary and communicates a new deadline to the Proposers.
Other Information <i>[pls. specify]</i>	

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<sup>7</sup> This contact person and address is officially designated by UNDP. If inquiries are sent to other person/s or address/es, even if they are UNDP staff, UNDP shall have no obligation to respond nor can UNDP confirm that the query was received.

**TERMS OF REFERENCE**

<b>Scope of professional services:</b>	Vulnerability assessment of Armenia's agriculture sector to projected climate change
<b>Start date:</b>	February 25, 2019
<b>Duration:</b>	3.5 months
<b>Location:</b>	Yerevan, Armenia
<b>Project title:</b>	"Development of Armenia's Fourth National Communication to the UNFCCC and Second Biennial Update Report" UNDP-GEF/00096445

**I. Project Background**

The project objective is to enable Armenia to prepare its Fourth National Communication (4NC) under decision 17/CP.7 and the Second Biennial Update Report (2BUR) under decision 2/CP.17 of the United Nations Framework Convention on Climate Change. The 2BUR and 4NC will build upon previous studies, self-assessment exercises and will be based on the UNFCCC Guidelines. It will enable Armenia to present the updated information on Convention implementation in a consistent, transparent and comparable manner. The project is coordinated by the Ministry of Nature Protection under the guidance of Inter-Agency Climate Change Council (IACCC). The Project components include production of the Second Biennial Report and Fourth National Communication of Armenia under UNFCCC. The preparation of the 2BUR and 4NC is expected to enhance national capacity, contribute to general public awareness and knowledge building, and mainstream climate change consideration into national sustainable development process of Armenia. The project will also strengthen the cooperation between Armenia and other Parties to the Convention in achieving the ultimate objective of the UNFCCC.

The project document is available at <http://www.nature-ic.am/en/projects/Fourth-National-Communication-and-Second-Biennial-Update-Report/20>

**II. Task Objective**

The objective of the task is to conduct assessment of vulnerability and adaptation (V&A) in Armenia's agriculture (horticulture) sector to forecasted climate change and prepare respective report to contribute to reporting within the frames of the 4NC under Chapter "Climate Change Impacts: Vulnerability Assessment and Adaptation" (V&A) in compliance with Project objectives.

**III. Scope of Work, Terms and Conditions**

In the scope of professional services, the contractor will perform the following activities:

1. Review recent climate change trends and scenarios developed for Armenia (to be provided by the project) and develop approaches to assess vulnerability of agriculture (horticulture) sector to climate change in agro-climatic zones.

2. Identify at least five key crops important for the country from economic standpoint – cereals, fruits/berries/grapes, vegetables and fodder – for assessment of vulnerability to projected climate change.
3. Conduct assessment of climate change impact, particularly on water supply demand for selected key crops.
4. Conduct vulnerability assessment of the key selected crops to projected climate change for the periods up to 2030, 2070 and 2100 and taking into consideration the current trends for irrigated and none-irrigated areas disaggregated by agro-climatic zones with focus on:
  - changes in temperature and precipitations for the vegetation period;
  - climate extremes (drought, frost, hail etc.);
  - identification of the most vulnerable regions in Armenia with regard to horticulture sector development.
5. Analyze the needs of farmers, as the climate information users, based on the questionnaire to be provided by the project.
6. Identify the adaptation measures for the mitigation of the negative consequences of climate change on the overall output of the horticulture sector; legal/regulatory, institutional, technical, financial (risk transfer/insurance), scientific/advisory etc.;
7. Develop the report and the corresponding subchapter of the V&A chapter of the 4NC on Climate Change;
8. Present the results of the study to key stakeholders during the workshop organized with support of the Project for validation of main findings and recommendations; ensure integration of stakeholder's comments and recommendations into the final report.

#### IV. Expected Outputs

#	Outputs/Deliverables	Due date	Amount (%)
1.	Draft report on climate change vulnerability assessment in Armenia's agriculture sector for the periods up to 2030, 2070 and 2100	25 April 2019 (8 weeks after contract signed)	60%
2.	Final report on climate change vulnerability assessment in Armenia's agriculture sector for the periods up to 2030, 2070 and 2100, and recommendations on climate change adaptation measures and the text for V&A chapter of 4NC	20 May 2019 (11 weeks after contract signed)	40%
Total			100%

- Reports should be provided in Armenian or English, in printed and electronic versions. The charts, maps and graphs should be provided in editable format(s).

#### V. Institutional Arrangements

- The contractor will work under overall supervision of the UNDP Climate Change Programme Coordinator and direct supervision of the V&A Team Leader as well as collaborate with the project team of experts including national and international whenever required.



- For proper communication and quality assurance, regular meetings will be held between the contractor and Project management to agree on expectations, detailed scope of work, milestones and the workplan. Regular briefings should be held with the Project management on the task progress and completed milestones, as well as discussing any issues requiring decisions or guidance from UNDP.

## **VI. Required Qualifications and Application Package**

The company should demonstrate its capability and thorough understanding of the work to be carried out, as outlined in Terms of Reference and present clear methodology for implementing assesment, as well as it should be able to mobilize resourses and the experts in order to sucessfully implement the works as per Terms of Reference.

### **Expertise of the Company:**

- At least 5 years of proven experience in providing consulting services related to irrigation/agriculture sector;
- Proven experience in development of analytical documents and/or successful completion of at least 2 agriculture sector analytical assignments within last 5 years.
- Experience in working with international organizations and Armenia's governmental institutions.

### **Proposed Methodology, Approach and Implementation Plan:**

Task implementation approach, including detailed description of implementation methods and milestones to carry out the proposed task; a detailed work plan with timelines for the Deliverables/Outputs.

### **Management Structure and Key Personnel:**

The Company should have a strong team of experts, with shown professional capacities. Resumes (CV) of at least 4 (four) main experts with proven required experience should be provided. One of the Experts should act as a Team Leader.

CVs of professional staff to be involved:

- **Expert 1** (Team Leader) with advanced university degree in Agriculture or related fields with at least 7 years of proven working experience in the sector as well as with strong coordination and team leading skills.
- **Expert 2** with relevant university degree with at least 5 years of working experience in using models for assessment of climate change impact on main agricultural crops.
- **Expert 3** with relevant university degree in melioration and at least 5 years of working experience in the sector.
- **Expert 4** with advanced university degree in agriculture and at least 5 years of working experience in horticulture sector.

## **Annex 2 - FORM FOR SUBMITTING SERVICE PROVIDER'S PROPOSAL<sup>8</sup>**

*(This Form must be submitted only using the Service Provider's Official Letterhead/Stationery<sup>9</sup>)*

[insert: Location].

[insert: Date]

To: [insert: Name and Address of UNDP focal point]

Dear Sir/Madam:

We, the undersigned, hereby offer to render the following services to UNDP in conformity with the requirements defined in the RFP dated [specify date], and all of its attachments, as well as the provisions of the UNDP General Contract Terms and Conditions:

### **A. Qualifications of the Service Provider**

*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:*

- a) Profile – describing the nature of business, field of expertise, licenses, certifications, accreditations;*
- b) Business Licenses – Registration Papers, Tax Payment Certification, etc.*
- c) Latest Audited Financial Statement – income statement or balance sheet to indicate its financial stability, liquidity, credit standing, and market reputation, etc. ;*
- d) Track Record – list of clients for similar services as those required by UNDP, indicating description of contract scope, contract duration, contract value, contract references;*
- e) Certificates and Accreditation – including Quality Certificates, Patent Registrations, Environmental Sustainability Certificates, etc.*
- f) 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.*

### **B. 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.*

### **C. Qualifications of Key Personnel**

*If required by the RFP, the Service Provider must provide:*

<sup>8</sup> This serves as a guide to the Service Provider in preparing the Proposal.

<sup>9</sup> Official Letterhead/Stationery must indicate contact details – addresses, email, phone and fax numbers – for verification purposes

- a) Names and qualifications of the key personnel that will perform the services indicating who is Team Leader, who are experts, etc.;
- b) CVs demonstrating qualifications must be submitted; and
- c) Written confirmation from each personnel that they are available for the entire duration of the contract.

**D. Cost Breakdown per Deliverable\***

	<b>Deliverables</b> <i>[list them as referred to in the RFP]</i>	<b>Percentage of Total Price (Weight for payment)</b>	<b>Price (Lump Sum, All Inclusive)</b>
1	Draft report on climate change vulnerability assessment in Armenia's agriculture sector for the periods up to 2030, 2070 and 2100	60%	
	Final report on climate change vulnerability assessment in Armenia's agriculture sector for the periods up to 2030, 2070 and 2100, and recommendations on climate change adaptation measures and the text for V&A chapter of 4NC	40%	
	<b>Total</b>	<b>100%</b>	

*\*This shall be the basis of the payment tranches*

**E. Cost Breakdown by Cost Component [This is only an Example]:**

<b>Description of Activity</b>	<b>Remuneration per Unit of Time</b>	<b>Total Period of Engagement</b>	<b>No. of Personnel</b>	<b>Total Rate</b>
<b>I. Personnel Services</b>				
1. Services from Home Office				
a. Key Expert 1				
b. Key Expert 2				
c. Expert 3				
d. Expert 4				
2. Services from Field Offices				
a. Key Expert 1				
b. Key Expert 2				
c. Expert 3				
d. Expert 4				
3. Services from Overseas				
a. Expertise 1				
b. Expertise 2				
<b>II. Out of Pocket Expenses</b>				
1. Travel Costs				
2. Daily Allowance				
3. Communications				
4. Reproduction				
5. Equipment Lease				
6. Others				
<b>III. Other Related Costs</b>				

*[Name and Signature of the Service Provider's  
Authorized Person]  
[Designation]  
[Date]*



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## **Annex 3- UNDP GENERAL CONDITIONS OF CONTRACT FOR SERVICES**

**(attached separately)**