

INDIVIDUAL CONSULTANT PROCUREMENT NOTICE

Date: February 5, 2019

Post Title:	Individual Contract (IC) – Study on the Protection of Domestic Industries Within the Arab Customs Union (Study 5)
Starting Date:	No later than 15 March 2019
Duration:	120 working days over a period of 6 months
Location:	Home-based
Project:	Strengthening Arab Economic Integration for Sustainable Development (AEISD)
National or International consultancy	International Consultant
Requisition Number:	

CONTEXT/BACKGROUND

The project of Strengthening Arab Economic Integration for Sustainable Development (AEISD), by UNDP, sets, as objective, provision of technical assistance to the League of Arab States (LAS), specifically Economic Sector and relevant organs, and member states of Pan Arab Free Trade Agreement (PAFTA) in working towards a deepened integration, including preparations for the Arab Customs Union through gradual upgrading of performance of PAFTA.

Naturally, upgrading current preferential trade arrangements will contribute to the realization of strategic visions of Arab Common Market. Built upon the initial progress of the Executive Program of development of the Arab Customs Union (ACU), the project activities aim at strengthening the capacity and capability of Arab policy makers and enable more policy dialogues at the regional level through specific interventions to support target countries.

The second project component relates to strengthen the Arab connectivity among economies in the region with the expectation, these efforts would be translated into more contribution of economic integration for better livelihood of people, more employment opportunity and participation by the private sector.

The third component of the project focuses on the promotion of inclusiveness and transparency as part of the development agenda, particularly on the economic empowerment of women, for regional economic integration. It focuses on empowerment of women and promotion of good governance – the two key factors for collective prosperity in the Arab region. Deepening regional economic linkages would requires a new model of

governance, which should serve to make trade an effective tool to fight poverty, generate decent jobs and business opportunities to everyone.

Capitalizing on the progress achieved in the previous program of support to implementation of PAFTA (Executive Program of PAFTA), the current project also focuses on specific aspects of making trade an engine of inclusive and sustainable growth guided by the 2030 Sustainable Development Agenda. Along this line, the Project will further, focus on helping countries and the main sub-regional and regional integration entities to accelerate the pace of trade reforms and regional economic integration, to strengthen the employment effects of those reforms, with a particular focus on women and youth, and to mobilize additional resources for this purpose.

The project also aims to address specific challenges and complexities that PAFTA Arab countries (and League of Arab States) face to enhance regional economic integration, more specifically in the transition from an FTA- based framework towards making the customs union a reality. The following presents major areas of focus:

1. Provide a structured and targeted technical support to LAS Secretariat and Arab negotiators on trade policy formulation and reform under PAFTA;
2. Provide assistance to the LAS Secretariat with a view of strengthening its organizational capacity in the pursuit of further facilitation of the regional economic integration agenda as well as promotion of trade liberalization;
3. Assist target Arab countries with collaboration with national policy makers in trade and economic fields in efforts of modernization and reform of trade policy in taking into consideration new developments;
4. Facilitation of transport and trade activities constitutes one of key areas to support national programs of enhancement of national competitiveness and better market access and more integration of the value chain;
5. Promotion of gender equality and women empowerment as well as generation of business and job opportunity for youth is also a key target of project activities. Moreover, good governance constitutes a pre-requisite in deepening Arab economic integration to a higher level of commitment with inclusiveness and sustainability;
6. Promotion of the contribution of trade, as one of pillars, to achievement of the Sustainable Development Goals at national and regional level;

These priority dimensions form the basis of the work program of the project, which is developed on the basis of the requests by the countries in response to their policy strategies. Specifically, the project targets the following result-oriented activities:

1. Development of the technical framework and required instruments for the PAFTA Upgrading - a upgrade from the existing PAFTA, and for the Arab Customs Union (ACU) preparations, to deepen Arab economic integration.

2. Reinforcement of mechanisms of policy design, measures of implementation and of systems of documenting the progress of implementation to secure smooth acceleration of realization of regional commitments.
3. Building the technical capability and capacity of policy makers of Arab countries to support accelerated implementation of the PAFTA Upgrading and preparations for the ACU.
4. Introduction of institutional arrangements that are necessary for the LAS to respond to the requirements of implementation of the PAFTA Upgrading, and consequently of designing and establishing the ACU.
5. Delivery of awareness raising activities and provision of technical guidance on good governance and integrity approaches.
6. Promotion of regulatory transparency, open dialogues and consultations with related stakeholders, targeting all social groups but particularly women, for more active participation to cross border operations and related economic activities, among others.

The objective of the Study of the support and promotion of domestic industries within the environment of the Arab Customs Union is to assist Member States in their ACU negotiation process with better understanding, and to provide an evaluation and full analysis of the protection to domestic and protect industries and sectors of interest to the countries within the ACU framework. In effect, the study also targets laying backgrounds to development policy recommendations on the level and forms of protection or support to be provided to economic sectors within such integrated economic environment.

As characteristics to a Customs Union (CU), flows of goods, capital and factors of production circulate without any impediment within the countries/members. In this environment, goods being imported from non-Members into the CU could be subject to common tariff in force and trade policies and measures uniformly implemented in the CU. An estimated list of sensitive products or sectors, of key interest for development of domestic production and its support would be established for further analysis in the light of policies of support and promotion of domestic industries.

Specifically, the study should look into economic, industrial policies and measures for Member States that join the ACU for specific recommendations on how to protect certain sectors or areas as well as to boost member economies. Once this basis being established, a number of measures or countermeasures could be developed by the consultant for consideration by Arab countries, included fiscal measures like rates of levying taxes.

The study will address special policy measures to be undertaken by Member States to serve the purposes of the ACU and their common interests, particularly those related to the protection and promotion of identified domestic sectors. Its output will be used as a basis for the negotiation and agreement on the protection policies of the domestic production in support to sustainable and inclusive economic growth in Members.

The technical areas to be covered by the study include among others:

- Review of policy-oriented modalities of provision of protection and support to domestic industries/sectors in PAFTA Member Countries towards corresponding arrangements under a Customs Union framework, on the basis of legitimate interest and international commitments and practices;

- Design of proposals of progressive alignment of industrial policies of PAFFT Member Countries, to international standards and commitments of open, safe and secured trade;
- Identification of impacts of rules and regulations governing global trade, in the area of protection and support of domestic industries at the multilateral level or regional level, and whether they are significantly affected the PAFTA countries with respect to industrial and agricultural policy;
- Undertaking of policy consideration of economic and trade measures concerning re-alignment of industry-related measures and pertinent directions, for protection and support of certain domestic industries, by PAFFT Member Countries in the pursuit of more inter-connected policy platform of industrial policies within the ACU.
- Analysis of commitments, already entered by the countries into international trade agreements, included those under the WTO membership, (at sub-regional or bilateral level), as it is concerned to the main subject of this study.
- To the extent possible, identify key sectors of major interest to Member States for any scheme of support or protection of domestic industries, taking into account development dimensions.

The project team also cooperates with several national authorities and regional organizations in the implementation of defined activities in taking into account requirements and priorities of national socio-economic development plans and strategies of Arab economic integration. The execution is carried out under rules and regulations by the UN applicable for Delegated Direct Implementation and fully aligned to UNDP Programme and Operations Policies and Procedures (POPP).

In effect, based on the project document and the agreed programme of support by UNDP to Arab countries, the project coordinates with the League of Arab States to provide technical assistance programs to PAFTA members, especially the least developed members on different trade topics that supports the deepening of Arab economic integration process.

This comes in a critical stage where the Economic and Social Council (ECOSOC) at its in its regular round N. 102 (held in September 2018) issued a resolution to approve the upgrading of the PAFTA to include technical topics such as Protection of the trade related aspects of intellectual property rights, Technical Barriers to Trade, Sanitary and Phyto-sanitary measures, and Trade Facilitation, besides the boost of the ongoing negotiations on the Arab Customs Union. Hence, negotiators in the PAFTA LDCs need technical support and capacity building programs to equip them with the knowledge and capacities needed to become more involved in negotiating the PAFTA upgrading and to negotiate their interests in the ACU.

SCOPE OF WORK AND DELIVERABLES

The deliverables and outcomes of the study would consist of reaching key findings from practical experiences and research, resulting from a detailed and comprehensive analysis, prepared by the consultant expert, related to the provision of defense and support to promote domestic industries and sectors, included concerned policies. It should elaborate with specific details of existent programmes, adopted by the countries, and review of its basic rationales.

It includes, among others, an assessment of the industrial and agriculture sectors and requirements of further development of sectors of key interest within the ACU framework. Identification of the support would be based on international standards, practices and commitments with international organizations in trade such as the WTO.

Furthermore, possible impacts of implementation of trade, fiscal policies such as the Common External Tariff would be considered as relevant to sectors that are to be further promoted. To that end, it is essential to present facts and operational information in a structured manner with evidence-based analysis to substantiate policy recommendations and suggestions of holistic directions.

Particular focus would be on the definition of the concept of the support to the domestic industry within the Customs union framework (specifically the ACU) in line with international standards and aligned to international practices and/or commitments under the WTO. Such work can be associated with clear identification of the proposed policies and support to economic sectors (for example, industrial and agriculture). The exercise will also include main features, characteristics, ability of smooth implementation of any strategy of support to identified sectors or industries. Outcomes of the study would also consider concrete modalities of assistance to Member States in their negotiations and addressing the main challenges in implementation.

In achieving the objectives of the study, the expert will establish clear work methodologies that enable a fact-based analysis and evidence-supported assessment. In this pursuit, operational modality of the analysis and major outlines of development shall be agreed in advance with concerned stakeholders of this study, for its subsequent implementation. The assignment targets review of economic sectors and trade and industrial policies, as well as investment policies. Any support should be linked to broader strategies to secure its effective contribution to inclusive growth without compromising productivity in the long run. Detail support tools to domestic industry and policies should be addressed in support of completion of negotiations and activation of ACU.

The expert will meet and consult with relevant officials and stakeholders in Member States and the LAS Secretariat to discuss issues identified in the Terms of Reference and to gather statistical data and more economic/fiscal information in function of requirements for the study. The assignment should include an analysis of the scope of interaction and, to which extent, trade and industrial, agricultural policies are effective for the purpose of deepening economic integration and what re-adjustments need to be undertaken by Member States in heading towards the ACU.

The consultant expert will review pertinent experiences of other Customs unions in several trade groupings such as GCC, of EU, ECA, COMESA, among others and adapted into the ACU as related to provision of support to identified sectors/industries of interest to Member States of ACU. Good practices could also be analyzed in support of policy making related to the ACU. Expert will coordinate with LAS Technical Secretariat who will liaise with Member States and facilitate visits, and provide statistical information and data, required by the expert relating to the study.

The study should address the following technical issues:

- International good practices of promotion of industrial development, included fostering protection of IPRs in function of regional economic integration;
- Development of appropriate policy guidelines, given the commitment to the development of common industrial policies within the ACU framework as appropriate;
- Design of mechanisms and protocols in securing trade policy coordination towards harmonization of industrial/sector strategies for the ACU; Discussion of modalities of alignment of industrial policy towards more diversified development of industrial sectors, knowledge-based economies and competitiveness in line with international standards and commitments of trade;
- Analysis of expected potential of sectors/industries being candidate to benefit of support; and
- Collaboration between Arab governments and business sectors in the economies that can take many forms towards the encouragement of the domestic production and examine the role of business in the formulation and development of industrial policy within the ACU.

EXPECTED OUTPUTS AND DELIVERABLES

Milestone	Expected number of working days for each deliverable	Approvals
<p><i>Deliverable 1: Prepare the Inception Report and Define the Operational Framework</i></p> <p>The Inception report should include:</p> <ol style="list-style-type: none"> 1. Detailed work plan and study schedule for the study, guided by deliverables and timeline, set forth in this TOR; 2. Preparing and presenting economic models, which will likely to be used for the analysis of the support to domestic industries and sectors of key interest as part of long-term plans of the ACU. Criteria of efficiency and sustainability may be considered. 3. Providing thematic analysis to document a selection of a specific study methods for the analysis of supporting programmes or measures of individual countries of 17 PAFTA Members, including any possible limitation or constraint of these methods; 4. Technical backgrounds to be used in the design and identification of modalities of support and of protection of specified domestic sectors of each of 17 PAFTA members in taking account of international standards and practices; 5. Status and modalities of data and statistics collection, processing (including interviewer plan, data collection plan and survey instrumentation) and identification of data sources; 6. Preparing and presenting the scope and methodological aspects to Member States and LAS Secretariat; and 7. Review of current practices of industry support and any type of support in use by Member States within a similar environment to a Customs Union or a Customs Union itself. 	15 working days	Strengthening Arab Economic Integration for Sustainable Development's Chief Technical Advisor
<p><i>Deliverable 2: Draft the outlines of the Analysis Report</i></p> <p>Drafting the outlines of the Report includes the following:</p> <ol style="list-style-type: none"> 1. Structure of the report and its components in addressing all deliverables of this TOR; 2. Identified bases of the analysis of measures/schemes of support and protection of certain industries and/or economic sectors, currently applied in line with international standards and commitments with international organizations such as the WTO; 3. Provided explanation of the rationale of the proposed support or protection to infant industries taking into account efforts of economic diversification, undertaken by Arab economies; 	20 working days	

<ol style="list-style-type: none"> 4. Providing thematic analysis to justify selection of a specific study methods for the analysis of supporting programmes or measures of individual countries of PAFTA; 5. Analysis of aspects related to design and identification of the support means to economic sectors and its protection (industrial and agriculture), applied by PAFTA countries; 6. Identification of key scenarios of protection and support to domestic industries for consultations with the Technical Secretariat of LAS and UNDP, included detailed elaboration of the like and/or similar schemes applicable in Customs Union-like arrangements for consideration by Arab countries; and 7. Elaboration of the progress of works completed from the start of the exercise with main focus to document the findings of technical/estimation analysis, including discussion of policy implication of the findings. 		
<p>Deliverable 3: Technical Report</p> <ol style="list-style-type: none"> 1. Findings and results of the simulation exercise of possible impacts of CET and activation of revenues distribution formula on the industrial and agricultural sectors, with focus on identified sectors that need support or at least temporary protection; 2. Overview of the potentiality of encouraging certain economic sectors (industrial, agro-food industry, processed food, chemicals, minerals ...) of individual countries of PAFTA, that can be candidate for any programme of protection and of support under the ACU on collective basis; 3. Overview the concept of harmonization of industrial policy for adoption in the ACU, in terms of the following measures: <ol style="list-style-type: none"> (i) National treatment; (ii) Co-ordination of domestic policies; (iii) Measures to deal with non-tariff measures and/or TBT, included possible discussion on harmonization of national standards and regulations. 4. Analysis of programmes and measures of protection and support taking into account progressing diversification of PAFTA economies in recent years; 5. Formulated concrete measures of industrial development at the regional or sub-regional level; 6. Provided analysis of policy implications that might result from the findings of the estimation analysis as per Deliverables 1 and 2 above; 7. Proposed technical proposal of strategies of the support and protection within the ACU framework, included its goals and objectives; and 8. Overview of trade-promotion programs and investment promotion plan, with key focus on the private sector, businesses and industries 	50 working days	

<p>Deliverable 4: Final Report</p> <p>The expert is expected to submit the Final Report, which should address the following:</p> <ol style="list-style-type: none"> 1. Detailed description of the methodology used, including the models used in the estimation and analysis of trade matters of each of seventeen PAFTA countries in function of requirements of the three Deliverables as above; explanation of any theoretical or application limitation of this method, if any; 2. Identified measures, modalities of the support and protection schemes for Member States of the ACU (i.e..., provision of joint investment by countries into sectors in need of assistance; criteria such as efficiency, sustainability and long-term productivity could be given adequate attention); 3. Technical findings of analysis of foundations for the design of support and protection schemes to sectors, industries within the ACU framework; it is also included formulation of policy recommendations in this regard; 4. Technical proposal of strategies of support to domestic industries within the ACU framework including its effective implementation; 5. Detailed elaboration of findings that result from the technical analysis and policy recommendations; all statistics and data being collected and analyzed should be handled over to UNDP. 6. Technical proposal of collaboration between Arab Governments and business sectors including its effective implementation of these support schemes; 7. Proposal of policy recommendations and alternative scenarios to facilitate the consultations and negotiations by PAFTA countries; and 8. Proposal of areas in which Member States may need further support in strengthening their capacity and capability in policy making in deepening Arab economic integration. 	<p>35 working days</p>	
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INSTITUTIONAL ARRANGEMENT

- The individual is required to exhibit his or her full-time commitment with UNDP-RBAS;
- S/He shall perform tasks under the general guidance of the Regional Programme Coordinator and the direct supervision of the Chief Technical Advisor (CTA) of the Strengthening Arab Economic Integration for Sustainable Development (AEISD) regional project. The supervision will include approvals/acceptance of the outputs as identified in the previous section;
- S/he shall demonstrate the financial capability to conduct the study through presentation of records of financial statements of the last three years from the date of the submission of the bidding proposal.
- The individual is expected to liaise and collaborate in the course of performing the work with other consultants, suppliers and UN colleagues, as required;

- The individual is required to provide periodical progress reports on regular and needed basis throughout the assignment in order to monitor progress;
- The individual is required to maintain close communication with UNDP-RBAS on regular and needed basis at any period throughout the assignment in order to monitor progress. In the event of any delay, S/he will inform UNDP promptly so that decisions and remedial action may be taken accordingly;
- Should UNDP deem it necessary, it reserves the right to commission additional inputs, reviews or revisions, as needed to ensure the quality and relevance of the work.

DURATION OF THE WORK

The duration of the assignment is expected to be 120 working days over a period of 6 months from contract signature date.

DUTY STATION AND TRAVEL PLAN

This is a home-based assignment. Part of this assignment may require the individual to travel to Arab and non-Arab countries. In such cases, unforeseen travel will be arranged and covered in accordance with corporate regulations and rules.

QUALIFICATIONS OF THE SUCCESSFUL INDIVIDUAL CONTRACTOR

I. Academic qualification:

Master's degree in business administration, economics, international trade, trade and development, or related fields.

II. Work Experience:

- At least 15 years of experience in the conduct of economic studies, research in international trade, operations and industrial policies within the customs unions, customs operations, revenue management and taxation.
- Experience in the design, establishment of trade policies in the promotion of infant, emerging industries/sectors at either national or regional level is an asset.
- Experience in compilation and dissemination of balance of payments and investment schemes statistics, conducting surveys, trade, industrial and fiscal data collection, and compilation of foreign direct investment statistics in function of the requirements of this study.
- Proven experience in conducting policy analysis in matters related to economics, trade policy and industrial and trade data analysis.
- Extensive experience in the industrial policy analysis and formulation preferably in Arab region. In addition, exposure to the customs procedures and tax systems at international level and to the regional integration strategies, policy issues, current regional integration dynamics in the Arab region including PAFTA is an asset.
- Extensive knowledge of best international/regional practices in industrial policy formulation within customs unions or similar set ups, and being able to provide guidance on the legislative aspects of industry structure, as well as on strategic planning and organizational and trade-related issues.
- In depth-understanding of the WTO Agreements and rules, and PAFTA.

- Expertise in quantitative and qualitative data collection, analysis and statistical methodologies, the governmental statistics, as well as the compilation and dissemination of fiscal, industrial and trade data of one or more countries supported by experience in the areas of industrial policy and trade policy analysis.
- Expertise in the quantitative analysis of issues of management of a customs union, and/or similar set up which requires a detailed knowledge of the national fiscal framework ((i.e... customs revenues collection, revenues sharing and payment policies, design of support programmes within national economic plans, and compliance with international rules and enforcement).
- Ability to perform economic researches and summarize findings in a concise and professional format.
- Excellent presentation and communication skills, particularly in the preparation of the technical report for various audiences (i.e. national policy makers, businesses and industries)
- Proven experience working within the Arab region.
- Previous experience working for the UN is a plus.

III. Language Requirements

Language proficiency in both written and oral English is required. Knowledge of Arabic is a plus.

IV. Key Competencies

- *Corporate*
 - Demonstrates integrity and fairness, by modeling the UN/UNDP's values and ethical standards;
 - Promotes the vision, mission and strategic goals of UNDP;
 - Displays cultural, gender, religion, race, nationality and age sensitivity and adaptability.
- *Functional*
 - Time management and organizational skills, with the ability to undertake multiple tasks and deliver under pressure;
 - Strong analytical and synthesis skills;
 - Ability to work independently and achieve quality results with limited supervision and within tight schedules;
 - Strong quantitative and qualitative research skills;
 - Experience in reports production;
 - Ability to write in a clear and concise manner;
 - Good teamwork and interpersonal skills;
 - Flexibility and ability to handle multiple tasks and work under pressure;
 - Excellent computer skills especially Word, Excel and Power Point.
- *Knowledge Management and Learning*
 - Ability to strongly promote and build knowledge products;
 - Promotes knowledge management in UNDP and a learning environment in the office through leadership and personal example;
 - Seeks and applies knowledge, information and best practices from within and outside of UNDP;
 - Demonstrates a strong capacity for innovation and creativity in providing strategic policy advice and direction.

- **Leadership**
 - Demonstrated ability to think strategically and to provide credible leadership;
 - Demonstrated flexibility in leadership by performing and/or overseeing the analysis/resolution of complex issues;

SCOPE OF PRICE PROPOSAL AND SCHEDULE OF PAYMENTS

All proposals must be expressed in a *lump sum amount*. This amount must be “all-inclusive”. Please note that the terms “all-inclusive” implies that all costs (professional fees, communications, consumables, etc.) that could possibly be incurred are already factored into the final amounts submitted in the proposal. Also, please note that the contract price will be Deliverables/Outputs based - not fixed - subject to change in the cost components.

The contractor will be paid an all-inclusive Deliverables/Outputs based lump sum amounts over the assignment period, subject to the submission of Certification of Payment (CoP) duly certified and confirmation of satisfactory performance of achieved work (deliverables/outputs) in line with the schedule of payments table hereunder:

Milestone	Estimated due date	Payment
Milestone 1: Successful delivery of deliverable1	Up to 20 working days upon satisfactory delivery of deliverable 1;	Up to 10% of total contract amount
Milestone 2: Successful delivery of deliverable2	Up to 35 working days upon satisfactory delivery of deliverable 2;	Up to 10% of total contract amount
Milestone 3: Successful delivery of deliverable 3	Up to 25 working days upon satisfactory delivery of deliverable3;	Up to 20% of total contract amount
Milestone 4: Successful delivery of deliverable 4	Up to 20 working days upon satisfactory delivery of deliverable 4;	Up to 60% of total contract amount

DOCUMENTS TO BE INCLUDED WHEN SUBMITTING THE PROPOSALS

Interested individual consultants must submit the following documents/information to demonstrate their qualifications. Candidates that fail to submit the required information will not be considered.

- a) Duly accomplished **Letter of Confirmation of Interest and Availability** using the template provided by UNDP;
- b) **Personal CV or P11**, indicating all past experience from similar projects, as well as the contact details (email and telephone number) of the Candidate and at least three (3) professional references;
- c) **Brief Description** of why the individual considers him/herself as the most suitable for the assignment, including references to how she/he will approach and complete the assignment.
- d) **Technical Proposal** A half page technical proposal detailing how they will approach the assignment, prioritizing activities to meet the deliverables as set above in the most efficient and effective manner;

- e) **One previous sample of similar work:** to demonstrate the individual's competencies to undertake this assignment;
- f) **Financial Proposal** that indicates the all-inclusive Deliverables/Outputs based total contract price, supported by a breakdown of costs, as per template provided. The terms "all-inclusive" implies that all costs (professional fees, travel costs, living allowances, communications, consumables, etc.) that could possibly be incurred are already factored into the final amounts submitted in the proposal. If an Offeror is employed by an organization/company/institution, and he/she expects his/her employer to charge a management fee in the process of releasing him/her to UNDP under Reimbursable Loan Agreement (RLA), the Offeror must indicate at this point, and ensure that all such costs are duly incorporated in the financial proposal submitted to UNDP.

All necessary information including: Complete Procurement Notice, The Selection Criteria, and Annexes are found on the following link under Procurement <http://procurement-notice.undp.org/>

Interested candidate shall apply the CV/P11 to Job advertisement website, hence consultant should submit to website: Proc.contract.rscjo@undp.org : not later than 20 February, 2019 the following documents:

- **CV/P11**
- **Confirm availability and financial proposal**
- **Brief description of why you consider yourself as the most suitable for the assignment**
- Technical Proposal
- One previous sample of similar work

EVALUATION

Individual consultants will be evaluated based on the following methodologies:

Step I: Screening and desk review:

Applications will be first screened and only candidates meeting the following minimum criteria will progress to the pool for shortlisting:

- Master's degree in business administration, economics international trade, trade and development, or related fields.
- At least 15 years of experience in the conduct of economic studies, research in international trade, operations and industrial policies within the customs unions, customs operations, revenue management and taxation.
- Language proficiency in both written and oral English is required;

Shortlisted Candidates will be then assessed and scored against the following evaluation criteria:

Technical evaluation Criteria max 100 points (Weighted 70):

- Experience in the design, establishment of trade policies in the promotion of infant, emerging industries/sectors at either national or regional level (10 points);

- Experience in compilation and dissemination of balance of payments and investment schemes statistics, conducting surveys, trade, industrial and fiscal data collection, and compilation of foreign direct investment statistics in function of the requirements of this study (10 points);
- Proven experience in conducting policy analysis in matters related to economics, trade policy and industrial and trade data analysis (10 points);
- Extensive experience in the industrial policy analysis and formulation preferably in Arab region. In addition, exposure to the customs procedures and tax systems at international level and to the regional integration strategies, policy issues, current regional integration dynamics in the Arab region including PAFTA is an asset (10 points);
- Extensive knowledge of best international/regional practices in industrial policy formulation within customs unions or similar set ups, and being able to provide guidance on the legislative aspects of industry structure, as well as on strategic planning and organizational and trade-related issues (10 points);
- Expertise in quantitative and qualitative data collection, analysis and statistical methodologies, the governmental statistics, as well as the compilation and dissemination of fiscal, industrial and trade data of one or more countries supported by experience in the areas of industrial policy and trade policy analysis (10 points);
- Expertise in the quantitative analysis of issues of management of a customs union, and/or similar set up which requires a detailed knowledge of the national fiscal framework (i.e... customs revenues collection, revenues sharing and payment policies, design of support programmes within national economic plans, and compliance with international rules and enforcement) (10 points);
- Technical Proposal A half page technical proposal detailing how they will approach the assignment, prioritizing activities to meet the deliverables as set above in the most efficient and effective manner (10 points);
- One previous sample of similar work: to demonstrate the individual's competencies to undertake this assignment (10 points);
- Previous experience working for the UN (10 points);

Financial Criteria - 30% of total evaluation

For those offers considered in the financial evaluation, the lowest price offer will receive 30 points. The other offers will receive points in relation to the lowest offer, based on the following formula: $(PI / P_n) * 30$ where P_n is the financial offer being evaluated and PI is the lowest financial offer received.

Step II: Final evaluation

The final evaluation will combine the scores of desk review and financial proposal with the following weights assigned to each:

Individual consultants will be evaluated based on the **cumulative analysis** methodology (weighted scoring method), where the award of the contract will be made to the individual consultant whose offer has been evaluated and determined as:

- Responsive/compliant/acceptable; and
- Having received the highest score out of a pre-determined set of technical and financial criteria specific to the solicitation.

Technical Criteria weight: [70%]

Financial Criteria weight: [30%]

Only Individual Consultants obtaining a minimum of 49 points (70%) on the Technical evaluation would be considered for the Financial Evaluation.

Approval

This Procurement Notice is certified by:

Signature	_____
Name	<u>Mr. Quang Le</u>
Designation	<u>Chief Technical Advisor</u>
Date of Signing	_____

This Procurement Notice is approved by:

Signature	_____
Name	<u>Mr. Abusabeeb Elsadig</u>
Designation	<u>Results and Resource Management Specialist</u>
Date of Signing	_____