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**REQUEST FOR PROPOSAL (RFP 30/19)**

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| NAME & ADDRESS OF FIRM | DATE: September 27th, 2019 |
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| REFERENCE: **RFP 30/19** |

Dear Sir / Madam:

We kindly request you to submit your Proposal for **RFP 30-19** **Identification of Green Added Value Products and Feasibility Assessment of Related Value Chains**

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

Proposals, comprising of technical proposal (one original hardcopy and one copy on CD or flash drive) and financial proposal (one original hardcopy), in separate sealed envelopes, may be submittedmay be submitted on or before ***October 14th, 2019*** and via email, courier mail or fax to the address below:

**United Nations Development Programme**

***UN Eco House, Stanka Dragojevica, b.b.***

***81000 Podgorica***

***Mirko Bracanovic, Procurement Officer***

[mirko.bracanovic@undp.org](mailto:mirko.bracanovic@undp.org)

Proposals submitted ELECTRONICALLY should be sent to: [procurement.me@undp.org](mailto:procurement.me@undp.org) , which is the official address for e-submission. Technical proposals and financial proposals must be submitted in separate emails. The **technical proposal** should not be password protected. In the eventuality, files containing the technical proposals exceed the 10MB permitted file size for attachments, should be broken down to several files and sent sequentially. Each file should be named as follows: <proposer name–technical proposal file no. N> (N=1, 2, 3, etc).

The **financial proposals** should be sent in PDF format and **password protected** so that they cannot be opened otherwise. Password for the financial proposal must not be provided to UNDP until it is formally requested by UNDP procurement focal point.

Your Proposal must be expressed in ***English language*** and valid for a minimum period of ***60 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/procurement/protest.shtml>.

**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>

**Thank you and we look forward to receiving your Proposal.**

**Sincerely yours,**

*Snezana Doljanica*

*Operations Manager*

*UNDP MNE*

**Annex 1**

**Description of Requirements**

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| --- | --- |
| Context of the Requirement | Identification of green added value products and feasibility assessment of related value chains |
| Implementing Partner of UNDP | Agricultural producers in Montenegro |
| Brief Description of the Required Services[[1]](#footnote-1) | Identification of green added value products and feasibility assessment of related value chains |
| List and Description of Expected Outputs to be Delivered | Defined in ToR (Attachment IV) |
| Person to Supervise the Work/Performance of the Service Provider | UNDP Project Manager |
| Frequency of Reporting | Following of each stage of implementation, in a brief report format |
| Progress Reporting Requirements | Short narrative report, with indication of progress and red flags, if any |
| Location of work | Montenegro |
| Expected duration of work | 8 weeks |
| Target start date | End October 2019. |
| Latest completion date | End December 2019. |
| Travels Expected | |  |  |  |  | | --- | --- | --- | --- | | **Destination/s** | **Estimated Duration** | **Brief Description of Purpose of the Travel** | **Target Date/s** | | As per ToR |  |  |  | |  | |  | |  | |
| Special Security Requirements | N/A |
| Facilities to be Provided by UNDP (i.e., must be excluded from Price Proposal) | N/A |
| Implementation Schedule indicating breakdown and timing of activities/sub-activities | X Required  ☐ Not Required |
| Names and curriculum vitae of individuals who will be involved in completing the services | X Required  ☐ Not Required |
| Currency of Proposal | ☐United States Dollars  X Euro  ☐ Local Currency |
| Value Added Tax on Price Proposal[[2]](#footnote-2) | ☐ must be inclusive of VAT and other applicable indirect taxes  X must be exclusive of VAT and other applicable indirect taxes |
| Validity Period of Proposals *(Counting for the last day of submission of quotes)* | X 60 days  ☐ 90 days  ☐ 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 | X Not permitted  ☐ Permitted |
| Payment Terms[[3]](#footnote-3) | |  |  |  |  | | --- | --- | --- | --- | | Outputs | Percentage | Timing | Condition for Payment Release | | 1. | 60% | end November 2019 | Within thirty (30) days from the date of meeting the following conditions:   1. UNDP’s written acceptance (i.e., not mere receipt) of the quality of the outputs; and 2. Receipt of invoice from the Service Provider. | | 2. | 40% | End December 2019 | |  |  |  | |
| Person(s) to review/inspect/ approve outputs/completed services and authorize the disbursement of payment | UNDP Project Manager |
| Type of Contract to be Signed | ☐ Purchase Order  ☐ Institutional Contract  X Contract for Professional Services  ☐ Long-Term Agreement[[4]](#footnote-4)  ☐ Other Type of Contract *[pls. specify]* |
| Criteria for Contract Award | ☐ Lowest Price Quote among technically responsive offers  X Highest Combined Score (based on the 70% technical offer and 30% price weight distribution)  X 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 | **Technical Proposal (70%)**  X Quality of the proposal  X Contractor’s capacity, qualification and expertise  **Financial Proposal (30%)**  To be computed as a ratio of the Proposal’s offer to the lowest price among the proposals received by UNDP. |
| UNDP will award the contract to: | X One and only one Service Provider  ☐ One or more Service Providers, depending on the following factors: |
| Annexes to this RFP[[5]](#footnote-5) | X Form for Submission of Proposal (Annex 2)  X General Terms and Conditions / Special Conditions (Annex 3)[[6]](#footnote-6)  X Detailed TOR *(*Annex 4*)*  X Requested Expertise of the Firm and Experts (Annex 5)  X Summary of Technical Proposal Evaluation Forms (Annex 6)  ☐ Others[[7]](#footnote-7) *[pls. specify]* |
| Contact Person for Inquiries  (Written inquiries only)[[8]](#footnote-8) | *Mirko Bracanovic*  *Procurement Officer*  mirkobracanovic@undp.org;  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 *[pls. specify]* |  |

**Annex 2**

**FORM FOR SUBMITTING SERVICE PROVIDER’S PROPOSAL[[9]](#footnote-9)**

***(This Form must be submitted only using the Service Provider’s Official Letterhead/Stationery[[10]](#footnote-10))***

[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 :

1. **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:*

1. *Profile – describing the nature of business, field of expertise, licenses, certifications, accreditations;*
2. *Business Licenses – Registration Papers, Tax Payment Certification, etc.*
3. *Latest Audited Financial Statement – income statement and balance sheet to indicate Its financial stability, liquidity, credit standing, and market reputation, etc.;*
4. *Track Record – list of clients for similar services as those required by UNDP, indicating description of contract scope, contract duration, contract value, contact references;*
5. *Certificates and Accreditation – including Quality Certificates, Patent Registrations, Environmental Sustainability Certificates, etc.*
6. *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.*
7. **Proposed Methodology for the Completion of Services**

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| *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.* |

1. **Qualifications of Key Personnel**

*The Service Provider must provide:*

1. *Names and qualifications of the key personnel that will perform the services indicating who is Team Leader, who are supporting, etc.;*
2. *CVs demonstrating qualifications must be submitted if required by the RFP; and*
3. *Written confirmation from each personnel that they are available for the entire duration of the contract.*
4. **Cost Breakdown per Deliverable\***

|  |  |  |  |
| --- | --- | --- | --- |
|  | **Deliverables**  ***[list them as referred to in the RFP]*** | **Percentage of Total Price *(Weight for payment)*** | **Price**  ***(Lump Sum, All Inclusive)*** |
| 1 | Deliverable 1 | 60% | Upon submission of Deliverables and approval of phase I results. |
| 2 | Deliverable 2 | 40% | Upon submission of Deliverables and approval of phase II results. |
|  | Total | 100% |  |

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

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

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

*[Name and Signature of the Service Provider’s Authorized Person]*

*[Designation]*

*[Date]*

**Annex 3**

## General Terms and Conditions for Services

**1.0 LEGAL STATUS**:

The Contractor shall be considered as having the legal status of an independent contractor vis-à-vis the United Nations Development Programme (UNDP). The Contractor’s personnel and sub-contractors shall not be considered in any respect as being the employees or agents of UNDP or the United Nations.

**2.0 SOURCE OF INSTRUCTIONS**:

The Contractor shall neither seek nor accept instructions from any authority external to UNDP in connection with the performance of its services under this Contract. The Contractor shall refrain from any action that may adversely affect UNDP or the United Nations and shall fulfill its commitments with the fullest regard to the interests of UNDP.

**3.0 CONTRACTOR'S RESPONSIBILITY FOR EMPLOYEES:**

The Contractor shall be responsible for the professional and technical competence of its employees and will select, for work under this Contract, reliable individuals who will perform effectively in the implementation of this Contract, respect the local customs, and conform to a high standard of moral and ethical conduct.

**4.0 ASSIGNMENT:**

The Contractor shall not assign, transfer, pledge or make other disposition of this Contract or any part thereof, or any of the Contractor's rights, claims or obligations under this Contract except with the prior written consent of UNDP.

**5.0 SUB-CONTRACTING:**

In the event the Contractor requires the services of sub-contractors, the Contractor shall obtain the prior written approval and clearance of UNDP for all sub-contractors. The approval of UNDP of a sub-contractor shall not relieve the Contractor of any of its obligations under this Contract. The terms of any sub-contract shall be subject to and conform to the provisions of this Contract.

**6.0 OFFICIALS NOT TO BENEFIT:**

The Contractor warrants that no official of UNDP or the United Nations has received or will be offered by the Contractor any direct or indirect benefit arising from this Contract or the award thereof. The Contractor agrees that breach of this provision is a breach of an essential term of this Contract.

**7.0 INDEMNIFICATION**:

The Contractor shall indemnify, hold and save harmless, and defend, at its own expense, UNDP, its officials, agents, servants and employees from and against all suits, claims, demands, and liability of any nature or kind, including their costs and expenses, arising out of acts or omissions of the Contractor, or the Contractor's employees, officers, agents or sub-contractors, in the performance of this Contract. This provision shall extend, inter alia, to claims and liability in the nature of workmen's compensation, products liability and liability arising out of the use of patented inventions or devices, copyrighted material or other intellectual property by the Contractor, its employees, officers, agents, servants or sub-contractors. The obligations under this Article do not lapse upon termination of this Contract.

**8.0 INSURANCE AND LIABILITIES TO THIRD PARTIES:**

**8.1** The Contractor shall provide and thereafter maintain insurance against all risks in respect of its property and any equipment used for the execution of this Contract.

**8.2** The Contractor shall provide and thereafter maintain all appropriate workmen's compensation insurance, or the equivalent, with respect to its employees to cover claims for personal injury or death in connection with this Contract.

**8.3** The Contractor shall also provide and thereafter maintain liability insurance in an adequate amount to cover third party claims for death or bodily injury, or loss of or damage to property, arising from or in connection with the provision of services under this Contract or the operation of any vehicles, boats, airplanes or other equipment owned or leased by the Contractor or its agents, servants, employees or sub-contractors performing work or services in connection with this Contract.

**8.4** Except for the workmen's compensation insurance, the insurance policies under this Article shall:

**8.4.1** Name UNDP as additional insured;

**8.4.2** Include a waiver of subrogation of the Contractor's rights to the insurance carrier against the UNDP;

**8.4.3** Provide that the UNDP shall receive thirty (30) days written notice from the insurers prior to any cancellation or change of coverage.

**8.5** The Contractor shall, upon request, provide the UNDP with satisfactory evidence of the insurance required under this Article.

**9.0 ENCUMBRANCES/LIENS:**

The Contractor shall not cause or permit any lien, attachment or other encumbrance by any person to be placed on file or to remain on file in any public office or on file with the UNDP against any monies due or to become due for any work done or materials furnished under this Contract, or by reason of any other claim or demand against the Contractor.

**10.0 TITLE TO EQUIPMENT:**

Title to any equipment and supplies that may be furnished by UNDP shall rest with UNDP and any such equipment shall be returned to UNDP at the conclusion of this Contract or when no longer needed by the Contractor. Such equipment, when returned to UNDP, shall be in the same condition as when delivered to the Contractor, subject to normal wear and tear. The Contractor shall be liable to compensate UNDP for equipment determined to be damaged or degraded beyond normal wear and tear.

**11.0 COPYRIGHT, PATENTS AND OTHER PROPRIETARY RIGHTS:**

**11.1** Except as is otherwise expressly provided in writing in the Contract, the UNDP shall be entitled to all intellectual property and other proprietary rights including, but not limited to, patents, copyrights, and trademarks, with regard to products, processes, inventions, ideas, know-how, or documents and other materials which the Contractor has developed for the UNDP under the Contract and which bear a direct relation to or are produced or prepared or collected in consequence of, or during the course of, the performance of the Contract, and the Contractor acknowledges and agrees that such products, documents and other materials constitute works made for hire for the UNDP.

**11.2** To the extent that any such intellectual property or other proprietary rights consist of any intellectual property or other proprietary rights of the Contractor: (i) that pre-existed the performance by the Contractor of its obligations under the Contract, or (ii) that the Contractor may develop or acquire, or may have developed or acquired, independently of the performance of its obligations under the Contract, the UNDP does not and shall not claim any ownership interest thereto, and the Contractor grants to the UNDP a perpetual license to use such intellectual property or other proprietary right solely for the purposes of and in accordance with the requirements of the Contract.

**11.3** At the request of the UNDP; the Contractor shall take all necessary steps, execute all necessary documents and generally assist in securing such proprietary rights and transferring or licensing them to the UNDP in compliance with the requirements of the applicable law and of the Contract.

**11.4** Subject to the foregoing provisions, all maps, drawings, photographs, mosaics, plans, reports, estimates, recommendations, documents, and all other data compiled by or received by the Contractor under the Contract shall be the property of the UNDP, shall be made available for use or inspection by the UNDP at reasonable times and in reasonable places, shall be treated as confidential, and shall be delivered only to UNDP authorized officials on completion of work under the Contract.

**12.0 USE OF NAME, EMBLEM OR OFFICIAL SEAL OF UNDP OR THE UNITED NATIONS:**

The Contractor shall not advertise or otherwise make public the fact that it is a Contractor with UNDP, nor shall the Contractor, in any manner whatsoever use the name, emblem or official seal of UNDP or THE United Nations, or any abbreviation of the name of UNDP or United Nations in connection with its business or otherwise.

**13.0 CONFIDENTIAL NATURE OF DOCUMENTS AND INFORMATION:**

Information and data that is considered proprietary by either Party and that is delivered or disclosed by one Party (“Discloser”) to the other Party (“Recipient”) during the course of performance of the Contract, and that is designated as confidential (“Information”), shall be held in confidence by that Party and shall be handled as follows:

**13.1** The recipient (“Recipient”) of such information shall:

**13.1.1** use the same care and discretion to avoid disclosure, publication or dissemination of the Discloser’s Information as it uses with its own similar information that it does not wish to disclose, publish or disseminate; and,

**13.1.2** use the Discloser’s Information solely for the purpose for which it was disclosed.

**13.2** Provided that the Recipient has a written agreement with the following persons or entities requiring them to treat the Information confidential in accordance with the Contract and this Article 13, the Recipient may disclose Information to:

**13.2.1** any other party with the Discloser’s prior written consent; and,

**13.2.2** the Recipient’s employees, officials, representatives and agents who have a need to know such Information for purposes of performing obligations under the Contract, and employees officials, representatives and agents of any legal entity that it controls controls it, or with which it is under common control, who have a need to know such Information for purposes of performing obligations under the Contract, provided that, for these purposes a controlled legal entity means:

**13.2.2.1** a corporate entity in which the Party owns or otherwise controls, whether directly or indirectly, over fifty percent (50%) of voting shares thereof; or,

**13.2.2.2** any entity over which the Party exercises effective managerial control; or,

**13.2.2.3** for the UNDP, an affiliated Fund such as UNCDF, UNIFEM and UNV.

**13.3** The Contractor may disclose Information to the extent required by law, provided that, subject to and without any waiver of the privileges and immunities of the United Nations, the Contractor will give the UNDP sufficient prior notice of a request for the disclosure of Information in order to allow the UNDP to have a reasonable opportunity to take protective measures or such other action as may be appropriate before any such disclosure is made.

**13.4** The UNDP may disclose Information to the extent as required pursuant to the Charter of the UN, resolutions or regulations of the General Assembly, or rules promulgated by the Secretary-General.

**13.5** The Recipient shall not be precluded from disclosing Information that is obtained by the Recipient from a third party without restriction, is disclosed by the Discloser to a third party without any obligation of confidentiality, is previously known by the Recipient, or at any time is developed by the Recipient completely independently of any disclosures hereunder.

**13.6** These obligations and restrictions of confidentiality shall be effective during the term of the Contract, including any extension thereof, and, unless otherwise provided in the Contract, shall remain effective following any termination of the Contract.

**14.0 FORCE MAJEURE; OTHER CHANGES IN CONDITIONS**

**14.1** In the event of and as soon as possible after the occurrence of any cause constituting force majeure, the Contractor shall give notice and full particulars in writing to the UNDP, of such occurrence or change if the Contractor is thereby rendered unable, wholly or in part, to perform its obligations and meet its responsibilities under this Contract. The Contractor shall also notify the UNDP of any other changes in conditions or the occurrence of any event that interferes or threatens to interfere with its performance of this Contract. On receipt of the notice required under this Article, the UNDP shall take such action as, in its sole discretion; it considers to be appropriate or necessary in the circumstances, including the granting to the Contractor of a reasonable extension of time in which to perform its obligations under this Contract.

**14.2** If the Contractor is rendered permanently unable, wholly, or in part, by reason of force majeure to perform its obligations and meet its responsibilities under this Contract, the UNDP shall have the right to suspend or terminate this Contract on the same terms and conditions as are provided for in Article 15, "Termination", except that the period of notice shall be seven (7) days instead of thirty (30) days.

**14.3** Force majeure as used in this Article means acts of God, war (whether declared or not), invasion, revolution, insurrection, or other acts of a similar nature or force.

**14.4** The Contractor acknowledges and agrees that, with respect to any obligations under the Contract that the Contractor must perform in or for any areas in which the UNDP is engaged in, preparing to engage in, or disengaging from any peacekeeping, humanitarian or similar operations, any delays or failure to perform such obligations arising from or relating to harsh conditions within such areas or to any incidents of civil unrest occurring in such areas shall not, in and of itself, constitute force majeure under the Contract..

**15.0 TERMINATION**

**15.1** Either party may terminate this Contract for cause, in whole or in part, upon thirty (30) days notice, in writing, to the other party. The initiation of arbitral proceedings in accordance with Article 16.2 (“Arbitration”), below, shall not be deemed a termination of this Contract.

**15.2** UNDP reserves the right to terminate without cause this Contract at any time upon 15 days prior written notice to the Contractor, in which case UNDP shall reimburse the Contractor for all reasonable costs incurred by the Contractor prior to receipt of the notice of termination.

**15.3** In the event of any termination by UNDP under this Article, no payment shall be due from UNDP to the Contractor except for work and services satisfactorily performed in conformity with the express terms of this Contract.

**15.4** Should the Contractor be adjudged bankrupt, or be liquidated or become insolvent, or should the Contractor make an assignment for the benefit of its creditors, or should a Receiver be appointed on account of the insolvency of the Contractor, the UNDP may, without prejudice to any other right or remedy it may have under the terms of these conditions, terminate this Contract forthwith. The Contractor shall immediately inform the UNDP of the occurrence of any of the above events.

**16.0 SETTLEMENT OF DISPUTES**

**16.1** **Amicable Settlement**: The Parties shall use their best efforts to settle amicably any dispute, controversy or claim arising out of this Contract or the breach, termination or invalidity thereof. Where the parties wish to seek such an amicable settlement through conciliation, the conciliation shall take place in accordance with the UNCITRAL Conciliation Rules then obtaining, or according to such other procedure as may be agreed between the parties.

**16.2** **Arbitration:** Any dispute, controversy, or claim between the Parties arising out of the Contract or the breach, termination, or invalidity thereof, unless settled amicably under Article 16.1, above, within sixty (60) days after receipt by one Party of the other Party’s written request for such amicable settlement, shall be referred by either Party to arbitration in accordance with the UNCITRAL Arbitration Rules then obtaining. The decisions of the arbitral tribunal shall be based on general principles of international commercial law. For all evidentiary questions, the arbitral tribunal shall be guided by the Supplementary Rules Governing the Presentation and Reception of Evidence in International Commercial Arbitration of the International Bar Association, 28 May 1983 edition. The arbitral tribunal shall be empowered to order the return or destruction of goods or any property, whether tangible or intangible, or of any confidential information provided under the Contract, order the termination of the Contract, or order that any other protective measures be taken with respect to the goods, services or any other property, whether tangible or intangible, or of any confidential information provided under the Contract, as appropriate, all in accordance with the authority of the arbitral tribunal pursuant to Article 26 (“Interim Measures of Protection”) and Article 32 (“Form and Effect of the Award”) of the UNCITRAL Arbitration Rules. The arbitral tribunal shall have no authority to award punitive damages. In addition, unless otherwise expressly provided in the Contract, the arbitral tribunal shall have no authority to award interest in excess of the London Inter-Bank Offered Rate (“LIBOR”) then prevailing, and any such interest shall be simple interest only. The Parties shall be bound by any arbitration award rendered as a result of such arbitration as the final adjudication of any such dispute, controversy, or claim.

**17.0 PRIVILEGES AND IMMUNITIES**:

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

**18.0 TAX EXEMPTION**

**18.1** Section 7 of the Convention on the Privileges and Immunities of the United Nations provides, inter-alia that the United Nations, including its subsidiary organs, is exempt from all direct taxes, except charges for public utility services, and is exempt from customs duties and charges of a similar nature in respect of articles imported or exported for its official use. In the event any governmental authority refuses to recognize the United Nations exemption from such taxes, duties or charges, the Contractor shall immediately consult with the UNDP to determine a mutually acceptable procedure.

**18.2** Accordingly, the Contractor authorizes UNDP to deduct from the Contractor's invoice any amount representing such taxes, duties or charges, unless the Contractor has consulted with the UNDP before the payment thereof and the UNDP has, in each instance, specifically authorized the Contractor to pay such taxes, duties or charges under protest. In that event, the Contractor shall provide the UNDP with written evidence that payment of such taxes, duties or charges has been made and appropriately authorized.

**19.0 CHILD LABOUR**

**19.1** The Contractor represents and warrants that neither it, nor any of its suppliers is engaged in any practice inconsistent with the rights set forth in the Convention on the Rights of the Child, including Article 32 thereof, which, inter alia, requires that a child shall be protected from performing any work that is likely to be hazardous or to interfere with the child's education, or to be harmful to the child's health or physical mental, spiritual, moral or social development.

**19.2** Any breach of this representation and warranty shall entitle UNDP to terminate this Contract immediately upon notice to the Contractor, at no cost to UNDP.

**20.0 MINES:**

**20.1** The Contractor represents and warrants that neither it nor any of its suppliers is actively and directly engaged in patent activities, development, assembly, production, trade or manufacture of mines or in such activities in respect of components primarily utilized in the manufacture of Mines. The term "Mines" means those devices defined in Article 2, Paragraphs 1, 4 and 5 of Protocol II annexed to the Convention on Prohibitions and Restrictions on the Use of Certain Conventional Weapons Which May Be Deemed to Be Excessively Injurious or to Have Indiscriminate Effects of 1980.

**20.2** Any breach of this representation and warranty shall entitle UNDP to terminate this Contract immediately upon notice to the Contractor, without any liability for termination charges or any other liability of any kind of UNDP.

**21.0 OBSERVANCE OF THE LAW:**

The Contractor shall comply with all laws, ordinances, rules, and regulations bearing upon the performance of its obligations under the terms of this Contract.

**22.0 SEXUAL EXPLOITATION:**

**22.1** The Contractor shall take all appropriate measures to prevent sexual exploitation or abuse of anyone by it or by any of its employees or any other persons who may be engaged by the Contractor to perform any services under the Contract. For these purposes, sexual activity with any person less than eighteen years of age, regardless of any laws relating to consent, shall constitute the sexual exploitation and abuse of such person. In addition, the Contractor shall refrain from, and shall take all appropriate measures to prohibit its employees or other persons engaged by it from, exchanging any money, goods, services, offers of employment or other things of value, for sexual favors or activities, or from engaging in any sexual activities that are exploitive or degrading to any person. The Contractor acknowledges and agrees that the provisions hereof constitute an essential term of the Contract and that any breach of this representation and warranty shall entitle UNDP to terminate the Contract immediately upon notice to the Contractor, without any liability for termination charges or any other liability of any kind.

**22.2** The UNDP shall not apply the foregoing standard relating to age in any case in which the Contractor’s personnel or any other person who may be engaged by the Contractor to perform any services under the Contract is married to the person less than the age of eighteen years with whom sexual activity has occurred and in which such marriage is recognized as valid under the laws of the country of citizenship of such Contractor’s personnel or such other person who may be engaged by the Contractor to perform any services under the Contract.

1. **AUTHORITY TO MODIFY**:

Pursuant to the Financial Regulations and Rules of UNDP, only the UNDP Authorized Official possesses the authority to agree on behalf of UNDP to any modification of or change in this Contract, to a waiver of any of its provisions or to any additional contractual relationship of any kind with the Contractor. Accordingly, no modification or change in this Contract shall be valid and enforceable against UNDP unless provided by an amendment to this Contract signed by the Contractor and jointly by the UNDP Authorized Official.

**Annex 4**

**Terms of Reference**

**For the provision of services:**

**“Identification of green added value products and feasibility assessment of related value chains”**

***Background:***

One of the main goals of UNDP interventions is securing the transition to a greener and cleaner development path is a global imperative which is explicitly recognized in the adopted Sustainable Development Agenda 2030 and associated SDGs. The Goals call for increasing the inclusiveness of economic growth (Goal 8), achieving poverty alleviation and reducing inequality (Goals 1 and 10), while preserving and ensuring sustainability of the environment (Goal 12 Ensure sustainable consumption and production patterns). Trade and productive capacities matter – employment rich productive capacities linked to trade are vital to ensure human development and resilient nations. Growth patterns, however, do not automatically contribute to reducing inequalities within and between countries. The race towards the bottom in terms of prices for low-skilled manufactured goods, as well as primary commodities have left limited maneuvering space for emerging economies. Consequently, UNDP intent is to provide support to the Government to create eneblig environment that would help producers to increasingly move into high quality products which allow for easier market entry (lower volumes) and better impact on equality (premium prices).

Within this context, the main aim of this assignment is to identify concrete green products with high market value and job creation potential, identify possibilities for greening products for these products and implement the identified solutions. The results will feed in the implementation of support to new and existing businesses. The analysis will focus on examining existing practices and opportunities of inclusive and sustainable growth patterns in rural areas and within agriculture productive sectors. The analysis will focus on the macro (policy), meso (institutions) and micro (SMEs & producers) levels ensuring good understanding of current state of interventions at the three levels how mutually supportive they are to ensure a focused impact. A special focus will be put on integrating gender equality issues throughout all activities.

The agri-food sector in Montenegro, as a whole is facing problems with creating market institutions, establishing marketing and distribution chains, meeting EU food safety and quality, complying with veterinary and phitosanitary standards, and building the administrative capacity to support these processes. The agrifood value chain is expected to change substantially in the coming years due to number of factors.

First and outmost demand from tourism sector is changing with increased numbers of hotels, tourism resorts and marinas. It is expected that the share of supermarket in the retail sector is set to increase based on experiences from other transition and developing countries. Last, but very important fact is that average Montenegro user is increasingly interested in the food origin, quality and safety.

This means that primary markets for Montenegro producers will increasingly become more demanding towards suppliers in terms of volume, consistency, quality, costs, and commercial practices, emphasizing long term relations and contracts with suppliers.

Strategic framework for this intervention is provided by conclusions and recommendations by two strategic documents:

* Agricultural Development Strategy And Rural Areas 2015-2020 indicating that one of the long-term goals of Montenegrin agriculture is to increase productivity, increase arable land and introduce EU food safety standards in the primary and processing sectors. In addition, Montenegro aims to increase the number of producers involved in some of the quality schemes and organic production, as well as to increase the volume of said production in the total share of Montenegrin agriculture. Recognizable brands are being created that will find their place in the demanding EU market. Tourism serves as a driver of the Montenegrin economy is a significant market for local products, traditional high quality products complement the tourist offer, and the linking of agriculture and tourism is reflected in the development of rural tourism.
* Montenegro Smart Specialization Strategy 2019 – 2024 indicating that one of priority areas for intervention is sustainable agriculture and the food value chains. Consequently the vision is set at Montenegro becoming recognized for its agriculture based on knowledge and innovation, it develops on the principles of sustainability, preserves the tradition and values of the countryside, complements the beauty of the Montenegrin landscape and forms a vital basis for the food value chain that offers consumers a wide range of authentic products. Proposed sector goals are focused on strengthening the value chain of sustainable production and creation of new products.

***Objectives:***

The overall emphasis will be on identifying green marketable products, the production of which can lead to an increase in decent employment, particularly for young people and women in rural areas, via measures to raise productivity in small and medium enterprises and farms, while simultaneously improving market access and reducing trading costs. Products which contribute to greening economies and are employment rich will be considered as priority for analysis.

The analysis will focus on:

* What enabling policies and regulations for inclusive and trade oriented private sector development exists and how they are contributing/limiting work and market access to SMEs & producers;
* What support institutions that provide efficient services to the SMEs & producers exists and how they are contributing/limiting work and market access;
* What subsidies exist and how they are used? Regarding subsidies and other sources of funding related to agriculture support, there is a growing need for more regular and more regulated monitoring and checks of potential “harmful” financial subsidies and investments at the national level;
* Review and identification of major production pockets, growth potential, market trends and competitiveness of selected products from supply and demand side including its prospects in international market;
* Feasibility assessment of related value chains and possibility/benefits of creation of specialised service provider on the Private Public Partnership basis.

Sectoral focus should be on agribusiness, food processing and services.

***Main tasks:***

1. *Situation analysis and forecasting:*

* Desk review of existing reports and data to assess market placement and export potential of existing and future green products. Propose methodology/criteria to identify products that have high added value with potential for high value segments (quality/uniqueness), high employment potential and that are green. Special attention should be made on assessing trends in agribusiness, food processing and services;
* Review and identification of major production pockets, growth potential, market trends and competitiveness of selected products from supply and demand side including its prospects in international market;
* Investigate the current and potential demand (forecast at least for 5 years) in various market destinations and related price trends matching to production potential;
* Based on the above analysis to recommend at list of 10 products that have the highest export potential, are green and employment rich;
* Identification of five (5) products with low environmental impact, high employment potential, high competitiveness and high export potential, with at least two products requiring low investment and feasible at SME level;
* Identification of five (5) underrepresented niche market products with low environmental impact, high employment potential, high completeness and high export potential, with at least two products requiring low investment and feasible at SME level;
* For each of the products analyse the potential stability of exports across time in target markets
* Identify main barriers in production and export to markets for each of the identified products, as well as target export markets;
* What subsidies exist and how they are used? Regarding subsidies and other sources of funding related to agriculture support, there is a growing need for more regular and more regulated monitoring and checks of potential “harmful” financial subsidies and investments at the national level;

1. *Feasibility assessment of potential added-value products and their value chains:*

* Assess the value chains of the 5 selected products:
  + Identification of the main actors and influencers of the selected products and its value chains, as well as main or future production/services clusters/centers, including producers’ and processing entities/organisations' main issues and strength;
    - Assess potential environmental (depletion rates and climate change resilience), social and economic impact of the target value chains. Identify weak points in terms of production and processing on all three axes and develop indicators to measure environmental impact (including CO2, efficiency, etc.) using available tools (such as the Green Value Chain Assessment);
    - Assess the organisation and production of the value chain flow and identify bottle necks both for goods and services as identified in the product short-list:
  + At supply level: standards, quality, technology, skills, market access;
  + At processing level: standards, quality, technology, skills, input/output pathways and accessibility, market access;
  + At sales/export level for target markets: identify production and processing short falls.
  + Define development measures and low-investment options for target value chains and selected products:
  + Special focus on employment generation and low-investment high impact;
  + Assess low investment options for upgrading VC to target high value segments in export markets;
  + Identify other enabling factors.
  + Assess the policy and institutional environment
* Determine the existing and potential bottlenecks in the policy environment for each value chain flow and provide recommendations and policy enabling measures;
* Identify main stakeholders and major service providers for selected value chains;
* Analysis and recommendations for business services for selected value chains including recommendations for institutional and capacity development programmes/measures;
* Identification of other enabling factors (including policy, institutional and infrastructure);
* Determine the degree of consolidation and technological up-take in selected value chains.

1. *SWOT and feasibility analyses of the chains on the basis of previous points*

* Based on the analysis during the above phases develop feasibility analysis and design Business plan for a company, probably relaying on Public Private Partnership, that would specialise in providing business services for selected value chains, including recommendations for institutional and capacity development programmes/measures.

1. *Presentation of the findings and results of the analysis for national and local partners*

* Based on the analysis during the above phases develop presentations and infographics summarizing results, opportunities and challenges.

Points 1 and 2 are considered Deliverable 1, points 3 and 4 are considered Deliverable 2.

**Annex V**

**REQUESTED EXPERTISE OF THE EXPERTS**

|  |
| --- |
| **Experts profiles**   * **Lead expert/** **Agriculture business development**   Minimum 5 years of experience  Track record of coordination and cooperation with public institutions, private sector.  Use of local language would be considered as an asset.   * **Expert for product development, marketing, market analysis in area of agriculture.**   Minimum 3 years of experience  Track record of coordination and cooperation with public institutions, private sector  Use of local language would be considered as an asset.   * **Expert for climate change and green development**   Minimum 5 years of experience  Track record of coordination and cooperation with public institutions, private sector  Use of local language would be considered as an asset. |
|  |

**Annex VI**

**Summary of Technical Proposal Evaluation Forms**

|  |  |  |  |
| --- | --- | --- | --- |
| Summary of Technical Proposal Evaluation Forms | | Score Weight | Points Obtainable |
|
| 1. | Expertise of Firm / Organization | 30% | 300 |
| 2. | Proposed Methodology, Approach and Implementation Plan | 40% | 400 |
| 3. | Management Structure and Key Personnel | 30% | 300 |
|  | **Total** | | **1000** |

|  |  |  |
| --- | --- | --- |
| Technical Proposal Evaluation  Form 1 | | Points obtainable |
|
| **Expertise of the Firm/Organization** | | |
| 1.1 | Reputation of Organization and Staff / Credibility / Reliability / Industry Standing | 15 |
| 1.2 | General Organizational Capability which is likely to affect implementation   * financial stability * loose consortium, holding company or one firm * age/size of the firm * strength of project management support * experience in implementing projects in EU countries | 75 |
| 1.3 | Quality assurance procedures (for ex.: ISO9001, ISO27001, ITIL, and similar) | 50 |
| 1.4 | Experience |  |
|  | * experience on similar projects (i.e. projects of similar size, content) with public sector and on proposed technology | 100 |
|  | * experience on projects in the Balkans region | 10 |
|  | * experience in implementing projects in EU countries | 25 |
|  | * work for UN/ major multilaterals (World Bank, EIB, EBRD, EU, etc) | 25 |
| TOTAL | | **300** |

|  |  |  |
| --- | --- | --- |
| Technical Proposal Evaluation  Form 2 | | Points Obtainable |
|
| **Proposed Methodology, Approach and Implementation Plan** | | |
| 2.1 | To what degree does the Proposer understand the task? | 50 |
| 2.2 | Have important aspects of the task been addressed in sufficient detail? | 30 |
| 2.3 | Is the proposal adequate for Montenegro setting and does it offer proper solutions for effectiveness and efficiency of the system? | 60 |
| 2.4 | Does the conceptual framework and scope of the task correspond to the TOR? | 160 |
| 2.5 | Is the presentation clear and is the sequence of activities and the planning logical, realistic and promise efficient implementation to the project? | 100 |
|  | TOTAL | **400** |

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Technical Proposal Evaluation  Form 3 | | | | | Points Obtainable |
|
|
| **Management Structure and Key Personnel** | | | | | |
| 3.1 | Lead expert/ Agriculture business development | | |  | 120 |
|  |  | | | Sub-Score |  |
|  | General Qualification | | |  |  |
|  | *Project Sustainability* | | |  |  |
| Experience in developing/implementing/coordinating projects as per ToR | |  | 40 |  |
| - Experience in similar size projects implemented in EU countries | |  | 25 |  |
| - Professional experience in the area of specialization | |  | 30 |  |
| - Knowledge of the country/region | |  | 20 |  |
| - Language Qualifications | | | 5 |  |
|  | | | 120 |  |
| 3.2 | Expert for product development, marketing, market analysis in area of agriculture | | |  | 100 |
|  | | | | Sub-Score |  |
|  | General Qualification | | |  |  |
|  | *Sustainability of the Project* | | |  |  |
| - Experience with similar size/content projects | |  | 40 |  |
| - Experience in implementing projects in EU countries | |  | 20 |  |
| - Professional experience in the area of specialization | |  | 30 |  |
| - Knowledge of the country/region | |  | 5 |  |
| - Language Qualifications | | | 5 |  |
|  | | | 100 |  |
| 3.5 | Expert for climate change and green development | | |  | 80 |
|  | - Experience with similar size/content projects |  | | 30 |  |
|  | - Experience in implementing projects in EU countries |  | | 20 |  |
|  | - Professional experience in the area of specialization |  | | 10 |  |
|  | - Knowledge of the country/region |  | | 15 |  |
|  | - Language Qualifications |  | | 5 |  |
|  |  |  | | 80 |  |
|  | TOTAL | | | **300** |  |

1. *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.* [↑](#footnote-ref-1)
2. *VAT exemption status varies from one country to another. Pls. check whatever is applicable to the UNDP CO/BU requiring the service.* [↑](#footnote-ref-2)
3. *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.* [↑](#footnote-ref-3)
4. *Minimum of one (1) year period and may be extended up to a maximum of three (3) years subject to satisfactory performance evaluation. This RFP may be used for LTAs if the annual purchases will not exceed $100,000.00.* [↑](#footnote-ref-4)
5. *Where the information is available in the web, a URL for the information may simply be provided.* [↑](#footnote-ref-5)
6. *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.*  [↑](#footnote-ref-6)
7. *A more detailed Terms of Reference in addition to the contents of this RFP may be attached hereto.* [↑](#footnote-ref-7)
8. *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.* [↑](#footnote-ref-8)
9. *This serves as a guide to the Service Provider in preparing the Proposal.*  [↑](#footnote-ref-9)
10. *Official Letterhead/Stationery must indicate contact details – addresses, email, phone and fax numbers – for verification purposes*  [↑](#footnote-ref-10)