



*Empowered lives.  
Resilient nations.*

# REQUEST FOR PROPOSAL

**Appointing a service provider that will assess business plans application and provide business development services and funding to selected small enterprises submitted by young entrepreneurs to the UNDP Youth Entrepreneurship Challenge Fund**

RFP No.: 59635

Project: Inclusive Growth

Country: South Africa

Issued on: 26 September 2019

## Contents

|  |                                     |
|--|-------------------------------------|
| Section 1. Letter of Invitation .....  | 4                                   |
| Section 2. Instruction to Bidders.....   | 5                                   |
| A. GENERAL PROVISIONS    5   |                                     |
| 1. Introduction .....  | 5                                   |
| 2. Fraud & Corruption, Gifts and Hospitality .....                               | 5                                   |
| 3. Eligibility.....  | 5                                   |
| 4. Conflict of Interests .....   | 6                                   |
| B. PREPARATION OF PROPOSALS   6  |                                     |
| 5. General Considerations.....   | 6                                   |
| 6. Cost of Preparation of Proposal .....   | 7                                   |
| 7. Language.....   | 7                                   |
| 8. Documents Comprising the Proposal.....  | 7                                   |
| 9. Documents Establishing the Eligibility and Qualifications of the Bidder ..... | 7                                   |
| 10. Technical Proposal Format and Content .....                                  | 7                                   |
| 11. Financial Proposals.....   | 7                                   |
| 12. Proposal Security .....  | <b>Error! Bookmark not defined.</b> |
| 13. Currencies .....   | 8                                   |
| 14. Joint Venture, Consortium or Association .....                               | <b>Error! Bookmark not defined.</b> |
| 15. Only One Proposal.....   | 8                                   |
| 16. Proposal Validity Period.....  | 8                                   |
| 17. Extension of Proposal Validity Period .....                                  | 8                                   |
| 18. Clarification of Proposal.....   | 9                                   |
| 19. Amendment of Proposals.....  | 9                                   |
| 20. Alternative Proposals.....   | 9                                   |
| 21. Pre-Bid Conference .....   | 9                                   |
| C. SUBMISSION AND OPENING OF PROPOSALS   9                                       |                                     |
| 22. Submission.....  | 10                                  |
| 23. Deadline for Submission of Proposals and Late Proposals .....                | 11                                  |
| 24. Withdrawal, Substitution, and Modification of Proposals .....                | 11                                  |
| 25. Proposal Opening .....   | 12                                  |
| D. EVALUATION OF PROPOSALS   12  |                                     |
| 26. Confidentiality .....  | 12                                  |

|  |                                     |
|--|-------------------------------------|
| 27. Evaluation of Proposals .....                                  | 12                                  |
| 28. Preliminary Examination .....                                  | 12                                  |
| 29. Evaluation of Eligibility and Qualification .....              | 12                                  |
| 30. Evaluation of Technical and Financial Proposals.....           | 13                                  |
| 31. Due Diligence .....  | 14                                  |
| 32. Clarification of Proposals .....                               | 14                                  |
| 33. Responsiveness of Proposal.....                                | 14                                  |
| 34. Nonconformities, Reparable Errors and Omissions .....          | 14                                  |
| E. AWARD OF CONTRACT 15  |                                     |
| 35. Right to Accept, Reject, Any or All Proposals.....             | 15                                  |
| 36. Award Criteria .....   | 15                                  |
| 37. Debriefing.....  | 15                                  |
| 38. Right to Vary Requirements at the Time of Award.....           | 15                                  |
| 39. Contract Signature .....                                       | 15                                  |
| 40. Contract Type and General Terms and Conditions .....           | 16                                  |
| 41. Performance Security .....                                     | 16                                  |
| 42. Bank Guarantee for Advanced Payment .....                      | 16                                  |
| 43. Liquidated Damages .....                                       | 16                                  |
| 44. Payment Provisions .....                                       | 16                                  |
| 45. Vendor Protest .....   | 16                                  |
| 46. Other Provisions .....   | 16                                  |
| Section 3. Bid Data Sheet .....                                    | 18                                  |
| Section 4. Evaluation Criteria .....                               | 21                                  |
| Section 5. Terms of Reference .....                                | 25                                  |
| Section 6: Returnable Bidding Forms / Checklist.....               | 25                                  |
| form a: technical proposal submission form .....                   | 30                                  |
| form b: bidder information form .....                              | 32                                  |
| form c: joint venture/consortium/association information form..... | 33                                  |
| form d: qualification form.....                                    | 34                                  |
| form e: format of technical proposal .....                         | 37                                  |
| form f: financial proposal submission form .....                   | 43                                  |
| form g: financial proposal form .....                              | 43                                  |
| form h: form of proposal security.....                             | <b>Error! Bookmark not defined.</b> |

## SECTION 1. LETTER OF INVITATION

---

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

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

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

If you are interested in submitting a Proposal in response to this RFP, please prepare your Proposal in accordance with the requirements and procedure as set out in this RFP and submit it by the Deadline for Submission of Proposals set out in Bid Data Sheet.

Please acknowledge receipt of this RFP by sending an email [bid.pretoria@undp.org](mailto:bid.pretoria@undp.org), indicating whether you intend to submit a Proposal or otherwise. You may also utilize the "Accept Invitation" function in eTendering system, where applicable. This will enable you to receive amendments or updates to the RFP. Should you require further clarifications, kindly communicate with the contact person/s identified in the attached Bid Data Sheet as the focal point for queries on this RFP.

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

Issued by:

Name: Lerato Maimela  
Title: Procurement Associate  
Date: **26 September 2019**

Approved by:

Name: Yahya Ba  
Title: Deputy Country Director (Operations)  
Date: **26 September 2019**

## SECTION 2 . INSTRUCTION TO BIDDERS

| <b>A. GENERAL PROVISIONS</b>                            |  |
|---|--|
| <i>1. Introduction</i>                                  | <p><b>1.1</b> Bidders shall adhere to all the requirements of this RFP, including any amendments in writing by UNDP. This RFP is conducted in accordance with the UNDP Programme and Operations Policies and Procedures (POPP) on Contracts and Procurement which can be accessed at <a href="https://popp.undp.org/SitePages/POPPBSUnit.aspx?TermID=254a9f96-b883-476a-8ef8-e81f93a2b38d">https://popp.undp.org/SitePages/POPPBSUnit.aspx?TermID=254a9f96-b883-476a-8ef8-e81f93a2b38d</a></p> <p><b>1.2</b> Any Proposal submitted will be regarded as an offer by the Bidder and does not constitute or imply the acceptance of the Proposal by UNDP. UNDP is under no obligation to award a contract to any Bidder as a result of this RFP.</p> <p><b>1.3</b> As part of the bid, it is desired that the Bidder registers at the United Nations Global Marketplace (UNGM) website (<a href="http://www.ungm.org">www.ungm.org</a>). The Bidder may still submit a bid even if not registered with the UNGM. However, if the Bidder is selected for contract award, the Bidder must register on the UNGM prior to contract signature.</p>  |
| <i>2. Fraud &amp; Corruption, Gifts and Hospitality</i> | <p><b>2.1</b> UNDP strictly enforces a policy of zero tolerance on proscribed practices, including fraud, corruption, collusion, unethical or unprofessional practices, and obstruction of UNDP vendors and requires all bidders/vendors observe the highest standard of ethics during the procurement process and contract implementation. UNDP's Anti-Fraud Policy can be found at <a href="http://www.undp.org/content/undp/en/home/operations/accountability/audit/office_of_audit_andinvestigation.html#anti">http://www.undp.org/content/undp/en/home/operations/accountability/audit/office_of_audit_andinvestigation.html#anti</a></p> <p><b>2.2</b> Bidders/vendors shall not offer gifts or hospitality of any kind to UNDP staff members including recreational trips to sporting or cultural events, theme parks or offers of holidays, transportation, or invitations to extravagant lunches or dinners.</p> <p><b>2.3</b> In pursuance of this policy, UNDP<br/> (a) Shall reject a proposal if it determines that the selected bidder has engaged in any corrupt or fraudulent practices in competing for the contract in question;<br/> (b) Shall declare a vendor ineligible, either indefinitely or for a stated period of time, to be awarded a contract if at any time it determines that the vendor has engaged in any corrupt or fraudulent practices in competing for, or in executing a UNDP contract.</p> <p><b>2.4</b> All Bidders must adhere to the UN Supplier Code of Conduct, which may be found at <a href="http://www.un.org/depts/ptd/pdf/conduct_english.pdf">http://www.un.org/depts/ptd/pdf/conduct_english.pdf</a></p> |
| <i>3. Eligibility</i>                                   | <p><b>3.1</b> A vendor should not be suspended, debarred, or otherwise identified as ineligible by any UN Organization or the World Bank Group or any other international Organization. Vendors are therefore required to disclose to UNDP whether they are subject to any sanction or temporary suspension</p>  |

|   |  |
|---|--|
|   | <p>imposed by these organizations.</p> <p>3.2 It is the Bidder's responsibility to ensure that its employees, joint venture members, sub-contractors, service providers, suppliers and/or their employees meet the eligibility requirements as established by UNDP.</p>  |
| <p><b>4. Conflict of Interests</b></p>    | <p>4.1 Bidders must strictly avoid conflicts with other assignments or their own interests, and act without consideration for future work. Bidders found to have a conflict of interest shall be disqualified. Without limitation on the generality of the above, Bidders, and any of their affiliates, shall be considered to have a conflict of interest with one or more parties in this solicitation process, if they:</p> <ul style="list-style-type: none"> <li>a) Are or have been associated in the past, with a firm or any of its affiliates which have been engaged by UNDP to provide services for the preparation of the design, specifications, Terms of Reference, cost analysis/estimation, and other documents to be used for the procurement of the goods and services in this selection process;</li> <li>b) Were involved in the preparation and/or design of the programme/project related to the services requested under this RFP; or</li> <li>c) Are found to be in conflict for any other reason, as may be established by, or at the discretion of UNDP.</li> </ul> <p>4.2 In the event of any uncertainty in the interpretation of a potential conflict of interest, Bidders must disclose to UNDP, and seek UNDP's confirmation on whether or not such a conflict exists.</p> <p>4.3 Similarly, the Bidders must disclose in their proposal their knowledge of the following:</p> <ul style="list-style-type: none"> <li>a) If the owners, part-owners, officers, directors, controlling shareholders, of the bidding entity or key personnel are family members of UNDP staff involved in the procurement functions and/or the Government of the country or any Implementing Partner receiving services under this RFP; and</li> <li>b) All other circumstances that could potentially lead to actual or perceived conflict of interest, collusion or unfair competition practices.</li> </ul> <p>Failure to disclose such an information may result in the rejection of the proposal or proposals affected by the non-disclosure.</p> <p>4.4 The eligibility of Bidders that are wholly or partly owned by the Government shall be subject to UNDP's further evaluation and review of various factors such as being registered, operated and managed as an independent business entity, the extent of Government ownership/share, receipt of subsidies, mandate and access to information in relation to this RFP, among others. Conditions that may lead to undue advantage against other Bidders may result in the eventual rejection of the Proposal.</p> |
| <p><b>B. PREPARATION OF PROPOSALS</b></p> |  |
| <p><b>5. General Considerations</b></p>   | <p>5.1 In preparing the Proposal, the Bidder is expected to examine the RFP in detail. Material deficiencies in providing the information requested in the RFP may result in rejection of the Proposal.</p> <p>5.2 The Bidder will not be permitted to take advantage of any errors or omissions</p>   |

|   |   |
|---|---|
|   | in the RFP. Should such errors or omissions be discovered, the Bidder must notify the UNDP  |
| <i>6. Cost of Preparation of Proposal</i>   | 6.1 The Bidder shall bear any and all costs related to the preparation and/or submission of the Proposal, regardless of whether its Proposal was selected or not. UNDP shall not be responsible or liable for those costs, regardless of the conduct or outcome of the procurement process.   |
| <i>7. Language</i>  | 7.1 The Proposal, as well as any and all related correspondence exchanged by the Bidder and UNDP, shall be written in the language (s) specified in the BDS.  |
| <i>8. Documents Comprising the Proposal</i>                                       | 8.1 The Proposal shall comprise of the following documents:<br>a) Documents Establishing the Eligibility and Qualifications of the Bidder;<br>b) Technical Proposal;<br>c) Financial Proposal;<br>d) Proposal Security, if required by BDS;<br>e) Any attachments and/or appendices to the Proposal.  |
| <i>9. Documents Establishing the Eligibility and Qualifications of the Bidder</i> | 9.1 The Bidder shall furnish documentary evidence of its status as an eligible and qualified vendor, using the Forms provided under Section 6 and providing documents required in those forms. In order to award a contract to a Bidder, its qualifications must be documented to UNDP's satisfaction.  |
| <i>10. Technical Proposal Format and Content</i>                                  | 10.1 The Bidder is required to submit a Technical Proposal using the Standard Forms and templates provided in Section 6 of the RFP.<br>10.2 The Technical Proposal shall not include any price or financial information. A Technical Proposal containing material financial information may be declared non-responsive.<br>10.3 Samples of items, when required as per Section 5, shall be provided within the time specified and unless otherwise specified by UNDP, and at no expense to UNDP<br>10.4 When applicable and required as per Section 5, the Bidder shall describe the necessary training programme available for the maintenance and operation of the services and/or equipment offered as well as the cost to the UNDP. Unless otherwise specified, such training as well as training materials shall be provided in the language of the Bid as specified in the BDS. |
| <i>11. Financial Proposals</i>  | 11.1 The Financial Proposal shall be prepared using the Standard Form provided in Section 6 of the RFP. It shall list all major cost components associated with the services, and the detailed breakdown of such costs.<br>11.2 Any output and activities described in the Technical Proposal but not priced in the Financial Proposal, shall be assumed to be included in the prices of other activities or items, as well as in the final total price.<br>11.3 Prices and other financial information must not be disclosed in any other place  |

|  |   |
|--|---|
|  | except in the financial proposal.   |
| <i>12. Currencies</i>                            | <p>12.1 All prices shall be quoted in the currency or currencies indicated in the BDS. Where Proposals are quoted in different currencies, for the purposes of comparison of all Proposals:</p> <p>a) UNDP will convert the currency quoted in the Proposal into the UNDP preferred currency, in accordance with the prevailing UN operational rate of exchange on the last day of submission of Proposals; and</p> <p>b) In the event that UNDP selects a proposal for award that is quoted in a currency different from the preferred currency in the BDS, UNDP shall reserve the right to award the contract in the currency of UNDP's preference, using the conversion method specified above.</p>  |
| <i>13. Only One Proposal</i>                     | <p>13.1 The Bidder (including the individual members of any Joint Venture) shall submit only one Proposal, either in its own name or as part of a Joint Venture.</p> <p>13.2 Proposals submitted by two (2) or more Bidders shall all be rejected if they are found to have any of the following:</p> <p>a) they have at least one controlling partner, director or shareholder in common; or</p> <p>b) any one of them receive or have received any direct or indirect subsidy from the other/s; or</p> <p>c) they have the same legal representative for purposes of this RFP; or</p> <p>d) they have a relationship with each other, directly or through common third parties, that puts them in a position to have access to information about, or influence on the Proposal of, another Bidder regarding this RFP process;</p> <p>e) they are subcontractors to each other's Proposal, or a subcontractor to one Proposal also submits another Proposal under its name as lead Bidder; or</p> <p>f) some key personnel proposed to be in the team of one Bidder participates in more than one Proposal received for this RFP process. This condition relating to the personnel, does not apply to subcontractors being included in more than one Proposal.</p> |
| <i>14. Proposal Validity Period</i>              | <p>14.1 Proposals shall remain valid for the period specified in the BDS, commencing on the Deadline for Submission of Proposals. A Proposal valid for a shorter period may be rejected by UNDP and rendered non-responsive.</p> <p>14.2 During the Proposal validity period, the Bidder shall maintain its original Proposal without any change, including the availability of the Key Personnel, the proposed rates and the total price.</p>  |
| <i>15. Extension of Proposal Validity Period</i> | <p>15.1 In exceptional circumstances, prior to the expiration of the proposal validity period, UNDP may request Bidders to extend the period of validity of their Proposals. The request and the responses shall be made in writing, and shall be considered integral to the Proposal.</p> <p>15.2 If the Bidder agrees to extend the validity of its Proposal, it shall be done without any change in the original Proposal.</p>   |



|   |  |
|---|--|
|   | 15.3 The Bidder has the right to refuse to extend the validity of its Proposal, and in which case, such Proposal will not be further evaluated.  |
| <i>16. Clarification of Proposal</i>          | <p><b>16.1</b> Bidders may request clarifications on any of the RFP documents no later than the date indicated in the BDS. Any request for clarification must be sent in writing in the manner indicated in the BDS. If inquiries are sent other than specified channel, even if they are sent to a UNDP staff member, UNDP shall have no obligation to respond or confirm that the query was officially received.</p> <p><b>16.2</b> UNDP will provide the responses to clarifications through the method specified in the BDS.</p> <p><b>16.3</b> UNDP shall endeavor to provide responses to clarifications in an expeditious manner, but any delay in such response shall not cause an obligation on the part of UNDP to extend the submission date of the Proposals, unless UNDP deems that such an extension is justified and necessary.</p> |
| <i>17. Amendment of Proposals</i>             | <p>17.1 At any time prior to the deadline of Proposal submission, UNDP may for any reason, such as in response to a clarification requested by a Bidder, modify the RFP in the form of an amendment to the RFP. Amendments will be made available to all prospective bidders.</p> <p>17.2 If the amendment is substantial, UNDP may extend the Deadline for submission of proposal to give the Bidders reasonable time to incorporate the amendment into their Proposals.</p>  |
| <i>18. Alternative Proposals</i>              | <p>18.1 Unless otherwise specified in the BDS, alternative proposals shall not be considered. If submission of alternative proposal is allowed by BDS, a Bidder may submit an alternative proposal, but only if it also submits a proposal conforming to the RFP requirements. UNDP shall only consider the alternative proposal offered by the Bidder whose conforming proposal ranked the highest as per the specified evaluation method. Where the conditions for its acceptance are met, or justifications are clearly established, UNDP reserves the right to award a contract based on an alternative proposal.</p> <p>18.2 If multiple/alternative proposals are being submitted, they must be clearly marked as "Main Proposal" and "Alternative Proposal"</p>   |
| <i>19. Pre-Bid Conference</i>                 | 19.1 When appropriate, a Bidder's conference will be conducted at the date, time and location specified in the BDS. All Bidders are encouraged to attend. Non-attendance, however, shall not result in disqualification of an interested Bidder. Minutes of the Bidder's conference will be disseminated on the procurement website and shared by email or on the e-Tendering platform as specified in the BDS. No verbal statement made during the conference shall modify the terms and conditions of the RFP, unless specifically incorporated in the Minutes of the Bidder's Conference or issued/posted as an amendment to RFP.   |
| <b>C. SUBMISSION AND OPENING OF PROPOSALS</b> |  |



|   |  |
|---|--|
| <p><b>eTendering submission (if applicable)</b></p>                       | <p>c) The password for opening the Financial Proposal should be provided only upon request of UNDP. UNDP will request password only from bidders whose Technical Proposal has been found to be technically responsive. Failure to provide correct password may result in the proposal being rejected.</p> <p>20.6 Electronic submission through eTendering, if allowed or specified in the BDS, shall be governed as follows:</p> <p>a) Electronic files that form part of the proposal must be in accordance with the format and requirements indicated in BDS;</p> <p>b) The Technical Proposal and the Financial Proposal files MUST BE COMPLETELY SEPARATE and each of them must be uploaded individually and clearly labelled.</p> <p>d) The Financial Proposal file must be encrypted with a password so that it cannot be opened nor viewed until the password is provided. The password for opening the Financial Proposal should be provided only upon request of UNDP. UNDP will request password only from bidders whose technical proposal has been found to be technically responsive. Failure to provide the correct password may result in the proposal being rejected.</p> <p>c) Documents which are required to be in original form (e.g. Bid Security, etc.) must be sent via courier or hand delivery as per the instructions in BDS.</p> <p>d) Detailed instructions on how to submit, modify or cancel a bid in the eTendering system are provided in the eTendering system Bidder User Guide and Instructional videos available on this link:<br/> <a href="http://www.undp.org/content/undp/en/home/operations/procurement/business/procurement-notice/resources/">http://www.undp.org/content/undp/en/home/operations/procurement/business/procurement-notice/resources/</a></p> |
| <p><b>21. Deadline for Submission of Proposals and Late Proposals</b></p> | <p>21.1 Complete Proposals must be received by UNDP in the manner, and no later than the date and time, specified in the BDS. UNDP shall only recognize the date and time that the bid was received by UNDP</p> <p>21.2 UNDP shall not consider any Proposal that is submitted after the deadline for the submission of Proposals.</p>   |
| <p><b>22. Withdrawal, Substitution, and Modification of Proposals</b></p> | <p>22.1 A Bidder may withdraw, substitute or modify its Proposal after it has been submitted at any time prior to the deadline for submission.</p> <p>22.2 Manual and Email submissions: A bidder may withdraw, substitute or modify its Proposal by sending a written notice to UNDP, duly signed by an authorized representative, and shall include a copy of the authorization (or a Power of Attorney). The corresponding substitution or modification of the Proposal, if any, must accompany the respective written notice. All notices must be submitted in the same manner as specified for submission of proposals, by clearly marking them as "WITHDRAWAL" "SUBSTITUTION," or "MODIFICATION"</p> <p>22.3 eTendering: A Bidder may withdraw, substitute or modify its Proposal by Canceling, Editing, and re-submitting the proposal directly in the system. It is the responsibility of the Bidder to properly follow the system instructions, duly edit and submit a substitution or modification of the Proposal as needed. Detailed instructions on how to cancel or modify a Proposal directly in the</p>  |

|  |   |
|--|---|
|  | <p>system are provided in Bidder User Guide and Instructional videos.</p> <p>22.4 Proposals requested to be withdrawn shall be returned unopened to the Bidders (only for manual submissions), except if the bid is withdrawn after the bid has been opened</p>   |
| 23. <i>Proposal Opening</i>                            | 23.1 There is no public bid opening for RFPs. UNDP shall open the Proposals in the presence of an ad-hoc committee formed by UNDP, consisting of at least two (2) members. In the case of e-Tendering submission, bidders will receive an automatic notification once their proposal is opened.   |
| <b>D. EVALUATION OF PROPOSALS</b>                      |   |
| 24. <i>Confidentiality</i>                             | <p>24.1 Information relating to the examination, evaluation, and comparison of Proposals, and the recommendation of contract award, shall not be disclosed to Bidders or any other persons not officially concerned with such process, even after publication of the contract award.</p> <p>24.2 Any effort by a Bidder or anyone on behalf of the Bidder to influence UNDP in the examination, evaluation and comparison of the Proposals or contract award decisions may, at UNDP's decision, result in the rejection of its Proposal and may be subject to the application of prevailing UNDP's vendor sanctions procedures.</p> |
| 25. <i>Evaluation of Proposals</i>                     | <p>25.1 The Bidder is not permitted to alter or modify its Proposal in any way after the proposal submission deadline except as permitted under Clause 24 of this RFP. UNDP will conduct the evaluation solely on the basis of the submitted Technical and Financial Proposals.</p> <p>25.2 Evaluation of proposals is made of the following steps:</p> <ul style="list-style-type: none"> <li>a) Preliminary Examination</li> <li>b) Minimum Eligibility and Qualification (if pre-qualification is not done)</li> <li>c) Evaluation of Technical Proposals</li> <li>d) Evaluation of Financial Proposals</li> </ul>               |
| 26. <i>Preliminary Examination</i>                     | 26.1 UNDP shall examine the Proposals to determine whether they are complete with respect to minimum documentary requirements, whether the documents have been properly signed, and whether the Proposals are generally in order, among other indicators that may be used at this stage. UNDP reserves the right to reject any Proposal at this stage.  |
| 27. <i>Evaluation of Eligibility and Qualification</i> | <p>27.1 Eligibility and Qualification of the Bidder will be evaluated against the Minimum Eligibility/Qualification requirements specified in the Section 4 (Evaluation Criteria).</p> <p>27.2 In general terms, vendors that meet the following criteria may be considered qualified:</p> <ul style="list-style-type: none"> <li>a) They are not included in the UN Security Council 1267/1989 Committee's list of terrorists and terrorist financiers, and in UNDP's ineligible vendors' list;</li> <li>b) They have a good financial standing and have access to adequate</li> </ul>   |

|   |   |
|---|---|
|   | <p>financial resources to perform the contract and all existing commercial commitments,</p> <ul style="list-style-type: none"> <li>c) They have the necessary similar experience, technical expertise, production capacity where applicable, quality certifications, quality assurance procedures and other resources applicable to the provision of the services required;</li> <li>d) They are able to comply fully with UNDP General Terms and Conditions of Contract;</li> <li>e) They do not have a consistent history of court/arbitral award decisions against the Bidder; and</li> <li>f) They have a record of timely and satisfactory performance with their clients.</li> </ul>  |
| <p>28. <i>Evaluation of Technical and Financial Proposals</i></p> | <p>28.1 The evaluation team shall review and evaluate the Technical Proposals on the basis of their responsiveness to the Terms of Reference and other RFP documents, applying the evaluation criteria, sub-criteria, and point system specified in the Section 4 (Evaluation Criteria). A Proposal shall be rendered non-responsive at the technical evaluation stage if it fails to achieve the minimum technical score indicated in the BDS. When necessary and if stated in the BDS, UNDP may invite technically responsive bidders for a presentation related to their technical proposals. The conditions for the presentation shall be provided in the bid document where required.</p> <p>28.2 In the second stage, only the Financial Proposals of those Bidders who achieve the minimum technical score will be opened for evaluation. The Financial Proposals corresponding to Technical Proposals that were rendered non- responsive shall remain unopened, and, in the case of manual submission, be returned to the Bidder unopened. For emailed Proposals and e-tendering submissions, UNDP will not request for the password of the Financial Proposals of bidders whose Technical Proposal were found not responsive.</p> <p>28.3 The evaluation method that applies for this RFP shall be as indicated in the BDS, which may be either of two (2) possible methods, as follows: (a) the lowest priced method which selects the lowest evaluated financial proposal of the technically responsive Bidders; or (b) the combined scoring method which will be based on a combination of the technical and financial score.</p> <p>28.4 When the BDS specifies a combined scoring method, the formula for the rating of the Proposals will be as follows:</p> <div style="border: 1px solid black; padding: 10px; margin-top: 10px;"> <p><u>Rating the Technical Proposal (TP):</u></p> <p style="text-align: center;"><b>TP Rating</b> = (Total Score Obtained by the Offer / Max. Obtainable Score for TP) x 100</p> <p><u>Rating the Financial Proposal (FP):</u></p> <p style="text-align: center;"><b>FP Rating</b> = (Lowest Priced Offer / Price of the Offer Being Reviewed) x 100</p> <p><u>Total Combined Score:</u></p> </div> |

|  |  |
|--|--|
|  | <div> <b>Combined Score</b> = (TP Rating) x (Weight of TP, e.g. 70%) + (FP Rating) x (Weight of FP, e.g., 30%) </div>  |
| 29. <i>Due Diligence</i>                         | <p>29.1 UNDP reserves the right to undertake a due diligence exercise, also called post qualification, aimed at determining to its satisfaction, the validity of the information provided by the Bidder. Such exercise shall be fully documented and may include, but need not be limited to, all or any combination of the following:</p> <ul style="list-style-type: none"> <li>a) Verification of accuracy, correctness and authenticity of information provided by the Bidder;</li> <li>b) Validation of extent of compliance to the RFP requirements and evaluation criteria based on what has so far been found by the evaluation team;</li> <li>c) Inquiry and reference checking with Government entities with jurisdiction on the Bidder, or with previous clients, or any other entity that may have done business with the Bidder;</li> <li>d) Inquiry and reference checking with previous clients on the performance on on-going or contracts completed, including physical inspections of previous works, as necessary;</li> <li>e) Physical inspection of the Bidder's offices, branches or other places where business transpires, with or without notice to the Bidder;</li> <li>f) Other means that UNDP may deem appropriate, at any stage within the selection process, prior to awarding the contract.</li> </ul> |
| 30. <i>Clarification of Proposals</i>            | <p>30.1 To assist in the examination, evaluation and comparison of Proposals, UNDP may, at its discretion, ask any Bidder for a clarification of its Proposal.</p> <p>30.2 UNDP's request for clarification and the response shall be in writing and no change in the prices or substance of the Proposal shall be sought, offered, or permitted, except to provide clarification, and confirm the correction of any arithmetic errors discovered by UNDP in the evaluation of the Proposals, in accordance with RFP.</p> <p>30.3 Any unsolicited clarification submitted by a Bidder in respect to its Proposal, which is not a response to a request by UNDP, shall not be considered during the review and evaluation of the Proposals.</p>   |
| 31. <i>Responsiveness of Proposal</i>            | <p>31.1 UNDP's determination of a Proposal's responsiveness will be based on the contents of the Proposal itself. A substantially responsive Proposal is one that conforms to all the terms, conditions, TOR and other requirements of the RFP without material deviation, reservation, or omission.</p> <p>31.2 If a Proposal is not substantially responsive, it shall be rejected by UNDP and may not subsequently be made responsive by the Bidder by correction of the material deviation, reservation, or omission.</p>  |
| 32. <i>Nonconformities, Reparable Errors and</i> | <p>32.1 Provided that a Proposal is substantially responsive, UNDP may waive any non-conformities or omissions in the Proposal that, in the opinion of UNDP, do not constitute a material deviation.</p>   |

|  |  |
|--|--|
| <i>Omissions</i>   | <p>32.2 UNDP may request the Bidder to submit the necessary information or documentation, within a reasonable period of time, to rectify nonmaterial nonconformities or omissions in the Proposal related to documentation requirements. Such omission shall not be related to any aspect of the price of the Proposal. Failure of the Bidder to comply with the request may result in the rejection of its Proposal.</p> <p>32.3 For Financial Proposal that has been opened, UNDP shall check and correct arithmetical errors as follows:</p> <ul style="list-style-type: none"> <li>a) if there is a discrepancy between the unit price and the line item total that is obtained by multiplying the unit price by the quantity, the unit price shall prevail and the line item total shall be corrected, unless in the opinion of UNDP there is an obvious misplacement of the decimal point in the unit price; in which case the line item total as quoted shall govern and the unit price shall be corrected;</li> <li>b) if there is an error in a total corresponding to the addition or subtraction of subtotals, the subtotals shall prevail and the total shall be corrected; and</li> <li>c) if there is a discrepancy between words and figures, the amount in words shall prevail, unless the amount expressed in words is related to an arithmetic error, in which case the amount in figures shall prevail.</li> </ul> <p>32.4 If the Bidder does not accept the correction of errors made by UNDP, its Proposal shall be rejected.</p> |
| <b><i>E. AWARD OF CONTRACT</i></b>                         |  |
| 33. <i>Right to Accept, Reject, Any or All Proposals</i>   | 33.1 UNDP reserves the right to accept or reject any Proposal, to render any or all of the Proposals as non-responsive, and to reject all Proposals at any time prior to award of contract, without incurring any liability, or obligation to inform the affected Bidder(s) of the grounds for UNDP's action. UNDP shall not be obliged to award the contract to the lowest priced offer.  |
| 34. <i>Award Criteria</i>                                  | 34.1 Prior to expiration of the proposal validity, UNDP shall award the contract to the qualified Bidder based on the award criteria indicated in the BDS.   |
| 35. <i>Debriefing</i>                                      | 35.1 In the event that a Bidder is unsuccessful, the Bidder may request a debriefing from UNDP. The purpose of the debriefing is to discuss the strengths and weaknesses of the Bidder's submission, in order to assist the Bidder in improving its future proposals for UNDP procurement opportunities. The content of other proposals and how they compare to the Bidder's submission shall not be discussed.  |
| 36. <i>Right to Vary Requirements at the Time of Award</i> | 36.1 At the time of award of Contract, UNDP reserves the right to vary the quantity of services and/or goods, by up to a maximum twenty-five per cent (25%) of the total offer, without any change in the unit price or other terms and conditions.  |
| 37. <i>Contract Signature</i>                              | 37.1 Within fifteen (15) days from the date of receipt of the Contract, the successful Bidder shall sign and date the Contract and return it to UNDP. Failure to do so may constitute sufficient grounds for the annulment of the award, and   |

|   |  |
|---|--|
|   | forfeiture of the Proposal Security, if any, and on which event, UNDP may award the Contract to the Second Ranked Bidder or call for new Proposals.  |
| 38. <i>Contract Type and General Terms and Conditions</i> | 38.1 The types of Contract to be signed and the applicable UNDP Contract General Terms and Conditions, as specified in BDS, can be accessed at <a href="http://www.undp.org/content/undp/en/home/procurement/business/how-we-buy.html">http://www.undp.org/content/undp/en/home/procurement/business/how-we-buy.html</a>   |
| 39. <i>Performance Security</i>                           | 39.1 40.1 A performance security, if required in BDS, shall be provided in the amount specified in BDS and form available at <a href="https://popp.undp.org/layouts/15/WopiFrame.aspx?sourcedoc=/UNDP_POPP_DOCUMENT_LIBRARY/Public/PSU_Solicitation_Performance%20Guarantee%20Form.docx&amp;action=default">https://popp.undp.org/layouts/15/WopiFrame.aspx?sourcedoc=/UNDP_POPP_DOCUMENT_LIBRARY/Public/PSU_Solicitation_Performance%20Guarantee%20Form.docx&amp;action=default</a> within fifteen (15) days of the contract signature by both parties. Where a performance security is required, the receipt of the performance security by UNDP shall be a condition for rendering the contract effective.  |
| 40. <i>Bank Guarantee for Advanced Payment</i>            | 40.1 Except when the interests of UNDP so require, it is UNDP's preference to make no advance payment(s) (i.e., payments without having received any outputs). If an advance payment is allowed as per BDS, and exceeds 20% of the total contract price, or USD 30,000, whichever is less, the Bidder shall submit a Bank Guarantee in the full amount of the advance payment in the form available at <a href="https://popp.undp.org/layouts/15/WopiFrame.aspx?sourcedoc=/UNDP_POPP_DOCUMENT_LIBRARY/Public/PSU_Contract%20Management%20Payment%20and%20Taxes_Advanced%20Payment%20Guarantee%20Form.docx&amp;action=default">https://popp.undp.org/layouts/15/WopiFrame.aspx?sourcedoc=/UNDP_POPP_DOCUMENT_LIBRARY/Public/PSU_Contract%20Management%20Payment%20and%20Taxes_Advanced%20Payment%20Guarantee%20Form.docx&amp;action=default</a> |
| 41. <i>Liquidated Damages</i>                             | 41.1 If specified in BDS, UNDP shall apply Liquidated Damages resulting from the Contractor's delays or breach of its obligations as per the Contract.   |
| 42. <i>Payment Provisions</i>                             | 42.1 Payment will be made only upon UNDP's acceptance of the work performed. The terms of payment shall be within thirty (30) days, after receipt of invoice and certification of acceptance of work issued by the proper authority in UNDP with direct supervision of the Contractor. Payment will be effected by bank transfer in the currency of contract.  |
| 43. <i>Vendor Protest</i>                                 | 43.1 UNDP's vendor protest procedure provides an opportunity for appeal to those persons or firms not awarded a contract through a competitive procurement process. In the event that a Bidder believes that it was not treated fairly, the following link provides further details regarding UNDP vendor protest procedures: <a href="http://www.undp.org/content/undp/en/home/operations/procurement/business/protest-and-sanctions.html">http://www.undp.org/content/undp/en/home/operations/procurement/business/protest-and-sanctions.html</a>  |
| 44. <i>Other Provisions</i>                               | 44.1 In the event that the Bidder offers a lower price to the host Government (e.g. General Services Administration (GSA) of the federal government of the United States of America) for similar services, UNDP shall be entitled to same lower  |



|  |  |
|--|--|
|  | <p>price. The UNDP General Terms and Conditions shall have precedence.</p> <p>44.2 UNDP is entitled to receive the same pricing offered by the same Contractor in contracts with the United Nations and/or its Agencies. The UNDP General Terms and Conditions shall have precedence.</p> <p>44.3 The United Nations has established restrictions on employment of (former) UN staff who have been involved in the procurement process as per bulletin ST/SGB/2006/15_ <a href="http://www.un.org/en/ga/search/view_doc.asp?symbol=ST/SGB/2006/15&amp;referer">http://www.un.org/en/ga/search/view_doc.asp?symbol=ST/SGB/2006/15&amp;referer</a></p> |
|--|--|

## SECTION 3 . BID DATA SHEET

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

| BDS No. | Ref. to Section.2 | Data  | Specific Instructions / Requirements |
|---------|-------------------|---|--------------------------------------|
| 1       | 7                 | Language of the Proposal  | English                              |
| 2       |                   | Submitting Proposals for Parts or sub-parts of the TOR (partial bids) | Not Allowed                          |
| 3       | 20                | Alternative Proposals   | Shall not be considered              |
| 4       | 21                | Pre-proposal conference   | Will not be conducted                |
| 5       | 10                | Proposal Validity Period  | 60 days                              |
| 6       | 14                | Bid Security  | Not Required                         |
| 7       | 41                | Advanced Payment upon signing of contract                             | Not Allowed                          |
| 8       | 42                | Liquidated Damages  | Will not be imposed                  |
| 9       | 40                | Performance Security  | Not Required                         |
| 10      | 18                | Currency of Proposal  | Local currency RAND                  |

|    |               |   |   |
|----|---------------|---|---|
| 11 | 31            | Deadline for submitting requests for clarifications/ questions                                      | 9 days before the submission deadline   |
| 12 | 31            | Contact Details for submitting clarifications/questions   | Focal Person in UNDP: PROCUREMENT ASSOCIATE<br>Address: 351 FRANCIS BAARD STREET, PRETORIA<br>E-mail address: <a href="mailto:procurement.enquiries.za@undp.org">procurement.enquiries.za@undp.org</a>  |
| 13 | 18, 19 and 21 | Manner of Disseminating Supplemental Information to the RFP and responses/clarifications to queries | Direct communication to prospective Proposers by email  |
| 14 | 23            | Deadline for Submission   | 10 <sup>th</sup> October 2019 11am South African Time   |
| 14 | 22            | Allowable Manner of Submitting Proposals  | <input type="checkbox"/> * <b>Submission by email</b><br><input type="checkbox"/> e-Tendering   |
| 15 | 22            | Proposal Submission Address   | For e-tendering method, keep link below and insert Event ID information] <a href="https://etendering.partneragencies.org">https://etendering.partneragencies.org</a><br><br>BU Code: ZAF10Event ID number: 0000004492<br><br>For email method send the documents to email belowbid.pretoria@undp.orgE-mail address: <a href="mailto:bid.pretoria@undp.org">bid.pretoria@undp.org</a>  |
| 16 | 22            | Electronic submission (email or eTendering) requirements  | <ul style="list-style-type: none"> <li>▪ Format: PDF files only</li> <li>▪ File names must be maximum 60 characters long and must not contain any letter or special character other than from Latin alphabet/keyboard.</li> <li>▪ All files must be free of viruses and not corrupted.</li> <li>▪ Password for technical proposal <u>must</u> not be provided to UNDP until the date as indicated in No. 14 (<i>for email submission only</i>)</li> <li>▪ Password for financial proposal <u>must</u> not be provided to</li> </ul> |

|    |          |  |   |
|----|----------|--|---|
|    |          |  | <p>UNDP until requested by UNDP</p> <ul style="list-style-type: none"> <li>ax. File Size per transmission: 10MB</li> <li>andatory subject of email: Consultancy Title and Reference Number</li> <li>ocuments which are required in original (e.g. Proposal Security) should be sent to the below address with a PDF copy submitted as part of the electronic submission:<br/>351 Francis Baard Street, Metropark Building, Pretoria,0001</li> </ul> |
| 17 | 27<br>36 | Evaluation Method for the Award of Contract        | <p>Lowest Financial Offer among Technically Responsive and Qualified Proposals</p> <p>The minimum technical score required to pass is 70%.</p>  |
| 18 |          | Expected date for commencement of Contract         | 15 <sup>th</sup> October, 2019  |
| 19 |          | Maximum expected duration of contract              | 3 months  |
| 20 | 35       | UNDP will award the contract to:                   | One Proposer Only   |
| 21 | 39       | Type of Contract                                   | <p>Purchase Order and Contract for Goods and Services for UNDP</p> <p><a href="http://www.undp.org/content/undp/en/home/procurement/business/how-we-buy.html">http://www.undp.org/content/undp/en/home/procurement/business/how-we-buy.html</a></p>   |
| 22 | 39       | UNDP Contract Terms and Conditions that will apply | <p>UNDP General Terms and Conditions for Professional Services</p> <p><a href="http://www.undp.org/content/undp/en/home/procurement/business/how-we-buy.html">http://www.undp.org/content/undp/en/home/procurement/business/how-we-buy.html</a></p>   |
| 23 |          | Other Information Related to the RFP               | <i>[All other instructions and information not yet mentioned so far in this Data Sheet but are relevant to the RFP must be cited here, and any further entries that may be added below this table row]</i>  |

## SECTION 4. EVALUATION CRITERIA

---

### Technical Evaluation Criteria

#### Business Development Service Provider for the UNDP Youth Entrepreneurship Challenge Fund

| Summary of Technical Proposal Evaluation Forms |  | Score Weight | Points Obtainable | Company / Other Entity |   |   |   |   |
|--|--|--------------|-------------------|------------------------|---|---|---|---|
|  |  |              |                   | A                      | B | C | D | E |
| 1.   | Expertise of Firm / Organisation submitting Proposal | 30%          | 300               |                        |   |   |   |   |
| 2.   | Proposed Work Plan and Approach                      | 50%          | 500               |                        |   |   |   |   |
| 3.   | Personnel  | 20%          | 200               |                        |   |   |   |   |
| <b>Total</b>                                   |  |              | <b>1000</b>       |                        |   |   |   |   |

Evaluation forms for technical proposals follow on the next two pages. The obtainable number of points specified for each evaluation criterion indicates the relative significance or weight of the item in the overall evaluation process. The Technical Proposal Evaluation Forms are:

Form 1: Expertise of Firm / Organisation Submitting Proposal

Form 2: Proposed Work Plan and Approach

Form 3: Personnel

Note: The score weights and points obtainable in the evaluation sheet are tentative and should be changed depending on the need or major attributes of technical proposal.

| Technical Proposal Evaluation<br>Form 1              |  | Points<br>obtainable | Company / Other Entity |   |   |   |   |
|--|--|----------------------|------------------------|---|---|---|---|
|  |  |                      | A                      | B | C | D | E |
| Expertise of firm / organisation submitting proposal |  |                      |                        |   |   |   |   |
|  |  |                      |                        |   |   |   |   |
| 1.1  | Reputation of Organisation and Staff<br>(Competence / Reliability)   | 40                   |                        |   |   |   |   |
| 1.2  | Litigation and Arbitration history   | 15                   |                        |   |   |   |   |
| 1.3  | General Organisational Capability which is likely to affect implementation (i.e. loose consortium, holding company or one firm, size of the firm / organisation, strength of project management support e.g. project financing capacity and project management controls) | 85                   |                        |   |   |   |   |
| 1.4  | Extent to which any work would be subcontracted (subcontracting carries additional risks which may affect project implementation, but properly done it offers a chance to access specialized skills.   | 15                   |                        |   |   |   |   |
| 1.5  | Quality assurance procedures, warranty   | 25                   |                        |   |   |   |   |
| 1.6  | Relevance of:<br>- Specialised Knowledge<br>- Experience on Similar Programme / Projects<br>- Experience on Projects in the Region<br>Work for UNDP/ major multilateral/ or bilateral programmes   | 160                  |                        |   |   |   |   |
|  |  | 340                  |                        |   |   |   |   |

| Technical Proposal Evaluation<br>Form 2 |   | Points<br>Obtainable | Company / Other Entity |   |   |   |   |
|---|---|----------------------|------------------------|---|---|---|---|
|   |   |                      | A                      | B | C | D | E |
| Proposed Work Plan and Approach         |   |                      |                        |   |   |   |   |
|   |   |                      |                        |   |   |   |   |
| 2.1                                     | To what degree does the Offeror understand the task?                            | 30                   |                        |   |   |   |   |
| 2.2                                     | Have the important aspects of the task been addressed in sufficient detail?     | 25                   |                        |   |   |   |   |
| 2.3                                     | Are the different components of the project adequately weighted relative to one | 20                   |                        |   |   |   |   |

|     |  |     |  |  |  |  |  |
|-----|--|-----|--|--|--|--|--|
|     | another?   |     |  |  |  |  |  |
| 2.4 | Is the proposal based on a survey of the project environment and was this data input properly used in the preparation of the proposal?               | 55  |  |  |  |  |  |
| 2.5 | Is the conceptual framework adopted appropriate for the task?  | 65  |  |  |  |  |  |
| 2.6 | Is the scope of task well defined and does it correspond to the TOR?   | 120 |  |  |  |  |  |
| 2.7 | Is the presentation clear and is the sequence of activities and the planning logical, realistic and promise efficient implementation to the project? | 85  |  |  |  |  |  |
|     |  | 400 |  |  |  |  |  |

| Technical Proposal Evaluation Form 3 |   |    |           | Points Obtainable | Company / Other Entity |   |   |   |   |
|--------------------------------------|---|----|-----------|-------------------|------------------------|---|---|---|---|
|                                      |   |    |           |                   | A                      | B | C | D | E |
|                                      |   |    |           |                   |                        |   |   |   |   |
| 3.1                                  | Team Leader   |    |           | 130               |                        |   |   |   |   |
|                                      |   |    | Sub-Score |                   |                        |   |   |   |   |
|                                      | General Qualification   |    | 115       |                   |                        |   |   |   |   |
|                                      | Suitability for the Project   |    |           |                   |                        |   |   |   |   |
|                                      | - Mentoring Experience  | 20 |           |                   |                        |   |   |   |   |
|                                      | - Business Consultant Experience  | 20 |           |                   |                        |   |   |   |   |
|                                      | - Professional Experience in the area of specialization (list of similar projects done in South Africa or the region) | 45 |           |                   |                        |   |   |   |   |
|                                      | - Knowledge of the South Africa and Global Entrepreneurship economic context  | 30 |           |                   |                        |   |   |   |   |
|                                      | - Proficient in English   |    | 15        |                   |                        |   |   |   |   |
|                                      |   |    | 130       |                   |                        |   |   |   |   |
|                                      |   |    |           |                   |                        |   |   |   |   |
| 3.2                                  | Entrepreneurship / Innovation Strategist  |    |           | 110               |                        |   |   |   |   |

|                     |   |    |           |     |  |  |  |  |  |
|---------------------|---|----|-----------|-----|--|--|--|--|--|
|                     |   |    | Sub-Score |     |  |  |  |  |  |
|                     | General Qualification   |    | 95        |     |  |  |  |  |  |
|                     | Suitability for the Project                                       |    |           |     |  |  |  |  |  |
|                     | - Experience as Business Consultant                               | 15 |           |     |  |  |  |  |  |
|                     | - Experience in developing business plans and business strategies | 15 |           |     |  |  |  |  |  |
|                     | - Professional Experience in the area of specialisation           | 45 |           |     |  |  |  |  |  |
|                     | - Knowledge of the South Africa economy environment               | 20 |           |     |  |  |  |  |  |
|                     | - Proficient in English   |    | 15        |     |  |  |  |  |  |
|                     |   |    | 110       |     |  |  |  |  |  |
| 3.3                 | Small Enterprise Finance Expert                                   |    |           | 20  |  |  |  |  |  |
|                     |   |    | Sub-Score |     |  |  |  |  |  |
|                     | General Qualification   |    | 15        |     |  |  |  |  |  |
|                     | Suitability for the Project                                       |    |           |     |  |  |  |  |  |
|                     | Entrepreneurship Experience                                       | 5  |           |     |  |  |  |  |  |
|                     |   | 0  |           |     |  |  |  |  |  |
|                     | - Professional Experience in the Financial Analysis               | 10 |           |     |  |  |  |  |  |
|                     | -   | 0  |           |     |  |  |  |  |  |
|                     | - Proficient in English   |    | 5         |     |  |  |  |  |  |
|                     |   |    | 20        |     |  |  |  |  |  |
|                     |   |    |           |     |  |  |  |  |  |
| <b>Total Part 3</b> |   |    |           | 260 |  |  |  |  |  |



## SECTION 5 . TERMS OF REFERENCE

---

**Appointing a service provider that will assess business plans application and provide business development services and funding to selected small enterprises submitted by young entrepreneurs to the UNDP Youth Entrepreneurship Challenge Fund**

### **Project: Youth Employment**

**Application Deadline:** 10 October 2019

**Type of Contract:** Institution

**Languages Required:** English

**Starting Date:** On signing the contract

**Expected Duration of Assignment:** Maximum of 3 months

#### **1. Background and Introduction**

Slow growth and external vulnerability have characterised the sluggish economic growth in South Africa since 2012 (Statistics South Africa). The average GDP growth from 2012-2018 is estimated at 2.2% and the IMF expects GDP growth to average 2.2% in 2020. The economy continues to be held back by many factors including low business confidence, policy uncertainty, market regulations that favours big companies at the expense of small businesses and low foreign direct investments which remain very low compared to other emerging economies. This issue is being addressed by a new investment drive launched by the President in 2018 that targets to attract about \$100 billion into the economy in the next five years.

According to Statistics South Africa, approximately 8,2 million (40,3%) out of 20,4 million young people aged 15-34 years, were not in employment, education or training. Youth unemployment among the age group 15-24 years has increased up on a quarterly basis, to 56.4% in Q2. 2019, from 55.2% in the first quarter. The employment outcome is worse for females than for males; however, the gender-employment gap has been closing. About 60.3% of all the unemployed youth are in long-term unemployed. Long term unemployment is deeply demoralizing to youth, the majority of whom have ceased to continue seeking for job opportunities.

To address youth unemployment, three challenges need to be prioritised. First and foremost, there is a need to increase the competitiveness of the South African economy and special emphasis and support must be given to small businesses especially those owned by women and young people. Secondly, there is a need to strengthen enforcement of policies and improve implementation of programmes that promote SMMEs like supplier development and enterprise development. Thirdly, provision of quality business development support services and affordable financial services would allow for a shift towards a stronger SMMEs.

Stronger SMMEs are crucial for an inclusive economy: they drive job creation, economic growth and contribute to a stable social environment. SMMEs also inspire an entrepreneurial spirit and innovation, thus being key to fostering competitiveness and employment in modern economies. However, SMMEs continue to face several barriers and market failures that pose

obstacles to their success and sustainability. Two of the most cited problems facing SMMEs in South Africa is market access and difficulties to access finance due to high collateral requirements and limited sources of funding.

In view of the high youth unemployment rate and the deficient labour market, youth entrepreneurship becomes critical for tackling youth unemployment. Given enough support, young entrepreneurs can establish viable and sustainable businesses that would contribute to both inclusive growth and employment creation. However, lack of technical skills, limited access to finance, markets and information, and regulatory barriers all hinder the development of SMMEs.

To reach growth levels that will make sure that there is high labour absorption rate, SMMEs will require a package of support that includes training, advice and financial investment.

## **2. Youth Entrepreneurship Challenge Fund**

One of the hallmarks of the UNDP Strategic Plan (2018-2021) is to help countries address systemic or structural challenges in sustainable development – “wicked problems” – that would otherwise remain unresolved. Youth unemployment in South Africa is one of the structural and wicked problems that require approaches that put emphasis on development cooperation, collaborative networks, innovation and scale-up and scale-out efforts.

UNDP has established a Youth Entrepreneurship Challenge Fund. This Fund will support young entrepreneurs that require support to grow their businesses. At the centre of this approach is to give young people the freedom to design and develop solutions to their problems on a small-scale with a view of scaling the efforts for a larger impact.

The Fund aims to provide catalytic funding and business development services support to small enterprises owned young entrepreneurs.

## **3. Objective**

UNDP seeks to appoint an experienced business development service provider to assess business applications and provide tailored made services selected small enterprises. The support will consists of business training, business advice, mentoring, market access and information, and financial investment.

## **4. Scope of work.**

- Assess all business plans received and shortlist those that have potential to be commercially viable.
- Identify the business needs of all small enterprises that submitted business plans.
- Facilitation of access to finance and markets for small enterprises.
- Providing relevant and effective training to small enterprises.
- Provide advice on viable business models to selected small enterprises.
- Facilitate mentoring and incubation programme for small enterprises that require the service.
- Provide suitable workspace for small enterprises, if required.
- Link them to the market and the value chains (public, community and private sectors)

## **5. Deliverables and Schedules**

| Milestone  | Payment Schedule |
|--|------------------|
| 1. Submission of a methodology and workplan.   | 50%              |
| 2. Assess and select all applications and submit assessment report and disburse funding. | 40%              |
| 3. Progress Report   | 10%              |

#### 6. Governance and Accountability

- The service provider will directly report to the Head of Inclusive Growth Programme in UNDP.
- The service provider will provide weekly report to the Head of Inclusive Growth.
- Monthly progress report will be presented to the UNDP, National Youth Development Agency and Gauteng Economic Development Department.

#### 7. Expected duration of the contract/assignment

- Phase 1 which include assessment of business plans and disbursement of funds will be completed by the 31<sup>st</sup> December 2019.
- On-going business support to small enterprises will continue into 2020 and is expected to be completed by August 2020.

#### 8. Duty Station

- The service provider must have offices Gauteng and at least field offices in at least three other provinces.

#### 9. Professional Qualifications of the Successful Contractor and its key personnel

9.1. A company profile detailing previous work history and experience must be attached to the proposal.

9.2. *For the purpose of this project, a service provider should have the following competencies:*

- Strong background and understanding of entrepreneurship, innovation, strategy formulation, preferably in the public and private sector environment will be an added advantage.
- Sound knowledge of economics, finance, entrepreneurship and SMME development
- Experience in developing business plans and financial models.
- Successfully mobilized funding for small enterprises (demonstrate proven record)
- Experience in Monitoring and Evaluation, and Report Writing.
- Experience in developing or implementing supplier and enterprise development programmes for big private sector players or parastatals.
- Sufficient knowledge of government policy as it relates to small enterprises and youth entrepreneurship.
- Ability to identify and liaise with key role players and stakeholders;
- Experience of implementing similar projects/programme in the region.
- Project management skills;

### *9.3. Key Experts*

All experts who have a crucial role in implementing the contract are referred to as Key Experts. The appointment of the service provider will be based on the strength of key experts' curriculum vitae that will contribute to the successful execution of the project. It is therefore imperative for the service provider to ensure that the Project Team comprises of individuals that will contribute to the successful execution of the project. All team members should have a proven track record of involvement in similar projects. The proposal should provide a detailed description of the Team composition and CVs of all Project Team members should be submitted.

### *9.4. The profiles of the key experts for this contract are as follows:*

- **Project Manager/Team Leader**
  - A seasoned entrepreneur with Bachelor degree in Entrepreneurship, Business Economics or Accounting, MBA will be an advantage.
  - Over 7 years' experience mentoring entrepreneurs in South Africa/ Region.
  - Over 7 years of experience as a business consultant.
  - Good knowledge of business plans and strategy development.
  - Knowledge of conducting financial analysis and due diligence.
  - Good knowledge of the South African and Global entrepreneurship and/or Innovation fraternity.
  - A list of similar projects undertaken in South Africa.
  - Thorough knowledge of national, provincial and local government.
  - Excellent communication and writing skills.
  - Strong and proven management and leadership abilities.
  - Strong networking experience and available for the duration of the project.
  - Project management and presentation skills.
  
- **Entrepreneurship / Innovation Strategist**
  - A Bachelor degree in entrepreneurship or any business management related degree.
  - Over 5 years experience as a business consultant.
  - Over 5 years experience in developing business plans and business strategies.
  - Over 5 years business mentoring experience.
  - Over 3 years experience conducting financial statement analysis.
  - Good knowledge of the South African economic environment and entrepreneurship and/or innovation.
  - Project Management and presentation skills.
  
- **Small Enterprise Finance Expert**
  - Bachelor's degree majoring in Business Finance, Banking or Accounting.
  - Over 3 years experience as a Financial Analyst in Private Sector or in a Development Finance Institution.

- Over 3 years experience in entrepreneurship and/or innovation.
- Good knowledge of the South African economic environment and entrepreneurship / innovation.
- Project Management and presentation skills.

## SECTION 6 : RETURNABLE BIDDING FORMS / CHECKLIST

---

This form serves as a checklist for preparation of your Proposal. Please complete the Returnable Bidding Forms in accordance with the instructions in the forms and return them as part of your Proposal submission. No alteration to format of forms shall be permitted and no substitution shall be accepted. Before submitting your Proposal, please ensure compliance with the Proposal Submission instructions of the BDS 22.

### Technical Proposal Envelope:

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

### Financial Proposal Envelope

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

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

## FORM A: TECHNICAL PROPOSAL SUBMISSION FORM

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

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

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

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

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

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

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

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

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

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Date:\_\_\_\_\_ Signature:\_\_\_\_\_

*[Stamp with official stamp of the Bidder]*

## FORM B: BIDDER INFORMATION FORM

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



- Trade name registration papers, if applicable
- Local Government permit to locate and operate in assignment location, if applicable
- Official Letter of Appointment as local representative, if Bidder is submitting a Bid in behalf of an entity located outside the country
- Power of Attorney (if required)

## FORM C: JOINT VENTURE/CONSORTIUM/ASSOCIATION INFORMATION FORM

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

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

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

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

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

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

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

Name of partner: \_\_\_\_\_ Name of partner: \_\_\_\_\_

Signature: \_\_\_\_\_ Signature: \_\_\_\_\_

Date: \_\_\_\_\_ Date: \_\_\_\_\_

Name of partner: \_\_\_\_\_

Name of partner: \_\_\_\_\_

Signature: \_\_\_\_\_

Signature: \_\_\_\_\_

Date: \_\_\_\_\_

Date: \_\_\_\_\_

## FORM D: QUALIFICATION FORM

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

### Historical Contract Non-Performance

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

### Litigation History (including pending litigation)

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

## Previous Relevant Experience

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

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

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

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

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

## Financial Standing

|   |      |     |
|---|------|-----|
| <b>Annual Turnover for the last 3 years</b>               | Year | USD |
|   | Year | USD |
|   | Year | USD |
| <b>Latest Credit Rating (if any), indicate the source</b> |      |     |

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

|               |  |  |  |
|---------------|--|--|--|
| Current Ratio |  |  |  |
|---------------|--|--|--|

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

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

## FORM E: FORMAT OF TECHNICAL PROPOSAL

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

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

### SECTION 1: Bidder's qualification, capacity and expertise

- 1.1 Brief description of the organization, including the year and country of incorporation, and types of activities undertaken.
- 1.2 General organizational capability which is likely to affect implementation: management structure, financial stability and project financing capacity, project management controls, extent to which any work would be subcontracted (if so, provide details).
- 1.3 Relevance of specialized knowledge and experience on similar engagements done in the region/country.
- 1.4 Quality assurance procedures and risk mitigation measures.
- 1.5 Organization's commitment to sustainability.

### SECTION 2: Proposed Methodology, Approach and Implementation Plan

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

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

- 2.6 Demonstrate how you plan to integrate sustainability measures in the execution of the contract.
- 2.7 Any other comments or information regarding the project approach and methodology that will be adopted.

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

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

#### **SECTION 3: Management Structure and Key Personnel**

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

#### **Format for CV of Proposed Key Personnel**

|                                 |                   |
|---------------------------------|-------------------|
| NAME OF<br>PERSONNEL            | [INSERT]<br>_____ |
| POSITION FOR<br>THIS ASSIGNMENT | [INSERT]<br>_____ |
| NATIONALITY                     | [INSERT]<br>_____ |
| LANGUAGE<br>PROFICIENCY         | [INSERT]<br>_____ |

|  |   |
|--|---|
| <p>EDUCATION/<br/>QUALIFICATIONS</p> <hr/>   | <p><i>[SUMMARIZE COLLEGE/UNIVERSITY AND OTHER SPECIALIZED EDUCATION OF PERSONNEL MEMBER, GIVING NAMES OF SCHOOLS, DATES ATTENDED, AND DEGREES/QUALIFICATIONS OBTAINED.]</i></p> <hr/> <p>[INSERT]</p>   |
| <p>PROFESSIONAL<br/>CERTIFICATIONS</p> <hr/> | <p><i>[PROVIDE DETAILS OF PROFESSIONAL CERTIFICATIONS RELEVANT TO THE SCOPE OF SERVICES]</i></p> <hr/> <ul style="list-style-type: none"> <li>▪ A ME OF INSTITUTION: [INSERT]</li> <li>▪ A TE OF CERTIFICATION: [INSERT]</li> </ul>   |
| <p>EMPLOYMENT<br/>RECORD/<br/>EXPERIENCE</p> | <p><i>[LIST ALL POSITIONS HELD BY PERSONNEL (STARTING WITH PRESENT POSITION, LIST IN REVERSE ORDER), GIVING DATES, NAMES OF EMPLOYING ORGANIZATION, TITLE OF POSITION HELD AND LOCATION OF EMPLOYMENT. FOR EXPERIENCE IN LAST FIVE YEARS, DETAIL THE TYPE OF ACTIVITIES PERFORMED, DEGREE OF RESPONSIBILITIES, LOCATION OF ASSIGNMENTS]</i></p> |



|            |  |
|------------|--|
|            | <p>AND ANY OTHER INFORMATION OR PROFESSIONAL EXPERIENCE<br/>CONSIDERED PERTINENT FOR THIS ASSIGNMENT.]</p> <hr/> |
|            |  |
|            | <p>[INSERT]</p>  |
| REFERENCES | <p>[PROVIDE NAMES, ADDRESSES, PHONE AND EMAIL CONTACT<br/>INFORMATION FOR TWO (2) REFERENCES]</p> <hr/>          |
|            | <p>REFERENCE 1:</p> <hr/> <p>[INSERT]</p>  |

|  |                                     |
|--|-------------------------------------|
|  | <p>REFERENCE 2:</p> <p>[INSERT]</p> |
|--|-------------------------------------|

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

-----

Signature of Personnel

-----

Date (Day/Month/Year)

## FORM F: FINANCIAL PROPOSAL SUBMISSION FORM

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

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

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

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

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

Name:\_\_\_\_\_ Title:

\_\_\_\_\_ Date:\_\_\_\_\_

Signature: \_\_\_\_\_

[Stamp with official stamp of the Bidder]Form G: **Financial Proposal Form**

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

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

The Financial Proposal should align with the requirements in the Terms of Reference and the Bidder's Technical Proposal.

**Currency of the proposal:** [Insert Currency]

**Table 1: Summary of Overall Prices**

|   | Amount(s) |
|---|-----------|
| <b>Professional Fees</b> (from Table 2)   |           |
| <b>Other Costs</b> (from Table 3)         |           |
| <b>Total Amount of Financial Proposal</b> |           |

**Table 2: Breakdown of Professional Fees**

| Name                               | Position | Fee Rate | No. of Days/months/ hours | Total Amount |
|------------------------------------|----------|----------|---------------------------|--------------|
|                                    |          | A        | B                         | C=A+B        |
| In-Country                         |          |          |                           |              |
|                                    |          |          |                           |              |
| Home Based                         |          |          |                           |              |
|                                    |          |          |                           |              |
|                                    |          |          |                           |              |
| <b>Subtotal Professional Fees:</b> |          |          |                           |              |

**Table 3: Breakdown of Other Costs**

| Description                   | UOM      | Quantity | Unit Price | Total Amount |
|-------------------------------|----------|----------|------------|--------------|
| International flights         | Trip     |          |            |              |
| Subsistence allowance         | Day      |          |            |              |
| Miscellaneous travel expenses | Trip     |          |            |              |
| Local transportation costs    | Lump Sum |          |            |              |
| Out-of-Pocket Expenses        |          |          |            |              |
| Other Costs: (please specify) |          |          |            |              |
| <b>Subtotal Other Costs:</b>  |          |          |            |              |

**Table 4: Breakdown of Price per Deliverable/Activity**

| <b>Deliverable/<br/>Activity description</b> | <b>Time<br/>(person<br/>days)</b> | <b>Professional Fees</b> | <b>Other Costs</b> | <b>Total</b> |
|--|-----------------------------------|--------------------------|--------------------|--------------|
| Deliverable 1                                |                                   |                          |                    |              |
| Deliverable 2                                |                                   |                          |                    |              |
| Deliverable 3                                |                                   |                          |                    |              |
| .....  |                                   |                          |                    |              |