

## INDIVIDUAL CONSULTANT PROCUREMENT NOTICE

**Date: 27 August 2019**

<b>Post Title:</b>	Services Policy Review (SPR) Consultant for Trade in Services: Professional Legal Services
<b>National or International Consultants:</b>	National
<b>Duration:</b>	66 working days over a period of 9 months
<b>Location:</b>	Home based – Morocco with possible travel to Arab countries
<b>Project:</b>	Strengthening Arab Economic Integration for Sustainable Development (AEISD)
<b>Requisition Number:</b>	R4710-0000003259
<b>Is this a LTA (yes/no):</b>	No

### CONTEXT/BACKGROUND

The project of Strengthening Arab Economic Integration for Sustainable Development (AEISD), by UNDP, sets as objective, provision of technical assistance to the League of Arab States (LAS), specifically Economic Sector and relevant organs, and member states of Pan Arab Free Trade Area (PAFTA) in working towards a deepened integration, including preparations for the Arab Customs Union. Its second important component relates to strengthening the Arab connectivity among economies in the region with the expectation, these efforts would be translated into more contribution of economic integration for better livelihood of people, more employment opportunity and participation by the private sector. Trade has significant potential to fight poverty in Arab countries through generation of more income and access to markets. Its third component focuses on the promotion of inclusiveness and transparency as part of the development agenda, particularly on the economic empowerment of women, for regional economic integration.

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

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

1. Provide a structured and targeted technical support to LAS Secretariat and Arab negotiators on trade policy formulation and reform under PAFTA.
2. Provide assistance to the LAS Secretariat with a view of strengthening its organizational capacity in the pursuit of further facilitation of the regional economic integration agenda as well as promotion of trade liberalization.
3. Assist target Arab countries with collaboration with national policy makers in trade and economic fields in efforts of modernization and reform of trade policy in taking into consideration new developments.

4. Facilitation of transport and trade activities constitutes one of key areas to support national programs of enhancement of national competitiveness and better market access and more integration of the value chain.
5. Promotion of gender equality and women empowerment as well as generation of business and job opportunity for youth is also a key target of project activities. Moreover, good governance constitutes a pre-requisite in deepening Arab economic integration to a higher level of commitment with inclusiveness and sustainability.
6. Promotion of the contribution of trade, as one of the pillars to achievement of SDGs at national and regional level.

These priority dimensions form the basis of the work program of the project. Specifically, the project targets the following result-oriented activities:

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

Trade in services has gained in importance for most Arab countries – a consistent pattern for developing countries that embark on the economic diversification. According statistics by the Arab Monetary Fund (2017) on trade by Arab economies, contribution of extractive industries (i.e...minings, oils and gaz) to GDP continues to be on the downward trend, while importance of manufacturing, agriculture and services are progressively rising. In efforts to assist Morocco in the Arab economic integration, particularly in trade in services, UNDP held consultations with the Government of Morocco, represented by the Ministry of Trade and Industry, Digital Economy in the development of a plan of technical assistance in trade in services since 2018. Initial subjects comprise of the conduct of Services Policy Review of prioritized sectors and initiative of pioneering establishment of services coalition.

In general, Moroccan economy is widely diversified with significant contribution of manufacturing, agriculture and services. The agriculture and tourism contribute substantially to the national economy. Indeed, agriculture accounts for almost 40% of employment while tourism has generated around 8 percent of Moroccan GDP. Manufacturing industries, including textiles, automotive and aeronautics, are also highly developed. In addition, the Kingdom's ICT sector has seen significant expansion, creating new employment opportunities, while investment in transport and infrastructure, and the establishment of a free trade zone, have boosted competitiveness. Legal reforms in Morocco provide incentives and transparency for investors, Labour Code amendments still a priority<sup>1</sup>.

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<sup>1</sup> The report – Morocco 2018 - <https://oxfordbusinessgroup.com/morocco-2018>.

For the Moroccan economy, the pattern of importance of services to the GDP is consistent during the period from 2012 to 2017 in which, trade in services accounts for around 27 percent of the GDP in 2017 (against the average ratio of 21 percent of GDP of all Arab economies) with average growth rate of 4 percent on annual basis. According to UNCTAD, services in developing countries grows at the rate of eight percent on annual basis. With its significant potential, trade in services can be considered as one of effective means to accelerate more economic reform in terms of market access and wider opportunity for higher growth.

In the past decades, globalization of economic and international trade facilitates its expansion beyond the national jurisdictions and national borders. To support conduct of international businesses, legal services play an eminent role to assist businesses in providing legal services. Taking into account new strategies of economic diversification of Morocco and considering the potential of African and Arab markets, it is essential to achieve detailed understanding of this service sector and explore opportunities to capitalize on the Moroccan expertise for exportation to promising markets.

Increasingly, commercial lawyers are faced with transactions involving multiple jurisdictions and are required to provide services to and advice businesses on the legal framework of more than one jurisdiction when they offer services to the private sector. It serves to protect legitimate interests of Moroccan businesses that operate overseas. Furthermore, the demand for lawyers to be involved in foreign jurisdictions often comes from their corporate clients, who do business across borders and choose to rely on the services of professionals who are already familiar with the firm's business and could guarantee high quality services. Some countries also favour international trade in legal services, as the establishment of foreign lawyers is seen as a catalyst for foreign investment, contributing to the security and predictability of the local business environment.

Globally, the global legal services sector has experienced a steady and continuous growth in the past decades because of the growth in international trade and of the emergence of new fields of practice, in particular in the area of business law. Sectors such as corporate restructuring, privatization, cross-border mergers and acquisitions, intellectual property rights, new financial instruments and competition laws have generated an increasing demand for more and more sophisticated legal services in recent years. Indeed, statistics illustrates the size of the global legal services market from 2013 to 2017 and gives the projected size for 2018 to 2021. In 2017, the legal services market worldwide was valued at 849 billion U.S. dollars<sup>2</sup>.

In Morocco, the legal profession is governed by Law No. 20-08, enacted on 20 October 2008. It may be practiced individually or in association with other lawyers, or as an assistant. Morocco has nearly 8,700 lawyers registered with 17 bars or consultancy houses. The bars are federated under a specific business association. By far, legal counsel is provided by lawyers, who are also empowered to draft private agreements of any nature. Legal representation is compulsory in all Moroccan jurisdictions, and the proceedings of all legal cases are dealt in Arabic<sup>3</sup>.

Due to the significant potential of the services sectors in improving welfare for the citizens toward the Sustainable Development, in international trade in Africa, Middle East, Morocco prioritized the review of trade policies in making the operating environment more viable. From that, it is expected that further consideration of policy measures in order to capitalize on the exporting potential of legal services into new markets for services through conducting an assessment of the services economy towards the improvement of the regulatory, institutional and trade policy related to the three services sectors, to assist the government to, design and implement a strategic action plan for trade in services at the country level, and to identify trade policy options and potentials that could help to advance national sectoral development objectives, as well as to enhance the competitiveness of the selected services sectors in the targeted exporting markets as a first priority, as well as integration in the global services market.

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<sup>2</sup> <https://www.statista.com/statistics/605125/size-of-the-global-legal-services-market/>

<sup>3</sup> Trade Policy review report Morocco – WTO 2016 -[https://www.wto.org/english/tratop\\_e/tpr\\_e/s329\\_e.pdf](https://www.wto.org/english/tratop_e/tpr_e/s329_e.pdf)

Based on UNCTAD's Services Policy Review (SPR) work and experience in many developing countries, the SPR process responds to Moroccan demand for national services assessment studies. The SPR guides the Moroccan authorities through a systematic review of the economic, regulatory, institutional and trade policy environments characterizing the reviewed services sectors with the aim of assisting the government to improve regulatory and institutional frameworks and to identify trade policy options that advance national sectoral development objectives. The review begins by examining the broad economic and associated social dynamics of the national services sector as a whole. The execution of this consultancy work is carried out under rules and regulations by the UN Delegated Direct Implementation and fully aligned to UNDP Programme and Operations Policies and Procedures (POPP).

## **SCOPE OF WORK**

Based on the request for technical assistance by the Government of Morocco to UNDP in conjunction with UNCTAD, a review and analysis of trade policies in services in three specific sectors would be conducted. After consultations with Moroccan trade policy makers during the mission of definition of the work scope, being conducted in May 7 to 9 2019, the Ministry of Investment, industry, Trade and Digital Economy (MIITDE) confirmed the prioritization of the review of trade policies that regulate distribution services, compromised of wholesale services trade and retailing, and legal services. Consequently, these three selected services sectors are the subjects of the SPR to be undertaken by UNCTAD and UNDP for Morocco in 2019 - 2020.

For that purpose, three specific Terms of Reference are elaborated for the review of the three mentioned services sectors. The current TOR is specific to the policy review of legal services. The review of the two remaining services sectors/sub-sectors (Distribution services (wholesale and retail services) and logistics for pharmaceutical products services) will be covered by two separate individual TORs.

In the pursuit of the review of trade policies on legal services, UNDP is seeking consultancy services to be provided by a national expert consultancy work, being undertaken by a national expert, under the supervision of and with guidance from UNCTAD in collaboration with UNDP. These would contribute inputs, findings and recommendations to the comprehensive review report of review of the three identified sectors. It would be submitted to the Government of Morocco and concerned stakeholders. The expert will be part of the working team with experts from UNCTAD and UNDP, and it is expected that her/his work be integrated within the consolidated SPR final report.

The national expert (NE) will be responsible for the quantitative and qualitative analysis and review of the current status of professional services, with focus on the state of play of the legal services sector in Morocco. The methodology of the trade policy review is based on the Service Policy Review (SPR) methodology, designed by UNCTAD,<sup>4</sup> with corresponding adjustments to conditions and operational environment of Morocco. There are seven stages of the SPR as described in UNCTAD Detailed Methodology for the review with substantial participation of the national expertise. Accordingly, the final report of the review of these three sectors might comprise the following, inter alia:

- (A) Economic review of the identified services sectors.
- (B) Role and performance of the identified services sectors.
- (C) Regulation, institution, and policy measures impacting the identified services sectors.
- (D) Trade liberalization commitments in these sectors at bilateral, regional or multilateral level.
- (E) Analysis of Strength-Weakness-Opportunities-Threats of the identified services sectors.

Expectedly, from the findings of the review, Morocco will identify the corresponding institutional and policy measures to further boost the productive capacity in trade in services, potentially design adequate

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<sup>4</sup> UNCTAD (2014), A Detailed Methodology for review of policy, regulatory, and institutional framework of trade in services

sequencing of reforms, developing a coherent and comprehensive strategic framework for the legal services sector, and identify trade policy options that advance national sectoral development objectives and improve the services exports to the targeted exporting markets. The main focus of this assignment is to undertake a review and analysis of legal services sector from a trade in services perspective. In the end of the SPR, the Moroccan government will be equipped with the following:

- 1) A set of reform options (or reform measures) to enhance performance and competitiveness of the legal services sector;
- 2) A set of development objectives that reforms are expected to advance;
- 3) A core set of indicators against which the effects of proposed reforms could be assessed; and
- 4) An action plan designating national entity responsible for leading the implementation of each recommendation, as well as an approximate timeframe and sequence for the implementation of each recommendation.

The national expert should compile information and data of the activities of legal services from business associations as well as from the public sector/government. For the purpose of this assignment, the national expert will treat Moroccan professional services with a focus on the sub-sector of legal services with a vision of a long-term objective of enhancing Moroccan legal services providers to access foreign markets.

Within the scope of the assignment, s/he will be guided by the sectors and subsectors that are defined in accordance with Services Sectoral Classification by the WTO (MTN.GNS/W/120, July 10, 1991) and consultation with the CPC by UNDESA.<sup>5</sup>

A broad definition of legal services would include advisory and representation services as well as all the activities relating to the administration of justice (judges, court clerks, public prosecutors, state advocates, etc.). This second aspect is effectively excluded from the scope of the WTO GATS as in most countries it is considered a “service supplied in the exercise of governmental authority” according to Article I(3)(c) of the Agreement. The WTO GATS covers all advisory and representation services in the various field of the law and in statutory procedures.

For the purpose of this assignment, the national expert will focus on the collection of trade statistics, quantitative and qualitative information related to the legal services. It should prioritize the analysis of factors, productive and supply capacity of the legal sector in the pursuit of more efficient performance. At the same time, outputs of the policy review would contribute perspectives long-term objective of enhancing Moroccan related-services providers (lawyers) to access foreign markets.

### **Main Activities**

1. Review of the economic, regulatory, institutional and trade policy environments that are characteristic of the professional services sector focusing on legal services sector, in function of the requirements of the comprehensive report of the SPR, such as the role of this sector within the national economy, and its contribution to it.
2. Analyze impacts of the professional sector (legal sector) in Morocco’s economy and trade policy. Provide detail analysis of economic and trade in services composition (flows and trends of professional services with focusing on legal services output, employment, investment, and trade), competitiveness of the legal services, relevant flanking policies (supply capacity development policies, legal sectors structure and structural strategies, regulatory frameworks include laws and regulations governed the legal services) and relevant related institutional frameworks.

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<sup>5</sup> International Standard Industrial Classification of all Economic Activities (ISIC), Revision 4, Valid from 2008, United Nations Statistics Division (UNDESA)

3. Provide analysis of challenges and opportunities, based on issues assessed, will be developed with a view to improve the legal services sectors, identify potential reform and export performance included targeted markets.
4. Collect and compile all relevant and available data, information and statistics of professional services focusing on legal services sector in Morocco (Bar Associations, registry and computerized database, financial independence, Legal aid projects etc...). in case of the none-availability of the required data, a survey would be developed and circulated to the relevant stakeholders.
5. Conduct quantitative analysis of trade and statistical data related to professional services as per WTO/GATS classification within the meaning of trade in legal services, comprised of legal services (Including the commitments taken by Morocco on Legal Services Sector including assessment of challenges and opportunities from relevant multilateral, regional and bilateral arrangements (i.e,...Arab Trade in Services Agreements, UMA, CFTA, EU Association Agreements and US bilateral free trade agreement and any other Agreements affected the legal services between Morocco and third parties). The analysis would cover the four modes of services supply, including market access conditions and restrictive measures, national treatment and MFN limitations, movement of natural person, cross border supply, consumption of the concerned services abroad, commercial presence, and licensing system and requirements for foreigners.
6. Identify the market trend - through factual analysis, the national expert (NE) would identify the market trend for legal services in Morocco and the potential impact of entry of new key players in the legal sector in terms of competition and foreign investment. The evidence-based analysis should also look into the improve the services exports to the targeted exporting markets and potential of exporting legal services to the targeted markets. Particular attention would be given to the impacts to job creation and reinforced productive capacity towards Sustainable Development Goals.
7. Conduct interviews and meetings with multi stakeholders included relevant governmental agencies and relevant legal firms and Bar Associations, as well as the private sector dealing with professional services – legal services - in order to collect information and areas of interest of the stakeholders and strategic directions by the Government in the sector. The NE might prepare a survey or a questionnaire to collect the none-available data and information to be used during these meetings. The interaction with national stakeholders, should be with the aim to obtaining recent policy documents, statistics, other relevant data and information pertaining the legal services sectors; and the exercise would be supported by the Ministry of Trade, Industries and e-Commerce.
8. Participate and contribute to technical discussions and related activities of the SPR process in particular during related workshops and other events as appropriate to fulfil his/her duties under the present ToR leading to the preparation of the SPR report. S/he is also required to collaborate and coordinate with the other two sectoral experts working for the comprehensive report of under the SPR of Morocco.

## EXPECTED OUTPUTS AND DELIVERABLES

The following are the deliverables that should be completed by the national expert.

<b><i>Deliverables</i></b>	<b><i>Review and Approvals Required</i></b>
<b>Milestone 1:</b> 1. Draft an Inception Report presenting a clear work plan as well as a methodology based on the SPRs by UNCTAD. 2. Compile trade and economic data (of years after 2013) related to legal services in Morocco and their relevant professional services (sources of data should be indicated). This information should be compiled in accordance with the required SPR report structure communicated to him/her by UNCTAD and UNDP team.	Chief Technical Advisor (CTA) and UNCTAD experts

<p>3. Present and analyse statistical data and information for qualitative and quantitative analysis under UNCTAD experts' guidance.</p> <p>4. Concise description of the legal services framework in the Moroccan market. This should also include an elaboration of key legal sector players and perspectives of development, creation and/or expansion of existing law councils, legal reforms and society acts as well as their potential access to foreign markets.</p>	
<p><b>Milestone 2:</b> Present the Final Report and corresponding recommendations related to professional services with an emphasis on legal services in Morocco as described above.</p>	<p>Chief Technical Advisor (CTA) and UNCTAD experts</p>

## **INSTITUTIONAL ARRANGEMENT**

- The individual is required to exhibit his or her commitment to this assignment with UNDP-RBAS;
- S/He shall perform tasks under the general guidance and direct supervision of the Chief Technical Advisor and UNCTAD experts. The supervision will include approvals/acceptance of the outputs as identified in previous sections;
- The individual is expected to liaise and collaborate in the course of performing the work with the other two sectoral consultants, relevant government bodies and officials, as well as the UNCTAD experts;
- The individual is required to maintain close communication with the UNDP-RBAS, UNCTAD and the government focal point (MIITDE), on regular basis;
- In the event of any delay, s/he will inform UNDP and UNCTAD promptly so that decisions and remedial action may be taken accordingly. Delays that would affect the flow of the collaborative work and the delivery of outputs on schedule may lead to termination of contract; and
- Should UNDP, in consultation with UNCTAD, deem it necessary, it reserves the right to commission additional inputs, reviews or revisions, as needed to ensure the quality and relevance of the work.

## **DURATION OF THE WORK**

The duration of the work is expected to be 66 working days over a period of 9 months starting contract signature date.

## **DUTY STATION**

This is a home-based assignment with possible travel to Arab countries. In such cases, unforeseen travel will be arranged in accordance with UNDP's rules and regulations.

## **QUALIFICATIONS OF THE SUCCESSFUL INDIVIDUAL CONTRACTOR**

### I. Academic Qualification:

- Master's Degree in Economics, International Trade, International Development, or in other related fields.

### II. Years of Experience:

- Minimum of 7 years of practical experience on trade in services and in economic analysis as well as on international trade and preferential trade arrangements included in Arab countries.
- Demonstrated experience in performing similar assignments in the Arab region is an asset.

### III. Technical experience:

- Expertise and knowledge in economics as well as analyzing economic impacts of trade in services.
- Proven track record in conducting assessments of regional trade agreements using assessment tools or methodologies, economic analysis, analytical works and knowledge of public-private partnerships and dialogue.
- Deep knowledge of WTO GATS Agreement, trade in services within the context of regional trade Agreements, and the inclusion of trade in services – preferably distribution services- in national trade policies and their effects on the economy.
- Proven research experience and publications related to trade with a focus on trade in services within regional trade agreements in trade policy-making and negotiations.
- Demonstrated records of trade analysis of professional and legal services in Morocco.

### IV. Language Requirements

- Excellent writing, editing and oral communications skills in both French and Arabic.
- The consultant is expected to write in a clear and concise manner, demonstrating strong analytical and synthesis skills, as well as presentation and drafting competencies.
- Knowledge of English is an asset.

### V. Key Competencies:

#### ○ *Corporate*

- Demonstrates integrity and fairness, by modeling the UN/UNDP's values and ethical standards;
- Promotes the vision, mission and strategic goals of UNDP and UNCTAD;
- Displays cultural, gender, religion, race, nationality and age sensitivity and adaptability.

#### ○ *Functional*

- Time management and organizational skills, with the ability to undertake multiple tasks and deliver under pressure;
- Strong analytical and synthesis skills;
- Ability to work independently and achieve quality results with limited supervision and within tight schedules;
- Strong quantitative and qualitative research skills;
- Experience in reports production;
- Ability to write in a clear and concise manner;
- Good teamwork and interpersonal skills;
- Flexibility and ability to handle multiple tasks and work under pressure;
- Excellent computer skills especially Word, Excel and Power Point.

#### ○ *Knowledge Management and Learning*

- Ability to strongly promote and build knowledge products;
- Seeks and applies knowledge, information and best practices from within and outside of UNDP and UNCTAD as well as other relevant UN entities and organizations;
- Demonstrates a strong capacity for innovation and creativity in providing strategic policy advice and direction.



## SCOPE OF PRICE PROPOSAL AND SCHEDULE OF PAYMENTS

All proposals must be expressed in a lump sum amount. This amount must be “all-inclusive”. Please note that the terms “all-inclusive” implies that all costs (professional fees, travel costs, living allowances, communications, consumables, etc.) that could possibly be incurred are already factored into the final amounts submitted in the proposal.

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

<b>Milestones</b>	<b>Estimated No. of WD</b>	<b>Estimated Due Date</b>	<b>Payment</b>
<b>Milestone 1:</b> After successful completion and submission of the 1st milestone.	22 working days	September 2019	30% Upon satisfactory completion of the identified milestone 1.
<b>Milestone 2:</b> After successful completion and submission of the 2nd milestone.	44 working days	January 2020	70% Upon satisfactory completion of the identified milestone 2

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

- Duly accomplished **Letter of Confirmation of Interest and Availability** using the template provided by UNDP;
- Personal CV or P11**, indicating all experience from similar projects, as well as the contact details (email and telephone number) of the Candidate and at least three (3) professional references;
- Brief Description** of why you consider yourself a suitable candidate for this assignment;
- One sample of work** that shows the candidate’s competence to undertake this assignment;
- Financial Proposal** that indicates the all-inclusive total contract price, supported by a breakdown of costs, as per template provided. The terms “all-inclusive” implies that all costs (professional fees, travel costs, living allowances, communications, consumables, etc.) that could possibly be incurred are already factored into the final amounts submitted in the proposal. If an Offeror is employed by an organization/company/institution, and he/she expects his/her employer to charge a management fee in the process of releasing him/her to UNDP under Reimbursable Loan Agreement (RLA), the Offeror must indicate at this point, and ensure that all such costs are duly incorporated in the financial proposal submitted to UNDP.

**Please do not submit financial proposal in this stage. Financial proposal shall be requested from Candidates who are considered technically responsive only**

Interested candidates shall submit above documents to the Job Advertisement Website: [https://jobs.undp.org/cj\\_view\\_jobs.cfm](https://jobs.undp.org/cj_view_jobs.cfm) as one document not later than **08 September 2019**. Interested candidates can find Procurement notice, letter of confirmation of interest and availability and P11 <http://procurement-notices.undp.org/>

## **CRITERIA FOR SELECTION OF THE BEST OFFERS**

Individual consultants will be evaluated based on the following methodologies:

### **Step I: Screening and desk review:**

Individual consultants will be evaluated based on the following methodology.

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

- Master's Degree in Economics, International Trade, International Development, or in other related fields.
- Minimum of 7 years of practical experience on trade in services and in economic analysis as well as on international trade and preferential trade arrangements concluded in Arab countries.
- Excellent writing, editing and oral communications skills in both French and Arabic.

### **Technical evaluation Criteria** max 100 points (Weighted 70):

Combined Scoring method – where the qualifications and methodology will be weighted a max. of 70%, and combined with the price offer which will be weighted a max of 30%; using the following evaluation criteria:

- Expertise and knowledge in economics as well as analyzing economic impacts of trade in services. (20 Points)
- Proven track record in conducting assessments of regional trade agreements using assessment tools or methodologies, economic analysis, analytical works and knowledge of public-private partnerships and dialogue. (15 Points)
- Deep knowledge of WTO GATS Agreement, trade in services within the context of regional trade Agreements, and the inclusion of trade in services – preferably distribution services- in national trade policies and their effects on the economy. (20 Points)
- Proven research experience and publications related to trade with a focus on trade in services within regional trade agreements in trade policy-making and negotiations. (15 Points)
- Demonstrated records of trade analysis of professional and legal services in Morocco. (20 Points)
- Sample of previous work. (10 Points)

### **Financial Criteria - 30% of total evaluation:**

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

### **Step II: Final evaluation:**

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

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

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

Technical Criteria weight: [70%]

Financial Criteria weight: [30%]

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