



## REQUEST FOR PROPOSAL (RFP)

|             |   |
|-------------|---|
| UNDP RWANDA | DATE: August 17, 2021                               |
|             | REFERENCE: RFP No.:<br><b>RFP/UNDP/RWA/2021/031</b> |

Dear Sir / Madam:

We kindly request you to submit your Proposal for **International firm to conduct situational analysis of low carbon, climate resilient actions and develop implementation roadmap for the transition to low carbon and climate resilient Agri-culture in Rwanda.**

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

Proposals may be submitted on or before **Tuesday, August 31, 2021** and via email, courier mail or fax to the address below:

**United Nations Development Programme**  
**KN 67 Street 4, Kigali; P.O Box 445 RWANDA**  
**Attn: Head of Procurement Unit**  
**Email: [offers.rw@undp.org](mailto:offers.rw@undp.org)**

Your Proposal must be expressed in the English, and valid for a minimum period of 90 days

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

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

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

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

No price variation due to escalation, inflation, fluctuation in exchange rates, or any other market factors shall be accepted by UNDP after it has received the Proposal. At the time of Award of Contract or Purchase Order, UNDP reserves the right to vary (increase or decrease) the quantity of services and/or goods, by up to a maximum twenty-five per cent (25%) of the total offer, without any change in the unit price or other terms and conditions.

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

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

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

<http://www.undp.org/content/undp/en/home/operations/procurement/business/protest-and-sanctions.html>

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

UNDP implements a zero tolerance on fraud and other proscribed practices, and is committed to preventing, identifying and addressing all such acts and practices against UNDP, as well as third parties involved in UNDP activities. UNDP expects its Service Providers to adhere to the UN Supplier Code of Conduct found in this link :

[https://www.un.org/Depts/ptd/sites/www.un.org.Depts.ptd/files/files/attachment/page/pdf/unsc/conduct\\_english.pdf](https://www.un.org/Depts/ptd/sites/www.un.org.Depts.ptd/files/files/attachment/page/pdf/unsc/conduct_english.pdf)

Thank you and we look forward to receiving your Proposal.

Sincerely yours,

Varsha Redkar-Palepu  
Deputy Resident Representative

*Varsha Redkar-*

Date 17-Aug-2021

**Annex 1****Description of Requirements**

|  |  |
|--|--|
| Context of the Requirement                                       | International firm to conduct situational analysis of low carbon, climate resilient actions and develop implementation roadmap for the transition to low carbon and climate resilient agri-culture in Rwanda   |
| Implementing Partner of UNDP                                     | The Ministry of Agriculture and Animal Resources (MINAGRI) ; the Ministry of Environment; RAB, NAEB and REMA   |
| Brief Description of the Required Services <sup>1</sup>          | The overall objective of this consultancy is to conduct analysis of low carbon, climate resilient actions in the agriculture sector, identify existing gaps and Develop a roadmap for the transition to low carbon and climate resilient agriculture in Rwanda   |
| List and Description of Expected Outputs to be Delivered         | <ol style="list-style-type: none"> <li>1. Review existing national documents including updated NDC, Green Growth and Climate Resilient Strategy, agriculture policies and strategies and other relevant documents to produce a comprehensive list of low carbon and climate resilient practices/options for Rwandan agriculture,</li> <li>2. Working with stakeholders, assess on-going low carbon and climate resilient actions in agriculture across all levels (both government and non-government led actions at national and local levels)</li> <li>3. Identify the gaps and propose the strategies to fill the gaps and conduct the cost benefit analysis (considering socio-economic and environmental impacts, etc.) of implementing those low carbon and climate resilient actions.</li> <li>4. Develop a road map with clear, interventions, costings, milestones targets and timelines to inform the Strategic Plan for Agriculture Transformation (PSTA5).</li> <li>5. Conducting a 5-day training workshops on planning and implementing low carbon and climate resilient agriculture practices for agriculture experts (government, private sector and CSOs).</li> </ol> |
| Person to Supervise the Work/Performance of the Service Provider | Immaculee Uwimana, UNDP - NDC Programme coordinator  |
| Frequency of Reporting   | Refer to the timelines specified in the TORs   |
| Progress Reporting Requirements                                  | Refer to the deliverables and related timelines in the TORs  |
| Location of work   | <input checked="" type="checkbox"/> RWANDA   |

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

|   | <input checked="" type="checkbox"/> At Contractor's Location   |  |                    |  |               |  |  |  |  |  |  |  |  |  |  |  |  |
|---|--|--|--------------------|--|---------------|--|--|--|--|--|--|--|--|--|--|--|--|
| Expected duration of work   | 80 days spread in 5 months   |  |                    |  |               |  |  |  |  |  |  |  |  |  |  |  |  |
| Target start date   | 06 <sup>th</sup> September 2021  |  |                    |  |               |  |  |  |  |  |  |  |  |  |  |  |  |
| Latest completion date  | 06 <sup>th</sup> February 2022   |  |                    |  |               |  |  |  |  |  |  |  |  |  |  |  |  |
| Travels Expected  | <table border="1"> <thead> <tr> <th>Destination/s</th><th>Estimated Duration</th><th>Brief Description of Purpose of the Travel</th><th>Target Date/s</th></tr> </thead> <tbody> <tr><td> </td><td> </td><td> </td><td> </td></tr> <tr><td> </td><td> </td><td> </td><td> </td></tr> <tr><td> </td><td> </td><td> </td><td> </td></tr> </tbody> </table> | Destination/s                              | Estimated Duration | Brief Description of Purpose of the Travel | Target Date/s |  |  |  |  |  |  |  |  |  |  |  |  |
| Destination/s   | Estimated Duration   | Brief Description of Purpose of the Travel | Target Date/s      |  |               |  |  |  |  |  |  |  |  |  |  |  |  |
|   |  |  |                    |  |               |  |  |  |  |  |  |  |  |  |  |  |  |
|   |  |  |                    |  |               |  |  |  |  |  |  |  |  |  |  |  |  |
|   |  |  |                    |  |               |  |  |  |  |  |  |  |  |  |  |  |  |
| Special Security Requirements   | <input type="checkbox"/> Security Clearance from UN prior to travelling<br><input type="checkbox"/> Completion of UN's Basic and Advanced Security Training<br><input type="checkbox"/> Comprehensive Travel Insurance<br><input type="checkbox"/> Others  |  |                    |  |               |  |  |  |  |  |  |  |  |  |  |  |  |
| Facilities to be Provided by UNDP (i.e., must be excluded from Price Proposal)            | <input type="checkbox"/> Organize and support meetings in relation to the presentation of deliverables   |  |                    |  |               |  |  |  |  |  |  |  |  |  |  |  |  |
| Implementation Schedule indicating breakdown and timing of activities/sub-activities      | <input checked="" type="checkbox"/> Required<br><input type="checkbox"/> Not Required  |  |                    |  |               |  |  |  |  |  |  |  |  |  |  |  |  |
| Names and curriculum vitae of individuals who will be involved in completing the services | <input checked="" type="checkbox"/> Required<br><input type="checkbox"/> Not Required  |  |                    |  |               |  |  |  |  |  |  |  |  |  |  |  |  |
| Currency of Proposal  | <input checked="" type="checkbox"/> United States Dollars<br><input type="checkbox"/> Euro<br><input type="checkbox"/> Local Currency  |  |                    |  |               |  |  |  |  |  |  |  |  |  |  |  |  |
| Value Added Tax on Price Proposal <sup>2</sup>  | <input checked="" type="checkbox"/> must be inclusive of VAT and other applicable indirect taxes<br><input type="checkbox"/> must be exclusive of VAT and other applicable indirect taxes  |  |                    |  |               |  |  |  |  |  |  |  |  |  |  |  |  |

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

| Validity Period of Proposals<br><i>(Counting for the last day of submission of quotes)</i>  | <input type="checkbox"/> 60 days<br><input checked="" type="checkbox"/> 90 days<br><input type="checkbox"/> 120 days<br><br>In exceptional circumstances, UNDP may request the Proposer to extend the validity of the Proposal beyond what has been initially indicated in this RFP. The Proposal shall then confirm the extension in writing, without any modification whatsoever on the Proposal.   |  |  |  |         |            |        |                               |  |     |                                |  |   |     |                               |   |     |                          |   |     |  |                                     |     |                            |
|---|---|--|--|--|---------|------------|--------|-------------------------------|--|-----|--------------------------------|--|---|-----|-------------------------------|---|-----|--------------------------|---|-----|--|-------------------------------------|-----|----------------------------|
| Partial Quotes  | <input checked="" type="checkbox"/> Not permitted<br><input type="checkbox"/> Permitted   |  |  |  |         |            |        |                               |  |     |                                |  |   |     |                               |   |     |                          |   |     |  |                                     |     |                            |
| Payment Terms <sup>3</sup>  | <table border="1"> <thead> <tr> <th data-bbox="456 690 789 764">Outputs</th> <th data-bbox="789 690 951 764">Percentage</th> <th data-bbox="951 690 1127 764">Timing</th> <th data-bbox="1127 690 1421 764">Condition for Payment Release</th> </tr> </thead> <tbody> <tr> <td data-bbox="456 764 789 890">Inception report detailing the approach and methodology and workplan validated by stakeholders</td> <td data-bbox="789 764 951 890">10%</td> <td data-bbox="951 764 1127 890">10 days after signing contract</td> <td data-bbox="1127 764 1421 1163" rowspan="5">           Within thirty (30) days from the date of meeting the following conditions:<br/>           a) UNDP's written acceptance (i.e., not mere receipt) of the quality of the outputs; and<br/>           b) Receipt of invoice from the Service Provider.         </td> </tr> <tr> <td data-bbox="456 890 789 1163">Draft report including the on-going low carbon and climate resilient actions in agriculture and identified gaps, proposed strategies to fill the gaps and cost benefit analysis of implementing those low carbon and climate resilient actions.</td> <td data-bbox="789 890 951 1163">20%</td> <td data-bbox="951 890 1127 1163">34 days after inception phase</td> </tr> <tr> <td data-bbox="456 1163 789 1436">Final report including the on-going low carbon and climate resilient actions in agriculture and identified gaps, proposed strategies to fill the gaps and cost benefit analysis of implementing those low carbon and climate resilient actions.</td> <td data-bbox="789 1163 951 1436">30%</td> <td data-bbox="951 1163 1127 1436">5 days after draft phase</td> </tr> <tr> <td data-bbox="456 1436 789 1656">Final road map with clear, interventions, costings, milestones targets and timelines to inform the Strategic Plan for Agriculture Transformation (PSTA5).</td> <td data-bbox="789 1436 951 1656">30%</td> <td data-bbox="951 1436 1127 1656">18 days after submission of final report</td> </tr> <tr> <td data-bbox="456 1656 789 1753">Training manual and training report</td> <td data-bbox="789 1656 951 1753">10%</td> <td data-bbox="951 1656 1127 1753">3 days after validation of</td> </tr> </tbody> </table> |  |  |  | Outputs | Percentage | Timing | Condition for Payment Release | Inception report detailing the approach and methodology and workplan validated by stakeholders | 10% | 10 days after signing contract | Within thirty (30) days from the date of meeting the following conditions:<br>a) UNDP's written acceptance (i.e., not mere receipt) of the quality of the outputs; and<br>b) Receipt of invoice from the Service Provider. | Draft report including the on-going low carbon and climate resilient actions in agriculture and identified gaps, proposed strategies to fill the gaps and cost benefit analysis of implementing those low carbon and climate resilient actions. | 20% | 34 days after inception phase | Final report including the on-going low carbon and climate resilient actions in agriculture and identified gaps, proposed strategies to fill the gaps and cost benefit analysis of implementing those low carbon and climate resilient actions. | 30% | 5 days after draft phase | Final road map with clear, interventions, costings, milestones targets and timelines to inform the Strategic Plan for Agriculture Transformation (PSTA5). | 30% | 18 days after submission of final report | Training manual and training report | 10% | 3 days after validation of |
| Outputs   | Percentage  | Timing                                   | Condition for Payment Release  |  |         |            |        |                               |  |     |                                |  |   |     |                               |   |     |                          |   |     |  |                                     |     |                            |
| Inception report detailing the approach and methodology and workplan validated by stakeholders  | 10%   | 10 days after signing contract           | Within thirty (30) days from the date of meeting the following conditions:<br>a) UNDP's written acceptance (i.e., not mere receipt) of the quality of the outputs; and<br>b) Receipt of invoice from the Service Provider. |  |         |            |        |                               |  |     |                                |  |   |     |                               |   |     |                          |   |     |  |                                     |     |                            |
| Draft report including the on-going low carbon and climate resilient actions in agriculture and identified gaps, proposed strategies to fill the gaps and cost benefit analysis of implementing those low carbon and climate resilient actions. | 20%   | 34 days after inception phase            |  |  |         |            |        |                               |  |     |                                |  |   |     |                               |   |     |                          |   |     |  |                                     |     |                            |
| Final report including the on-going low carbon and climate resilient actions in agriculture and identified gaps, proposed strategies to fill the gaps and cost benefit analysis of implementing those low carbon and climate resilient actions. | 30%   | 5 days after draft phase                 |  |  |         |            |        |                               |  |     |                                |  |   |     |                               |   |     |                          |   |     |  |                                     |     |                            |
| Final road map with clear, interventions, costings, milestones targets and timelines to inform the Strategic Plan for Agriculture Transformation (PSTA5).   | 30%   | 18 days after submission of final report |  |  |         |            |        |                               |  |     |                                |  |   |     |                               |   |     |                          |   |     |  |                                     |     |                            |
| Training manual and training report   | 10%   | 3 days after validation of               |  |  |         |            |        |                               |  |     |                                |  |   |     |                               |   |     |                          |   |     |  |                                     |     |                            |

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

|   |  |  |                    |  |
|---|--|--|--------------------|--|
|   |  |  | the draft road map |  |
| Person(s) to review/inspect/ approve outputs/completed services and authorize the disbursement of payment | Bernardin Uzayisaba<br>Head of the Sustainable Growth Unit   |  |                    |  |
| Type of Contract to be Signed   | <input type="checkbox"/> Purchase Order<br><input type="checkbox"/> Institutional Contract<br><input type="checkbox"/> Contract for Professional Services<br><input type="checkbox"/> Long-Term Agreement <sup>4</sup><br><input checked="" type="checkbox"/> Other Type of Contract : Contract for Goods and/or Services  |  |                    |  |
| Criteria for Contract Award   | <input type="checkbox"/> Lowest Price Quote among technically responsive offers<br><input checked="" type="checkbox"/> Highest Combined Score (based on the 70% technical offer and 30% price weight distribution)<br><input checked="" type="checkbox"/> Full acceptance of the UNDP Contract General Terms and Conditions (GTC). This is a mandatory criterion and cannot be deleted regardless of the nature of services required. Non-acceptance of the GTC may be grounds for the rejection of the Proposal.  |  |                    |  |
| Criteria for the Assessment of Proposal   | <p><b><u>Technical Proposal (70%)</u></b></p> <input checked="" type="checkbox"/> Expertise of the Firm 20%<br><input checked="" type="checkbox"/> Methodology, Its Appropriateness to the Condition and Timeliness of the Implementation Plan 40%<br><input checked="" type="checkbox"/> Management Structure and Qualification of Key Personnel 40%<br><p><b><u>Financial Proposal (30%)</u></b></p> To be computed as a ratio of the Proposal's offer to the lowest price among the proposals received by UNDP. |  |                    |  |
| UNDP will award the contract to:  | <input checked="" type="checkbox"/> One and only one Service Provider<br><input type="checkbox"/> One or more Service Providers, depending on the following factors  |  |                    |  |

<sup>4</sup> Minimum of one (1) year period and may be extended up to a maximum of three (3) years subject to satisfactory performance evaluation. This RFP may be used for LTAs if the annual purchases will not exceed \$200,000.00.

|  |  |
|--|--|
| Contract General Terms and Conditions <sup>5</sup>                 | <input type="checkbox"/> General Terms and Conditions for contracts (goods and/or services)<br><input checked="" type="checkbox"/> General Terms and Conditions for de minimis contracts (services only, less than \$50,000)<br><br>Applicable Terms and Conditions are available at:<br><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> |
| Annexes to this RFP <sup>6</sup>                                   | <input checked="" type="checkbox"/> Form for Submission of Proposal (Annex 2)<br><input checked="" type="checkbox"/> Detailed TOR<br><input type="checkbox"/> Others <sup>7</sup>  |
| Contact Person for Inquiries (Written inquiries only) <sup>8</sup> | <i>Mbasa Rugigana</i><br><i>Procurement Analyst</i><br><i>Mbasa.rugigana@undp.org</i><br><br>Any delay in UNDP's response shall be not used as a reason for extending the deadline for submission, unless UNDP determines that such an extension is necessary and communicates a new deadline to the Proposers.  |
| Other Information  |  |

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

<sup>6</sup> Where the information is available in the web, a URL for the information may simply be provided.

<sup>7</sup> A more detailed Terms of Reference in addition to the contents of this RFP may be attached hereto.

<sup>8</sup> This contact person and address is officially designated by UNDP. If inquiries are sent to other person/s or address/es, even if they are UNDP staff, UNDP shall have no obligation to respond nor can UNDP confirm that the query was received.

## FORM FOR SUBMITTING SERVICE PROVIDER'S PROPOSAL<sup>9</sup>

***(This Form must be submitted only using the Service Provider's Official Letterhead/Stationery<sup>10</sup>)***

[insert: Location]

[insert: Date]

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

Dear Sir/Madam:

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

### A. Qualifications of the Service Provider

*The Service Provider must describe and explain how and why they are the best entity that can deliver the requirements of UNDP by indicating the following :*

- a) Profile – describing the nature of business, field of expertise, licenses, certifications, accreditations;*
- b) Business Licenses – Registration Papers, Tax Payment Certification, etc.*
- c) Track Record – list of clients for similar services as those required by UNDP, indicating description of contract scope, contract duration, contract value, contact references;*
- d) Written Self-Declaration that the company is not in the UN Security Council 1267/1989 List, UN Procurement Division List or Other UN Ineligibility List.*

### B. Proposed Methodology for the Completion of Services

*The Service Provider must describe how it will address/deliver the demands of the RFP; providing a detailed description of the essential performance characteristics, reporting conditions and quality assurance mechanisms that will be put in place, while demonstrating that the proposed methodology will be appropriate to the local conditions and context of the work.*

<sup>9</sup> This serves as a guide to the Service Provider in preparing the Proposal.

<sup>10</sup> Official Letterhead/Stationery must indicate contact details – addresses, email, phone and fax numbers – for verification purposes



**C. Qualifications of Key Personnel**

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

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

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

|   | <b>Deliverables</b><br><i>[list them as referred to in the RFP]</i> | <b>Percentage of Total Price</b><br><i>(Weight for payment)</i> | <b>Price</b><br><i>(Lump Sum, All Inclusive)</i> |
|---|---|---|--|
| 1 | Deliverable 1   |   |  |
| 2 | Deliverable 2   |   |  |
| 3 | Deliverable 3   |   |  |
| 4 | Deliverable 4   |   |  |
| 5 | Deliverable 5   |   |  |
| 6 | Deliverable 6   |   |  |
|   | Total   | 100%  |  |

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

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

| <b>Description of Activity</b>    | <b>Remuneration per Unit of Time</b> | <b>Total Period of Engagement</b> | <b>No. of Personnel</b> | <b>Total Rate</b> |
|-----------------------------------|--------------------------------------|-----------------------------------|-------------------------|-------------------|
| <b>I. Personnel Services</b>      |                                      |                                   |                         |                   |
| 1. Services from Home Office      |                                      |                                   |                         |                   |
| a. Expertise 1                    |                                      |                                   |                         |                   |
| b. Expertise 2                    |                                      |                                   |                         |                   |
| c. Expertise                      |                                      |                                   |                         |                   |
| d. Expertise                      |                                      |                                   |                         |                   |
| 2. Services from Field Offices    |                                      |                                   |                         |                   |
| a . Expertise 1                   |                                      |                                   |                         |                   |
| b. Expertise 2                    |                                      |                                   |                         |                   |
| c. Expertise                      |                                      |                                   |                         |                   |
| d. Expertise                      |                                      |                                   |                         |                   |
| 3. Services from Overseas         |                                      |                                   |                         |                   |
| a. Expertise 1                    |                                      |                                   |                         |                   |
| b. Expertise 2                    |                                      |                                   |                         |                   |
| c. Expertise                      |                                      |                                   |                         |                   |
| d. Expertise                      |                                      |                                   |                         |                   |
| <b>II. Out of Pocket Expenses</b> |                                      |                                   |                         |                   |
| 1. Travel Costs                   |                                      |                                   |                         |                   |
| 2. Daily Allowance                |                                      |                                   |                         |                   |
| 3. Communications                 |                                      |                                   |                         |                   |
| 4. Reproduction                   |                                      |                                   |                         |                   |

|                          |  |  |  |  |
|--------------------------|--|--|--|--|
| 5. Equipment Lease       |  |  |  |  |
| 6. Others                |  |  |  |  |
| III. Other Related Costs |  |  |  |  |

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