



INDIVIDUAL CONSULTANT PROCUREMENT NOTICE

(Procurement Process ID: PROCESS-59632)

Date: 23 March 2022

Assignment Title:	National Consultant to implement the Innovative Challenge of the Acceleration of E-commerce and SMEs Formalization
UNDP Practice Area:	Programme and Result Unit
Cluster/Project:	Programme and Result Unit
Post Level:	Specialist
Contract Type:	Individual Contractor (IC)
Duty Station:	Phnom Penh, Cambodia
Expected Place of Travel:	N/A
Contract Duration:	42 working days (April – 20 September 2022)

1. BACKGROUND

United Nations Development Programme (UNDP) in Cambodia is looking for an Individual Contractor to perform the above-mentioned assignment. Interested offeror is strongly advised to read the INDIVIDUAL CONSULTANT (IC) PROCUREMENT NOTICE for more detail about term of references, instructions to offeror, and documents to be included when submitting offeror.

Any request for clarification/additional information on this procurement notice shall be communicated in writing to UNDP office or send to email aphikovith.phin@undp.org and cc procurement.kh@undp.org. While the Procurement Unit would endeavor to provide information expeditiously, only requests receiving at least 5 working days prior to the submission deadline will be entertained. Any delay in providing such information will not be considered as a reason for extending the submission deadline.

2. SCOPE OF WORK, RESPONSIBILITIES AND DESCRIPTION OF THE PROPOSED ANALYTICAL WORK

To assist you in understanding the requirements of this assignment, scope of work, responsibilities, and description of the proposed analytical work, please refer to Annex 1.

3. REQUIREMENTS FOR EXPERIENCE AND QUALIFICATIONS:

I. Academic Qualifications:

- Master's degree in business administration, entrepreneurship, management, ecommerce, economic, or other related fields.

II. Years of experience:

- Minimum 4 years of combined working experience with the private sector, and non-profit organizations including the other consultancy work related to small grant for MSMEs, business mentoring and mentorship matchmaking, output based procurement for MSMEs, innovation challenge programme, digitalization, and ecommerce
- Proven experience in managing project activities and coordinating similar programs for new start-up or SMEs, events organization, communications management, and partnerships building with entrepreneurs and stakeholders donors in the areas of private sector development, MSMEs development, e-commerce, digital entrepreneurship, trade and exports
- Experience in supervising similar assignments, particularly e-commerce SMEs
- Proven experience in providing training and startup programme related to e-commerce SMEs
- Prior experience consulting for UNDP Cambodia is an asset.
- Experience working in the e-commerce sector, digital trade or government coordination are preferable.

II. Competency:

- Analytical skills, knowledge of e-commerce environment or ecosystem
- In-depth understanding of Cambodia's digital / e-commerce environment, business rule and regulation in Cambodia
- Proven extensive network with government partners, private sector, business association, and other relevant parties/development donors
- Strong analytical mind and understanding of business-related requirements and constraints, with a focus on addressing them through training and capacity development measures

4. DOCUMENTS TO BE INCLUDED WHEN SUBMITTING THE PROPOSALS:

1. Proposal:
 - (i) Explaining why they are the most suitable for the work
2. Financial proposal
3. Personal CV including past experience in similar projects and at least 3 references

Your offer shall be submitted online through UNDP Online Recruitment System at the URL address https://jobs.undp.org/cj_view_job.cfm?cur_job_id=105565 no later than application submission deadline. **Late application submission will be rejected. UNDP will not consider application submission by email.**

5. FINANCIAL PROPOSAL

This is a Lump sum output-based contract. Therefore, the interested offerors are requested to submit **Final All-Inclusive Price** with cost breakdown.

6. EVALUATION

Offerors will be evaluated based on the Cumulative analysis.

- Technical Qualification (100 points) weight; [70%]
- Financial/Price Proposal (100 points) weight; [30%]

A two-stage procedure is utilized in evaluating the proposals, with evaluation of the technical proposal being completed prior to any price proposal being compared. Only the price proposal of the Offerors who passed the minimum technical score of 70% of the obtainable score of 100 points in the technical qualification evaluation will be evaluated.

6. 1. Technical qualification evaluation criteria:

The total number of points allocated for the technical qualification component is 100. The technical qualification of the offeror/individual is evaluated based on following technical qualification:

Technical Evaluation Criteria	Obtainable Score
Master's degree (or equivalent) in business administration, entrepreneurship, management, ecommerce, economic, or other related fields	20
Minimum 4 years of combined working experience with the private sector, and non-profit organizations including the other consultancy work related to small grant for MSMEs, business mentoring and mentorship matchmaking, output-based procurement for MSMEs, communication management, innovation challenge programme, digitalization, and ecommerce	20
In-depth understanding of Cambodia's e-commerce ecosystem, e-commerce related rules and regulations, and other business-related requirements and constraints with focus on addressing them through training and mentoring.	20
Proven experience in implementing similar assignments, particularly e-commerce MSMEs, small grant programme, business mentoring and mentorship matchmaking, output-based procurement for MSMEs, communications management	20
Proven extensive networks with government partners, private sector, business associations, and other relevant parties/development donors in the areas of private sector development, MSMEs development, e-commerce, digital entrepreneurship, trade and exports, business mentoring and mentorship matchmaking, among others.	20
Total Obtainable Score	100

Only the offerors who have attained a minimum of 70% of total points will be considered as technical qualified offerors.

6. 2. Financial/Price Proposal Comparison:

- Only the financial/price proposal of offerors who have attained a minimum of 70% score in the technical qualification evaluation will be considered and evaluated. The total number of points allocated for the price component is 100. Below is the formula used for this evaluation:

$$\text{Rating for Financial Proposal} = (\text{Lowest Priced Offer} / \text{Price of the Offer Being Reviewed}) \times 100$$

6.3. Selection Method and Award Criteria:

The award of the contract should 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 weighted technical and financial criteria specific to the solicitation. The total score for each offeror will be calculated

independently by this formula: Total Score = Technical Qualification Score x 70% + Financial Score x 30%

7. ANNEXES

- **ANNEX 1- TERMS OF REFERENCES (TOR)**
- **ANNEX 2- INDIVIDUAL CONSULTANT GENERAL TERMS AND CONDITIONS**
- **ANNEX 3- OFFEROR'S LETTER TO UNDP CONFIRMING INTEREST AND AVAILABILITY**