



REQUEST FOR PROPOSAL (RFP)

NAME & ADDRESS OF FIRM:	DATE: September 15, 2022
All interested and potential companies	REFERENCE: RFP/022/22 "Conducting Skills Technology Foresight research on selected sectors in Uzbekistan"

Dear Sir / Madam:

We kindly request you to submit your Proposal RFP/022/22 "Conducting Skills Technology Foresight research on selected sectors in Uzbekistan"

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

Proposals may be submitted on or before: **29 September 2022, 6:00 pm local time (Tashkent)** via email, courier mail or fax to the address below:

United Nations Development Programme
Republic of Uzbekistan 4, Taras Shevchenko Street, Tashkent 100029
Tel: + 998 71 120-34-50, 120-61-67;
Fax: + 998 71 120-34-85
Procurement Unit, UNDP Uzbekistan
For email proposals: bids.uz@undp.org

Your Proposal must be expressed in the English or Russian language and valid for a minimum period of **90 calendar days after the date of Proposal submission.**

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.

It shall remain your responsibility to ensure that your quotation will reach the address above on or before the deadline. Quotations that are received by UNDP after the deadline indicated above, for whatever reason, shall not be considered for evaluation. If you are submitting your quotation by email, kindly ensure that they are signed and in the .pdf format, and free from any virus or corrupted files.

IF you intended to submit your proposal by courier mail, consequently your proposal should be in sealed envelope with the following marking on envelope:

"TO: UNDP Uzbekistan
ATTENTION: PROCUREMENT UNIT
SEALED QUOTATION ref:

RFP/022/22 - Tender for conducting Skills Technology Foresight research on selected sectors in Uzbekistan

PROPOSER: [NAME AND ADDRESS OF YOUR COMPANY]"

DEADLINE: September 29, 2022, 6:00 pm local time (Tashkent)

"DO NOT OPEN"

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 2.

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/protestandsanctions/>

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

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

http://www.un.org/depts/ptd/pdf/conduct_english.pdf

Sincerely yours,
UNDP Uzbekistan
9/15/2022

Description of Requirements

Context of the Requirement	Activity 1.1. Matching Demand and Supply of Digital Skills. Output indicator 1.1.: Availability of "Digital Pulse" tool for comprehensive assessment of the gaps in digital capacities and Skills Technology Foresight (digital skills and green jobs e.g. in rural sector) piloted.
Implementing Partner of UNDP	Ministry of Economic Development and Poverty Reduction of the Republic of Uzbekistan (MEDPR)
Brief Description of the Required Services ¹	<p>Within the framework of ongoing reforms, a National Employment Strategy is under development. This strategy involves the introduction of new approaches to strategic planning which will include: 1) better anticipation of new opportunities and challenges that could emerge in the future, and 2) policy innovation that stimulate new thinking about the best policies to address these opportunities and challenges. In this regard, Ministry of Economic Development and Poverty Reduction of Uzbekistan requested the UNDP Country Office in Uzbekistan to assist in attracting best international practices to apply Foresight methodology to determine the future labor markets and competencies, as well as building an effective model of education.</p> <p>The foresight process will help to compare the existing situation on the labor market with future skills needs of the economy or a particular sector or industry in the context of technological change and innovation. It will also help to identify existing and emerging gaps, find solutions and define the key actors, namely the industrial sector stakeholders (for example, employers, trade unions, etc.), the education institutions, and the government, who will be involved in closing these gaps between labor market needs and the education and training systems.</p> <p>Findings of the foresight process will set the ground for identifying main priorities in the National Employment Strategy and Education System which is currently being elaborated by the Government. The main objective of this work will be conducting Labor market and Skills Technology Foresight (STF) research of selected sectors in Uzbekistan, a country with deep skills mismatches and a need to respond to technological and environmental disruptions (e.g., digitization and green economy) in developing future oriented skills needed by the economy and labour market, as well as new skill sets for particular traditional sectors or industry, such as agriculture. The assignment should be focused on sector transformations driven by new technologies and anticipating the demand for skills in the short-, mid- and long-term perspectives.</p> <p>An International Expert engaged by the project will conduct workshops/practical seminar session(s) on the application of the Skills Technology Foresight methodology, conducting research and facilitate developing reports for specialists of respective research entity (or consulting company) and national stakeholders aimed at constructing the vision of future of particular sector or industry, identification of future skills needs in the context of technological change, and developing recommendations to the educational system, policy makers and labour market stakeholders on closing the gaps between future skills demand and supply.</p> <p>In this context, the Project aims to apply the ILO and Moscow School of Management SKOLKOVO developed "Skills Technology Foresight" approach (available on https://bit.ly/3QE00dQ) as a new tool for exploring possible scenarios for the three selected sectors and identifying future skills</p>

¹ A detailed TOR is attached to the solicitation document.

	needs in Uzbekistan. The exercise will be a participatory process involving a core group of UNDP program staff, Ministry of Economic Development and Poverty Reduction specialists and a wider group of counterparts from various government ministries, agencies, and non-government organizations.	
List and Description of Expected Outputs to be Delivered	#	Outputs
	1.	<p>Following outputs prepared and submitted:</p> <p>1) Overview of the development context of the country and identification of three priority sectors/industries (preferably digital entrepreneurship, green construction and digital agriculture) for conducting STF, with description of profiles and justification for selection prepared;</p> <p>2) List of key partners and specialists with relevant expertise from each of the selected sectors/industries identified and working groups formed to participate in the STF sessions;</p> <p>3) National stakeholders and experts participated in workshops on key concepts of foresight technology, building shared vision of the future and skills anticipation;</p>
	2.	<p>Following outputs prepared and submitted:</p> <p>1) Under moderation of International Consultant STF sessions conducted by working groups, full-scale prognosis of the selected sectors prepared, including foresight boundaries, map of the future with trends, hard and soft technologies, changes in work tasks and skills needs defined in the short-, mid- and long-term perspectives;</p> <p>2) STF summary report with 'Future image' of the selected industries with map of new work tasks, existing and new practices, estimated demand for new skills and practical recommendations on role of business sector, Higher Education and TVET systems, and policy measures/projects;</p> <p>3) Assistance provided to preparing knowledge, PR and outreach materials on conducted STF as change management tool;</p>
Person to Supervise the Work/Performance of the Service Provider	Programme manager on inclusive employment and Deputy programme manager on inclusive employment	
Frequency of Reporting	As per TOR	
Progress Reporting Requirements	See section Results of the TOR	
Location of work	<input type="checkbox"/> Exact Address/es [pls. specify] <input checked="" type="checkbox"/> Home based/According to agreement of the parties	
Expected Business trips	Regions of Uzbekistan	

Expected duration of work	#	Results	Deadlines
	1.	<p>Following outputs prepared and submitted:</p> <p>1) Overview of the development context of the country and identification of the priority sectors/industries (preferably digital entrepreneurship, green construction and digital agriculture) for conducting STF, with description of profiles and justification for selection prepared;</p> <p>2) List of key partners and specialists with relevant expertise from each of the selected sectors/industries identified and working groups formed to participate in the STF sessions;</p> <p>3) National stakeholders and experts participated in workshops on key concepts of foresight technology, building shared vision of the future and skills anticipation;</p>	October 22, 2022
	2.	<p>Following outputs prepared and submitted:</p> <p>1) Under moderation of International Consultant STF sessions conducted by working groups, full-scale prognosis of the selected sectors prepared, including foresight boundaries, map of the future with trends, hard and soft technologies, changes in work tasks and skills needs defined in the three-time horizons;</p> <p>2) STF summary report with 'Future image' of the selected industries with map of new work tasks with the existing and new practices, estimated demand for new skills and practical recommendations on role of business sector, Higher Education and TVET systems, and policy measures/projects;</p> <p>3) Assistance provided to preparing knowledge, PR and outreach materials on conducted STF as change management tool;</p>	November 26, 2022
Target start date	As soon as possible but no later than 3 (three) days upon contract is signed by both parties		
Latest completion date	30 November 2022		
Implementation Schedule indicating breakdown and timing of activities/sub-activities	<input checked="" type="checkbox"/> Required		
Names and curriculum vitae of individuals who will be involved in completing the services	<p><input checked="" type="checkbox"/> Required</p> <p>All experts required to complete the assignments specified in this Terms of Reference, both key and non-key experts, must be included in the financial proposal and in the budget, in accordance with the required distribution of man-days for each expert.</p> <p>A resume (CV) must be submitted for each key and non-key expert and included with the application. Resumes of key experts will be evaluated in the selection of applications for this work. Based on this, it is necessary to provide a list of all experts with an indication of the specific tasks that they will perform under this request.</p>		
Currency of Proposal	<input checked="" type="checkbox"/> United States Dollars for foreign companies with a legal address and bank account outside Uzbekistan		

	<input checked="" type="checkbox"/> Local Currency UZS for local companies registered in Uzbekistan																			
Value Added Tax on Price Proposal ²	<input checked="" type="checkbox"/> Must be exclusive of VAT for foreign companies registered outside of Uzbekistan; <input checked="" type="checkbox"/> Must be inclusive of VAT for local companies registered in Uzbekistan (if registered as VAT payer);																			
Validity Period of Proposals (Counting for the last day of submission of quotes)	<input checked="" type="checkbox"/> 90 calendar days In exceptional circumstances, UNDP may request the Proposer to extend the validity of the Proposal beyond what has been initially indicated in this RFP. The Proposal shall then confirm the extension in writing, without any modification whatsoever on the Proposal.																			
Partial Quotes	<input checked="" type="checkbox"/> Not permitted																			
Payment Terms	<table border="1"> <thead> <tr> <th>Outputs</th><th>Percentage</th><th>Timing</th><th>Condition for Payment Release</th></tr> </thead> <tbody> <tr> <td colspan="4">The payments shall be made to the banking account in the following order:</td></tr> <tr> <td>Result No. 1. Overview of the development context and selected three priority sectors profiles and justification prepared, working groups with key partners and relevant experts from each selected sectors formed and workshops on STF sessions conducted, vision of the future and skills anticipation formed;</td><td>50% payment of the total contract amount</td><td>October 22, 2022</td><td>within ten (10) calendar days from the date of fulfillment of the following conditions: a) Written acceptance document of outputs by UNDP; and b) Receipt of an invoice and act of services from the Service Provider</td></tr> <tr> <td>Result No. 2. Prognosis of the selected sectors with maps of the future trends, hard and soft technologies, changes in work tasks and skills needs and practical recommendations on policy measures on three selected sectors, knowledge and PR materials prepared.</td><td>50% payment of the total contract amount</td><td>November 26, 2022</td><td></td></tr> </tbody> </table> <p>Payment will be proceeded by output bases by bank transfer during 10 calendar days to the account of a Contractor in accordance with the Breakdown of Costs, upon completion of the works and following terms:</p> <ul style="list-style-type: none"> a) A written document of acceptance by UNDP of each Output. b) Receiving of the invoice for payment of Vendor c) The signing by the parties of documents confirming the completion of the contractual obligations and the adoption of UNDP. 				Outputs	Percentage	Timing	Condition for Payment Release	The payments shall be made to the banking account in the following order:				Result No. 1. Overview of the development context and selected three priority sectors profiles and justification prepared, working groups with key partners and relevant experts from each selected sectors formed and workshops on STF sessions conducted, vision of the future and skills anticipation formed;	50% payment of the total contract amount	October 22, 2022	within ten (10) calendar days from the date of fulfillment of the following conditions: a) Written acceptance document of outputs by UNDP; and b) Receipt of an invoice and act of services from the Service Provider	Result No. 2. Prognosis of the selected sectors with maps of the future trends, hard and soft technologies, changes in work tasks and skills needs and practical recommendations on policy measures on three selected sectors, knowledge and PR materials prepared.	50% payment of the total contract amount	November 26, 2022	
Outputs	Percentage	Timing	Condition for Payment Release																	
The payments shall be made to the banking account in the following order:																				
Result No. 1. Overview of the development context and selected three priority sectors profiles and justification prepared, working groups with key partners and relevant experts from each selected sectors formed and workshops on STF sessions conducted, vision of the future and skills anticipation formed;	50% payment of the total contract amount	October 22, 2022	within ten (10) calendar days from the date of fulfillment of the following conditions: a) Written acceptance document of outputs by UNDP; and b) Receipt of an invoice and act of services from the Service Provider																	
Result No. 2. Prognosis of the selected sectors with maps of the future trends, hard and soft technologies, changes in work tasks and skills needs and practical recommendations on policy measures on three selected sectors, knowledge and PR materials prepared.	50% payment of the total contract amount	November 26, 2022																		

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

Person(s) to review/inspect/ approve outputs/completed services and authorize the disbursement of payment	Programme manager on inclusive employment			
Type of Contract to be Signed	<input checked="" type="checkbox"/> Contract for Professional Services/Face sheet			
Criteria for Contract Award	<input checked="" type="checkbox"/> Lowest Price Quote among technically responsive offers <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	Technical Proposal			
	#	Technical evaluation of the proposal	%	Score
	1	Expertise of the research entity (consulting company)	20%	20 points
	2	Methodology, its appropriateness to the condition and timeliness of the Implementation Plan	40%	40 points
	3	Management structure and qualification of key personnel	40%	40 points
	Contract will be awarded to the technical responsive offer proposed the lowest price. Offers that do not receive the minimum pass score of 70% of technical proposal scores will be recognized as the proposal does not meet the technical requirements of the tender.			
UNDP will award the contract to:	<input checked="" type="checkbox"/> One and only one Service Provider. Sub-contracting is not allowed. Service Provider must perform the entire scope of work on their own, without involving sub-contractor organizations.			
Annexes to this RFP	<input checked="" type="checkbox"/> Form for Submission of Proposal (Annex 2) <input checked="" type="checkbox"/> Statement of interest (Annex 3) <input checked="" type="checkbox"/> Detailed TOR (Annex 4) <input checked="" type="checkbox"/> General Terms and Conditions / Special Conditions ³ Applicable conditions are available at: http://www.undp.org/content/undp/en/home/procurement/business/how-we-buy.html			

³ 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.

Documents to be submitted	<p><input checked="" type="checkbox"/> Duly filled, signed by an authorized person, certified by the seal of the applicant's company in Form as provided in Annex 2, and in accordance with the list of requirements in Annex 1;</p> <p><input checked="" type="checkbox"/> Profile – describing the nature of business, information about the company (5 pages max.) confirming the field of expertise, practical experience of the Offeror in the required area;</p> <p><input checked="" type="checkbox"/> Company's profile with detailed information (name of the company, address, contact details etc.) using form provided in Table 1 of Annex 3</p> <p><input checked="" type="checkbox"/> Information about the founders and co-ownership / founding or other direct / indirect interests in other companies using the form given in Part-1, Appendix-3;</p> <p><input checked="" type="checkbox"/> Information on the experience in the development and implementation of at least 2 projects of a similar scale over the past 5 (five) years using the form using the form (Table 2, Appendix 2);</p> <p><input checked="" type="checkbox"/> List and resume of all experts and other specialists who will be involved in the performance of the work specified in this request and Terms of Reference;</p> <p><input checked="" type="checkbox"/> Verified copy of Latest Business Registration Certificate and License;</p> <p><input checked="" type="checkbox"/> Financial statements for the last 2 years verified by independent third party such as auditors or similar as may be applicable OR Confirmation from bank regarding strong financial status</p> <p><input checked="" type="checkbox"/> Own written declaration confirming that the company is not on the UN Security Council 1267/1989 list, the UN Procurement Division list or other ineligibility lists;</p> <p><input checked="" type="checkbox"/> The service provider should provide a brief Methodology – concept and implementation scheme for the tasks/methodology with a work schedule (5 pages max.) for detailed information please see Annex 2, B. Proposed Methodology for the Completion of Services.</p> <p>Failure to provide any of the above-specified documents will serve as a ground for disqualifying the Offeror from the tender by declaring it as technically non-compliant.</p>
Eligibility Criteria	<p><input checked="" type="checkbox"/> Responsiveness to the minimum technical criteria.</p> <p><input checked="" type="checkbox"/> The availability of the required personnel for the successful completion of works.</p> <p><input checked="" type="checkbox"/> At least 2 similar research work in the field of futures, skills and technology foresight methodology, education, legislative, social, etc.</p> <p><input checked="" type="checkbox"/> Strong financial position: (a) Liquidity ratio for the last two years not less than 1, if financial reports were presented, OR (b) Confirmation from bank regarding strong financial standing.</p> <p><input checked="" type="checkbox"/> Demonstrated availability of a permanent office reachable via landline telephone and permanent staff of at least 3 persons (should be specified in the information about the company, Table-1 of Appendix-3).</p>
Contact Person for Inquiries (Written inquiries only) ⁴	<p>Procurement Unit +998 71 1203485/ pu.uz@undp.org</p> <p>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.</p>

⁴ 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.

Other Information (other requirements)	<p>Offers submitted by two (2) or more Offerors shall all be rejected if they are found to have <u>any</u> of the following:</p> <ul style="list-style-type: none"> a) they have at least one controlling partner, director or shareholder in common; or b) any one of them receive or have received any direct or indirect subsidy from the other/s; or c) they have the same legal representative for purposes of this RFP; 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 e) influence on the Offer of another Offerer regarding this RFQ process; f) they are subcontractors to each other's Offer, or a subcontractor to one Offer also submits another Proposal under its name as lead Offerer; or an expert proposed to be in the team of one Offerer participates in more than one Offer received for this RFP process. This condition does not apply to subcontractors being included in more than one Offer.
---	---

EVALUATION OF PROPOSALS

UNDP shall examine the Proposal to confirm that all terms and conditions under the UNDP General Terms and Conditions and Special Conditions have been accepted by the Proposer without any deviation or reservation.

The evaluation team shall review and evaluate the Technical Proposals on the basis of their responsiveness to the Terms of Reference and other documentation provided, applying the evaluation criteria, sub-criteria, and point system specified in the **RFP**. Each responsive Proposal will be given a technical score. A Proposal shall be rendered non-responsive at this stage if it does not substantially respond to the RFP particularly the demands of the Terms of Reference, which also means that it fails to achieve the minimum technical score indicated in the **RFP**. Absolutely no changes may be made by UNDP in the criteria; sub-criteria and point system indicated in the **RFP** after all Proposals have been received.

Evaluation forms for technical proposals are given below.

Form 1: Competence/Expertise of the Company (max. 20 points)

Form 2: Methodology - Proposed Work Plan and Approach (max. 40 points)

Form 3: Experts and Key Personnel Qualification (max. 40 points) (Resume of the proposed specialists must be attached).

Technical proposals scoring at least 70% (70 or more points) at the technical review stage will be accepted for the financial proposal review stage.

Technical Proposal Evaluation		Points Obtainable	Company / Other Entity				
<u>Form 1</u>			A	B	C	D	E
Expertise of the Company							
1.1	At least 2 similar research work in the field of futures, skills and technology foresight methodology, education, legislative, social, etc. <ul style="list-style-type: none">Over 3 projects of a similar scale - 20 points;1 to 2 projects - 15 points;Less than 1 project is not acceptable	20					
Total Part 1		20					

Technical Proposal Evaluation Form 2		Points Obtainable	Company / Other Entity				
			A	B	C	D	E
Methodology – Proposed Work Plan and Approach							
2.1	Is the Methodology – Proposed Work Plan and Approach well defined and does it correspond to the TOR? <ul style="list-style-type: none">Perfect – 20 points;Good – 15 points;Satisfactory – 10 points;Not acceptable – 0.	20					

2.2	To what degree does the Proposer understand the task and effective method of its provision? <ul style="list-style-type: none"> • Perfect – 20 points; • Good – 15 points; • Satisfactory – 10 points; • Not acceptable – 0. 	20					
Total Part 2		40					

Technical Proposal Evaluation		Points Obtainable	Company / Other Entity				
Form 3			A	B	C	D	E
Management Structure and Key Personnel. CVs demonstrating qualifications must be submitted.							
3.1	Project Manager						
3.1.1	At least 5 years of experience in project management, or futures, skills and technology, foresight methodology <ul style="list-style-type: none">• More than 5 years – 4 points;• From 3 to 4 years – 3 points;• Less than 3 years is not acceptable	4					
3.1.2	At least 3 years of experience in organizing the strategy/analytical documents development process. <ul style="list-style-type: none">• More than 3 years – 4 points;• From 2 to 3 years – 3 points;• Less than 2 years is not acceptable	4					
3.1.3	Provide portfolio of completed projects (at least 3 projects). <ul style="list-style-type: none">• More than 3 projects – 5 points;• From 2 to 3 projects – 3 points;• Less than 2 projects is not acceptable	5					
3.1.4	Language skills: Russian and / or English	1					
	Subtotal	14					
3.2	Expert on Data Analytics and Quantitative Research						
3.2.1	Higher education (minimum master's degree or equivalent): majoring in economics/data analytics/ project management/data strategy/ skills/ technology.	4					
3.2.2	At least 5 years of experience in organizing the strategy/ analytical documents development process and in analysis/ research conducting. <ul style="list-style-type: none">• More than 5 years – 5 points;• From 3 to 5 years – 4 points;• Less than 3 years is not acceptable	5					
3.2.3	Language skills: Russian and / or English	1					

	Subtotal	10					
3.3	Expert on futures, skills and technology foresight or similar forecast technology methodology						
3.3.1	Higher education (minimum master's degree or equivalent): majoring in futures studies/ economics/ international relations/ marketing/ finance/ project management/ social sciences	4					
3.3.2	At least 3 years of working experience in futures studies, research, analytics, strategy preparation and data collection <ul style="list-style-type: none"> • More than 3 years – 5 points; • From 2 to 3 years – 4 points; • Less than 2 years is not acceptable 	5					
3.3.3	Language skills: Russian and / or English	1					
	Subtotal	10					
3.4	National Consultant and Project Coordinator						
3.4.1	Higher education (minimum bachelor's degree or equivalent): majoring in futures studies/ economics/ finance/ project management/ international relations/ marketing/ social sciences	3					
3.4.2	At least 2 years of working experience in futures studies, research, analytics, strategy preparation and data collection <ul style="list-style-type: none"> • More than 2 years – 3 points; • From 1 to 2 years – 2 points; Less than 1 years is not acceptable	2					
3.4.3	Language skills: Uzbek, Russian and English	1					
	Subtotal	6					
Total Part 3		40					
Total Parts 1,2,3		100					

The overall evaluation score will be based on a combination of the technical score and the lowest price quote. The evaluation method that applies for this RFP shall be as indicated in the **RFP**. Offers are not received the minimum pass score of 70% of technical proposal scores will be recognized as the proposal does not meet the technical requirements of the tender.

FORM FOR SUBMITTING SERVICE PROVIDER'S PROPOSAL⁵*(This Form must be submitted only using the Service Provider's Official Letterhead/Stationery⁶)*

[insert: Location].

[insert: Date]

To: UNDP Uzbekistan

We, the undersigned, hereby offer UNDP the following services in accordance with the requirements specified in **RFP** and all its annexes, as well as the General Terms and Provisions of UNDP contracts. We confirm that we have read, understood and accept the requirements and terms of the terms of reference describing our duties and responsibilities under this RFP, as well as the general UNDP terms and conditions under the contract.

We agree to abide by the terms of this commercial offer within **90 calendar** days from the deadline specified in the request for the submission of the offer; it remains binding and can be accepted at any time before the expiration of this period. We hereby declare that:

(a) All information and statements presented in this tender offer are true, and we agree that any incorrect information contained in it may lead to our disqualification;

(b) At present, we are not included in the UN register which includes companies that are not entitled to supply, and other similar lists of other UN agencies, and we are in no way connected with any companies or persons included in the UN Security Council Committee Consolidated List 1267/1989.

(c) We are not at the stage of unfinished bankruptcy and we have no lawsuits or claims that could adversely affect our work as an operating enterprise;

(d) We do not employ people who work or have recently worked for the UN or UNDP, and we do not plan to hire such persons.

We are aware that your organization reserves the right to accept or reject any of the proposals received, is not responsible for such actions and does not undertake to inform the supplier of their reasons without a request from us:

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, information about the company (5 pages max.) confirming the field of expertise, practical experience of the Offeror in the required area.

b) The company's charter should include the right and other permits to provide the service, Registration Papers, Tax Payment Certification, etc.

c) At least 2 similar research work in the field of futures, skills technology foresight methodology, education, legislative, social, etc.

⁵ This serves as a guide to the Service Provider in preparing the Proposal.

⁶ Official Letterhead/Stationery must indicate contact details – addresses, email, phone and fax numbers – for verification purposes

e) A copy of Latest Business Registration Certificate and License verified by signature of authorized person and stamp.

B. Proposed Methodology for the Completion of Services

The service provider should provide a step-by-step concept and implementation scheme for the tasks/methodology with a work schedule (5 pages max.), describe how it will meet the RFP requirements with a detailed description of the main performance characteristics of the work, reporting mechanisms and quality assurance, and rationale for the proposed methods in the context of local conditions and the type of work.

C. Qualifications of Key Personnel

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

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

D. Cost Breakdown per Deliverable

Out puts	Activity/Output	Payment Structure	Price ____ (indicate currency) (The total amount)
1.	Result No. 1. Following outputs prepared and submitted: 1) Overview of the development context of the country and identification of the priority sectors/industries (preferably digital entrepreneurship, green construction and digital agriculture) for conducting STF, with description of profiles and justification for selection prepared; 2) List of key partners and specialists with relevant expertise from each of the selected sectors/industries identified and working groups formed to participate in the STF sessions; 3) National stakeholders and experts participated in workshops on key concepts of foresight technology, building shared vision of the future and skills anticipation;	50%	
2.	Result No. 2. Following outputs prepared and submitted: 1) Under moderation of International Consultant STF sessions conducted by working groups, full-scale prognosis of the selected sectors prepared, including foresight boundaries, map of the future with trends, hard and soft technologies, changes in work tasks and skills needs defined in the three-time horizons; 2) STF summary report with 'Future image' of the selected industries with map of new work tasks with the existing and new practices, estimated demand for new skills and practical recommendations on role of business sector, Higher Education and TVET systems, and policy measures/projects; 3) Assistance provided to preparing knowledge, PR and outreach materials on conducted STF as change management tool;	50%	
	TOTAL	100%	

VAT (if applicable for companies registered in the Republic of Uzbekistan)
Payment will be proceeded by output bases by bank transfer to the account of a Contractor in accordance with the Breakdown of Costs, upon completion of the works and following terms: <ol style="list-style-type: none">1. A written document of acceptance by UNDP of Outputs 1, 2, and 3.2. Receiving of the invoice for payment of Vendor3. The signing by the parties of documents confirming the completion of the contractual obligations and the adoption of UNDP.

Name and signature of authorized person]

[Position]

[Date]

[Stamp of the company]

Part 1: DECLARATION OF INTEREST

Dear Sir/Madam,

We/I, _____ (Name and Title), as Director/Founder of _____ Company, declare that:

(a) Have no financial and other interests in, association or relationship with, are not employed and do not have relatives (i.e. spouse, parents, children or siblings) employed by the United Nations Development Programme (UNDP) or the Government of Uzbekistan that announced the tender; and do not have access to information about, or influence on the selection process for this tender;

(b) Have no common controlling partner, director, shareholder, legal representative for the purposes of this tender with any other entity submitting its Quotation under this tender; are not subcontracting or are subcontractors to other entities for the purposes of this tender; and that the experts proposed in the team do not participate in more than one Quotation for this tender;

(c) Are not involved in activities that could have an impact on the objectivity and independence of the Contractor's team in carrying out its duties under the contract or can affect the image of the United Nations and the Government of Uzbekistan.

We certify that the information stated is true, correct and complete to the best of our knowledge and belief. We are obliged to comply with all requests for additional information, documentation, clarification and/or verification concerning the Declaration of Interest statement.

All other information that we have not provided automatically implies our full compliance with the requirements, terms and conditions of the tender.

We declare that we are not in the UN Security Council 1267/1989 List, UN Procurement Division List or other UN Ineligibility List.

Name and signature of authorized person]

[Position]

[Date]

[Stamp of the company]

TABLE 1: COMPANY PROFILE

Part 3: COMPANY PROFILE 1. Offeror's Legal Name [insert Offeror's legal name] Click or tap here to enter text.		
2. In case of Joint Venture (JV), legal name of each party: [insert legal name of each party in JV] Click or tap here to enter text.		
3. Actual or intended Country/ies of Registration/Operation: [insert actual or intended Country of Registration] Click or tap here to enter text.		
4. Year of Registration in its Location: [insert Offeror's year of registration] Click or tap here to enter text.		
5. Countries of Operation Click or tap here to enter text.	6. No. of permanent staff in each Country Click or tap here to enter text.	7. Years of Operation in each Country Click or tap here to enter text.
8. Legal Address/es in Country/ies of Registration/Operation: [insert Offeror's legal address in country of registration] Click or tap here to enter text.		
9. Value and Description of Top 2 (two) Biggest Contracts for the past 3 (five) years Click or tap here to enter text.		
10. Latest Credit Rating (Score and Source, if any) Click or tap here to enter text.		
11. Brief description of litigation history (disputes, arbitration, claims, etc.), indicating current status and outcomes, if already resolved. Click or tap here to enter text.		
12. Offeror's Authorized Representative Information Click or tap here to enter text. Name: [insert Authorized Representative's name] Click or tap here to enter text. Address: [insert Authorized Representative's Address] Click or tap here to enter text. Telephone/Fax numbers: [insert Authorized Representative's telephone/fax numbers] Click or tap here to enter text. Email Address: [insert Authorized Representative's email address] Click or tap here to enter text.		
13. Are you in the UNPD List 1267.1989 or UN Ineligibility List? <input type="checkbox"/> YES or <input type="checkbox"/> NO		

Name and signature of authorized person]

[Position]

[Date]

[Stamp of the company]

TABLE 2: PERFORMANCE OF SIMILAR RESEARCH WORK*

Title of research work	Terms of the contract (year, month)	Cost of work	Customer (Company name, full name of the contact person, telephone)

*Requires at least two similar research work during last 3 years in the field of futures, skills and technology foresight methodology, education, legislative, social, etc.

[Name and signature of authorized person]

[Position]

[Date]

[Stamp of the company]

Terms of Reference

for the development of Skills Technology Foresight in Uzbekistan

Background

Uzbekistan stands at an important point of its demographic, economic and technological transition. The growing young population theoretically gives it a “demographic dividend” but harnessing this potential requires creation of an enabling environment, which fosters the significant scope offered by the digital economy and transformation, strengthening the education system and ramping-up productive capacities in the economy to meet the demands of the future of work for professionals with digital skills.

The goal of the UNDP project “Empowering the Youth to Embrace the Digital Economy and Digital Entrepreneurship” is to empower young people, especially women, with digital entrepreneurship skills, tools and enabling environment to increase their employment opportunities, competitiveness and resilience to COVID-19 and similar crises, and thus, to reduce inequality, ensure inclusive, innovative and sustainable economic growth, and job creation. The project will achieve this goal through the implementation of three interrelated Components:

The first component focuses on enhancing the digital entrepreneurship environment and digital skills of young entrepreneurs. The activities aim to understand the young entrepreneurs needs for digital skills of the youth, which will feed into a large-scale digital skills and digital entrepreneurship training program for the youth throughout the country. It will also provide business advisory support and mentorship programs, identify, develop and pilot context-adapted and gender-sensitive emerging technological solutions for digital transformation of youth-led small businesses.

The second component focuses on strengthening institutional capacities for developing digital economy and digital entrepreneurship policies with a focus on youth. This component will aim to strengthen the policy and institutional capacities of the government in relation to youth-centered policies, including an action plan for implementation of the digital entrepreneurship programming for youth, engaging youth in decision-making process through Public Private Dialogues (PPD), monitoring and evaluation of youth-focused digital policies, capacity building, etc.

The third component focuses on unlocking finance solutions to improve youth’s financial inclusion and opportunities for nurturing digital entrepreneurship projects and start-ups.

Young people under 30 years old constitute 55% of the population; adolescents and youth of 10-24 years of age – about 30% of the population. In two decades, current children and young people will constitute the largest labour force Uzbekistan has ever had. To ensure that Uzbekistan is well-positioned to reap the demographic dividend, children, adolescents and youth of the country needs to be equipped with skills for engaging in productive employment. School-to-work transition is challenging for most young people, resulting in a high rate of young people not in education, employment or training (NEET). After completion of the compulsory secondary education 56% of young people of 19-24 years of age are NEET - 69% of young women and 33.4% of young men. The NEET rate for females increases rapidly once they are above 18 years

of age (from 1.7% to 69.0%) and reaches 74.0% for the cohort of 25-30-year-olds, whereas for males it remains generally lower (maximum of 33.5%) and decreases with age (to 24.8%). The NEET rate among young people with severe disabilities is 77%, rising to 91% among those with profound disabilities.

A large proportion of young people are employed informally – 43.5% among 15-24-year-olds. At the same time, ongoing employment activation programmes are hardly accessible for most young people due to knowledge, skills and resource gap and only 8% of young people receive social protection benefits. Young men see labour migration as an enticing option - one in 12 young people is temporary living abroad.

Project Objective

There is a specific need for a learning and skills programme to empower young people with the key life skills and entrepreneurial mind-set to equip them to become active agents of change in their own lives and communities. Social skills, financial education, employability and entrepreneurship skills have been identified by the government and youth agencies as the key skill areas that youth need to develop to nurture their position in society.

The issue of creating jobs is being addressed by the Government of Uzbekistan in the framework of several economic strategies aimed, inter alia, at developing the SME, the private sector and entrepreneurship, as well as within the framework of programs to actively promote the development of industry and investment.

An important condition for the dynamic development of the Republic of Uzbekistan is the accelerated introduction of modern innovative technologies in the economy, social and other spheres with widespread use of science and technology. The rapidly developing all spheres of public and state life of the country require close follow-up of ongoing reforms based on modern innovative ideas, developments and technologies that ensure a fast and high-quality breakthrough of the country into the ranks of world civilization leaders.

Within the framework of ongoing reforms, a National Employment Strategy is under development. This strategy involves the introduction of new approaches to strategic planning which will include: 1) better anticipation of new opportunities and challenges that could emerge in the future, and 2) policy innovation that stimulate new thinking about the best policies to address these opportunities and challenges. In this regard, Ministry of Economic Development and Poverty Reduction of Uzbekistan requested the UNDP Country Office in Uzbekistan to assist in attracting best international practices to apply Foresight methodology to determine the future labor markets and competencies, as well as building an effective model of education.

The foresight process will help to compare the existing situation on the labor market with future skills needs of the economy or a particular sector or industry in the context of technological change and innovation, to identify existing and emerging gaps, find solutions and define the key actors, namely the industrial sector stakeholders (for example, employers, trade unions, etc.), the education institutions, and the government, who will be involved in closing these gaps between labor market needs and the education and training systems. Findings of the foresight process will set the ground for identifying main priorities in the National Employment Strategy and Education System which is currently being elaborated by the Government.

The main objective of this work will be conducting Labor market and Skills Technology Foresight research on selected sectors in Uzbekistan, a country with deep skills mismatches and a need to respond to technological and environmental disruptions in developing future oriented skills needed by the economy and labour market, as well as new skill sets for traditional sectors or industry, such as agriculture. The assignment should be focused on sector transformations driven by new technologies and anticipating the demand for skills in the short-, mid- and long-term perspectives for youth in the digital economy in Uzbekistan to leverage young entrepreneurship in Uzbekistan.

An International Expert engaged by the project will conduct workshops/practical seminar session(s) on the application of the Skills technology Foresight methodology, conducting research and facilitate developing reports for specialists of respective research entity (or consulting company) and national stakeholders aimed at constructing the vision of future of particular sector or industry, identification of future skills needs in the context of technological change, developing recommendations to the educational system, policy makers and labour market stakeholders on closing the gaps between future skills demand and supply. In this context, the joint project aims to apply the ILO and Moscow School of Management SKOLKOVO developed “Skills Technology Foresight” approach (<https://bit.ly/3QEQ0dQ>) as a new tool for exploring possible scenarios for the selected sectors and identifying future skills needs in Uzbekistan. The exercise will be a participatory process involving a core group of UNDP program staff, Ministry of Economic Development and Poverty Reduction specialists and a wider group of counterparts from various government ministries, agencies, and non-government organizations.

The research entity (or consulting company) will design and conduct the whole process and work under the overall supervision and coordination of the International Consultant and a joint project.

Scope of Work

The objective of the assignment is to conduct a Skills Technology Foresight research on selected sectors in Uzbekistan with the involvement of UNDP, Ministry of Economic Development and Poverty Reduction specialists and a wider network of national counterparts. Particularly, the research entity (or a consulting company) will conduct the following foresight pre-session, foresight session, and post-session activities:

1. Foresight pre-session activities:

- 1.1. Conduct desk research with the analysis of a country’s existing socioeconomic priorities and how the sectors/industries to be chosen corresponds to the governmental strategy and political agenda, the context and the prospects of the sectors, such as basic information about the sector, its size and dynamics, the structure of the sector with key sector players, major markets; related sectors; workforce profile; training system; public policy; and innovation infrastructure, scanning future skills features and global technology trends and discuss the results with potential experts-participants of the foresight sessions;
- 1.2. In collaboration and participation of International Consultant and other key stakeholders identify and select at least three sectors/industries (preferably digital entrepreneurship, green construction and digital agriculture) on which the technology foresight will be performed with proper justification for selection that might include high potential for change due to the new technologies, future needs and requirements for workforce skills and knowledge (in the short-term, mid-term and long-term perspectives) in the context of technological change and innovation;

Note: The selected sectors should include high technology sector such as IT and more traditional sectors such as agriculture that potentially get significant gains in productivity, increase competitiveness, and a potential to positively impact employment (either directly or indirectly) due to introduction of new technologies;

- 1.3. Determine the key partners and participants of the foresight sessions from each of the selected sectors/industries as initiators of foresight activities that should include specialists with relevant expertise from the following entities: representatives of leading employers in the sector/industry; small innovative businesses (startups or technology companies); employers' professional body or an association; relevant governmental regulatory body (policy makers); educational sector representatives (HE, TVET institutions and other providers of education); human resources management and skills development experts; representatives of leading sectoral suppliers; research institutions and analytical entities, business strategy consultants; futurists; and prospective labour market participants, for example, students;

2. Foresight session activities:

- 2.1. Organize participation of respective national stakeholders and experts in the series of scoping & ways of working workshops (in a hybrid format) by an International Consultant on Skills Technology Foresight that will cover: aligning on purpose, standardizing core team's ways of working, and introducing key concepts of futures and foresight technology, constructing the vision of the future of the industry and the professionals working in it or reviewing the existing vision; skills anticipation based on the technology foresight; recommendations to the educational system, policy makers and labour market stakeholders aiming to close the gaps between future skills demand and supply as well as an overview of the suggested projects;
- 2.2. Under the moderation and aid of International Consultant form groups and organize the work of expert participants of the foresight session, and via collective discussion:
 - 1) define the boundaries of foresight,
 - 2) build integrated map of the future, identify trends, hard and soft technologies,
 - 3) identify working tasks/working conditions, i.e., define what changes in work tasks and workplace organization will occur,
 - 4) skills demand and demand for change of HE and TVET practices identified thus making the full-scale prognosis of the selected sectors in the short-term horizon (for example, 2022– 2024), mid-term horizon (for example, 2024– 2028) and a long-term horizons (for example, 2028– 2036);

Note: Critical Futures Assessment on Workforce and Skills for Uzbekistan - review the assumptions about the future that stakeholders already hold, critically approach development strategies and discourses (development strategies that have failed or are contextually problematic) and use available quantitative data and changing workforce patterns. Assess Uzbekistan's uniqueness and competitiveness;

- 2.3. In close consultation with the International Consultant and based on the map of the future visualize 'future image' of the selected industries and key product life span in the industry (research and development, production, marketing and sales, follow-up service), discuss the map of new work tasks with the existing practices in the industry to estimate which work tasks can be implemented with the existing skills of the workforce and which ones are clearly new on the short-term and up to the mid-term horizon, and estimate demand for new learning/ training programmes, i.e., correlated map of key changes in an industry's work processes and new skills demand with the existing learning/ training

programmes, emerging future workforce and skills, specific practical recommendations for TVET and higher education systems;

- 2.4. Define and formulate project initiatives, identify knowledge and format transformation responsibility and areas of their involvement, such as state regulatory support to create a favorable environment for academic transformation and the role of business in participative learning (quality apprenticeship and relevant qualification system, clear and motivating learning path both in HE and TVET, etc. Depending on group capacity and work dynamics, specify the project initiatives by determining particular implementation agents and roles to be accomplished, the project group staff and/or allies, the vision of the result of change, understanding of future preconditions, and annual, half-year and monthly action plan drafts;
- 2.5. Preparing and presenting the results of the group work with all the findings including set of recommendations based on the analysis of gaps between skills required by the sector and educational and training programmes available among HE and TVET providers promoting sustainable skill development ecosystem, changes required in the curriculum design and training recognized by sector employers. Particular recommendations for the policy makers for embedding the foresight activities into a policy agenda, for example, national qualifications framework, curriculum and standards development, national development plans, industrial policies, etc.

3. Post-foresight session activities:

- 3.1. To ensure follow-up and implementation of the results and validation of the quality of the results of the foresight session conduct verification of the results by additional panel studies with industry experts, questionnaire surveys based on the foresight session results or verification interviews with international experts.
- 3.2. Prepare a summary report of the foresight workshop key findings to participants, to serve as a reminder and may set minds of readers in the right direction to support a pilot project if it has been initiated as a result of STF.
- 3.3. Prepare short knowledge materials, news, articles and other media and outreach materials (posters, one-pagers, infographics, social media posts etc.), to publish on mass media and social network sources to raise awareness and increase participation by relevant stakeholders on the STF;

The overall approach should consider applying foresight methodology as a change management tool ensuring stakeholders' participation, dialogue and cooperation to produce knowledge and build capacity for constructing long-term strategic and shared vision, development agenda with skills anticipation and recommendations on an action plan between relevant national stakeholders in Uzbekistan, including education and training institutions, the private sector and policy makers starting from the municipal workers, middle-management officials, and staff, and ending with senior decision-making officials, deputy ministers, etc.

Expected Outputs and the Timeframe

Deliverables/Outputs		Target Due Dates	Installment
1	Following outputs prepared and submitted: 1) Overview of the development context of the country and identification of the priority sectors/industries (preferably digital entrepreneurship, green	October 22, 2022	50%

	construction and digital agriculture) for conducting STF, with description of profiles and justification for selection; 2) List of key partners and specialists with relevant expertise from each of the selected sectors/industries identified and working groups formed to participate in the STF sessions; 3) National stakeholders and experts (working group members) participated in workshops on key concepts of foresight technology, building shared vision of the future and skills anticipation ;		
2	Following outputs prepared and submitted: 1) Under moderation of International Consultant STF sessions conducted by working groups, full-scale prognosis of the selected sectors prepared, including foresight boundaries, map of the future with trends, hard and soft technologies, changes in work tasks and skills needs defined in the three-time horizons; 2) STF summary report with 'Future image' of the selected industries with map of new work tasks with the existing and new practices, estimated demand for new skills and practical recommendations on role of business sector, Higher Education and TVET systems, and policy measures/projects; 3) Knowledge, PR and outreach materials on conducted STF as change management tool prepared and published;	November 26, 2022	50%

General Technical Requirements and Qualifications of the Company

The contractor, during the term of the contract, must have an office or local representative (legal entity) and permanent staff, consisting of at least 4 experts/consultants in the territory of Uzbekistan.

The contractor has to specify its addresses, emails and phone numbers for delay-free communication.

The contractor must have experience in developing in conducting end-to-end (observation and review, analysis, implications, applicable and focused proposals, etc.) research and designing methodologies that take into consideration the local context (futures, skills technology foresight, education, legislative, social, etc.).

The contractor must be able to present at least 2 similar research work in the field of futures, skills technology foresight methodology, education, legislative, social, etc. The contractor must describe how it will address/deliver the demands of the TOR; providing a detailed description of the methodology, 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.

Requirements to Experts

The contractor must allocate a dedicated team of specialists (project team, at least 4 experts) that will ensure the timely performance of the indicated tasks. Project team members of the contractor must have excellent knowledge of the Russian and English languages. Knowledge of Uzbek is an asset. Team members must be involved for at least 50% of the planned duration of the project. Team members must have experience in (or in similar fields):

- developing research/studies in the area of futures, skills and technology foresight or similar forecast technology methodology;
- analyses of the regulatory and legal basis, policy;
- developing methodological tools and assessment indicators for systematic evaluation of technology and/or future skills demands and supply.

The contractor 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 for the key personnel

Evaluation of Proposals

UNDP shall examine the Proposal to confirm that all terms and conditions under the UNDP General Terms and Conditions and Special Conditions have been accepted by the Proposer without any deviation or reservation.

The evaluation team shall review and evaluate the Technical Proposals on the basis of their responsiveness to the Terms of Reference and other documentation provided, applying the evaluation criteria, sub-criteria, and point system specified below. Each responsive Proposal will be given a technical score.

Evaluation forms for technical proposals are given below. 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 the Company (max. 20 points)

Form 2: Methodology - Proposed Work Plan and Approach (max. 40 points)

Form 3: Experts and Key Personnel Qualification (max. 40 points)

Technical proposals scoring at least 70% (70 or more points) at the technical review stage will be accepted for the financial proposal review stage.