

M.2. EVALUATION FACTORS

Weighted Evaluation Factors: Proposals will be evaluated based on the following factors in four qualitative categories plus the cost component for the design phase. The point total is **500** with relative weights assigned to indicate level of emphasis.

1. Technical approach 170pts (34%)

a. Ambitiousness, technical feasibility, practical soundness and responsiveness of proposed approach to program requirements 60 pts

b. Evidence of understanding of the regional economic and trade environment and the factors bearing on improving the competitiveness of the region's agricultural exports 40 pts

c. Innovative, original and creative approaches and strategies in proposed design, including treatment of [gender issues](#), [environmental concerns](#), partnership arrangements, etc. 40 pts

d. Clear articulation of methodology for achievement of expected results in specific IR targets, that will produce returns in the form of increased regional agricultural trade 30 pts

e. A clear and convincing methodology for addressing environmental soundness and adverse impact mitigation in activity design and implementation 20 pts

2. Personnel 120 pts (24%)

a. Professional qualifications and relevant experience, in both design and implementation, of proposed long-term technical personnel, including experience in developing country settings, preferably in Africa. 75 pts

b. Appropriateness of the proposed technical positions (long- and short-term,

expatriate and local) to proposed technical approach for the design and subsequent implementation. 45 pts

3. Past Performance 90 pts (18%)

a. Demonstrated success in providing similar design and implementation services (not necessarily within the same contract) on past contracts, including production of meaningful outputs and significant results. 70 pts

b. Offeror's responsiveness to past clients regarding ability to adapt to the uniqueness of different country settings and host government priorities; client satisfaction. 40 pts

4. Institutional Capabilities 80 pts (16%)

a. Demonstrated ability to provide full managerial, financial and technical home office support and oversight for a contract of this size and complexity. 35 pts

b. Clarity of organizational plan, including specific arrangements for interaction with partners, IGOs, NGOs and private sector associations. 25 pts

c. Demonstrated ability to recruit and retain qualified expatriate and local professional staff. Retention of key personnel. 20 pts

5. Cost of Design 40 pts (8%)

a. Cost-effectiveness of approach as demonstrated by labor mix and rates and appropriate use of local professional staff 25pts

b. Realism of individual cost elements
and overall balance in design budget.

15pts