



UNHCR

United Nations High Commissioner for Refugees
Haut Commissariat des Nations Unies pour les réfugiés

DATE: 23/01/2019

REQUEST FOR PROPOSAL: No. RFP PSPIT0056

**FOR THE ESTABLISHMENT
OF A FRAME AGREEMENT FOR THE PROVISION OF**

FACE TO FACE AGENCY SERVICES

CLOSING DATE AND TIME: 28/02/2019 – 23:59 hrs CET

INTRODUCTION TO UNHCR

The Office of the United Nations High Commissioner for Refugees was established on December 14, 1950 by the United Nations General Assembly. The agency is mandated to lead and co-ordinate international action to protect refugees and resolve refugee problems worldwide. Its primary purpose is to safeguard the rights and well-being of refugees. It also has a mandate to help stateless people.

In more than five decades, the agency has helped tens of millions of people restart their lives. Today, a staff of some 16,000 people in 138 countries continues to help more than 68.5 million persons. To help and protect some of the world's most vulnerable people in so many places and types of environment, UNHCR must purchase goods and services worldwide. For further information on UNHCR, its mandate and operations, please see <http://www.unhcr.org>.

1. REQUIREMENTS

The Office of the United Nations High Commissioner for Refugees (UNHCR) PSP Italy office, invites qualified service providers to make a firm offer for the establishment of Frame Agreement(s) for the provision of Face to Face Agency services for PSP Italy (referred to hereinafter as "Services").

IMPORTANT:

Terms of Reference (TORS) are detailed in Annex B of this document.

UNHCR may award Frame Agreement(s) to multiple agencies for an initial period tentatively from April to December 2019 with possibility of one year further extension until Dec. 2020.

The successful bidder(s) will be requested to maintain their quoted price model for the duration of the Frame Agreement(s).

Please note that figures have been stated in order to enable bidders to have an indication of the projected requirements. It does not represent a commitment that UNHCR will purchase a minimum quantity of services. Quantities may vary and will depend on the actual requirements and funds available regulated by issuance of individual Purchase Orders against the Frame Agreement.

Other United Nations Agencies, Funds and Programmes shall be entitled to the same prices and terms as those contained in the offers of the successful bidders and could form the basis for a Frame Agreement with other UN Agencies.

IMPORTANT:

When a Frame Agreement is awarded, either party can terminate the agreement only upon 90 days (3 months) notice, in writing to the other party.

The initiation of conciliation or arbitral proceedings in accordance with **article 18** "settlement of disputes" of the UNHCR General Conditions of Contracts for provision of Services shall not be deemed to be a "cause" for or otherwise to be in itself a termination clause.

It is strongly recommended that this Request for Proposal and its annexes be read thoroughly. Failure to observe the procedures laid out therein may result in disqualification from the evaluation process.

Sub-Contracting: Please take careful note of article 5 of the attached General Terms and Conditions (Annex E).

Note: this document is not construed in any way as an offer to contract with your firm.

2. BIDDING INFORMATION:

2.1. RFP DOCUMENTS

The following annexes form integral part of this Invitation to Bid:

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|----------|---|
| Annex A: | Terms of Reference (TORs) – <i>to be reviewed carefully before submission;</i> |
| Annex B: | Financial Offer Form – <i>to be filled-in and submitted;</i> |
| Annex C: | Vendor Registration Form – <i>to be filled-in and submitted in case of new suppliers; and vendor ID enough in case of existing suppliers</i> |
| Annex D: | UNHCR General Conditions of Contracts for the Provision of Goods and Services (rev. 2018) – <i>to be acknowledged;</i> |
| Annex E: | UNHCR Plan template 2019-2020 – <i>for information purposes;</i> |
| Annex F: | Template File – <i>for information purposes;</i> |
| Annex G: | RFP Checklist form – <i>to be checked before submission.</i> |

2.2 ACKNOWLEDGMENT

We would appreciate your informing us of the receipt of this RFP by return e-mail to celi@unhcr.org as to:

- Your confirmation of receipt of this request for proposal
- Whether or not you will be submitting a proposal

IMPORTANT:

Failure to send the above requested information may result in disqualification of your offer from further evaluation.

2.3 REQUESTS FOR CLARIFICATION

Bidders are required to submit any request for clarification or any question in respect of this RFP only to Erika Celi, Senior Supply Assistant, celi@unhcr.org.

The deadline for receipt of questions is 10th February 2019 h. 23:59 CET.

Correspondence with any other UNHCR staff member or contractor in respect of this RFP is not permitted and may constitute grounds for disqualification. Bidders are requested to keep all questions concise.

IMPORTANT:

Please note that Bid Submissions are **not** to be sent to the e-mail address above.

UNHCR will respond to these at the supplier conference, scheduled on the 14th February 2019 h. 15:00 CET. The supplier conference is also intended to familiarize interested parties with the requirements. After the supplier conference, a Questions & Answers document will be prepared and posted on the UNHCR and UNGM website. **Participation to the supplier conference is highly encouraged.**

All bidders interested in participating at the supplier conference will need inform Erika Celi, Senior Supply Assistant, by sending an email to celi@unhcr.org within 10th February 2019 h. 23:59 CET.

Further questions that bidders may have after the supplier conference can be submitted by 18th February 2019 h. 23:59 CET to Erika Celi, Senior Supply Assistant at celi@unhcr.org. UNHCR will make its best effort to reply by 20th February 2019, advertising the Q&As document on the UNHCR and UNGM website.

2.4 YOUR OFFER

Your offer shall be prepared in English or in English and Italian.

Please submit your offer using the Annexes provided. Offers not conforming to the requested formats may be not taken into consideration.

IMPORTANT:

Inclusion of copies of your offer with any correspondence sent directly to the attention of the responsible buyer or any other UNHCR staff other than the submission e-mail address will result in disqualification of the offer. Please send your bid directly to the address provided in the "Submission of Bid" section 2.6) of this RFP.

Your offer shall comprise the following two sets of documents:

- Technical offer
- Financial offer

2.4.1 Content of the TECHNICAL OFFER

IMPORTANT:

No pricing information should be included in the Technical offer. Failure to comply may risk disqualification. The technical offer should contain all information required.

The Terms of Reference (TORs) of the services requested by UNHCR can be found in **Annex A**. Your technical offer should be concisely presented and structured in the following order to include, but not necessarily be limited to, the following information:

a) Description of the company and the company's qualifications

- Company profile and company registration certificate (Iscrizione al registro delle imprese);
- Year founded;
- Office presence in Italy (if multi location company, specify headquarters location);
- Balance sheet and/or Last Audit Report;
- Self-certification that contracts, including the ones for frontliners, are in line with the Italian law;
- "Documento unico di regolarità contributiva" (DURC);
- List of main clients;
- At least 3 relevant references;
- Number and description of similar and successfully completed projects and/ or currently underway;
- Any information that will facilitate our evaluation of your company's substantive reliability, financial and managerial capacity to provide the services.

b) Proposed services:

Any comments or suggestions on the TORs (Annex A), as well as your detailed description of the manner in which your company would respond to the requirements. Specifically please provide:

- **Annex E** "UNHCR Plan 2019-2020"
- The information highlighted in green under sections 3.1, 3.2, 3.3 of the TOR

c) Proposed personnel to carry out the assignment

The composition of the team you propose to provide.

- Curriculum Vitae of core staff – Account managers (maximum number of 5 short CVs). CVs of frontliners are not required.

d) **Vendor Registration Form:** If your company is not already registered with UNHCR, you should complete, sign and submit with your technical proposal the Vendor Registration Form (**Annex C**).

e) **UNHCR General Conditions for Provision of Goods and Services:** Your technical offer should contain your acknowledgement of the UNHCR General Conditions for Provision of Services by signing **Annex D**.

2.4.2 Content of the FINANCIAL OFFER

Your separate **Financial Offer** must contain an overall offer in a single currency, Euros.

The financial offer must cover all the services to be provided (price "all inclusive").

The Financial Offer is to be submitted as per the Financial Offer Form (**Annex B**). Bids that have a different price structure may not be accepted.

UNHCR is exempt from all direct taxes and customs duties. With this regards, price has to be given without VAT.

You are requested to hold your offer valid for 120 days from the deadline for submission. UNHCR will make its best effort to select a company within this period. UNHCR's standard payment terms are within 30 days after satisfactory implementation and receipt of documents in order.

The cost of preparing a bid and of negotiating a contract, including any related travel, is not reimbursable nor can it be included as a direct cost of the assignment.

2.5 BID EVALUATION:

2.5.1 Supplier Registration:

The qualified supplier(s) will be added to the Vendor Database after investigation of suitability based on the submitted Vendor Registration Form and supporting documents. The investigation involves consideration of several factors such as:

- Financial standing;
- Core business;
- Track record;
- Contract capacity.

2.5.2 Technical and Financial evaluation:

For the award of this project, UNHCR has established evaluation criteria which govern the selection of offers received. Evaluation is made on a technical and financial basis. The percentage assigned to each component is determined in advance as follows:

The **Technical offer** will be evaluated using inter alia the following criteria and percentage distribution: **70%** from the total score

CRITERIA DESCRIPTION	Weight
1. Company Qualifications	15%
General Liability / Capacity of the Company	
Overall fundraising experience/time in business within the specific service	
Presence / Experience of completing similar projects Internationally/Italy and experience in NO PROFIT/UN/UNHCR sector/environment within the specific Direct Marketing activity	
2. Quality of Service	
Comprehensiveness/Quality of proposal and Quality/Clarity of interpreting and presenting Proposed Services	50%
Quantifying Results - Quality and timing of Reporting	
Capacity of the company in terms of number of donors recruited	
Quality in terms of Key Performance Indicators (KPIs) such as pre-debit and average gift	
3. Project staff	5%
Experience of core people who will work on the project	
TOTAL TECHNICAL SCORE	70%

The **Financial offer** will use the following percentage distribution: **30%** from the total score.

The maximum number of points will be allotted to the lowest price offer that is opened and compared among those invited firms. All other price offers will receive points in inverse proportion to the lowest price; e.g., [total Price Component] x [EUR lowest] \ [EUR other] = points for other supplier's Price Component.

UNHCR aims to work simultaneously with the shortlisted companies in order to acquire the expected monthly number of donors. Companies will enter a contract with UNHCR until end of 2019, when performances will be reviewed, with possibility of one year extension.

Companies are allowed to quote only in Euro.

2.6 SUBMISSION OF BID:

The offers must bear your official letter head, clearly identifying your company.

Your proposal shall comprise the following documents:

- a) Technical Component
- b) Price Component, using the provided form

Bids should be submitted by e-mail and all attachments should be in PDF format. (Copies of the PDF format documents may, as an addition, be included in Excel or other formats etc.).

The Technical and Financial offers shall be clearly separated.

**Bid must be sent by e-mail ONLY to: ITARO Admin Bidding
dencobid@unhcr.org**

IMPORTANT:

The technical offer and financial offer are to be sent in separate documents. Failure to do so may result in disqualification.

Deadline: 28th February 2019, 23:59 hrs CET.

IMPORTANT:

Any bid received after this date or sent to another UNHCR address may be rejected. UNHCR may, at its discretion, extend the deadline for the submission of bids, by notifying all prospective bidders simultaneously.

It is your responsibility to verify that all e-mails have been received properly before the deadline. **Please be aware of the fact that the e-mail policy employed by UNHCR limits the size of attachments to a maximum of 20 Mb** so it may be necessary to send more than one e-mail for the whole submission.

Please indicate in e-mail subject field:

- Bid Number: PSPIT0056
- Name of your firm with the title of the attachment
- Number of e-mails that are sent (example: 1/3, 2/3, 3/4).

UNHCR will not be responsible for locating or securing any information that is not identified in the bid. Accordingly, to ensure that sufficient information is available, the bidder shall furnish, as part of the bid, any descriptive material such as extracts, descriptions, and other necessary information it deems would enhance the comprehension of its offer.

2.7 BID ACCEPTANCE:

UNHCR reserves the right to accept the whole or part of your bid.

UNHCR may, at its discretion, increase or decrease the proposed content when awarding the contract and would not expect a significant variation of the rate submitted. Any such increase or decrease in the contract duration would be negotiated with the successful bidder as part of the finalization of the Purchase Orders for Services.

UNHCR may, at its discretion, extend the deadline for the submission of bids, by notifying all prospective suppliers in writing. The extension of the deadline may accompany a modification of the solicitation documents prepared by UNHCR at its own initiative or in response to a clarification requested by a prospective supplier.


Please note that UNHCR is not bound to select any of the firms submitting bids and does not bind itself in any way to select the firm offering the lowest price. Furthermore, the contract will be awarded to the bid considered most responsive to the needs, as well as conforming to UNHCR's general principles, including efficiency to maximize economies of scale and best value for money.

2.8 CURRENCY AND PAYMENT TERMS FOR PURCHASE ORDERS

Any Purchase Order (PO) issued as a result of this RFP will be made in the currency of the winning offer(s). Payment will be made in accordance to the General Conditions for the Purchase of Services and in the currency in which the PO is issued. Payments shall only be initiated after confirmation of successful completion by UNHCR business owner.

2.9 UNHCR GENERAL CONDITIONS OF CONTRACTS FOR THE PROVISION OF SERVICES

Please note that the General Conditions of Contracts (**Annex D**) will be strictly adhered to for the purpose of any future contract. The Bidder must confirm the acceptance of these terms and conditions in writing, by signing them off and including them in the technical component envelope.



Ms. Laura Iucci,
Senior PSP Officer *Ad Interim*
UNHCR – PSP Italy