

Technical Evaluation Criteria

Summary of Technical Proposal Evaluation Forms		Points Obtainable
1.	Bidder's qualification, capacity and experience	200
2.	Proposed Methodology, Approach and Implementation Plan	200
3.	Management Structure and Key Personnel	600
	Total	1000

Section 1. Bidder's qualification, capacity and experience		Points obtainable
	Reputation of Organization and Staff Credibility / Reliability / Industry Standing	140
	General reputation, description of company, litigation history	30
	Poor	1-10
	Good	11-20
	Excellent	21-30
	Financial stability	30
	From 50,000 EUR to 75,000 of annual turnover	1-10
	From 75,000 EUR to 100,000 of annual turnover	11-20
	More than 100,000 EUR of annual turnover	21-30
	Years of relevant experience	30
	3 to 5 years of experience	1-10
	6- 10 years	11-20
	More than 10 years	21-30
	Number of implemented projects	30
	Up to 5 projects	1-10
	6 – 10 projects	11-20
	More than 10 projects	21-30

Number of employees	10
Up to 5 employees	1-5
6 – 8 employees	6-8
More than 9 employees	10
Participation of women in ownership and management structure	10
No women in the ownership and management structure of the company	0
Women own or participate in the ownership of the company	5
Women own or participate in ownership and management structure of the company	10
Number of projects of similar nature and complexity, backed up by provided references	60
1-3 projects/contracts	20
4–6 contracts	21-40
More than 6 contracts	41-60
Total Section 1	200

Section 2. Proposed Methodology, Approach and Implementation Plan		Points obtainable	
Description of the Offeror's approach and methodology for meeting or exceeding the requirements of the Terms of Reference		100	
Poor		1-25	
Satisfactory		26-50	
Good		51-75	
Excellent		76-100	
Description of solutions for meeting or exceeding the requirements of the Terms of Reference		100	
Poor		1-25	
Satisfactory		26-50	
Good		51-75	
Excellent		76-100	
Total Section 2		200	

Section 3. Management Structure and Key Personnel		Points obtainable
Qualifications of key personnel proposed		600
Team leader/Nature protection/Protected area expert		90
General Qualifications		15
Relevant Bachelor degree		1-5
Postgraduate degrees		5-10
Specialist certificates		0- 5
Specific Experience relevant to the assignment		65
7-10 years of experience		1-20
10-15 years of experience		21-45
16 and more years of experience		46-65
Specific Experience relevant to the assignment in Montenegro		10
Yes		0-10
Legal expert		50
General Qualifications		15
Relevant Bachelor degree		1-5
Postgraduate degrees		5-10
Specialist certificates		0- 5
Specific Experience relevant to the assignment		30
3-5 years of specific experience relevant to the assignment		1-10
6-9 years of specific experience relevant to the assignment		11-20
10 and more years of specific experience relevant to the assignment, per expert		21-30
Specific Experience relevant to the assignment in Montenegro		5
Yes		0-5
Policy analyst		65
General Qualifications		15
Relevant Bachelor degree		1-5

Postgraduate degrees	5-10	
Specialist certificates	0- 5	
More than 7 years of experience		
Specific Experience relevant to the assignment	45	
5-7 years of experience	1-15	
8-9 years of experience	16-30	
10 and more years of experience	31-45	
Specific Experience relevant to the assignment in Montenegro	5	
Yes	5	
Climate change specialist	55	
General Qualifications	15	
Relevant Bachelor degree	1-5	
Postgraduate degrees	5-10	
Specialist certificates	0- 5	
Specific Experience relevant to the assignment	40	
3-5 years of experience	1-15	
6-8 years of experience	16-25	
9 and more years of experience	26-40	
Biodiversity and Conservation Specialist	55	
General Qualifications Experience	15	
Relevant Bachelor degree	1-5	
Postgraduate degrees	5-10	
Specialist certificates	0- 5	
Specific Experience relevant to the assignment, including in Montenegro	40	
5-7 years of experience	1-15	
8-9 years of experience	16-25	
10 and more years of experience	26-40	
Data management Specialist	45	

General Qualifications Experience	15	
Relevant Bachelor degree	1-5	
Postgraduate degrees	5-10	
Specialist certificates	0- 5	
Specific Experience relevant to the assignment, including in Montenegro	30	
5-7 years of experience	1-10	
8-9 years of experience	11-20	
10 and more years of experience	21-30	
Visitor Management Specialist	65	
General Qualifications Experience	15	
Relevant Bachelor degree	1-5	
Postgraduate degrees	5-10	
Specialist certificates	0- 5	
Specific Experience relevant to the assignment, including in Montenegro	50	
5-7 years of experience	1-15	
8-9 years of experience	16-30	
10 and more years of experience	31-50	
Sustainable Financing Specialist	65	
General Qualifications Experience	15	
Relevant Bachelor degree	1-5	
Postgraduate degrees	5-10	
Specialist certificates	0- 5	
Specific Experience relevant to the assignment, including in Montenegro	50	
5-7 years of experience	1-15	
8-9 years of experience	16-30	
10 and more years of experience	31-50	
Capacity Building Specialist	45	
General Qualifications Experience	15	

Relevant Bachelor degree	1-5	
Postgraduate degrees	5-10	
Specialist certificates	0- 5	
Specific Experience relevant to the assignment, including in Montenegro	30	
5-7 years of experience	1-10	
8-9 years of experience	11-20	
10 and more years of experience	21-30	
Communication and Stakeholder engagement Specialist	65	
General Qualifications Experience	15	
Relevant Bachelor degree	1-5	
Postgraduate degrees	5-10	
Specialist certificates	0- 5	
Specific Experience relevant to the assignment, including in Montenegro	50	
5-7 years of experience	1-15	
8-9 years of experience	16-30	
10 and more years of experience	31-50	
Total Section 3		600