

## Technical Evaluation Criteria

Summary of Technical Proposal Evaluation Forms		Points Obtainable
1.	Bidder's qualification, capacity and experience	300
2.	Proposed Methodology, Approach and Implementation Plan	400
3.	Management Structure and Key Personnel	300
	<b>Total</b>	<b>1000</b>

Section 1. Bidder's qualification, capacity and experience		Points obtainable
<b>Reputation of Organization and Staff Credibility / Reliability / Industry Standing</b>		<b>210</b>
<b>General reputation, description of company, litigation history</b>		<b>40</b>
Poor		1-10
Good		11-30
Excellent		31-40
<b>Financial stability</b>		<b>30</b>
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
<b>Years of relevant experience</b>		<b>30</b>
5 to 7 years of experience		1-10
8 - 10 years		11-20
More than 10 years		21-30
<b>Number of implemented projects</b>		<b>70</b>
Up to 5 projects		1-20
6 – 10 projects		21-45
More than 10 projects		46-70
<b>Number of employees</b>		<b>20</b>

Up to 5 employees	1-5	
6 – 10 employees	6-10	
More than 10 employees	10-20	
<b>Participation of women in ownership and management structure</b>	<b>20</b>	
No women in the ownership and management structure of the company	0	
Women own or participate in the ownership of the company	10	
Women own or participate in ownership and management structure of the company	20	
<b>Number of projects of similar nature and complexity, backed up by provided references</b>	<b>90</b>	
2 to 3 projects/contracts	30	
4–6 contracts	31-60	
More than 6 contracts	61-90	
<b>Total Section 1</b>	<b>300</b>	

<b>Section 2. Proposed Methodology, Approach and Implementation Plan</b>		<b>Points obtainable</b>
<b>Description of the Offeror’s approach and methodology for meeting or exceeding the requirements of the Terms of Reference</b>		<b>200</b>
Poor	1-50	
Satisfactory	51-100	
Good	100-150	
Excellent	151-200	
<b>Description of solutions for meeting or exceeding the requirements of the Terms of Reference</b>		<b>200</b>
Poor	1-50	
Satisfactory	51-100	
Good	101-150	
Excellent	151-200	
<b>Total Section 2</b>		<b>400</b>

Section 3. Management Structure and Key Personnel		Points obtainable
<b>Qualifications of key personnel proposed</b>		<b>300</b>
<b>Team leader/Project manager</b>		<b>70</b>
<b>General Experience</b>		<b>20</b>
5-7 years of experience		1-10
More than 7 years of experience		11-20
<b>Specific Experience relevant to the assignment</b>		<b>40</b>
5-7 years of experience		1-15
8-9 years of experience		16-30
10 and more years of experience		31-40
<b>Language Qualifications</b>		<b>10</b>
English		5
Local and English		10
<b>Senior expert for forests habitats</b>		<b>120</b>
<b>General Experience</b>		<b>20</b>
5-7 years of experience		1-10
More than 7 years of experience		11-20
<b>Specific Experience relevant to the assignment, including in Montenegro</b>		<b>90</b>
5-7 years of specific experience relevant to the assignment, per expert		1-20
8-9 years of specific experience relevant to the assignment, per expert		21-40
10-15 years of specific experience relevant to the assignment, per expert		41-65
15 and more years of specific experience relevant to the assignment, per expert		66-90
<b>Language Qualifications</b>		<b>10</b>
English		5
Local and English		10
<b>Stakeholder Engagement and Capacity-Building Expert</b>		<b>60</b>

<b>General Experience</b>	<b>20</b>	
5-7 years of experience	1-10	
More than 7 years of experience	11-20	
<b>Specific Experience relevant to the assignment, including in Montenegro</b>	<b>30</b>	
5-7 years of experience	1-10	
8-9 years of experience	11-20	
10 and more years of experience	21-30	
<b>Language Qualifications</b>	<b>10</b>	
English	5	
Local and English	10	
<b>Legal and Regulatory Expert</b>	<b>50</b>	
<b>General Experience</b>	<b>15</b>	
5-7 years of experience	1-10	
More than 7 years of experience	11-15	
<b>Specific Experience relevant to the assignment, including in Montenegro</b>	<b>25</b>	
5-7 years of experience	1-10	
8-9 years of experience	11-20	
10 and more years of experience	21-25	
<b>Language Qualifications</b>	<b>10</b>	
English	5	
Local and English	10	
<b>Total Section 3</b>		<b>300</b>