

## 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	400
3.	Management Structure and Key Personnel	400
	<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>140</b>
	<b>General reputation, description of company, litigation history</b>	<b>30</b>
	Poor	1-10
	Good	11-20
	Excellent	21-30
	<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 to 10 years of experience	11-20
	More than 10 years	21-30
	<b>Number of implemented projects</b>	<b>30</b>
	2- 5 projects	1-10
	6 – 10 projects	11-20
	More than 10 projects	21-30
	<b>Number of employees</b>	<b>10</b>

Up to 5 employees	1-5
6 – 8 employees	6-8
More than 9 employees	10
<b>Participation of women in ownership and management structure</b>	<b>10</b>
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
<b>Number of projects of similar nature and complexity, backed up by provided references</b>	<b>60</b>
2 - 4 projects/contracts	20
5 - 7 contracts	21-40
More than 7 contracts	41-60
<b>Total Section 1</b>	<b>200</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	101-150
	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>400</b>
	<b>Team leader/natural resources policy expert</b>	<b>160</b>
	<b>General Qualifications</b>	<b>30</b>
	Postgraduate degrees (Master 10, PhD 15)	15-20
	Specialist certificates	10
	<b>Specific Experience relevant to the assignment</b>	<b>100</b>
	7-10 years of experience	1-40
	11-15 years of experience	41-70
	16 and more years of experience	71-100
	<b>Specific Experience relevant to the assignment in Montenegro</b>	<b>30</b>
	Yes	30
	<b>Forestry/NTFP expert</b>	<b>130</b>
	<b>General Qualifications</b>	<b>20</b>
	Postgraduate degrees (Master 10, PhD 15)	10-15
	Specialist certificates	5
	<b>Specific Experience relevant to the assignment</b>	<b>90</b>
	7 - 10 years of specific experience relevant to the assignment	1 - 30
	11 - 15 years of specific experience relevant to the assignment	31-60
	16 and more years of specific experience relevant to the assignment	61-90
	<b>Specific Experience relevant to the assignment in Montenegro</b>	<b>20</b>
	Yes	20
	<b>Management expert</b>	<b>110</b>
	<b>General Qualifications</b>	<b>20</b>
	Postgraduate degrees (Master 10, PhD 15)	10-15
	Specialist certificates	5
	<b>Specific Experience relevant to the assignment</b>	<b>80</b>

	5-7 years of experience	1-30
	8-9 years of experience	31-60
	10 and more years of experience	61-80
	<b>Specific Experience relevant to the assignment in Montenegro</b>	<b>10</b>
	Yes	10
<b>Total Section 3</b>		<b>400</b>