

Strategic Review of IUCN's future engagement with the World Heritage Convention IUCN Heritage Culture and Youth Team

RfP Reference: IUCN-22-02-P90525

QUESTIONS LIST - VERSION AT 14 March 2022

Question 1 (14 March 2022): The technical proposal is required to contain 'proposed resources and timetable' including pricing and budget details (criterion 4). A separate financial proposal is also required. Can you clarify the difference?

Answer 1. Separate Technical and Financial Proposals are required. Please focus all pricing information only in the financial proposal.

*The **RfP was corrected** (14 March 2022 pm) to change the wording for criterion 4. The resource information in the technical proposal should identify the technical resources that will be applied (for instance staff time, and from what staff), but not their costings.*

Question 2 (14 March 2022) What are IUCN expectations in the pre-qualification section for annual turnover? Is there a maximum/minimum? On what basis do you judge that a firm is qualified?

Answer 2: IUCN does not have a specific minimum or maximum annual turnover required from the successful bidder. This information is simply to allow IUCN to ascertain that the bidder is of roughly the right size for this type of work.

Question 3 (14 March 2022): Can you clarify 'all necessary registrations to perform the work' in the pre-qualification criteria? We note the conditions in para 7.2, but further clarity would be helpful.

Answer 3: The necessary registrations depend on the nature of the work and the bidder's proposed approach to providing the services. It is up to the bidders to determine what legal requirements apply and to ensure that they meet them. At a minimum, this means legal registration in the country where the bidder is based. If travel is required as part of the service, the bidder must have legal permission to travel to the country or countries in question and perform work there.

Question 4 (14 March 2022): In relation to point two in the technical proposal requirements (Demonstrated understanding of IUCN's work including work specific to World Heritage), is it expected that consultants/team of consultants have worked with or supported IUCN in the past. work?

Answer 4: We do not expect proponents to have necessarily worked for IUCN previously, rather we expect a demonstration of an understanding of IUCN, and specifically our work on World Heritage. Thus not having previously contracted with IUCN does not preclude the potential to be appointed under this RfP.