



Request for Proposals (RfP) Restoration Opportunities Assessment in Uzbekistan

IUCN Regional Office for Eastern Europe and Central Asia
Food Systems, Land Use and Restoration Impact Program in Uzbekistan
RfP Reference: IUCN-24-08-P04297-1
Responses to questions

No	Question	Response
1.	<u>Eligibility of Our Company:</u> We plan to submit our proposal as [company name], a company founded in 2019. On page 6 of the ToR (EXPERIENCE AND QUALIFICATIONS), it is stated that "<i>Ten (10) years of experience in ecosystem restoration, agriculture, forestry, and other related fields of expertise</i>" is required. While [company name] is relatively new, our consultants possess over 10+ years of experience individually. Could you confirm if our company is still eligible to apply for this project given this collective experience, or does the 10-year requirement apply strictly to the company's establishment? Additionally, we have a diverse team, with some younger members who have less than 10 years of experience. Are we able to include them in the team, or does every team member need to meet the 10+ year experience requirement?	The 10-year criterion refers to the experience of the project team as a whole. Some team members may have less than 10 years of experience. An organisation could be considered eligible if it has been registered for less than 10 years. At the same time, the financial performance and sustainability of the organisation will be evaluated as part of the due diligence process. The list of risk factors that could negatively impact the due diligence results is provided in the Declaration of Undertaking (Attachment 2a).
2.	<u>Addition of Consortium Members:</u> As you are aware, we expressed our interest in applying two days ago. At this point, we may expand our consortium to include additional companies or individuals. If we decide internally that another entity should lead the project, can they still apply even though they did not submit the initial expression of interest?	The expression of interest is optional; this step helps to plan the next steps in the procurement process and allocate resources for the evaluation stage. All applications submitted by the Submission Deadline (deadline for submission of proposals to IUCN) will be considered.
3.	<u>Contract Signing:</u> The ToR states (page 6) that "<i>The contract will be concluded with the team lead.</i>" Could you kindly clarify how this process works? Is it not possible for the contract to be signed by the company as a whole? Will the team leader alone be responsible for signing and implementing the project, or can the company be named as the contracting entity?	A footnote on Page 6 of ToR refers to the case when the proposal is submitted by, and the contract is awarded to, a team of self-employed individuals. If the winning proposal is submitted by an organization, that organization must be named as the contractor in the consultancy agreement.
4.	Is it possible for a self-employed consultant to submit and complete this task alone, or is it required to involve additional consultants or team members for certain aspects of the project?	The RfP does not include a requirement for a minimum number of experts. The eligibility requirements are specified in Part 7 of the ToR, while the evaluation criteria are listed in Clauses 4.3 and 4.4 of the RfP.

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5.	Is it possible to submit a proposal with a total budget of up to \$110,000 including VAT?	According to Clause 6 of ToR, the maximum available budget for this consultancy is estimated at USD 95,000 (including VAT/other applied taxes and all travel costs of the consultant team). The project budget does not allow for covering consultancy costs that exceed this limit.
6.	Could we propose a broader team with other areas of expertise that we think would be useful for the project, or do we have to stick to the initial request?	The RfP specifies the minimum qualifications and team composition required for a proposal to be considered eligible. The team's composition and the relevance of including broader areas of expertise will be evaluated alongside the proposed methodology and work plan.