



# Request for Proposals (RfP) Member's Assembly Hybrid Conference System

## Global Convenings and Events

RfP Reference: IUCN-24-12- P04213 - 1

Welcome to this Procurement by IUCN. You are hereby invited to submit a Proposal. Please read the information and instructions carefully because non-compliance with the instructions may result in disqualification of your Proposal from this Procurement.

### 1. REQUIREMENTS

- 1.1. A detailed description of the services and/or goods to be provided can be found in Attachment 1.

### 2. CONTACT DETAILS

- 2.1. During this procurement, i.e. from the publication of this RfP to the award of a contract, you may not discuss this procurement with any IUCN employee or representative other than the following contact. You must address all correspondence and questions to the contact, including your Proposal.

IUCN Contact: Hristina TSANOVA, Convenings Team Assistant,  
[hristina.tsanova@iucn.org](mailto:hristina.tsanova@iucn.org)

### 3. PROCUREMENT TIMETABLE

- 3.1. This timetable is indicative and may be changed by IUCN at any time. If IUCN decides that changes to any of the deadlines are necessary, we will publish this on our website and contact you directly if you have indicated your interest in this procurement (see Section 3.2).

DATE	ACTIVITY
10 Dec 2024	Publication of the Request for Proposals
17 Dec 2024	Deadline for expressions of interest
23 Dec 2024	Deadline for submission of questions
27 Dec 2024	Planned publication of responses to questions
13 Jan 2025	Deadline for submission of Proposals to IUCN (" <b>Submission Deadline</b> ")
13-17 Jan 2025	Clarification of Proposals
20-21 Jan 2025	Interviews / presentations
29 Jan 2025	Planned date for contract award
03 Feb 2025	Expected contract start date

- 3.2. Please email the IUCN contact to express your interest in submitting a Proposal by the deadline stated above. This will help IUCN to keep you updated regarding the procurement.

#### 4. COMPLETING AND SUBMITTING A PROPOSAL

4.1. Your Proposal must consist of the following four separate documents:

- Signed Declaration of Undertaking (see Attachment 2)
- Pre-Qualification Information (see Section 4.3 below)
- Technical Proposal (see Section 4.4 below)
- Financial Proposal (see Section 4.5 below)

Proposals must be prepared in English.

4.2. Your Proposal must be submitted by email to the IUCN Contact (see Section 2). The subject heading of the email shall be [RfP Reference – bidder name]. The bidder's name is the name of the company/organisation on whose behalf you are submitting the Proposal, or your own surname if you are bidding as a self-employed consultant. Your Proposal must be submitted in PDF format. You may submit multiple emails suitably annotated, e.g. Email 1 of 3, if attached files are too large to suit a single email transmission. You may not submit your Proposal by uploading it to a file-sharing tool.

**IMPORTANT:** Submitted documents must be password-protected so that they cannot be opened and read before the submission deadline. Please use the same password for all submitted documents. After the deadline has passed and within 12 hours, please send the password to the IUCN Contact. This will ensure a secure bid submission and opening process. Please DO NOT email the password before the deadline for Proposal submission.

4.3. *Pre-Qualification Criteria*

IUCN will use the following Pre-Qualification Criteria to determine whether you have the capacity to provide the required goods and/or services to IUCN. Please provide the necessary information in a single, separate document.

<b>Pre-Qualification Criteria</b>	
<b>1</b>	3 relevant references of clients similar to IUCN / similar work
<b>2</b>	Confirm that you have all the necessary legal registrations to perform the work
<b>3</b>	State your annual turnover for each of the past 3 years
<b>4</b>	How many employees does your organisation have who are qualified for this work?

4.4. *Technical Proposal*

The Technical Proposal must address each of the criteria stated below explicitly and separately, quoting the relevant criteria reference number (left-hand column).

Proposals in any other format will significantly increase the time it takes to evaluate, and such Proposals may therefore be rejected at IUCN's discretion.

Where CVs are requested, these must be of the individuals who will actually carry out the work specified. The individuals you put forward may only be substituted with IUCN's approval.

IUCN will evaluate Technical Proposals with regards to each of the following criteria and their relative importance:

	Description	Information to provide	Relative weight
<b>Past experience</b>			
1	Previous experience with projects of a similar nature and size	Details and examples, or references for recent similar projects, particularly in the UAE, listing similar challenges and solutions applied. If necessary, please provide details of how solutions proposed can be scaled up to fit the Members' Assembly.	10
2	Previous experience working with similar clients	List of previous clients	5
<b>Project plan</b>			
3	Hybrid conferencing platform	Examples of hybrid conferencing platforms provided, and where. Examples should include features requested in this RfP, including details of the platform and equipment available for implementation, setup timelines and implementation plans.  Examples of integration of all the different features.	23
4	Audio-visual equipment	List of audio-visual equipment planned to be used in the Members' Assembly.	17
5	Microphones	List of Microphones and system to be used.	15
6	Interpretation services	Examples of different thematic and multilingual interpretation services provided, including arrangements for onsite and remote platform solutions. Information on certified interpreters, including qualifications and experience.	15
<b>Integration</b>			
7	Sustainability Commitment	Examples of solutions that reduce hardware dependency and optimize energy use. Details of any sustainability certifications or policies followed by the supplier.	5
8	Operational support	Details of 24/7 support structure during events and an example(s) of deployment plan for onsite and remote support teams, including their roles and expertise.	10
<b>TOTAL</b>			<b>100%</b>

#### 4.5. *Financial Proposal*

4.5.1. The Financial Proposal must be a list of prices for individuals as per the table in 4.5.5 for the provision of the goods/services stated in the RfP in their entirety.

#### 4.5.2. *Prices include all costs*

Submitted rates and prices are deemed to include all costs, insurances, taxes (except VAT, see below), fees, expenses, liabilities, obligations, risk and other things necessary for the performance of the Terms of Reference or Specification of Requirements. IUCN will not accept charges beyond those clearly stated in the Financial Proposal. This includes applicable withholding taxes and similar. It is your responsibility to determine whether such taxes apply to your organisation and to include them in your Financial Proposal.

#### 4.5.3. *Applicable Goods and Services Taxes*

Proposal rates and prices shall be exclusive of Value Added Tax.

#### 4.5.4. *Currency of proposed rates and prices*

All rates and prices submitted by Proposers shall be in Swiss Francs [CHF].

#### 4.5.5. *Breakdown of rates and prices*

For information only, the price needs to be broken down **at** least in the following sections. Further breakdowns are welcome:

	Description	Quantity	Unit Price	Total Price
1	<b>Conference Microphone System</b>			
1.1	Up to 800 microphones			
1.2	800 - 1000			
1.3	1000 - 1200			
1.4	1200 - 1400			
2	<b>Remote Discussion System (500-1500 pax)</b>			
2.1	Up to 400 users			
2.2	400 - 600			
2.3	600 - 800			
2.4	800 - 1000			
2.5	1000 - 1200			
3	<b>Interpretation systems and services</b>			
3.1	Interpreters onsite			
3.2	Interpreters online			
4	<b>Automatic Video Tracking</b>			
4.1	Up to 800 speakers			
4.2	800 - 1000			
4.3	1000 - 1200			
4.4	1200 - 1400			
	<b>TOTAL</b>			

- 4.6. Additional information not requested by IUCN should not be included in your Proposal and will not be considered in the evaluation.
- 4.7. Your Proposal must remain valid and capable of acceptance by IUCN for a period of 90 calendar days following the submission deadline.
- 4.8. *Withdrawals and Changes*

You may freely withdraw or change your Proposal at any time prior to the submission deadline by written notice to the IUCN Contact. However, in order to reduce the risk of fraud, no changes or withdrawals will be accepted after the submission deadline.

## **5. EVALUATION OF PROPOSALS**

### **5.1. Completeness**

IUCN will firstly check your Proposal for completeness. Incomplete Proposals will not be considered further.

### **5.2. Pre-Qualification Criteria**

Only Proposals that meet all of the pre-qualification criteria will be evaluated.

### **5.3. Technical Evaluation**

#### **5.3.1. Scoring Method**

Your Proposal will be assigned a score from 0 to 10 for each of the technical evaluation criteria, such that '0' is low and '10' is high.

#### **5.3.2. Minimum Quality Thresholds**

Proposals that receive a score of '0' for any of the criteria will not be considered further.

#### **5.3.3. Technical Score**

Your score for each technical evaluation criterion will be multiplied with the respective relative weight (see Section 4.4) and these weighted scores added together to give your Proposal's overall technical score.

### **5.4. Financial Evaluation and Financial Scores**

The financial evaluation will be based upon our calculation of the total price based on our best estimate of volume. Your Financial Proposal will receive a score calculated by dividing the lowest Financial Proposal that has passed the minimum quality thresholds (see Section 5.3.2) by the total price of your Financial Proposal.

Thus, for example, if your Financial Proposal is for a total of CHF 100 and the lowest Financial Proposal is CHF 80, you will receive a financial score of  $80/100 = 80\%$

### **5.5. Total Score**

Your Proposal's total score will be calculated as the weighted sum of your technical score and your financial score.

The relative weights will be:

**Technical: 70%**  
**Financial: 30%**

Thus, for example, if your technical score is 83% and your financial score is 77%, you will receive a total score of  $83 * 70\% + 77 * 30\% = 58.1\% + 23.1\% = 81.2\%$ .

Subject to the requirements in Sections 4 and 7, IUCN will award the contract to the bidder whose Proposal achieves the highest total score.

## **6. EXPLANATION OF PROCUREMENT PROCEDURE**

6.1. IUCN is using the Open Procedure for this procurement. This means that the contracting opportunity is published on IUCN's website and open to all interested parties to take part, subject to the conditions in Section 7 below.

6.2. You are welcome to ask questions or seek clarification regarding this procurement. Please email the IUCN Contact (see Section 2), taking note of the deadline for submission of questions in Section 3.1.

6.3. All Proposals must be received by the submission deadline in Section 3.1 above. Late Proposals will not be considered. All Proposals received by the submission deadline will be evaluated by a team of evaluators in accordance with the evaluation criteria stated in this RfP. No other criteria will be used to evaluate Proposals. The contract will be awarded to the bidder whose Proposal received the highest Total Score. IUCN does, however, reserve the right to cancel the procurement and not award a contract at all.

6.4. IUCN will contact the bidder with the highest-scoring Proposal to finalise the contract. We will contact unsuccessful bidders after the contract has been awarded and provide detailed feedback. The timetable in Section 3.1 gives an estimate of when we expect to have completed the contract award, but this date may change depending on how long the evaluation of Proposals takes.

## **7. CONDITIONS FOR PARTICIPATION IN THIS PROCUREMENT**

7.1. To participate in this procurement, you are required to submit a Proposal, which fully complies with the instructions in this RfP and the Attachments.

7.1.1. It is your responsibility to ensure that you have submitted a complete and fully compliant Proposal.

7.1.2. Any incomplete or incorrectly completed Proposal submission may be deemed non-compliant, and as a result you may be unable to proceed further in the procurement process.

7.1.3. IUCN will query any obvious clerical errors in your Proposal and may, at IUCN's sole discretion, allow you to correct these, but only if doing so could not be perceived as giving you an unfair advantage.

7.2. In order to participate in this procurement, you must meet the following conditions:

- Free of conflicts of interest
- Registered on the relevant professional or trade register of the country in which you are established (or resident, if self-employed)
- In full compliance with your obligations relating to payment of social security contributions and of all applicable taxes
- Not been convicted of failing to comply with environmental regulatory requirements or other legal requirements relating to sustainability and environmental protection
- Not bankrupt or being wound up
- Never been guilty of an offence concerning your professional conduct
- Not involved in fraud, corruption, a criminal organisation, money laundering, terrorism, or any other illegal activity.

7.3. You must complete and sign the Declaration of Undertaking (see Attachment 2).

7.4. If you are participating in this procurement as a member of a joint venture, or are using sub-contractors, submit a separate Declaration of Undertaking for each member of the joint venture and sub-contractor, and be clear in your Proposal which parts of the goods/services are provided by each partner or sub-contractor.

7.5. Each bidder shall submit only one Proposal, either individually or as a partner in a joint venture. In case of joint venture, one company shall not be allowed to participate in two different joint ventures in the same procurement nor shall a company be allowed to submit a Proposal both on its behalf and as part of a joint venture for the same procurement. A bidder who submits or participates in more than one Proposal (other than as a subcontractor or in cases of alternatives that have been permitted or requested) shall cause all the Proposals with the bidder's participation to be disqualified.

7.6. By taking part in this procurement, you accept the conditions set out in this RfP, including the following:

- It is unacceptable to give or offer any gift or consideration to an employee or other representative of IUCN as a reward or inducement in relation to the awarding of a contract. Such action will give IUCN the right to exclude you from this and any future procurements, and to terminate any contract that may have been signed with you.
- Any attempt to obtain information from an employee or other representative of IUCN concerning another bidder will result in disqualification.
- Any price fixing or collusion with other bidders in relation to this procurement shall give IUCN the right to exclude you and any other involved bidder(s) from this and any future procurements and may constitute a criminal offence.

## **8. CONFIDENTIALITY AND DATA PROTECTION**

- 8.1. IUCN follows the European Union's General Data Protection Regulation (GDPR). The information you submit to IUCN as part of this procurement will be treated as confidential and shared only as required to evaluate your Proposal in line with the procedure explained in this RfP, and for the maintenance of a clear audit trail. For audit purposes, IUCN is required to retain your Proposal in its entirety for 10 years after the end of the resulting contract and make this available to internal and external auditors and donors as and when requested.
- 8.2. In the Declaration of Undertaking (Attachment 2) you need to give IUCN express permission to use the information you submit in this way, including personal data that forms part of your Proposal. Where you include personal data of your employees (e.g. CVs) in your Proposal, you need to have written permission from those individuals to share this information with IUCN, and for IUCN to use this information as indicated in 8.1. Without these permissions, IUCN will not be able to consider your Proposal.

## **9. COMPLAINTS PROCEDURE**

If you have a complaint or concern regarding the propriety of how a competitive process is or has been executed, then please contact [procurement@iucn.org](mailto:procurement@iucn.org). Such complaints or concerns will be treated as confidential and are not considered in breach of the above restrictions on communication (Section 2.1).

## **10. CONTRACT**

The contract will be based on IUCN's template in Attachment 3, the terms of which are not negotiable. They may, however, be amended by IUCN to reflect particular requirements from the donor funding this procurement.

## **11. ABOUT IUCN**

IUCN is a membership Union uniquely composed of both government and civil society organisations. It provides public, private and non-governmental organisations with the knowledge and tools that enable human progress, economic development and nature conservation to take place together.

Headquartered in Switzerland, IUCN Secretariat comprises around 1,000 staff with offices in more than 50 countries.

Created in 1948, IUCN is now the world's largest and most diverse environmental network, harnessing the knowledge, resources and reach of more than 1,400 Member organisations and some 17,000 experts. It is a leading provider of conservation data, assessments and analysis. Its broad membership enables IUCN to fill the role of incubator and trusted repository of best practices, tools and international standards.

IUCN provides a neutral space in which diverse stakeholders including governments, NGOs, scientists, businesses, local communities, indigenous peoples' organisations and others can work together to forge and implement solutions to environmental challenges and achieve sustainable development.



Working with many partners and supporters, IUCN implements a large and diverse portfolio of conservation projects worldwide. Combining the latest science with the traditional knowledge of local communities, these projects work to reverse habitat loss, restore ecosystems and improve people's well-being.

[www.iucn.org](http://www.iucn.org)

<https://twitter.com/IUCN/>

## 12. ABOUT THE MEMBERS' ASSEMBLY

The IUCN Members' Assembly (hereafter the 'Assembly') is the highest decision-making body of IUCN. The Assembly is part of the IUCN World Conservation Congress and takes place every four years. The next Congress will be held from 9 to 15 October 2025 in Abu Dhabi, UAE with the Members' Assembly being scheduled on the 9th, 13th, 14th and 15th of October 2025. The official languages of IUCN and the Congress are English, French, and Spanish.

The Assembly is chaired by the IUCN President or one of the Vice Presidents (hereafter the 'Chair') and is organized in sittings, one sitting usually being a half-day (Sitting). During the Assembly the IUCN Member organizations will vote on draft decisions and elect the President, Treasurer, the seven chairs of the IUCN Commissions as well as 28 Councilors elected from the Regions and an Indigenous Councilor.

IUCN Members are divided in the following categories:

Category A: (a) States, government agencies and sub-national governments; (b) political and/or economic integration organizations;

Category B: (c) national non-governmental organizations; (d) international non-governmental organizations;

Category C: (e) indigenous peoples' organizations;

Category D: (f) affiliates

The rights of Members and procedures of the Assembly are governed by the IUCN Statutes. Each Member organization/institution (about 1500) as well as a list of other (observer) organizations and individuals (about 150 in total) have the right to speak at the Assembly. In addition, Members in category A, B and C, who are in order with their membership dues ('Members eligible to vote' or 'voting Members') and duly accredited to the Congress, have the right to vote.

### **Hybrid Model**

IUCN 2025 Congress will adopt a hybrid model allowing Members to participate in the Members' Assembly both onsite and remotely. Seating in the Members' Assembly Hall (onsite) is not assigned.

IUCN must implement solutions to facilitate full participation and access to the Members Assembly as follows:

### **Members' Participation and Speaking Rights**

Speaking rights are reserved for the Head of Delegation, who must be duly accredited. Both remote and onsite Heads of Delegations should be able to visually follow the sessions, listen, request to speak, speak and raise a point of order in any of IUCN's three official languages. The solution must be able to identify the Member's organization and their eligibility to participate as they join the meeting, it will allow only those with speaking rights the ability to request-to-speak and raise a point of order. The Chair should be able to accept speaking or

point of order requests by Organization name, Member category and State as well as identify whether their membership fees are duly paid.

**13. ATTACHMENTS**

Attachment 1 *Specification of Requirements / Terms of Reference*

Attachment 2 *Declaration of Undertaking (select 2a for companies or 2b for self-employed as applicable to you)*

Attachment 3 *Contract Template*