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BIDDERS CONFERENCE

Expert Deployment
Mechanism for Trade and
Development



Foreign Affairs, Trade and
Development Canada

Affaires étrangères, Commerce
et Développement Canada

Canada

Canada's Free Trade Agreements (FTAs) in Developing (ODA-eligible*) Countries

**3 Exploratory
Discussions**

**1 Ongoing
Negotiation**

**1 Concluded
Negotiation**

**7 Agreements in
Force**

*The list of ODA-eligible countries is maintained by the Development Assistance Committee (DAC) of the Organization for Economic Cooperation and Development (OECD). These consist of all low and middle income countries based on gross national income (GNI) per capita as published by the World Bank, with the exception of G8 members, EU members, and countries with a firm date for entry into the EU. The list also includes all of the Least Developed Countries (LDCs) as defined by the United Nations (UN).



Canada's Foreign Investment Promotion and Protection Agreements (FIPAs) in Developing (ODA-eligible) Countries*

10 Concluded Negotiations

19 FIPAS entered in force

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The Expert Deployment Mechanism for Trade and Development (EDM)

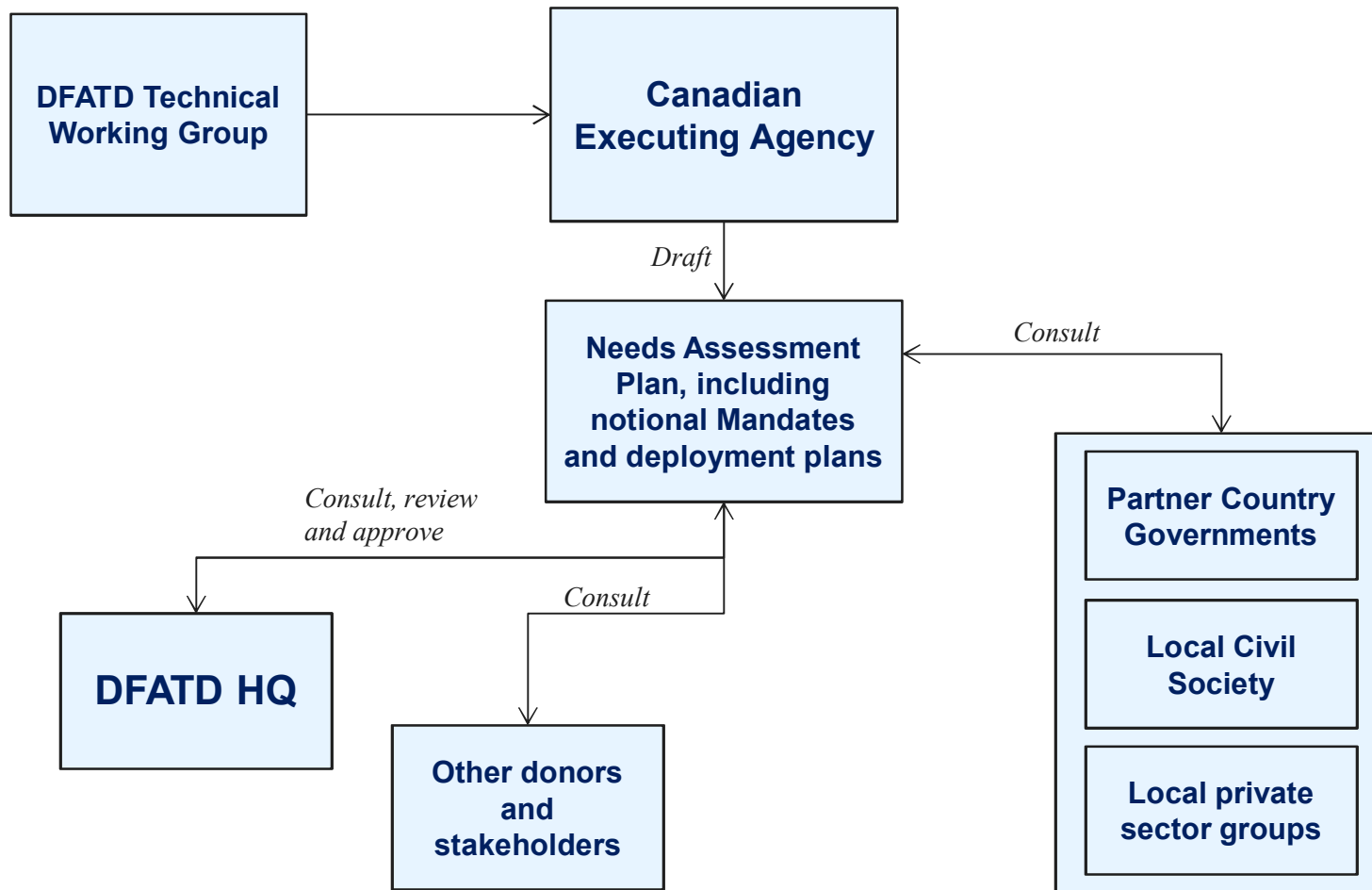
- Trade and investment are critical to sustainable economic growth and poverty reduction. The EDM supports these objectives.
- The EDM is designed to:
 - Support partner country governments to negotiate and implement trade and investment agreements with Canada more effectively while taking into account the perspectives of the poor;
 - Support partner country governments to effectively implement pro-poor legislation, policies and regulations supporting enhanced trade and investment with Canada; and
 - Maintain and/or improve the competitiveness of private sector groups within key sectors benefitting poor populations in parallel with expanded trade and investment relations with Canada through a trade or investment agreement.



EDM Support



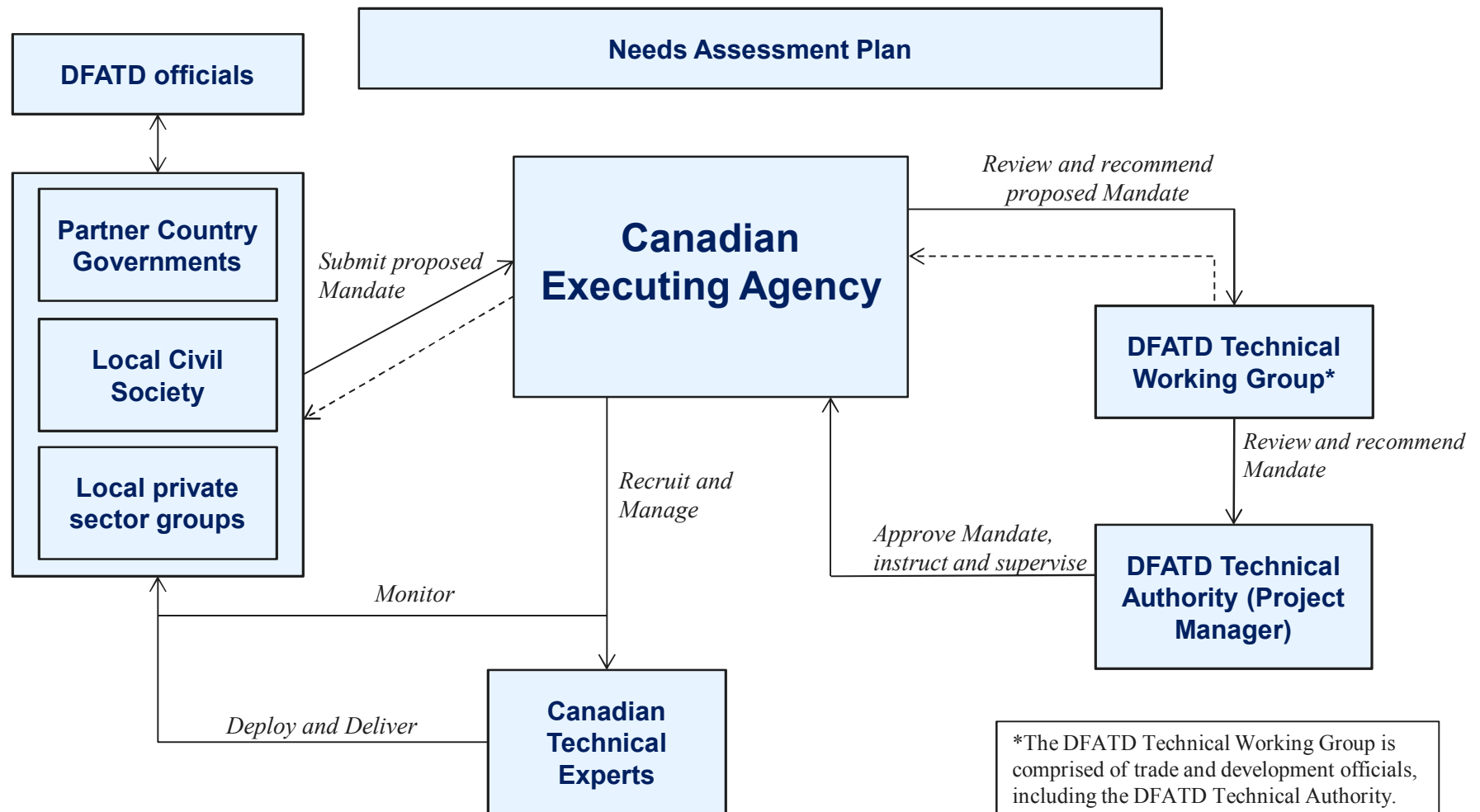
EDM: Working Methodology – Needs Assessment Plans



EDM: Working Methodology – Mandates and Deployments

Legend

→ A dashed arrow represents a feedback loop
 ↔ A two-way arrow means that a process can be initiated by either stakeholder(s)



Key Technical Evaluation Criteria

The Technical Proposal will be evaluated out of **700** points. A pass score of **490** points is required for the bid to be deemed technically compliant. Key evaluation criteria include:

- Experience in implementing similar responsive expert deployment mechanisms, preferably in multiple countries;
- Access to a broad network of experts, with adequate technical depth in relevant areas related to trade and investment, including trade policy and negotiations;
- A methodology that demonstrates effective and efficient expert identification, selection / contracting, logistics management and knowledge capturing approaches;
- Experienced personnel for project direction, management, coordination and technical backstopping.



Key Financial Evaluation Criteria

The Financial Proposal will be evaluated out of **300** points. The financial proposal with the lowest evaluated dollar value will be given the maximum number of points. The scores for all other financial proposals are calculated on a pro-rata basis based on the lowest compliant financial price.

The two elements of the financial proposal, the sum of which will be evaluated include:

- The total cost of four required core project personnel (director, manager, coordinator, technical expert), including salary, benefits (paid and time-off), overhead and profit, and excluding applicable taxes;
- The administrative mark-up rate, taken as a percentage of the established budget set-aside for other personnel and contractors.



Changes to the RFP

- Performance guarantee requirement – 10% of the cost of the Consultant’s core team + core team’s reimbursable expenses.
- Roles and Responsibilities of the Technical Working Group.
- Title of the project to “Expert Deployment Mechanism for Trade and Development.”

