

**Project Title:** Technical Assistance Project in Support of the Implementation of the Emerging Senegal Plan (TA-ESP Project)

## A. QUESTIONS AND ANSWERS

### Question 1 – Question relating to the section 5. The evaluation criteria

It is specified in the RFP, that the criterion "Experience of the bidder" will be used to assess only the experience of the member of the consortium which will be responsible for the management and the general implementation of the contract, and that it will not be taken into account the experience of the other members of the consortium.

This criterion is contrary to the common practice observed in the procurement rules of several key actors of international development, from both the bilateral and the multilateral, which provides that the consultants can associate among themselves to strengthen their respective competences in the form of a grouping of solidarity.

As well, this restriction is in opposition to the recommendation of the participants to the great consultation conducted by GAC in 2016 (Review of international aid 2016), which had indicated that "Global Affairs Canada must participate in the exchange of best practices at the international level to promote the improvement of the results in the world "1.

In addition, this restriction limits the chances of several Canadian companies active in international development to participate in this Request for Proposals process, which is contrary to the contractual policy of the Canadian government, which provides that to the extent possible, "We must give to all businesses and to all individuals an equal opportunity to make proposals, provided that they have, in the opinion of the contracting authority, technical skills, financial and administrative requirements to perform the contractual obligations "2.

Would it be possible to lift this restriction, and consider the relevant experiences of each of the members of a consortium, which would allow any bidder to submit the experiences shared in order to justify the necessary expertise to the mission?

<sup>1</sup> [http://international.gc.ca/world-monde/issues\\_development-enjeux\\_developpement/priorities-priorites/what\\_we\\_heard-que\\_nous\\_entendu.aspx?lang=fra](http://international.gc.ca/world-monde/issues_development-enjeux_developpement/priorities-priorites/what_we_heard-que_nous_entendu.aspx?lang=fra)

<sup>2</sup> <https://www.tbs-sct.gc.ca/pol/doc-fra.aspx?id=14494&section=html>

**Answer 1** - Government of Canada procurements are subject to a set of laws, regulations and trade agreements including the Government Contracts Regulations. You correctly quote the Treasury Board Contracting Policy which specifies, among other things:

*4.1.3 Whenever practical, an equal opportunity must be provided for all firms and individuals to compete, provided that they have, in the judgement of the contracting authority, the technical, financial and managerial competence to discharge the contract (...)*

As it is stated in this policy, the contracting authority must assess the technical skill of the Bidders.

In this RFP, we are looking for a Bidder who can demonstrate management and implementation experience similar to that of the mandate that will be performed under the resulting contract.

Criteria that assesses the experience of the Bidder allow DFATD to determine the extent to which the

proposed entity demonstrates this type of experience, for the implementation of the resulting contract.

DFATD's expectations of the Bidder's experience are expressed in full transparency.

The onus is on the Bidder to structure its proposal in order to best demonstrate their capabilities.

**Question 2 - Requirement 2.5 c) - demonstrates that at least one person proposed by the Bidder in his proposal under "Personnel" has experience in the disciplines referred to in (a) and (b) (up to 5 points). (pg. 90 of the RFP).**

It seems that an error has crept into the formulation of this sub-criterion. Could DFATD confirm that the intention is rather to apply the same sub-criterion for Requirement 1, namely, "a project that demonstrates that at least one person proposed by the Bidder in its proposal under "Personnel" has participated in the projects cited in example" (sub-criteria 1.3 (b))? If not, could the contracting authority clarify how the Bidder should respond to this sub-criterion in the form TECH-4, which allows you to detail the experience of the Bidder in link with the project?

**Answer 2 –** The sub-criteria for Requirement 1 are not applicable to Requirement 2.

It will be possible to achieve the maximum points to sub-criterion 2.5 c), if the project described to demonstrate the experience of the Bidder, in the disciplines mentioned in 2.5 (a) and (b), included the involvement of an individual who is also identify in the technical proposal for one of these positions:

- Long-term Project Director based in Dakar, Senegal;
- Project Manager based in Canada;
- Senior Advisor in public financial management based in Dakar, Senegal and
- Senior Advisor in public administration based in Dakar, Senegal

## **B. ALL OTHER TERMS AND CONDITIONS REMAIN UNCHANGED**