



**UNHCR**

United Nations High Commissioner for Refugees  
Haut Commissariat des Nations Unies pour les réfugiés

DATE: 27/03/2018

**REQUEST FOR PROPOSAL: No. RFP/2018/001**

**FOR THE ESTABLISHMENT  
OF FRAME AGREEMENT(S) FOR THE PROVISION OF  
TRAVEL AGENCY SERVICES**

**CLOSING DATE AND TIME: 23/04/2018 – 23:59 hrs CET**

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**INTRODUCTION TO UNHCR**

The Office of the United Nations High Commissioner for Refugees was established on December 14, 1950 by the United Nations General Assembly. The agency is mandated to lead and co-ordinate international action to protect refugees and resolve refugee problems worldwide. Its primary purpose is to safeguard the rights and well-being of refugees. It also has a mandate to help stateless people.

In more than five decades, the agency has helped tens of millions of people restart their lives. Today, a staff of some 6,600 people in more than 110 countries continues to help about 34 million persons. To help and protect some of the world's most vulnerable people in so many places and types of environment, UNHCR must purchase goods and services worldwide. For further information on UNHCR, its mandate and operations, please see <http://www.unhcr.org>.

**1. REQUIREMENTS**

The Office of the United Nations High Commissioner for Refugees (UNHCR), Representation in Romania, invites qualified service providers to make a firm offer for the establishment of one or more Frame Agreements for the provision of travel and event organizing services, as well as other related ground services (referred to hereinafter as travel services).

**IMPORTANT:**

Terms of Reference (TOR) are detailed in Annex A of this document.

UNHCR may award one or more Frame Agreements with initial duration of two (2) years, potentially extendable for a further period of 1 (one) year. The successful bidders will be requested to maintain their quoted price model for the duration of the Frame Agreement(s).

UNHCR's estimated annual requirement for travel and event services, respectively, is approx. USD 30,000 (ticketing) and USD 63,000 (event services).

Please note that figures have been stated in order to enable bidders to have an indication of the projected requirements. It does not represent a commitment that UNHCR will purchase a minimum quantity of services. Quantities may vary and will depend on the actual requirements and funds available regulated by issuance of individual Purchase Orders against the Frame Agreement.

Other United Nations Agencies, Funds and Programmes shall be entitled to the same prices and terms as those contained in the offers of the successful bidders and could form the basis for a Frame Agreement with other UN Agencies.

**IMPORTANT:**

When a Frame Agreement is awarded, either party can terminate the agreement only upon 90 days (3 months) notice, in writing to the other party.

The initiation of conciliation or arbitral proceedings in accordance with **article 18** "settlement of disputes" of the UNHCR General Conditions of Contracts for provision of Services shall not be deemed to be a "cause" for or otherwise to be in itself a termination clause.

It is strongly recommended that this Request for Proposal and its annexes be read thoroughly. Failure to observe the procedures laid out therein may result in disqualification from the evaluation process.

Sub-Contracting: Please take careful note of article 5 of the attached General Terms and Conditions (Annex D).

Note: this document is not construed in any way as an offer to contract with your firm.

**2. BIDDING INFORMATION:****2.1. RFP DOCUMENTS**

The following annexes form integral part of this Invitation to Bid:

- Annex A: Terms of Reference (TOR)
- Annex B: Financial Offer Form
- Annex C: Vendor Registration Form
- Annex D: UNHCR General Conditions of Contracts for the Provision of Services – 2010

**2.2 ACKNOWLEDGMENT**

We would appreciate your informing us of the receipt of this RFP by return e-mail to [rombupst@unhcr.org](mailto:rombupst@unhcr.org) as to:

- Your confirmation of receipt of this invitation to bid
- Whether or not you will be submitting a bid

**IMPORTANT:**

Failure to send the above requested information may result in disqualification of your offer from further evaluation.

**2.3 REQUESTS FOR CLARIFICATION**

Bidders are required to submit any request for clarification or any question in respect of this RFP by e-mail to Ms Diana Tifor, Snr. Admin/Finance Assistant at [tifor@unhcr.org](mailto:tifor@unhcr.org). **The deadline for receipt of questions is 23:59 hrs CET on 15/04/2018.** Bidders are requested to keep all questions concise.

**IMPORTANT:**

Please note that Bid Submissions are **not** to be sent to the e-mail address above.

UNHCR will compile the questions received. UNHCR may, at its discretion, copy any reply to a particular question to all other invited bidders at once.

**2.4 YOUR OFFER**

Your offer shall be prepared in English.

Please submit your offer using the Annexes provided. Offers not conforming to the requested formats may be not taken into consideration.

**IMPORTANT:**

Inclusion of copies of your offer with any correspondence sent directly to the attention of the responsible buyer or any other UNHCR staff other than the submission e-mail address will result in disqualification of the offer. Please send your bid directly to the address provided in the "Submission of Bid" section 2.6) of this RFP.

Your offer shall comprise the following two sets of documents:

- Technical offer
- Financial offer

**2.4.1 Content of the TECHNICAL OFFER****IMPORTANT:**

No pricing information should be included in the Technical offer. Failure to comply may risk disqualification. The technical offer should contain all information required.

The Terms of Reference (TOR) of the services requested by UNHCR can be found in **Annex A**. Your technical offer should be concisely presented and structured in the following order to include, but not necessarily be limited to, the following information:

- **Description of the company and the company's qualifications**
  - A description of your company with the following documents:
    - Company profile (year founded, headquarters location – for multi-location companies, registration certificate);
    - Description of three (3) similar projects successfully completed or ongoing (preferably, with UNHCR and/or other UN agencies, European Union institutions, international organizations, etc.);
    - Description of the company's main clients and provision of min. three (3) reference letters from these;
    - Last audit reports.
  - Any information that will facilitate our evaluation of your company's substantive reliability, financial and managerial capacity to provide the services.
- **Understanding of the requirements for services, proposed approach, solutions, methodology and outputs**
  - Any comments or suggestions on the TOR, as well as your detailed description of the manner in which your company would respond to the TOR:
    - A description of your organization's capacity to provide the services; it is recommended to present the services to be offered in accordance to the sequence and description in the TOR;
    - A brief description of the foreseen implementation mechanisms – flow of communication and transactions involved for the services required.
- **Proposed personnel to carry out the assignment**
  - The composition of the team you propose to provide to UNHCR:
    - Curriculum Vitae of Senior Manager and core staff (the bidder has to show that it can provide adequately skilled staff to perform the full range of services included in the TOR);
    - Capacity to ensure replacement during periods of leave of core staff.

- **Vendor Registration Form:** If your company is not already registered with UNHCR, you should complete, sign and submit with your technical proposal the Vendor Registration Form (**Annex C**).
- **UNHCR General Conditions for Provision of Services:** Your technical offer should contain your acknowledgement of the UNHCR General Conditions for Provision of Services by signing **Annex D**.

## 2.4.2 Content of the FINANCIAL OFFER

Your separate **Financial Offer** must contain an overall offer in a single currency, either in US Dollars (USD), Romanian New Leu (RON) or Euro (EUR).

The financial offer must cover all the services to be provided (price "all inclusive").

The Financial Offer is to be submitted as per the **Financial Offer Form (Annex B)**. Bids that have a different price structure may not be accepted.

UNHCR is exempt from all direct taxes and customs duties. With this regards, price has to be given without VAT.

You are requested to hold your offer valid for sixty (60) days from the deadline for submission. UNHCR will make its best effort to select a company within this period. UNHCR's standard payment terms are within 30 days after satisfactory implementation and receipt of documents in order.

The cost of preparing a bid and of negotiating a contract, including any related travel, is not reimbursable nor can it be included as a direct cost of the assignment.

## 2.5 BID EVALUATION:

### 2.5.1 **Supplier Registration:**

The qualified supplier(s) will be added to the Vendor Database after investigation of suitability based on the submitted Vendor Registration Form and supporting documents. The investigation involves consideration of several factors such as:

- Financial standing;
- Core business;
- Track record;
- Contract capacity.

### 2.5.2 **Technical and Financial evaluation:**

For the award of this project, UNHCR has established evaluation criteria which govern the selection of offers received. Evaluation is made on a technical and financial basis. The percentage assigned to each component is determined in advance as follows:

The **Technical offer** will be evaluated using inter alia the following criteria and percentage distribution: **70%** from the total score.

Technical Evaluation Criteria	Points obtainable	Percentage
<b>1. Company Qualifications &amp; Expertise</b>	<b>500</b>	<b>35%</b>
1.1. Reputation of company (competence/reliability/clean track record)	100	
1.2. Relevant experience (corporate travel, events), including experience with UN agencies, international organizations	100	

1.3. General capabilities (size of company, geographical coverage, network of partners)	200	
1.4. Financial soundness	100	
<b>2. Proposed Approach &amp; Methodology</b>	<b>300</b>	
2.1. Does the proposed scope of work respond to the TOR?	100	<b>21%</b>
2.2. Is the proposed approach and sequence of activities clear, logical and realistic?	100	
2.3. Does the proposal promise effective and timely implementation of the project?	100	
<b>3. Proposed personnel</b>	<b>200</b>	
3.1. Qualifications and professional experience of Senior Manager assigned	60	<b>14%</b>
3.2. Qualifications and professional experience of core staff assigned	80	
3.3. Capacity to respond to emergencies outside business hours & ensure replacement during leave of core staff	60	
<b>Total:</b>	<b>1000</b>	<b>70%</b>

Remark: The Technical offer score will be calculated according to the percentage distribution for the technical and financial offers.

The **Financial offer** will use the following percentage distribution: **30%** from the total score.

The maximum number of points will be allotted to the lowest price offer that is opened and compared among those invited firms. All other price offers will receive points in inverse proportion to the lowest price: – e.g.  $30\% \times [\text{US\$ lowest price offer}] \div [\text{US\$ price of offer X}] =$  number of points for the Price Component of supplier X.

For evaluation purposes only, the offers submitted in currency other than US Dollars will be converted into US Dollars using the United Nations rate of exchange in effect on the date the submissions are due.

## 2.6 **SUBMISSION OF BID:**

The offers must bear your official letter head, clearly identifying your company.

Bids should be submitted by e-mail and all attachments should be in PDF format. (Copies of the PDF format documents may, as an addition, be included in Excel or other formats).

The Technical and Financial offers shall be clearly separated (different emails and/or different attachments).

**Bids must be sent by e-mail ONLY to: [rombupst@unhcr.org](mailto:rombupst@unhcr.org)**

### **IMPORTANT:**

The technical offer and financial offer are to be sent in separate documents. Failure to do so may result in disqualification.

**Deadline: 23/04/2018, 23:59 hrs CET.**

### **IMPORTANT:**

Any bid received after this date or sent to another UNHCR address may be rejected. UNHCR may, at its discretion, extend the deadline for the submission of bids, by notifying all prospective bidders simultaneously.

It is your responsibility to verify that all e-mails have been received properly before the deadline. Please be aware of the fact that the e-mail policy employed by UNHCR limits the size of attachments to a maximum of **10 Mb** so it may be necessary to send more than one e-mail for the whole submission.

Please indicate in the e-mail subject field:

- Request for Proposal – No. RFP/2018/001
- Name of your company with the title of the attachment
- Number of e-mails that are sent (example: 1/3, 2/3, 3/4).

*For example: RFP/2018/001 – Company X, Technical Proposal, email 1/3*

UNHCR will not be responsible for locating or securing any information that is not identified in the bid. Accordingly, to ensure that sufficient information is available, the bidder shall furnish, as part of the bid, any descriptive material such as extracts, descriptions, and other necessary information it deems would enhance the comprehension of its offer.

## **2.7 BID ACCEPTANCE:**

UNHCR reserves the right to accept the whole or part of your bid.

UNHCR may at its discretion increase or decrease the proposed content when awarding the contract and would not expect a significant variation of the rate submitted. Any such increase or decrease in the contract duration would be negotiated with the successful bidder as part of the finalization of the Purchase Orders for Services.

UNHCR may, at its discretion, extend the deadline for the submission of bids, by notifying all prospective suppliers in writing. The extension of the deadline may accompany a modification of the solicitation documents prepared by UNHCR at its own initiative or in response to a clarification requested by a prospective supplier.

Please note that UNHCR is not bound to select any of the firms submitting bids and does not bind itself in any way to select the firm offering the lowest price. Furthermore, the contract will be awarded to the bid considered most responsive to the needs, as well as conforming to UNHCR's general principles, including economy and efficiency and best value for money.

## **2.8 CURRENCY AND PAYMENT TERMS FOR PURCHASE ORDERS**

Any Purchase Order (PO) issued as a result of this RFP will be made in RON. Payment will be made in accordance to the General Conditions for the Purchase of Services and in the currency in which the PO is issued (RON). Payments shall only be initiated after confirmation of successful completion by UNHCR business owner.

## **2.9 UNHCR GENERAL CONDITIONS OF CONTRACTS FOR THE PROVISION OF SERVICES**

Please note that the General Conditions of Contracts (**Annex D**) will be strictly adhered to for the purpose of any future contract. The Bidder must confirm the acceptance of these terms and conditions in writing.



Diana Tifor  
Senior Admin/Finance Assistant  
UNHCR  
Representation in Romania