

Vendor's Questions/ Clarification on RFP:	IOM Answer
Deployment location of consultants to identify the correct cost to provide to client (IOM) according to relocation assignment.	For the Various Country/ region just indicate your cost/ rate and you can input the additional charges on top of the agreement. However the Key Place that service will provided are in Manila, Philippines; Geneva, Switzerland; Panama, Panama.
1. How many resource IOM need? 2. For sending a Quotation or proposal, we don't know what will be your service/ technical expertise, and how many you will need, how can we rate it?	1.As of writing, there is no definite number of resources IOM needs per position. Currently, we have on going project which a total of 50 consultants are deployed to IOM Manila. Moreover, we are looking for a consultancy service that can offer off-shore work assignment. 2. With the given RFP documents, you may indicate the rate per role profiles including the discount/package.
Is it required/mandatory to participate in all type of services stated in RFP or we can select which type of services we may get involve?	You have the options to select which type of service you may want to be involve depending on your expertise however we encourage to have all the required role profiles to be included. Also, we would appreciate to have the information like, the type of engagement of the service including the rate.
1. You have mention in RFP that your looking for 3 Vendors. Is IOM on the process of coming out the Structure of Vendor management, Is that the direction of this one? Like if there is a project then the Teir 1 reject it, will you offer it to Teir 2?	1. We are hoping to get a partners for a long term agreement. The vendors that we are looking for are having a competitive rates, qualifications, services that you will offer, and the cost. If we have projects, we will send it to the one that we pick, but the rest of the vedors who send ther bid on this RFP will be on our contacts. And if we have anything, that this one cannot deal with then we go to the other group. According to our competitive evaluation/ category we will group every vendors for what they do. If we have a service or projects, first we will offer it to the 1st vendor who give us a lower rate but if the 1st vendor fail us to send the qoutation that we need in timeline, we will offer it to the 2nd and 3rd vendor. We can have vendor agreement in every type of category, especially we are really looking for the qualification of service you provide in better cost. Not because your are the lowest rate we will give you project, it should be in our standards and have a competitive rate.
2. There is a requirement in RFP that you can repace the CV that we send. FOLLOW UP STATEMENT: For the purpose of the BID to submit CV's and then that will be your critiria, but there will be no commitment yet, that this resource actually be the one that your getting or reserve on the project.	You can replace it but with the same qualification and experience. FS answer: That's Correct! We are not asking you to reserve any resource for us, because we just even know which project we have in the beginning. What you were saying that role. if we want a .Net Senior that is the qualification we expect and once we signed the LTA with that rate, dont bring us Jr with the rate of a SR. But the names in CV's can change but the experience and the qoualification of the candidate should be the same
With the regards of the CV's can we send a Blind or unnamed CV's?	As we don't have a projects as of now. I will accept and signed the CV's. However the organization or the Vendor's should validate the CV's of the candidate.

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1. When you said a multi year, whats the mimimum term?	1 year is the mimimum or 3 years.
Follow-Up Statement: Are you taking about the frame conference right? Like the project based stuff?	FS answer: yes absoulutely. Yes we are looking for a long term contract with the rates that we agree with you.
2. There is a contract format included in ther RFP, will it be the format for both Contract under project base or only for the multi-year? Because when you go through the contract, it doesn't reflect multi-year but per project.	2. For IOM we attached the service contract template
3. Are you asking also about the rates should be long term? Ther should be another document for that.	3. Yes , we will add it as Annex and update you.
The rates that your asking is the current rates as of today, the rates will be impact.	You can include that in your proposal the variation of rates the year after or so if occurs. Like after 1 year you will be increasing or decreasing 2%. You can input whatever clause you want. Which the Legal team of the IOM will look at it.
In RPF there is an attachement that is not downloadable. Where can we download it?	You can download it from our IOM site and we send also to you the link to our site thru email before. Where all attachment are there as well as the spreadsheets.
How do we send the proposal?	Submission of the signed RFP may be in hardcopy or softcopy but preferrably in softcopy in PDF file wherein we can copy all the information you have put in for validation/evaluation from all the vendors.
on June 24 it ist the date of commencing the winner vendor, That day you will give us the profiles and projects, were we will provide and sourcing?	Yes, out of the role profiles that we given you that is ther standard profiles. E.g We will having a project on july we will tell and send you the profiles that we need. It doesn't mean on the day we signed a LTA on June 24 we will give you a project immediately.
When you signed the LTA, at that time we don't have the Resource of e.g SAP developer when we send the proposal, when time comes that you need a SAP Dev and we have available resource can we still join in bidding?	We might consider that, but we will call the attention first of the winning vendor on the area, and if they have no available for that profile, we will give chance to other for fairness
All the PR for the services will come from Manila not on the other IOM offices?	It come from GPSU. If the it came from MAC then the PO will come from MAC also. If the Service was made by Geneva they will also process the PO. So its advantage to have a branch on other region. But we are doing this service for the other team. All that we do here will effect to all offices.
How long will you commit resources , like for example we have this kind of profile when we singed a LTA to you, but when we need the resource already it is not available anymore. So what will you do?	We need to know the timeline for which you can provide us the resource that we need. You can see on our spreadsheet we have a lead time. We can ask also that we need this resource on a small amount of time. Or a project for a month or for a week, let us know so that we can put you to a special group.
There is a certain part of the RFP that indicate that the resource various activities of assigment during the last 2 years, we want to ask why there is a certain period of time for qualifying the resource?	To point on is that we are trying to check that the resource is current. But the you indicate the other years of their experince, but I hope that you organization check them before you will endorse them to us.
It's written in RFP "6.2. d) -Latest CVs signed by the proposed professional staff" - Ciklum should anonymize CVs in order to meet GDPR regulation. Could you please confirm that it is acceptable?	OK
Page 23 "TPF – 4: Description of the Approach, Methodology and Work Plan for Performing the Assignment" - Could you please clarify what information should be provided for "Work Plan for Performing the Assignment" (is that SDLC or something else)?	YES
Could you please provide us with all xls attachment files to RFP request?	Excel Format Forms
Could you please provide us with .doc version of RFP request?	Request for Proposals