

REQUEST FOR QUOTATION (RFQ)

RFQ Reference: 2023-1417

Date: 06 November 2023

SECTION 1: REQUEST FOR QUOTATION (RFQ) for the provision of Business Development Training Services

International Organisation for Migration (IOM) kindly requests your quotation for the provision of services as detailed in Annex 1 of this RFQ.

This Request for Quotation comprises the following documents:

Section 1: This request letter

Section 2: RFQ Instructions and Data

Annex 1: Terms of Reference (ToR) – Business Development Training Services

Annex 2: Technical Specifications Form

Annex 3: Quotation Submission Form

Annex 4: Technical and Financial Offer

When preparing your quotation, please be guided by the RFQ Instructions and Data. Please note that quotations must be submitted using Annex 3: Quotation Submission Form and Annex 4 Technical and Financial Offer, by the method and by the date and time indicated. It is your responsibility to ensure that your quotation is submitted on or before the deadline. Quotations received after the submission deadline, for whatever reason, will not be considered for evaluation.

Thank you and we look forward to receiving your quotations.

Approved by:

Signature: 

Name: Mathieu Luciano

Title: Head of Office

Date:

06 NOV 2023

SECTION 2: RFQ INSTRUCTIONS AND DATA

Deadline for the Submission of Quotation	17 November 2023, on or before 3:00PM Beirut Time If any doubt exists as to the time zone in which the quotation should be submitted, refer to http://www.timeanddate.com/worldclock/ .
Method of Submission	<p>Quotations must be submitted as follows:</p> <p><input type="checkbox"/> E-tendering <input checked="" type="checkbox"/> Email <input type="checkbox"/> Courier / Hand delivery <input type="checkbox"/> Other Click or tap here to enter text.</p> <p>Bid submission address: iomlebanonbids@iom.int</p> <ul style="list-style-type: none"> ▪ File Format: PDF or Word ▪ File names must be maximum 60 characters long and must not contain any letter or special character other than from Latin alphabet/keyboard. ▪ All files must be free of viruses and not corrupted. ▪ Max. File Size per transmission: 10MB ▪ Mandatory subject of email: RFQPROC# 2023-1417 Business Development Training Services ▪ Multiple emails must be clearly identified by indicating in the subject line "email no. X of Y", and the final "email no. Y of Y." ▪ It is recommended that the entire Quotation be consolidated into as few attachments as possible. ▪ The proposer should receive an email acknowledging email receipt.
Cost of preparation of quotation	IOM shall not be responsible for any costs associated with a Supplier's preparation and submission of a quotation, regardless of the outcome or the manner of conducting the selection process.
Supplier Code of Conduct	All prospective suppliers must read the UN Supplier Code of Conduct and acknowledge that it provides the minimum standards expected of suppliers to the UN. The Code of Conduct, which includes principles on labour, human rights, environment and ethical conduct may be found at: Supplier Code of Conduct (ungm.org) .
Conflict of Interest	UN encourages every prospective Supplier to avoid and prevent conflicts of interest, by disclosing to UN if you, or any of your affiliates or personnel, were involved in the preparation of the requirements, design, specifications, cost estimates, and other information used in this RFQ.
General Conditions of Contract	Any Purchase Order or contract that will be issued as a result of this RFQ shall be subject to the IOM General Conditions of Contract for provision of goods/services/transportation/medical services available at https://www.iom.int/do-business-us-procurement .
Eligibility	<p>Bidders shall have the legal capacity to enter into a binding contract with IOM and to deliver in the country, or through an authorized representative. For this purpose, bidders must submit the following:</p> <p>Legal Eligibility</p> <ul style="list-style-type: none"> • Latest and valid government permits, licenses, and company registration Submit any of the following: • Company's Articles of Incorporation, Partnership or Corporation, whichever is applicable, including amendments thereto, if any • license to operate. • Company Profile (including the names of owners, key officers, technical personnel) showing minimum three (3) years of operation supplying similar services as per IOM requirements. <p>Technical Eligibility</p>

	<p>Experience and References</p> <ul style="list-style-type: none"> • Provide summary of past projects providing similar services. At least 3 years of experience in conducting Business Development Training. • Provide list of three clients, (UN, NGO, or private companies) wherein you are currently providing similar services. <p>Financial Eligibility</p> <ul style="list-style-type: none"> • List of all contracts entered for the last three (3) years (indicate whether completed or ongoing) providing similar services as per the IOM requirements. • Duly Filled Out Vendor Information Sheet and UN Code of Conduct
Currency of Quotation	Quotations shall be quoted in USD .
Duties and taxes	<p>The International Organization for Migration is exempt from all direct taxes, except charges for public utility services, and is exempt from customs restrictions, duties, and charges of a similar nature in respect of articles imported or exported for its official use. All quotations shall be submitted net of any direct taxes and any other taxes and duties, unless otherwise specified below:</p> <p>All prices shall:</p> <p><input checked="" type="checkbox"/> be inclusive of VAT and other applicable indirect taxes.</p> <p>Note that IOM pays both cost of service and VAT in USD.</p> <p><input type="checkbox"/> be exclusive of VAT and other applicable indirect taxes</p>
Language of quotation and documentation including catalogues, instructions and operating manuals	English
Documents to be submitted	<p>Bidders shall include the following documents in their quotation:</p> <ul style="list-style-type: none"> <input checked="" type="checkbox"/> Annex 2: Technical Specifications Form <input checked="" type="checkbox"/> Annex 3: Quotation Submission Form duly completed and signed. <input checked="" type="checkbox"/> Annex 4: Technical and Financial Offer duly completed and signed and in accordance with the ToR in Annex 1 <input checked="" type="checkbox"/> Other Eligibility Documents
Quotation validity period	Quotations shall remain valid for 60 calendar days from the deadline for the Submission of Quotation.
Price variation	No price variation due to escalation, inflation, fluctuation in exchange rates, or any other market factors shall be accepted at any time during the validity of the quotation after the quotation has been received.
Partial Quotes	<p><input type="checkbox"/> Not permitted</p> <p><input checked="" type="checkbox"/> Permitted <i>Per lot – please specify which areas you are bidding for</i></p>
Payment Terms	<p><input checked="" type="checkbox"/> 100% within 30 days after receipt of goods, works and/or services and submission of payment documentation.</p> <p><input type="checkbox"/> Other Click or tap here to enter text.</p>
Contact Person for correspondence, notifications and clarifications	<p>Focal Person: Nancy Baassiri E-mail address: nbaassiri@iom.int Attention: Quotations shall not be submitted to this address but to the address for quotation submission above.</p>
Clarifications	Requests for clarification from bidders will be submitted from 06 November until 10 November 2023 . Responses to request for clarification will be communicated by email by 13 November 2023 .
Evaluation method	<input checked="" type="checkbox"/> The contract will be awarded to the lowest price substantially compliant offer. Technical offers will be evaluated based on responsiveness to the ToR, and by applying an evaluation criteria, sub criteria and point system. Each responsive concept shall be given technical score. Offers receiving 70 points and above shall

	<p>be considered for financial evaluation.</p> <p><input type="checkbox"/> Other</p>
Evaluation criteria	<p><input checked="" type="checkbox"/> Full compliance with all requirements as specified in Annex 1</p> <p><input checked="" type="checkbox"/> Full acceptance of the General Conditions of Contract</p> <p><input type="checkbox"/> Others (<i>for ex, environmental criteria/considerations, etc</i>)</p>
Right not to accept any quotation	IOM is not bound to accept any quotation, nor award a contract or Purchase Order
Right to vary requirement at time of award	At the time of award of Contract or Purchase Order, IOM reserves the right to vary (increase or decrease) the quantity of services without any change in the unit price or other terms and conditions.
Type of Contract to be awarded	Service Agreement
Expected date for contract award.	14 December 2023
Policies and procedures	This RFQ is conducted in accordance with Policies and Procedures of IOM
UNGM registration	IOM is encouraging all suppliers to register at the United Nations Global Marketplace (UNGM) website at www.ungm.org . The Bidder may still submit a quotation even if not registered with the UNGM, however, if the Bidder is selected for Contract award of USD 100,000 and above, the Bidder is recommended to register on the UNGM prior to contract signature. For vendors who do not have the technical means to register in UNGM, the UNGM has implemented an assisted vendor registration functionality that allows IOM procurement personnel to add local vendors to the UNGM.