

## QUALIFICATION REQUIREMENTS AND EVALUATION CRITERIA

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### **ADMINISTRATIVE QUALIFICATION REQUIREMENTS**

#### **1.0 OPERATIONAL**

##### **Certificate of Incorporation (mandatory)**

The Bidder must be registered as a legal entity authorized to enter into contracts for provision of services and goods. The Bidder must provide a certified copy of their Certificate of Incorporation or other documents setting forth the legal basis of the company.

##### **Internationally Recognized Quality Standards (not mandatory)**

The Bidder should indicate any established Quality System/Standards certified by an internationally recognized body, i.e. ISO 9001, ISO 14001 etc. If yes, certificates will have to be provided.

#### **2.0 ELIGIBILITY**

##### **Statement of Confirmation (mandatory)**

The Bidder, as well as its associated group of organizations/sub-contractors, if any, must comply with the statements listed in the Statement of Confirmation document provided on the last page of the Instructions for the Preparation and Submission of Proposals.

#### **3.0 EXPERIENCE**

##### **Years in Business (mandatory)**

The Bidder must prove to be in operation for an uninterrupted period of at least five (5) years immediately prior to the submission of their proposal.

#### **4.0 FINANCIAL**

##### **Required Financial Information (mandatory)**

The Bidder shall provide a certified copy of their Financial Statements for the last three (3) years of business as well as a certified copy of UNIDO Financial Statement and Certification form. In addition, information regarding all claims, arbitration and other pending legal action shall be also provided.

##### **Financial Qualification Requirements (mandatory)**

The following basic commercial qualification requirements shall be met by the Bidder (in case of associated group of organizations/sub-contractors the following technical evaluation criteria may be applied to the totality of its members).

##### **Profitability**

Profit Margin Ratio should be positive and preferably in excess of 1%.

##### **Solvency Ratio**

A solvency ratio (ratio of current assets to current liabilities) should be of more than 1.

##### **Turnover**

The average turnover for the past three (3) years should be above 7 million USD.

**QUALIFICATION REQUIREMENTS AND EVALUATION CRITERIA**

**TECHNICAL QUALIFICATION REQUIREMENTS AND TECHNICAL EVALUATION CRITERIA**

The technical evaluation criteria in Tables 16 and 17 shall be applied to offers received and in case of an associated group of organizations, whose intent shall be supported by a letter of intent signed by all members and indicating the representative/leader both during the bidding process and the execution of the Contract, said criteria are applied to the totality of its members.

The bids will be first screened against the Compliance criterion with technical specifications for brand-new transformer oil in accordance with the Table 16 below. Only those bids that passed the first screening, (i.e. **where the criterion is complied with**), will be evaluated against the Technical Evaluation Criteria provided in the Table 17. Only proposals which pass the **minimum score of 70** will be deemed technically compliant and considered for commercial evaluation.

The following technical evaluation criteria are applied to bids received. In case of associated group of organizations/sub-contractors the following technical evaluation criteria are applied to the totality of its members.

**Table 16. Compliance criterion with technical specifications for unused mineral insulating oil for transformers and switchgear**

<b>Criteria</b>	<b>Compliance (YES)</b>	<b>Non-Compliance (NO)</b>
Compliance with technical specifications for unused mineral insulating oil for transformers and switchgear given in Annex A	The Vendor's technical offer advances for technical evaluation	The Vendor's technical offer is rejected and therefore is not further considered as an option

**Table 17. Evaluation criteria for the technical assessment of proposed solution(s) whether implemented in Sri Lanka and/or abroad for the treatment of PCB contaminated oil from Sri Lanka.**

<b>Criteria</b>	<b>Sub-items of criteria for evaluation</b>	<b>Maximum score</b>
<b>Quality of the proposed Technology</b>	<ul style="list-style-type: none"> <li>- <b>Conformity to BAT/BEP</b> requirements and relevant international standards.</li> <li>- <b>Successful track record of commercial operation</b></li> <li>- <b>Maximum treatable PCB concentration in transformer oil</b></li> <li>- <b>Destruction Efficiency</b></li> <li>- Completeness and quality of technical specifications</li> </ul>	10
<b>Vendor's Technical expertise and past experience</b>	<ul style="list-style-type: none"> <li>- Technical expertise and experience to operate the proposed technology to treat or dispose PCB contaminated oil at different concentration levels.</li> <li>- Technical experience in handling, packaging, transporting and disposing of PCB wastes.</li> <li>- Technical experience in disposing PCB wastes from countries without PCB disposal facilities to approved PCB disposal alternatives in Europe or other jurisdictions</li> <li>- Experience in implementation of similar projects in at least 2 countries</li> <li>- Satisfaction of past Clients based on Letters of Reference</li> </ul>	20
<b>Efficiency of the proposed Technology Life-cycle management</b>	<ul style="list-style-type: none"> <li>- Demonstrated PCB destruction efficiency for similar waste</li> <li>- Ability to minimize production of non-reusable byproduct</li> <li>- Energy efficiency of the entire process</li> </ul>	20
<b>Operation</b>	<ul style="list-style-type: none"> <li>- Experience and competent technical team being offered</li> </ul>	15

**QUALIFICATION REQUIREMENTS AND EVALUATION CRITERIA**

<b>Environmental sustainability of the proposed Technology</b>	- Environmental performance of the technology - Air emissions: Quantity and type of chemicals - Hazards characteristics of used chemicals and byproducts - Potential environmental risks (fire, leakage, explosion, etc.) - Restoration of temporary storage sites set up in previous projects.	15
<b>Proposed Technology safety and Worker's health</b>	- Potential exposure to PCBs or other toxic chemicals - Operating pressure and temperature - Contractor's health and safety record.	10
<b>Contractor's Warranty terms</b>	- Warranty offered with regard to services and liabilities, particularly for the international movement of PCB wastes	10
<b>Total</b>		<b><u>100</u></b>

**COMMERCIAL EVALUATION CRITERIA**

Total price i.e. total sum of unit prices as per cost breakdown required in Appendix 3.b (Commercial Offer Forms) of the RFP documents.

Proposed payment terms

Requirement for progress payments plan, etc. evaluated versus UNIDO's normal requirements indicated in the Model Contract.

Agreement to the UNIDO contractual terms and conditions

- Agreement to the UNIDO contractual terms and conditions
- Acceptance of UNIDO's Model Contract and General Conditions of Contract