

Financial Offer

2020-50-014-F

Bid for Consulting Services within the Program for the Development of Local Suppliers - Lot No. 2

Reference: Mtender
OCDS-B3WDPI-MD-1592559143759
CPV-Code: 79400000-8

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1 Task Definition

One of the major challenges for the Moldovan economy is the still low share of supplies from local companies to the multinational companies (MNCs) that have invested and operate in Moldova, caused by the low technological readiness of the local SMEs, the low quality of inputs supplied and their insufficient management capabilities.

In an attempt to foster linkages between MNCs inward-investors in the automotive sector and local suppliers, the Ministry of Economy of the Republic of Moldova approved the Local supplier development Program (LSDP), meant to build on the experience of other east and central European countries in linking local suppliers to major foreign investors. The general objective of the Local Supplier Development Program (LSDP) is to increase the competitiveness of the suppliers in the Republic of Moldova to a level that would make them attractive as suppliers for the MNCs investing in the automotive sector of the Republic of Moldova. The program is divided into three stages and begins with the selection of participants and provision of general technical assistance for a group of around 50 local companies.

For this task technical assistance, training, and consultancy support in areas such as technology management, quality control, organizational change, etc. is required to evaluate the suppliers in business reviews and elaborate short-term actions plans. The service provider therefore offers his experience of more than 250 reviews for suppliers in the automotive sector to support the LSDP and enhance the competitiveness of the Moldovan suppliers.

2 Scope of Services

The service provider offers the fulfillment of the following tasks according to the specification of the tender. The tasks are aligned to work packages as to be seen in the table below:

Project scope according to specification	Work package	Short description of the work package
Elaboration of evaluation and monitoring systems for the program	1	In work package 1 the concept for the evaluation will be determined. To guarantee a fair evaluation process the evaluation model will be explained in more detail by defined characteristics according to the EFQM model.
Preparation for the evaluation of 30 suppliers (identification of assessors, preparation of assessment methodology and evaluation forms, lists, etc.).	1	
Selection of assessors, preparation of first general business review methodology team training.	2	The characteristics from work package 1 will be trained by the assessors from IPOL and the local consultant.
Specific team training for assessors, including for the local consultants focused on the business review process.	2	In addition to the features from the EFQM model, best practice examples are noted in a training document to ensure comparability.
Business review of selected suppliers (30 local companies)	3	For each of the 30 companies a business review will be carried out.
Elaboration of short-term action plans (6-8 months) for suppliers participating in the program, based on findings from the assessments.	3	<p>The business review consists of three steps:</p> <ol style="list-style-type: none"> 1. Preparation of the audit 2. Execution of the audit at the premises of the company 3. Preparation of a report of the audit <p>The report contains the assessment of the current situation, the short-term action plans, and the concrete parameters for the further development.</p>
Elaboration of report on initial assessments (first interim report) with concrete parameters for the technical support for the 30 local companies involved in the program.	3	

2.1 Financial Offer

The financial offer refers to the deliverables of the work packages, which are explained in the IPOL-Offer 2020-50-014. The financial offer 2020-50-014-F includes only the services described in the document IPOL-Offer 2020-50-014. Other services are not part of this financial offer and are not included in the agreed range of services,

The offer includes the estimation of the workload for each work package, as well as the separate item travel expenses. The travel expenses are summarized for all three work packages, whereas these will almost exclusively be incurred for work package 3. The workload is estimated

The offer contains exclusively fixed prices, which will be invoiced after completion of the work packages. Travel costs will also be invoiced as a fixed price after completion of the work package.

The calculation of the work packages is described in the following table:

	Daily Rate			
<i>Project Manager (PM)</i>				835 €
<i>Consultant (C)</i>				835 €
<i>Local Consultants (LC) - subcontracted</i>				420 €
	Effort in days			
Work packages (WP)	PM	C	LC	Amount
WP 1 – Elaboration of the Evaluation	10,0	2,5		10.437,50 €
WP 2 – Training of the Assessors and Local Consultants	7,5	4,5		10.020,00 €
WP 3 – Execution of the Reviews	9,0	81,0		77.025,00 €
Subcontracting of local consultants			90,0	37.800,00 €
Travel cost (fix)				11.580,00 €
Net fee price	26,5	88,0	90,0	146.862,50 €

All prices are exclusive of the statutory value added tax applicable at the time the offer is made.

2.2 Signature

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