TENDER TITLE

Sheet 3 – TAP: Interviews February 2011 - FINAL

TAP MEMBER A:
TAP MEMBER B:
TAP MEMBER C:

Tenderer Name		[redacted]			[redacted]			[redacted]		
Selection Criteria	% WT	TAP Member	Score	Weighted Score	TAP Member	Score	Weighted Score	TAP Member	Score	Weighted Score
1. Organisational Capacity - Demonstrated ability, preferably in a Melanesian context, to provide management, financial and administrative support, for complex development programs to deliver agreed outcomes. a) to work with partners to determine effective capacity development strategies that build on country systems and de-emphasise the use of international long term advisers; b) to provide successful, cost effective management support to a range of long and short term capacity development modalities including technical specialists, training & research and analysis; c) to develop and implement equitable, inclusive and accountable systems, particularly management of procurement including recruitment and performance management of technical specialists; and d) to provide effective security and administrative and logistical support to an offshore based team and office.	35%	A	80.0	26.4	A	90.0	25.6	A	60.0	21.4
		B	80.0		B	60.0		B	70.0	
		C	66.0		C	69.0		C	53.0	
		AVE	75.3	1	AVE	73.0	2	AVE	61.0	3
2. Development of Periodic Plans - Articulate and implement agreed approach to developing and executing RAMSI program plans. Such plans must address the priorities of the SIG-RAMSI Partnership Framework and include appropriate and effective resourcing, monitoring and evaluation systems, and risk management required for successful implementation. The response should also identify risks and management responses to these risks and also include innovative approaches to the development and implementation of monitoring and evaluation systems in a Solomon Islands context.	20%	A	70.0	13.1	A	90.0	16.1	A	50.0	9.9
		B	70.0		B	80.0		B	50.0	
		C	57.0		C	71.0		C	48.0	
		AVE	65.7	2	AVE	80.3	1	AVE	49.3	3
3. Personnel - a) Demonstrated appropriate skills, experience and team balance, including management strategies and recruitment strategies for engaging long term national and international personnel including project office administration staff and technical specialists. b) Tenderers are required to nominate personnel and annex CVs for the following positions: (i) Team Leader; (ii) Team Leader (Justice and Corrections); (iii) Team Leader (Governance and Development); and (iv) Economic Governance Program Coordinator.	30%	A	80.0	22.0	A	95.0	24.1	A	50.0	14.7
		B	80.0		B	70.0		B	45.0	
		C	60.0		C	75.5		C	52.0	
		AVE	73.3	2	AVE	80.2	1	AVE	49.0	3
4. Analysis and Dissemination of Data - Demonstrated expertise in building bodies of evidence around best practise, sharing lessons learned, and communicating and implementing approaches that improve the effectiveness of aid delivery. In framing their response to this criterion, Tenderer's should consider their approach to stakeholder engagement.	15%	A	75.0	9.6	A	65.0	10.3	A	70.0	8.9
		B	60.0		B	60.0		B	55.0	
		C	56.0		C	60.0		C	52.0	
		AVE	63.7	2	AVE	68.3	1	AVE	59.0	3
Total	100%		71.05			75.92			54.77	
Rank			2			1			3	

Initial Approach Has been updated.

Company - [redacted]

Organisational Capacity

[redacted]

Melanesian Context	Financial and Man Support	Working with partners - using local Systems	alternative to int advisors	Cost effective alternatives	CB modalitites	Accountability Systems	Performance Management	Secuirty and logistical support	Complext Programming	Supportive Documents	
5	5	10	10	10	10	5	10	5	10	20	100
3	3	6	6	5	5	3	6	4	5	15	61

good partnership with [redacted]

good undestanding of issues - potential - across pillars

local ownership important - recognition
good examples from cambodia
like the idea of planning pillar planning uides

peerformance feedback - sounds good.
inteligent learning sounds good

lots of talk - few hard examples
no clear how there will be long-term
strangthening of local expertise

mobilisation plann perhap under-estimates role of in-country relationships and overstates role in aus.
deetalled mobilisation plan
mobilisation plan provides lots of information re accounting etc. - good
is there a letter of association from [redacted]

Development of Periodic Plans

Demonstrated Ability	Implementation strategiess	Articulation with partner plans	Strategic Partnership - Framework	Resourcing	Monitoring	Evaluation	Risk Managgment	Successful implmenttion	SI Context	Supportive Documents	
5	10	10	10	10	5	5	5	10	10	20	100
1	6	6	6	6	3	3	4	3	2	12	52

good use of annual audits
good monitoring and measuring model

no real expansion on demonstrated ability
no sense of past successful implmentation

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Personnel

Team Balance - gender and skills	Experience	Management strategies	Recruitment Strategies	LT National Strategy	International Strategy	Office	Administration Staff	Technical Specialists	SI Context	Supportive Documents	
5	10	10	10	10	5	5	5	10	10	20	100
4	7.5	7.5	8	6	6	2.5	2.5	5	6	15	~~70~~

good balance - nice to have a [redacted]

[redacted] lots of professional consultants

Analysis and Dissemination of Data

Demonstrated Expertise	bodies of evidence	sharing lessons	Communication	Implemation startegies	Evidence of improvement	Stakeholder engagement	Value to stakeholders	Lessons learned	SI Context	Supportive Documents	
5	5	10	10	10	5	10	5	10	10	20	100
4	3.5	5	5	6	3	3	3	7	6	12	~~57.5~~ 62

good examples and understaing
some local exaples - but week

not sure how they have worked and been applied
evidence necessary
no substantive examples of stakeholder/partner enaggement

Company [redacted]

Organisational Capacity

Melanesian Context	Financial and Man Support	Working with partners - using local Systems	alternative to int advisors	Cost effective alternatives	CB modalitites	Accountability Systems	Performance Management	Security and logistical support	Complext Programming	Supportive Documents	
5	5	10	10	10	10	5	10	5	10	20	100
3.5	3.5	7	6.5	5	7	3	6.5	4	6	17	69

Good partnership - TL has good knowledge of issues and opportunities
good examples and case studies given
cb strategies good and appropriate
good understaing of complex relationships across pillars
mobilisation strategies good
PNG examples good - similar programming complexity
forestry program - some similarities
Development of Periodic Plans

performance issues not really addressed

Demonstrated Ability	Implementation strategiess	Articulation with partner plans	Strategic Partnership - Framework	Resourcing	Monitoring	Evaluation	Risk Managgment	Successful Implmenttion	SI Context	Supportive Documents	
5	10	10	10	10	5	5	5	10	10	20	100
3	7	7	7	7.5	3	3	4.5	5.5	7.5	16	71

horizontal understanding and complexity excellent

good that transtiion strategies upfront in RM
good focus on issues that will impact upon pillars
good recognistion of stakeholders
plans well outlined in mobilisation plan

not really highlighting that the different pillars will want the same support

Personnel

Team Balance - gender and skills	Experience	Management strategies	Recruitment Strategies	LT National Strategy	International Strategy	Office	Administration Staff	Technical Specialists	SI Context	Supportive Documents	
5	10	10	10	10	5	5	5	10	10	20	100
4	9	7.5	7.5	7.5	6.5	3	3	6	6.5	15	75.5

good mix and balance of staff
very experinced
good understaing of the complexity of working in si

a bit light on in describing the office/admin context

Analysis and Dissemination of Data

Demonstrated Expertise	bodies of evidence	sharing lessons	Communication	Implemation startegies	Evidence of improvement	Stakeholder engagement	Value to stakeholders	Lessons learned	SI Context	Supportive Documents	
5	5	10	10	10	5	10	5	10	10	20	100
3	3	2.5	6	6	3	5	2.5	6	7	12	~~56~~ ~~56~~ 60

appropriate case model
CLC sounds good
recogntion of change is good.

generally weak description
no real examples of stakeholder/partner engagement

updat

Company - [redacted]

Organisational Capacity

Melanesian Context	Financial and Man Support	Working with partners - using local Systems	alternative to int advisors	Cost effective alternatives	CB modalitites	Accountability Systems	Performance Management	Seculrty and logistical support	Complext Programming	Supportive Documents	
5	5	10	10	10	10	5	10	5	10	20	100
3.8	3	5.5	6	5.5	6.5	3	5.5	6.5	6	12	~~63.3~~ 66

office option sounds interesting - [redacted]
is this the case?

littlle effort to highlight differences between past and future
a rrecognistion (RM) that there can be issues with advosors and ongoing attitudes to work
retention of a proven high performing team from [redacted]
they are best placed to provide a seamless transtion - if good use of reimbursables - sounds good [redacted]

Development of Periodic Plans

Demonstrated Ability	Implementation strategiess	Articulation with partner plans	Strategic Partnership - Framework	Resourcing	Monitoring	Evaluation	Risk Managgment	Successful Implmenttion	SI Context	Supportive Documents	
5	10	10	10	10	5	5	5	10	10	20	100
2	3	5.5	4.5	4	4	4	3	4	5	13	52

past experince obvious - no no real leassons learned and applied.
MP - cover well. But little recognition of risks

nothing new
norecognition of differential across the pillars
no sense of anything news

Personnel

Team Balance - gender and skills	Experience	Management strategies	Recruitment Strategies	LT National Strategy	International Strategy	Office	Administration Staff	Technical Specialists	SI Context	Supportive Documents	
5	10	10	10	10	5	5	5	10	10	20	100
3	7	4.5	6	6	3	3.5	3.5	6	5.5	12	60

an experinced TL - but not strong in the SI context

seems quite complex
heavy emphasis on LandJ

Analysis and Dissemination of Data

Demonstrated Expertise	bodies of evidence	sharing lessons	Communication	Implemation startegies	Evidence of improvement	Stakeholder engagement	Value to stakeholders	Lessons learned	SI Context	Supportive Documents	
5	5	10	10	10	5	10	5	10	10	20	100
2.5	3	5	5	4.5	2	2	2	4	6	12	48

covered in [redacted] - but not sure why something was done earlier

heavy emphasis on monitoring and evaluation
very traditional concepts - nothing new