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Content

- Working with CSOs : Issues & Challenges
- Options
 - Output TOR
 - CSO as Implementing Agency
- Contracting

OSFMD Presentation on NGO/CSO Contracting



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Working with CSOs : Issues & Challenges

Modalities of Selection / Contracting

- Guidelines apply (!)
- Competitive selection (QCBS vs QBS, or CQS, or other)
- ADB-defined requirements to be met by CSO
- Template contract forms - *Reimbursable*
- “Employer-Consultant” relationship

Specific challenges

- Roles and responsibilities
- Commercial aspects of contracting
- Legally-binding aspects of contract
- Accountabilities

Option 1 : Output TOR

What?

- ADB defines product/services to be procured
- Proposing entity defines methodology and inputs
- **Key vs Non-Key** Experts
- In evaluation, primary focus on *Approach & Methodology*

When?

- Limited ADB experience in sector – need to learn from CSOs
- Complexity of assignment (technical, geographic, *unknowns*, etc.)

Option 1 : Output TOR

How goes?

ADB systems – Or how to crack a nut!
Not all CMS “boxes” can be ticked ...



- Cost estimate : Use of generic budget line to reflect “Non-Key Experts”
- Enter nominal p/m allocation for Key Experts, and insert specific text in TOR re: “*actual person-month to be determined by the proposing entity*”
- Use of Full Technical Proposal (FTP) better suited when using Output TOR
- Increase scoring for *Approach & Methodology*, reduce % CVs

Option 2

Consider : CSO as Implementing Agency

Why?

- Weak EA/IA capacity, insufficient resources, governance issues?

How?

- Approved by EA, included in project agreement (TA, Grant or Loan), even in programmatic TA
- Project funds released directly to the IA (CSO)

Risks?

- Poor interface between CSO and EA
- Accountability lines
- **Must** abide by PAM (or GIM, TAIM) and all ADB policies
- *Expect extensive hand-holding* required with most CSOs

BUT

Let them innovate – cultivate their resourcefulness!

CSO contracting

Proposed alternatives (at this time...)

- Use of Output TOR
- Advances vs reimbursables
- Maximize use of fixed-cost items in time-based contract
- Contract administrator built into the contract
- Application of Management Fee
- Oversight and auditing

Congratulations!

You survived this far!



Questions?