ASIAN DEVELOPMENT BANK BUSINESS OPPORTUNITIES FAIR 2025

16-18 SEPTEMBER 2025 | ADB HEADQUARTERS, MANILA

QUALITY INNOVATION IMPACT

ADB

# Implementation of Merit Point Criteria (MPC) in Asian Development Bank (ADB) Financed Projects

Procurement, Portfolio and Financial Management Department

# Agenda

- Sector typology (Transport, Water, Energy etc)
- Merit Point Criteria Overview
- Designing
- Scoring, Evaluation
- Contractual enforcement

# Sector Typology

- Transport
- Energy
- Water and Urben Development
- Agriculture, Food, Nature, and Rural Development
- Health and Social Development
- Public Sector Management and Governance

# Merit Point Criteria (MPC) – Approach 2025

## General Approach

- MPC is default **evaluation method** for all works transactions where IFBs are advertised internationally and >USD 10 million for nationally advertised using ADB's SBDs.
- MPC discussions should begin early in **project processing**, with details outlined in the SPP.

## Pacific/SIDS

- MPC is the **mandatory evaluation method**, with the Lowest Evaluated Bid accepted only in specific cases.
- **Approved PP**: Change the evaluation method to MPC.
- **BD reviewed and NOL issued**: No need to change evaluation method.
- Must incorporate a scoring component for **Local Participation**, comprising at least 10% of the total marks in the technical evaluation.

# 01 Jan 2026 Onwards

## Improve Quality and Value for Money

- Mandate Merit Point Criteria (MPC) for contracts advertised internationally across the region
- Technical MPC technical: financial ratio will be based on procurement risk and contract value. This should be identified and agreed in SPP stage.

## Foster Economic Growth and Local Development

- Mandatory requirements (a percentage) for local labor for internationally advertised Works contracts.
- For all contracts where MPC applies, a percentage of the total technical points shall be allocated to measures that further support local job creation and skills development.

## Promote Innovation, Enhance Supplier Base

- Mandate Early Market Engagement for internationally advertised contracts ensuring that contractors are consulted in advance on tenders commencing.

# Potential Impacts of an MPC Mandate

## Potential Advantages

- Increased quality focus leading to extended lifecycle of infrastructure.
- New market players bid for contracts
- Ability to factor other social & environmental considerations
- Borrowers can use mandate to justify internally.

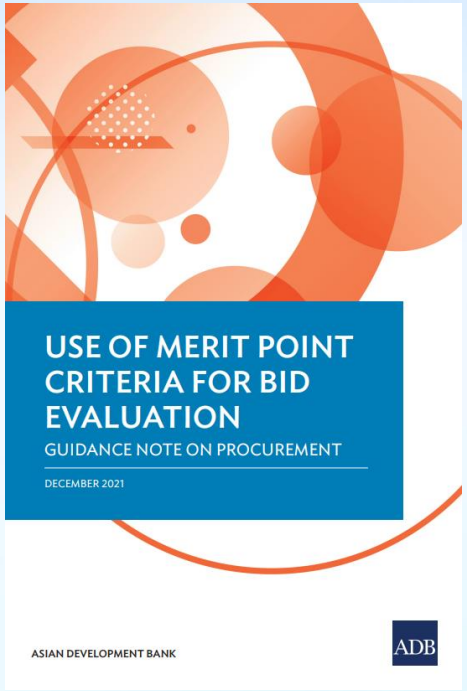
## Potential Disadvantages

- Increased costs with marginal quality benefit.
- Increased evaluation complexity for borrowers.
- Potential for longer procurement times
- More capacity support requirements.

# Importance of MPC

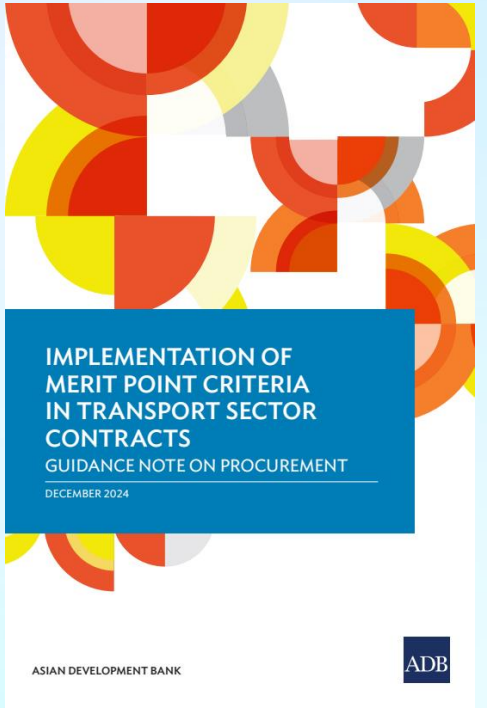
- Elevates Quality (as part of VfM and fit-for-purpose approach) by evaluating bids based on operational performance, lifecycle value, and technical merit, not just upfront costs.
- Encourages stronger bids by signaling to the market that quality will be rewarded, resulting in better solutions, not just cheaper ones.
- Supports fair competition by encouraging all suppliers to meet clearly defined quality standards, leveling the playing field.
- Improves transparency and objectivity, reducing subjectivity in evaluations enhancing trust among stakeholders.
- Aligns with ADB's priorities, such as climate resilience, sustainable infrastructure, gender inclusion, and innovation.

# MPC guidance



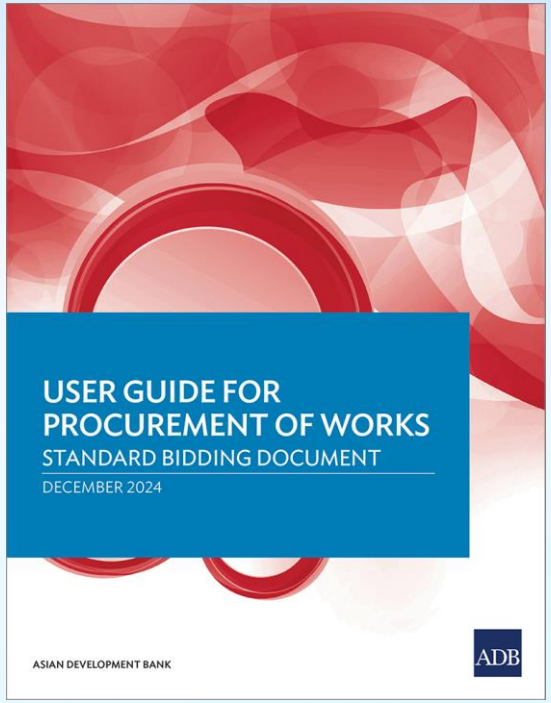

https://www.adb.org/documents/merit-point-criteria-bid-evaluation


https://www.adb.org/sites/default/files/merit-point-criteria-water-sector-contracts.pdf

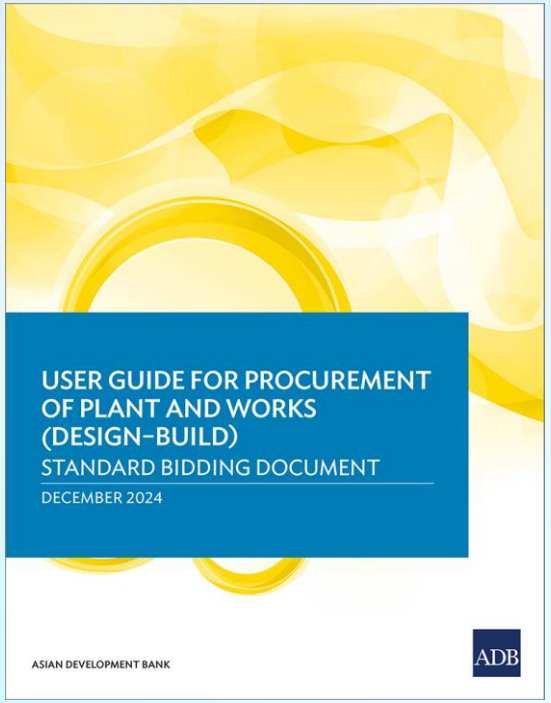



https://www.adb.org/documents/implementation-merit-point-criteria-transport-sector-contracts

# SBDs with MPC




https://www.adb.org/documents/procurement-works-red-book-2017



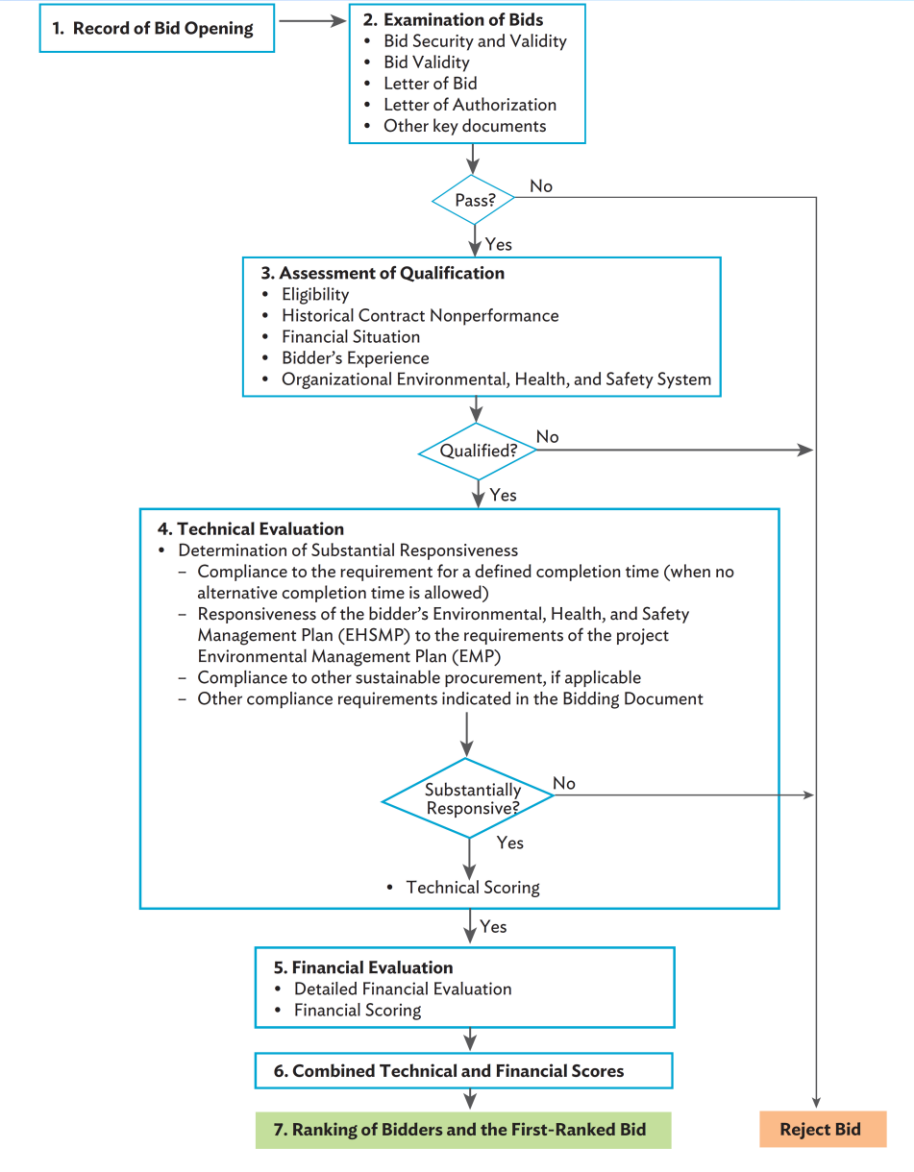

https://www.adb.org/documents/procurement-plant-works-design-build-yellow-book-2017

# Evaluation Methods

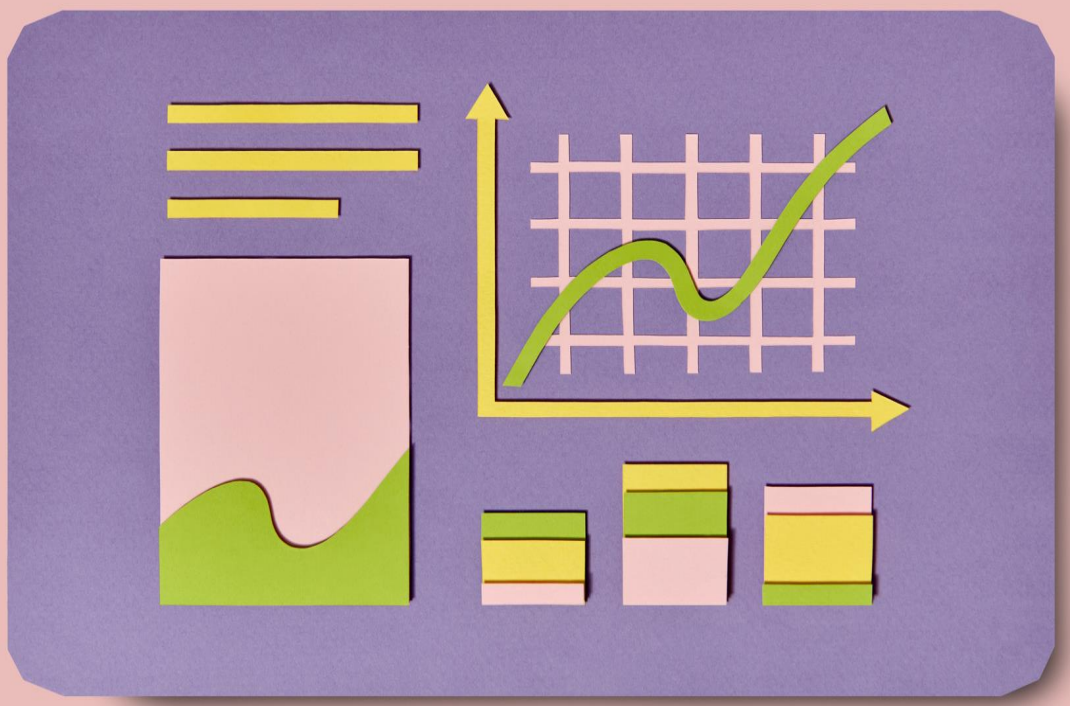
| | Lowest Evaluated and Substantially Responsive Bid | MPC Option 2 |
|---|---|---|
| | • Evaluation of Qualification Criteria (QC) | • Evaluation of Qualification Criteria (QC) |
| | ↓ Pass | ↓ Pass |
| | Technical Evaluation | Technical Evaluation |
| | • Technically substantially responsive bid | • Substantial Responsive ness and Technical Scoring |
| 1S1E | • The lowest evaluated bid will be determined as the most advantageous and substantially responsive bid | • Total score will be calculated by combining the technical and price scores (using a formula) |
| 1S2E | • Open the bids passed QC and technically substantially responsive bid<br>• The lowest evaluated bid will be determined as the most advantageous and substantially responsive bid | • Total score will be calculated by combining the technical and price scores (using a formula) |

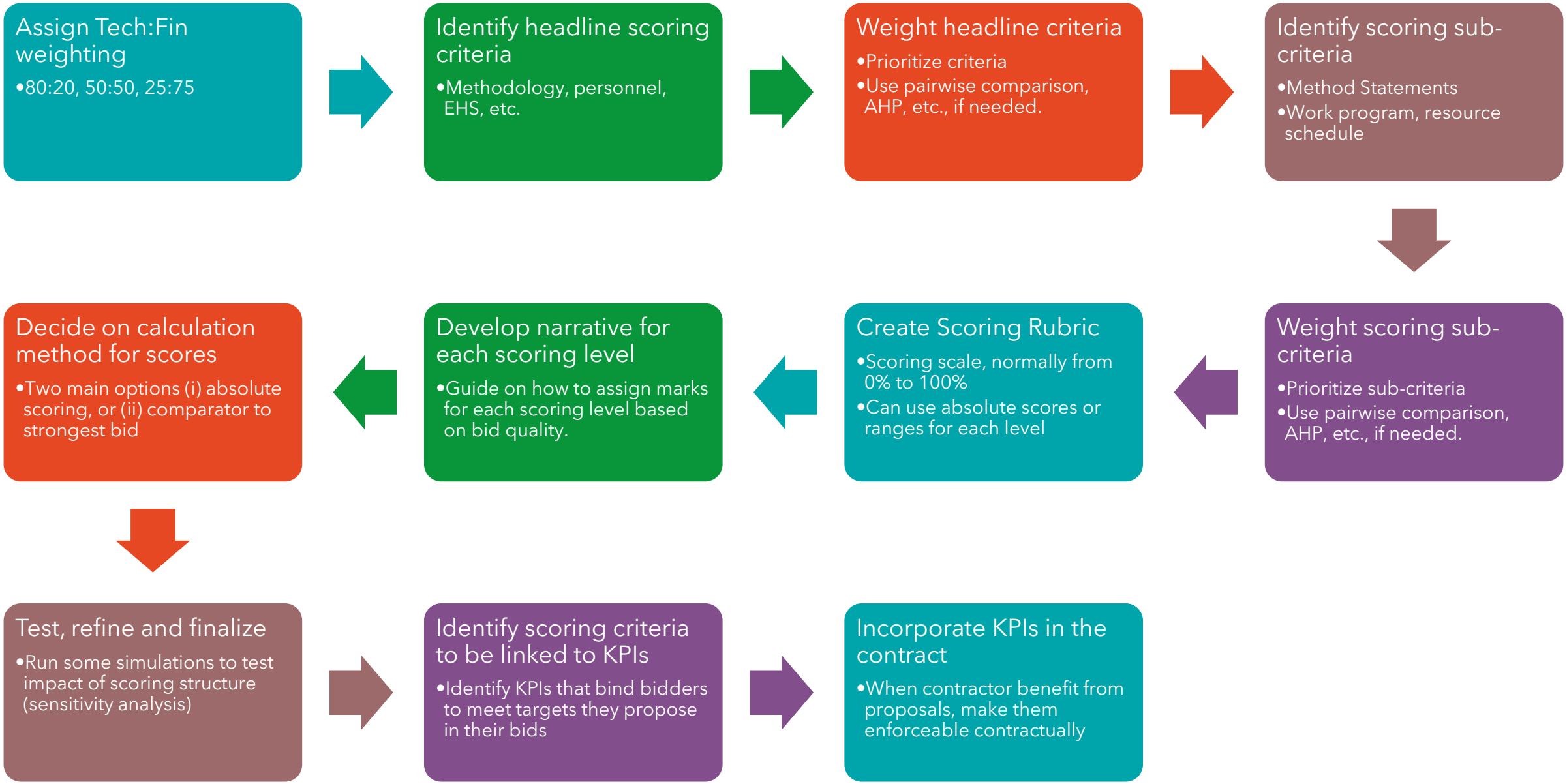
# ADB's latest SBDs requirement

# (Evaluation process using MPC)

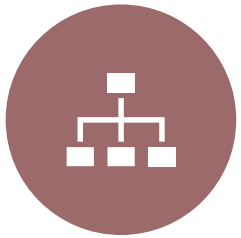


# Design Sequence




Assign Tech:Fin weighting
•80:20, 50:50, 25:75
Identify headline scoring criteria
•Methodology, personnel, EHS, etc.
Weight headline criteria
•Prioritize criteria
•Use pairwise comparison, AHP, etc., if needed.
Identify scoring sub-criteria
•Method Statements
•Work program, resource schedule
Weight scoring sub-criteria
•Prioritize sub-criteria
•Use pairwise comparison, AHP, etc., if needed.
Create Scoring Rubric
•Scoring scale, normally from 0% to 100%
•Can use absolute scores or ranges for each level
Develop narrative for each scoring level
•Guide on how to assign marks for each scoring level based on bid quality.
Decide on calculation method for scores
•Two main options (i) absolute scoring, or (ii) comparator to strongest bid
Test, refine and finalize
•Run some simulations to test impact of scoring structure (sensitivity analysis)
Identify scoring criteria to be linked to KPIs
•Identify KPIs that bind bidders to meet targets they propose in their bids
Incorporate KPIs in the contract
•When contractor benefit from proposals, make them enforceable contractually

# Early thoughts before start.



COMPLEXITY OF THE PROJECT

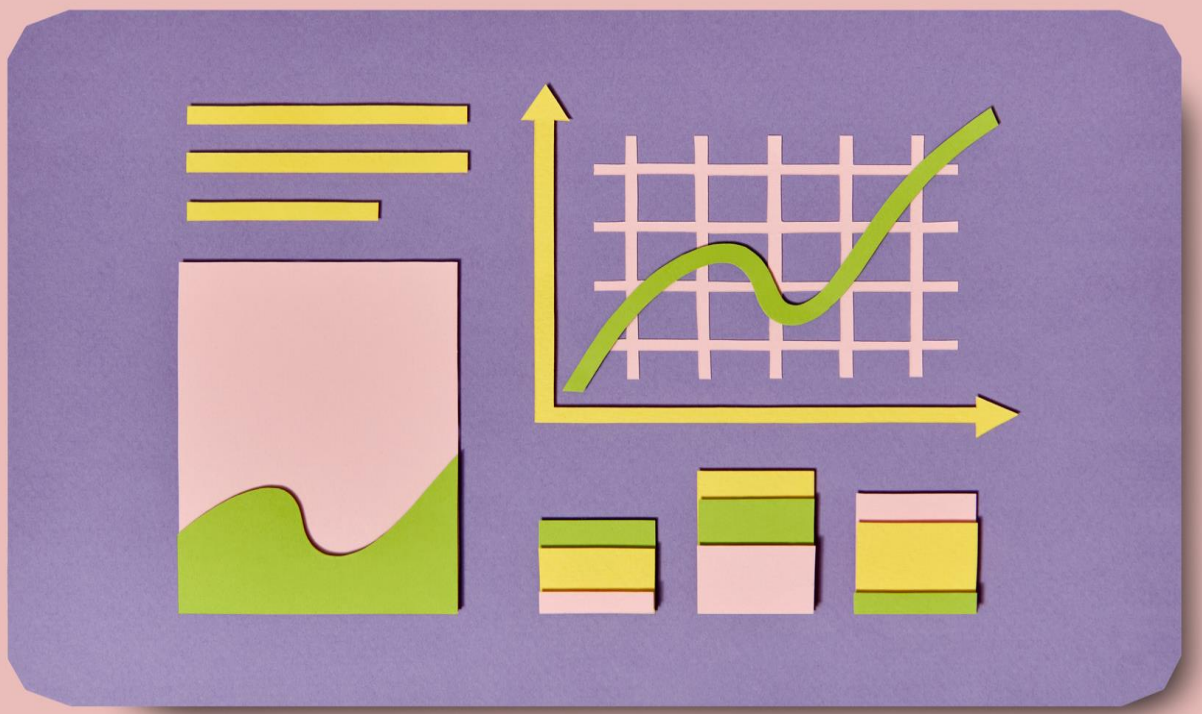
SCALE OF THE PROJECT

ENVIRONMENT, HEALTH, AND SAFETY

SECONDARY ECONOMIC BENEFITS

EXTERNAL FACTORS

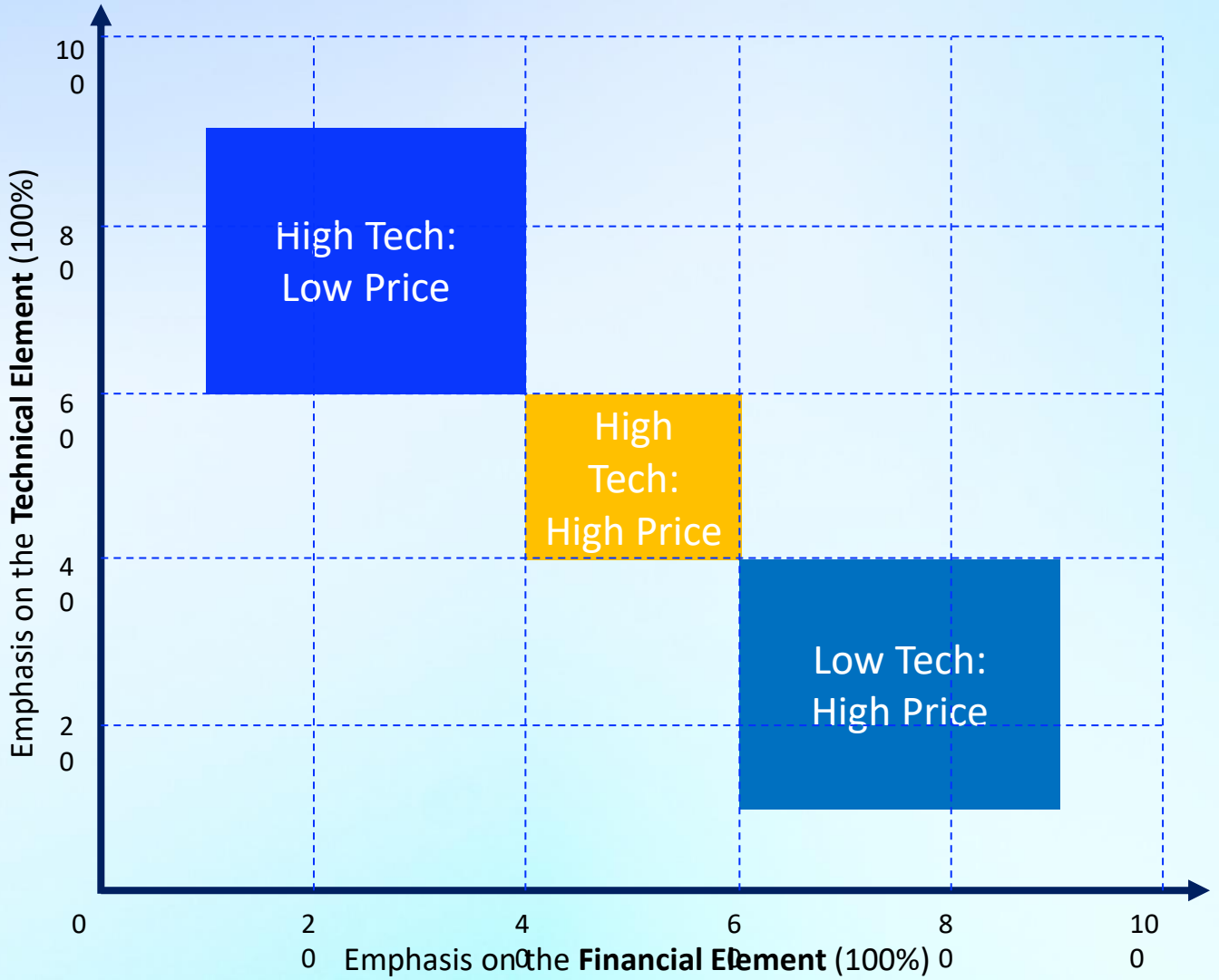
# Technical: Financial Ratio



# Fixed or Flexible?

- At present ADB does not place limits on the relative weighting of technical criteria to financial criteria for the technical–price ratio.
- Borrowers should decide based on the desired outcomes for the contract.
- However, 2026 regulation update will provide some clear guidance.

# Technical: Financial Ratio



| | Road Upgrade | Water treatment plant | Tunnel | Signallng system | E-Buses |
|---|---|---|---|---|---|
| **Duration** | 18 months | 2 years | 4 years | 12 months | 12 months |
| **Procurement** | D-B-B | D&B | D&B | D&B | D&B |
| **Site condition** | Flat | Rocky | Urban areas | | |
| **Market** | Competitive | Limited contractors | Limited contractors | Monopoly | Limited suppliers |
| **Complexity** | • Live road<br>• Simple design | • Poor soil condition<br>• High water table<br>• Complex design<br>• Water tower, pump stations, distribution lines | • Tunneling method | • Technology<br>• Longevity<br>• Interoperability for future | • Spare parts<br>• Maintenance<br>• EV Charging |
| **Employer's wishes** | Open the project soon | Quality brands | Save cost | Save cost | Faster delivery |

# Criteria Development

# Example criteria in general

- Site Organization
- Key Personnel
- Design and Construction Methodology
- Health and Safety
- Environment
- Risk Management
- Quality Management
- Works Management
- Materials, Equipment, and Logistics
- Testing, Commissioning, and Handover
- Carbon management
- Community and Social, Local Participation

# Simple example for transport project

| No. | Evaluation Criteria |
|---|---|
| 1 | Site Organization |
| 2 | Method Statement |
| 3 | Mobilization Schedule and Construction Schedule |
| 4 | Environmental Compliance |
| 5 | Quality Assurance Program |
| 6 | Safety Program |

Main

Sub criteria

| No. | Evaluation Criteria |
|---|---|
| 1 | **Site Organization** |
| | (i) Organization Chart |
| | (ii) Key Personnel |
| 2 | **Method Statement (Example)** |
| | (i) Bored pile construction |
| | (ii) Supply, fabrication, delivery, and erection of structural steel |
| | (iii) Supply, fabrication, delivery, and erection of pre-cast concrete |
| | (iv) Method of proper fit-up of prefabricated and pre-cast elements during assembly |
| | (v) Roadway construction |
| | (vi) Existing bridge dismantling, demolition, and salvage |
| 3 | **Mobilization Schedule and Construction Schedule** |
| | Mobilization Schedule |
| | Construction Schedule |
| 4 | **Environmental Compliance** |
| | Environmental compliance requirements and monitoring measurements |
| | Coordination with environmental authorities |
| 5 | **Quality Assurance Program** |
| | Quality Assurance Program |
| 6 | **Safety Program** |
| | Safety Program |

# Simple example for transport project

## B. Technical Evaluation Subcriteria

A2.1 Scoring will be done to each item and subitem according to predetermined score, as shown below, and based on the level of its responsiveness in percentage to the corresponding requirements.

| No. | Evaluation Criteria | Total Score |
|---|---|---|
| 1 | **Site Organization** | **150** |
| | (i) Organization Chart | 50 |
| | (ii) Key Personnel | 100 |
| 2 | **Method Statement (Example)** | **500** |
| | (i) Bored pile construction | 125 |
| | (ii) Supply, fabrication, delivery, and erection of structural steel | 100 |
| | (iii) Supply, fabrication, delivery, and erection of pre-cast concrete | 125 |
| | (iv) Method of proper fit-up of prefabricated and pre-cast elements during assembly | 100 |
| | (v) Roadway construction | 100 |
| | (vi) Existing bridge dismantling, demolition, and salvage | 50 |
| 3 | **Mobilization Schedule and Construction Schedule** | **200** |
| | Mobilization Schedule | 75 |
| | Construction Schedule | 125 |
| 4 | **Environmental Compliance** | **50** |
| | Environmental compliance requirements and monitoring measurements | 40 |
| | Coordination with environmental authorities | 10 |
| 5 | **Quality Assurance Program** | **50** |
| | Quality Assurance Program | 50 |
| 6 | **Safety Program** | **50** |
| | Safety Program | 50 |

**Criteria scope**

**B.2. Method Statement** **500 points**

Bidders are expected to prepare and submit a detailed method statement, describing the methodology proposed to be adopted in the execution of the contract.

Specifics shall include methodology and/or information for

(i) Bored pile construction;
(ii) Supplier of structural steel;
(iii) Fabrication, delivery, and erection of structural steel;
(iv) Supplier of pre-cast concrete;
(v) Fabrication, delivery, and erection of pre-cast concrete;
(vi) Method of proper fit-up of prefabricated and pre-cast elements during assembly;
(vii) Roadway construction; and
(viii) Existing bridge dismantling, demolition, and salvage.

# Weighting of Criteria

**Identification of Criteria**

List the relevent critieria (as discussed in the previous section)

**Understanding Stakeholder Perspectives (Engineering Contract Administration, Finance)**

Gather inputs from stakeholders involved in the project.

Different stakeholders might have varying perspectives on the importance of criteria based on their roles and interests.

**Weighting**

Rank or rate the criteria based on their perceived importance.

Methods:

(1) Pairwise comparision
(2) Ranking
(3) Rating scales

# Weighting of Criteria

- **Weightages should be developed for criteria and for sub criteria (if any).**
- **Most weight on the criteria with the highest importance, and the lowest weight for criterion or categories with the least importance.**

# Example criteria with calculated weighting

| No. | Criteria | Total Category Weighting | Subcategory Weighting |
|---|---|---|---|
| 1 | **Programming** | **10** | |
| 1a | Overall Project Schedule | | 2 |
| 1b | Design Schedule | | 2 |
| 1c | Mobilization Schedule | | 6 |
| 2 | **Methodology—Groundworks** | **27** | |
| 2a | Subsoil Preparation | | 2 |
| 2b | Backfill | | 11 |
| 2c | Piling | | 14 |
| 3 | **Methodology—Station Construction** | **43** | |
| 3a | Foundation Design | | 15 |
| 3b | Architectural Design and Methodology | | 15 |
| 3c | Accessibility Design | | 13 |
| 4 | **Contractors Health and Safety** | **15** | |
| 4a | Health and Safety Plan | | 7 |
| 4b | Emergency Procedures | | 8 |
| 5 | **Environmental Management** | **5** | |
| 5a | Fuel Management | | 3 |
| 5b | Waste Materials Management and Recycling | | 2 |
| | **Total** | **100** | **100** |

- **EXAMPLE CRITERIA: Bangladesh Water Sector Project (ADB)**

**Table of evaluation of Technical Proposal**

| Technical Proposal requirement No.[1] | Requirement | Method of evaluation | Maximum score[2] |
|---|---|---|---|
| 1 | Work methodology (WM) 1 – GPR survey | scored | **10** |
| 2 | Work methodology (WM) 2 – design of pipelines | scored | **12.5** |
| *2.1* | *pipe route selection and long section* | *scored* | *(10)* |
| *2.2* | *determination of pipe diameter* | *scored* | *(2.5)* |
| 3 | Work methodology (WM) 3 – logistics | scored | **10** |
| *3.1* | *Location of storage yards* | *scored* | *(5)* |
| *3.2* | *Sizing of storage yards* | *scored* | *(5)* |
| 4 | Work methodology (WM) 4 – pipeline installation | Scored | **20** |
| *4.1* | *trench support system, butt fusion welding of HDPE pipes, culvert crossings* | *scored* | *(10)* |
| *4.2* | *schematic diagram of working corridors* | *scored* | *(10)* |
| 5 | Work methodology (WM) 5 – railway track crossing by trenchless technique | scored | **20** |
| *5.1* | *trenchless construction equipment* | *scored* | *(2.5)* |
| *5.2* | *schematic layout of working corridor* | *scored* | *(5)* |
| *5.3* | *monitoring and correction of settlement* | *scored* | *(5)* |
| *5.4* | *ground support mechanism* | *scored* | *(2.5)* |
| *5.5* | *dewatering and ground water control* | *scored* | *(2.5)* |
| *5.6* | *assessment of key risks* | *scored* | *(2.5)* |

- **EXAMPLE CRITERIA: Philippines Railway Project (ADB)**

| Sub-Criteria & α | Checklist | Data to be Provided in Order of Importance |
|---|---|---|
| **1.2.3.2.1** * **Overall Approach** | ☐ 1.2.3.2.1 | Based upon the Bid programme, the site layout and the various facilities that will be provided, the Bidder shall explain his general overall approach to the Project and his intended utilisation of the site areas, including temporary access and haul roads. |
| **1.2.3.2.2** *** **Earth Works for Cut and Cover** | ☐ 1.2.3.2.2.1<br>☐ 1.2.3.2.2.2<br>☐ 1.2.3.2.2.3<br>☐ 1.2.3.2.2.4<br>☐ 1.2.3.2.2.5<br>☐ 1.2.3.2.2.6<br>☐ 1.2.3.2.2.7 | Details of earth retaining works and subsequent<br>Details of Management, Supervision and Quality Assurance<br>Full details of equipment/method and manpower that will be used<br>Details of compacting fill surrounding station structure<br>Environmental considerations<br>A window extracted from the Bid Programme showing Earth works for Cut and Cover in great<br>Method of watertable control if necessary |
| **1.2.3.2.3** *** **Construction for Station Structure** | ☐ 1.2.3.2.3.1<br>☐ 1.2.3.2.3.2<br>☐ 1.2.3.2.3.3<br>☐ 1.2.3.2.3.4<br>☐ 1.2.3.2.3.5<br>☐ 1.2.3.2.3.6 | Details of Management, Supervision and Quality Assurance<br>Method statement for Builders Works generally, including details of sequence of construction and Architectural Finishes.<br>Details of proposed equipment / plants / materials including concrete and steel<br>Method statement of water-proofing for the underground structure including materials<br>A window extracted from the Bid Programme showing the station construction in greater detail.<br>Method statement for preparatory works and setting |

# Weighting of Criteria - Methods

- By personal preference (e.g. I think this criteria is important so let me allocate 60% for it)

- By calculations (e.g.):
  - Rating Scale/ Fixed Weighting Method
  - Rank Sum Weight method
  - Equal ratio method
  - Pairwise comparison
  - Analytic Hierarchy Process (AHP)

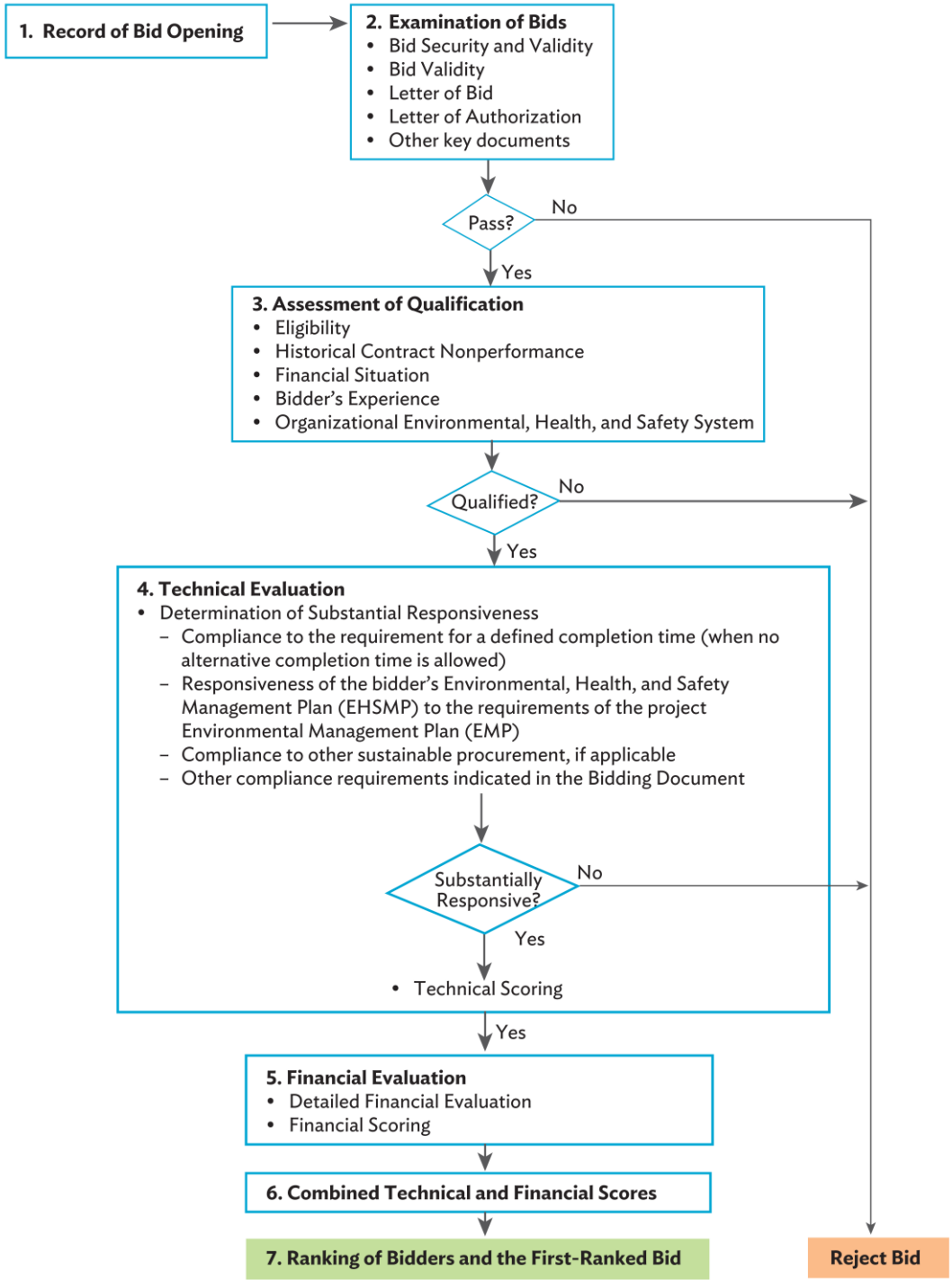
# Why calculation method required ?

- Fair and Transparent Evaluation
- Project Goals and Requirements
- Balanced Trade-Off
- Reduces Subjectivity and Bias
- Procurement Compliance and Defensibility
- Efficiency and Consistency
- There is a logic behind it.
- Not arbitrary
- Experts input

# Sensitivity Analysis

- Sensitivity analysis in criterion weighting assesses how variations in weighting influence decision outcomes.
- It is recommended to do a sensitivity analysis after development of criteria in order to understand the potential anomalies

# Scoring, Evaluation


1. Record of Bid Opening
2. Examination of Bids
• Bid Security and Validity
• Bid Validity
• Letter of Bid
• Letter of Authorization
• Other key documents
Pass?
No
Yes
3. Assessment of Qualification
• Eligibility
• Historical Contract Nonperformance
• Financial Situation
• Bidder's Experience
• Organizational Environmental, Health, and Safety System
Qualified?
No
Yes
4. Technical Evaluation
• Determination of Substantial Responsiveness
– Compliance to the requirement for a defined completion time (when no alternative completion time is allowed)
– Responsiveness of the bidder's Environmental, Health, and Safety Management Plan (EHSMP) to the requirements of the project Environmental Management Plan (EMP)
– Compliance to other sustainable procurement, if applicable
– Other compliance requirements indicated in the Bidding Document
Substantially Responsive?
No
Yes
• Technical Scoring
Yes
5. Financial Evaluation
• Detailed Financial Evaluation
• Financial Scoring
6. Combined Technical and Financial Scores
7. Ranking of Bidders and the First-Ranked Bid
Reject Bid

# Recommended that Evaluators have some Flexibility in Scoring

- Based on past project experience, developing rigid scoring criteria can make the evaluation process more difficult and less fair
- Borrowers should consider some flexibility in the scoring criteria

| % Of Maximum Score (RANGE) PREFERRED | % Of Maximum Score (FIXED) *NOT PREFERRED* | Description of Services |
|---|---|---|
| **Excellent submission (91-100%)** | Excellent submission (100%) | Significantly exceeds the requirements. Exceptional demonstration by the bidder showing it has the relevant experience, the ability, understanding, skills, and resources required to properly deliver the Project on time. Response identifies factors that could offer potential added value. Excellent supporting evidence is provided. |
| **Good submission (81-90%)** | Good submission (90%) | Marginally exceeds the requirements. Above average demonstration by the bidder showing that it has the relevant experience, the ability, understanding, skills, and resources required to deliver the Project on time. Good supporting evidence is provided. |
| **Acceptable submission (61-80%)** | Acceptable submission (80%) | Satisfies the requirements. The bidder has demonstrated that it has the relevant experience, the ability, understanding, skills, and resources required to deliver the Project on time. Sufficient supporting evidence is provided. |
| **Some reservations (41-60%)** | Some reservations (60%) | The submission does not fully meet the requirements and the bidder has not sufficiently demonstrated that it has the relevant experience, ability, understanding, skills, and resources necessary to deliver the Project on time. Insufficient supporting evidence is provided. |
| **Serious reservations (21-40%)** | Serious reservations (40%) | Significantly below the requirements. There are major reservations concerning the bidder's relevant experience, ability, understanding, skills, and resources required to properly deliver the Project on time. Little supporting evidence is provided. |
| **Unacceptable submission (1-20%)** | Unacceptable submission (20%) | Feature is absent/omitted. Does not comply and/or provides scarce information to demonstrate that the bidder has the ability, understanding, experience, skills, and resources required to deliver the Project on time. |

# Evaluation

- **Evaluation Committee**
- **Assess each bid solely based on evaluation criteria**
- **Scores should be objective and not determined through comparisons among bids**
- **Consistency**
- **Clarifications**

# Importance of Narratives in BERs

Section 3

### 1.7 Merit Point Criteria

In addition to the pass/fail evaluation criteria mentioned in the previous sections and the qualification criteria presented in the following sections, each of which the Bidder needs to comply with in order to be eligible for contract award, this section introduces a set of merit point criteria that will be used to compare the eligible Bidders and their Bids in order to select the most suitable for contract award. The merit point criteria to be applied are listed below together with their sub-criteria.

| Criterion | Merit Point Criteria | Max. Score |
|---|---|---|
| **1** | **Qualifications of Key Personnel** | **$S_{KPmax}$ = 30** |
| 1.1 | Construction Manager (Contractor's Representative) | $S_{KP1}$ = 12 |
| 1.2 | Site Foreman | $S_{KP3}$ = 6 |
| 1.3 | Environment, Health and Safety Officer | $S_{KP4}$ = 6 |
| 1.4 | Quality Assurance and Quality Control Officer | $S_{KP5}$ = 6 |
| **2** | **Quality of Technical Proposal** | **$S_{TPmax}$ = 50** |
| 2.1 | Site Organization | $S_{TP1}$ = 6 |
| 2.2 | Understanding of Location and Site Conditions | $S_{TP2}$ = 6 |
| 2.3 | Method Statement | $S_{TP3}$ = 10 |
| 2.4 | Mobilization Schedule | $S_{TP4}$ = 6 |
| 2.5 | Construction Schedule | $S_{TP5}$ = 10 |
| 2.6 | Utilities Management Plan | $S_{TP6}$ = 6 |
| 2.7 | Contractor Environmental and Social Management Plan | $S_{TP7}$ = 6 |
| **3** | **Domestic Participation** | **$S_{DPmax}$= 20** |
| 3.1 | Percentage of Domestic Participation | $S_{DPmax}$ = 20 |

BER

3.4.3 Evaluation of Technical Proposal

The technical proposals included in the submitted bids were compared to the requirements as defined in Section 6 of the bidding documents. A summary of the evaluation is provided in **Appendix 9, Evaluation of Technical Proposal**.

i. **Bidder No.1**: The technical proposal contains a lot of generic information that is not specific to the required works and work location. Exactly the same technical proposal is used for all lots involving road works without any adjustment to the specific works or location concerned. No information is provided regarding the organization of the work site organization or site conditions. The method statement is generic and does not provide any understanding of how works will be organized and carried out in [redacted]. The mobilization schedule is very long, and it is not clear if this overlaps with the construction schedule or not. 6 months are planned for paving of 1.85 miles using 2 pavers. The utilities management plan is generic and does not identify the service providers in [redacted]. The CEMP is taken from another project and does not reflect the kind of works to be carried out under this lot. Overall, the technical proposal received a score of 13.0 out of 50.0 points (**26%**) and is found to be unacceptable, with the exception of some parts that are found to be acceptable with reservations.

ii. **Bidder No.2**: The technical proposal submitted by Bidder No.2 appears to have been prepared for [redacted]). Although this responds to all the requirements, most of the information contained in it is not relevant to the works in [redacted] included under this lot. The included construction schedule is for [redacted] and is unrealistic for the scope of works included in this lot. Overall, the technical proposal received a low score of 12.8 out of 50.0 points (**26%**) and is found to be unacceptable, with the exception of some parts that are found to be acceptable with reservations.

# Importance of Scoring Tables in BERs

**Appendix 10 Merit Point Criteria (Technical Score)**

## Merit Point Criteria (Technical Score)

| Merit Point Criteria | Maximum score (1) | Bidder No.1 | | Bidder No.2 | |
|---|---|---|---|---|---|
| | | Evaluation score (2) | Technical Score (3=1x2) | Evaluation score (2) | Technical Score (3=1x2) |
| **Key personnel** | **$S_{KPmax}$ = 30** | **32%** | **9.6** | **54%** | **16.2** |
| Construction Manager | $S_{KP1}$ = 12 | 50% | 6.0 | 70% | 8.4 |
| Site Foreman | $S_{KP3}$ = 6 | 40% | 2.4 | 85% | 5.1 |
| Environment, Health and Safety Officer | $S_{KP4}$ = 6 | 15% | 0.9 | 10% | 0.6 |
| Quality Assurance and Quality Control Officer | $S_{KP5}$ = 6 | 5% | 0.3 | 35% | 2.1 |
| **Quality of Technical Proposal** | **$S_{TPmax}$ = 50** | **31%** | **15.7** | **48%** | **24.0** |
| Site Organization | $S_{TP1}$ = 6 | 0% | 0.0 | 50% | 3.0 |
| Understanding of Location and Site Conditions | $S_{TP2}$ = 6 | 0% | 0.0 | 50% | 3.0 |
| Method Statement | $S_{TP3}$ = 10 | 50% | 5.0 | 60% | 6.0 |
| Mobilization Schedule | $S_{TP4}$ = 6 | 50% | 3.0 | 50% | 3.0 |
| Construction Schedule | $S_{TP5}$ = 10 | 50% | 5.0 | 0% | 0.0 |
| Utilities Management Plan | $S_{TP6}$ = 6 | 25% | 1.5 | 50% | 3.0 |
| Contractor Environmental and Social Management Plan | $S_{TP7}$ = 6 | 20% | 1.2 | 100% | 6.0 |
| **Domestic Participation** | **$S_{DPmax}$= 20** | **0%** | **0.0** | **100%** | **20.0** |
| Percentage of Domestic Participation | $S_{DP}$ = 20 | 0% | 0.0 | 100% | 20.0 |
| **Technical score ($S_{KP}$+$S_{TP}$+$S_{DP}$)** | **T = 100** | **25%** | **25.3** | **60%** | **60.2** |

# Evaluator's Guide (Narrative of Evaluation Criteria (NEC)

Can include:

- How to set up an evaluation committee
- Roles and Responsibilities of Technical criteria evaluators
- Moderation process, documentation process
- **Guidance on each criteria**

# Evaluator's Guide (or Narrative Evaluation Criteria (NEC))

- It is recommended to develop an evaluators guide to help the evaluators;
  - Consistency
  - Fairness

| Criteria and Scoring Matrix | Evaluator's Guide |
|---|---|
| 1.3 Personnel | |
| Demonstrate how the proposed project team identified in bidder's response to 1.2 will deliver the relevant key skills and competencies, qualifications, and experience required to provide the works. | • CVs that demonstrate the staff identified in the delivery team organization responsible for the delivery of the project possess relevant key skills, competencies, qualifications, and experience and can operate in a collaborative environment<br>• Competency and experience matrix demonstrating that relevant competencies, qualifications, experience, affiliations, and licenses are available to support the delivery of these works<br>• Evidence of how the organization assesses competency for the key roles and throughout the course of the works |
| 1.4 Succession Planning | |
| Demonstrate the methodology, which provides the mechanism for changing or replacing staff and provision for project management in accordance with the conditions of the contract. | • A methodology that provides an outline of the mechanism for changing or replacing staff and provision for the employer's approval<br>• A competency matrix demonstrating that all the necessary skills are available to support the delivery of the project<br>• A communication and orientation plan demonstrating that any risk of disruption to the delivery of the project is negated |

| 2 Methodology | |
|---|---|
| 2.1 Project Execution Plan | |
| Provide an outline of bidder's project execution plan to describe how bidder proposes to safely manage and execute this contract efficiently and in line with the contract.<br><br>Note: The project execution plan may include by cross-reference any constituent elements required to be submitted, evaluated, and scored in other criteria sections, such as Design, Logistics, Supply Chain, etc. | • An outline project execution plan that provides sufficient detail to explain the proposed methodology for the delivery of the obligations under the contract, including but not limited to<br>– Mobilization<br>– Design management summary<br>– Design development and assurance<br>– Stakeholder engagement<br>– Interface management<br>– Community relations<br>– Environment, health, and safety<br>– Construction<br>– Testing and commissioning<br>– Handover<br>– Project controls<br>– Change management<br>– Cost management<br>– Knowledge/information management<br>– Systems integration |

# Combined Technical and Financial Score

# Combined Scoring

$$CS = \frac{P_{low}}{P} * F_{weight} + \frac{T}{T_{high}} * T_{weight}$$

$F_{ws}$ = Financial weighted score;

$P$ = Evaluated Bid Price of the Bid;

$P_{low}$ = Lowest of all evaluated Bid Price among all bids in compliance; and

$F_{weight}$ = Financial weight being equal to [*insert a figure consistent with ITB 38.1 of the BDS*].

$T_{ws}$ = Technical weighted score;

$T$ = Total technical score given to the Bid;

$T_{high}$ = Highest technical score among all bids in compliance; and

$T_{weight}$ = Technical weight being equal to [*insert a figure consistent with ITB 38.1 of the BDS*].

# Contractual Enforcement

# How to ensure the promises are kept?

- Reflect in the Specification (if agreed): important technical promises.
- Signed declarations.
- Minutes of contract clarification/negotiations.
- Incorporation of the bidder's proposal to the contract.
- Implement KPIs with a financial consequences attached to it.
- Performance Security

# Debriefing

# Debriefing and Complaint handling

- Debriefing requests by unsuccessful bidders
- Complaint
- Comply with the Bidding Documents requirements and procurement regulations

# Thank You!

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