

REQUEST FOR QUOTES

Procurement Number:	EURASIA2022BR17o
Open Date:	20May2022
Questions Deadline:	30May2022
Closing Deadline:	29July2022
Geographical Area Restrictions:	110 and 937
Point of Contact:	Olivia Eich Program Associate oeich@iri.org

Background:

The International Republican Institute (IRI) is a nonprofit, nonpartisan, organization dedicated to advancing freedom and democracy worldwide. Since 1983, IRI has worked to develop democratic institutions and ideals, carrying out a variety of international programs to promote freedom, self-government and the rule of law worldwide. IRI provides technical assistance in the areas of political party strengthening, developing civic institutions and open elections, promoting democratic governance and advancing the rule of law.

IRI is seeking an individual with experience conducting one-on-one, small group, or larger group trainings. IRI will partner with this individual to provide tailored trainings and consultations to IRI identified participants.

Period of Performance:

June 15, 2022 – June 15, 2023, with options to extend until June 15, 2024

Statement of Work:

IRI Lithuania is seeking bids from professional trainers/coaches to conduct a series of one-on-one, small group and larger group trainings and consultations for participants identified by IRI. IRI intends to award a contract to one professional trainer/consultant from its applicant pool.

There are two program areas for which bidders may apply. In a statement of intent, bidders shall clarify on which of the specific subjects under each program the bidder has relevant experience and can conduct trainings. Bidders should list all subjects on which they have relevant experience and can conduct trainings. Bidders may indicate more than one program area and certainly more than one topic under each program area:

Campaigning:

- Candidate selection and training;
- Conducting constituency, candidate, environment, audience analysis and evaluation
- Message development (i.e. identifying themes, targeting audiences and delivery options);
- Campaign management (i.e. building a team, time management skills, budgeting and recruiting volunteers);
- Direct campaigning and GOTV techniques;

Communication:

- Image building
- Strategic messaging;
- Brand-building;
- Public speaking and outreach;
- Messaging and developing talking points
- Online media and social networking, including informal video production

As a result of a contract, the winning bidder will:

- In consultation with IRI design the training agenda, necessary training materials, and curriculum in English;
- Provide an evaluation and report on performance of participants and the overall success of the training and consultation.
- Revise and adjust training agenda and other materials based on the results of the feedback from IRI and participants.

Trainings and consultations will take place over the course of several days.

To be considered bidders will need to demonstrate the following:

- Resides in or is available to travel to Lithuania or has stable internet access
- Has written and verbal proficiency in Russian and ability to understand and respond to questions posed in Russian; written and verbal proficiency in English and the ability to understand and respond to questions posed in English
- Possesses at least 2 years of experience in chosen program area or Master's degree in program area or related field

Technical Bid:

All bids submitted to IRI must include:

1. Information addressing your experience in providing each of the services identified in the above Statement of Work and your proposed specific approach for providing those services to IRI under this contract, including sufficient information to determine a clear definition of services as it relates to other providers that may be involved.
2. The name, address, and telephone and facsimile numbers of the bidder (and electronic address if available);
3. Bidders shall provide contact information for a minimum of three professional references with whom the applicant has had a working relationship within the last 24-month period. IRI may contact these individuals.
4. If the Bidder is a U.S. organization/resident, or a foreign organization/resident which has income effectively connected with the conduct of activities in the U.S. or has an office or a place of business or a fiscal paying agent in the U.S., the technical bids must contain Bidder's Taxpayer Identification Number.
5. Bids will not exceed 5 pages (not including cover page), using Times New Roman font, 1" margins.
6. Attachment requirements:
 - CV/Resume
 - Expert Service Rate Form provided at the end of this solicitation. IRI may contact previous clients and employers for professional references and compensation confirmation.

Price Bids must adhere to the following criteria:

IRI will not cover incidental costs incurred by the contractor. The daily and/or hourly rates submitted should, therefore, not include an assumption of costs incurred by the contractor for travel related expenses. All other expenses should be included within the daily and/or hourly rates, as no other expenses will be covered or reimbursed by IRI.

Bids must be submitted in Euros, payments under any resulting contract will be made in this currency.

Unit	Unit Price	Number of Units	Total
Hourly/Daily Rate			

RFQ Terms and Conditions:

1. Prospective Bidders are requested to review clauses incorporated by reference in the section “Notice Listing Contract Clauses Incorporated by Reference”.
2. IRI may reject any or all bids if such is within IRI’s interest.
3. Payment will be made upon receipt of detailed invoices and deliverables/services.
4. Proof of costs incurred, such as but not limited to receipts, pictures and financial documents may be requested during and for up to three years after the end of the contract period.
5. The Bidder’s initial bid should contain the Bidder’s best offer.
6. IRI reserves the right to make multiple contracts or partial contracts if, after considering administrative burden, it is in IRI’s best interest to do so.
7. Discussions with Bidders following the receipt of a bid do not constitute a rejection or counteroffer by IRI.
8. IRI will hold all submissions as confidential and shall not be disclosed to third parties. IRI reserves the right to share bids internally, across divisions, for the purposes of evaluating the bids.
9. If IRI continues to require the goods and services and the price remains reasonable and within market norms, resulting contract may be renewed each year for up to 2 years with 30 days’ notice to the Contractor. Bidder must establish any price increase for each renewal year in the initial bid.
10. By submitting a bid, Bidder agrees to comply with all terms, conditions, and provisions included in the solicitation and agreement to the services identified above and will specifically identify any disagreement with or exceptions to the terms, conditions, and provisions.
11. Bidders confirm that the prices in the bid/proposal/application/quote have been arrived at independently, without any consultation, communication, or agreement with any other bidder or competitor for the purpose of restricting competition.
12. By applying to this RFQ, applicant is certifying that if it is awarded a contract, none of funds payable under the resulting contract will be used to (1) procure or obtain, extend or renew a contract to procure or obtain; (2) enter into a contract (or extend or renew a contract) to procure; or (3) obtain the equipment, services, or systems that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology as part of any system in compliance with the National Defense Authorization Act. Covered telecommunications equipment and services mean any of the following:
 - a. Telecommunications equipment produced by Huawei Technologies Company or ZTE Corporation (or any subsidiary or affiliate of such entities).
 - b. For the purpose of public safety, security of government facilities, physical security surveillance of critical infrastructure, and other national security

purposes, video surveillance and telecommunications equipment produced by Hytera Communications Corporation, Hangzhou Hikvision Digital Technology Company, or Dahua Technology Company (or any subsidiary or affiliate of such entities).

- c. Telecommunications or video surveillance services provided by such entities or using such equipment.
 - d. Telecommunications or video surveillance equipment or services produced or provided by an entity that the Secretary of Defense, in consultation with the Director of the National Intelligence or the Director of the Federal Bureau of Investigation, reasonably believes to be an entity owned or controlled by, or otherwise connected to, the government of a covered foreign country. ([2 CFR 200.216](#)).
13. Bidders agree to disclose as part of the bid submission:
- a. Any close, familial, or financial relationships with IRI staff and agents. For example, the bidder must disclose if a bidder's mother conducts volunteer trainings for IRI.
 - b. Any family or financial relationship with other bidders submitting bids. For example, if the bidder's father owns a company that is submitting another bid, the bidder must state this.
 - c. Any other action that might be interpreted as potential conflict of interest.

Evaluation and Award Process:

1. Bids will be evaluated by IRI for compliance with administrative requirements, recent and relevant past performance and experience in performing of similar projects by the Bidder, technical capabilities and proposed technical approach, the qualifications of the personnel for the project, and price. IRI may contact any Bidder for clarification or additional information, but Bidders are advised that IRI intends to evaluate the offers based on the written bids and reserves the right to make decisions based solely on the information provided with the initial bids. IRI may but is not obligated to conduct additional negotiations with the most highly rated Bidders prior to award of a contract and may at its sole discretion elect to issue contracts to one or more Bidders.
2. Mathematical errors will be corrected in the following manner: If a discrepancy exists between the total price proposed and the total price resulting from multiplying the unit price by the corresponding amounts, then the unit price will prevail and the total price will be corrected. If there were a discrepancy between the numbers written out in words and the amounts in numbers, then the amount expressed in words will prevail. If the Bidder does not accept the correction, the offer will be rejected.
3. IRI may determine that a bid is unacceptable if the prices proposed are materially unbalanced between line items or sub-line items. Unbalanced pricing exists when, despite an acceptable total evaluated price, the price of one or more contract line items is significantly overstated or understated as indicated by the application of cost or price analysis techniques. A bid may be rejected if IRI determines that the lack of balance poses an unacceptable risk.
4. IRI will conduct a source selection based as follows:
IRI intends to make an award to the responsible Offeror based on the following evaluation factors:

- a) Technical evaluation– 40 percent
 1. Relevant expertise and/or experience as indicated by resume – 20 percent
 2. English and Russian language skills – 20 percent
- b) Past performance and experience in performing similar projects – 35 percent
- c) Price – 25 Percent

IRI intends to evaluate Offerors' proposals in accordance with these factors and make an award to the responsible Offeror whose proposal is most advantageous to the program.

5. If a cost realism analysis is performed, cost realism may be considered in evaluating performance or price.

Submission Instructions:

Bids must be submitted via email to Olivia Eich Program Associate oeich@iri.org with the subject line "EURASIA2022BR17o" by the deadline listed above.

Applicants shall clarify to which of the specific Scope(s) of work they are applying

- Evidence of experience in chosen program area(s), such as past work experience or level of education in subject matter. While possessing Master's or PhD degrees in subject areas is preferred, an equivalent number of years of practical experience is also acceptable.
- List of topics and subjects under each program area listed in which the consultant has relevant experience and wishes to serve as a consultant or trainer. Bidders may choose more than one program area as well as should list all subjects on which they have relevant experience and can conduct trainings;
- CV in English proving relevant experience to serve as consultant for a program and as a trainer on a subject under that program;
- Have written and verbal proficiency in Russian and ability to understand and respond to questions posed in Russian; written and verbal proficiency in English and the ability to understand and respond to questions posed in English is preferred but not required
- Indicate your ability to travel around Lithuania (whether you can, and if yes, then the number of days per a week);
- Based in or able to travel to Lithuania;
- Filled in expert rate form enclosed to this request;
- Example of previous work that demonstrates expertise in listed subject areas and a concise, presentable and concise style. Work samples can include, but are not limited to: past training presentations, recordings of previous webinars, analytic papers and media articles
- A minimum of two references and their contact information (name, title, organization, email and telephone number), whom IRI may contact to verify application's veracity;
- Contact and bank information (IBAN, name, address, individual or private entrepreneur documents, etc);
- Copies of individual or private entrepreneur documents (passport for individuals/copy of registration documents for PEs) with English language translation, if possible.

IRI Obligations

Issuance of this RFQ does not constitute a contractual commitment on the part of IRI, nor does it commit IRI to pay for costs incurred in the preparation and submission of a bid.

Notice Listing Contract Clauses Incorporated by Reference

IRI is required to make the Bidder subject to the clauses of the prime award. The resulting agreement incorporates one or more clauses by reference, with the same force and effect as if they were given in full text. Where "flow-down" to the Bidder is appropriate and applicable, references to "USAID" or "Department of State" shall be interpreted to mean "IRI", "Recipient" to mean "Contractor", and "Subrecipient" to mean "the Bidder". Included by reference are 2 C.F.R. 200 and USAID Standard Provisions for Non-US Non-governmental Organizations/US Department of State Standard Terms and Conditions.

EXPERT RATE INFORMATION

Name (<i>Last, First, Middle</i>)	Proposed Rate:	Daily	Hourly
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Rates should be given for the last three (3) years. If employment history/salary information is applicable, list salaries separate for each year. If expert services is applicable, indicate the type of rate daily/hourly.

EMPLOYMENT HISTORY - SALARY

POSITION TITLE	EMPLOYER'S NAME AND ADDRESS POINT OF CONTACT & TELEPHONE #	Employment Period (M/D/Y)		Annual Salary ¹ U.S. Dollars
		From	To	

SPECIFIC EXPERT SERVICES

SERVICES PERFORMED/TITLE	CLIENTS NAME AND ADDRESS POINT OF CONTACT & TELEPHONE #	Service Period (M/D/Y)		Units at Rate	Daily/Hourly Rate ² In U.S. Dollars
		From	To		

CERTIFICATION: To the best of my knowledge, the above facts as stated are true and correct.

Signature	Date
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¹ Basic periodic payment for services rendered. Exclude bonuses, profit-sharing arrangements, commissions, consultant fees extra or overtime work payments, overseas differential or quarters, cost of living or dependent education allowances.

² A form of management fee whereby the client pays a set fee for providing professional services. Exclude cost reimbursements, bonuses, overtime work payments, overseas differential or quarters, cost of living, and any other allowances.