

## REQUEST FOR QUOTES

<b>Procurement Number:</b>	ASIA2023MAL15o
<b>Open Date:</b>	October 13, 2023
<b>Questions Deadline:</b>	November 3, 2023
<b>Closing Deadline:</b>	November 10, 2023
<b>Geographical Area Restrictions:</b>	NA
<b>Point of Contact:</b>	Tyler Esch ; <a href="mailto:tesch@iri.org">tesch@iri.org</a>

### 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 supports political and civil society stakeholders in Malaysia to strengthen democratic practices and institutions through technical assistance, training and public opinion research. As part of its programming, IRI will lead a series of capacity-building trainings in Kuala Lumpur for Malaysian political party youth members (aged 18-39) from across the political spectrum focused on enhancing personal branding and political marketing skills. Through these trainings, IRI seeks to support the leadership development of party youth. By applying personal branding principles to their political careers, Malaysian party youth can build their own public image, meaningfully differentiate themselves from others, cultivate visibility, better position themselves within the political arena, and compete based on merit and skill. It is also an important element of professional and leadership development.

### Period of Performance:

Date of signature – no later than January 31, 2024

### Statement of Work:

The contractor(s) will serve as a trainer for IRI's multiple-module branding and political marketing curriculum tailored for political party youth. Training participants will include youth wing members from across the political spectrum, most of whom have full-time jobs, studies and other responsibilities in addition to political party membership.

The curriculum comprises five (5) experiential learning modules compatible with both in-person and virtual training formats on the topics of self-appraisal and image valuation, political goals and objectives, brand differentiation, audience identification, dimensions of

public perception, personal marketing and effective communication. The contractor(s) will be provided module-specific facilitator notes and a training PowerPoint to guide instruction on IRI's curriculum. IRI expects the selected contractor(s) to be both a trainer and facilitator, possessing both familiarity with the subject matter as well as the ability to help participants learn. Training will occur in English, Bahasa Melayu, and/or Mandarin depending on the Contractor(s)' abilities. Contractors with subject expertise and/or experience in one, or more, of the five (5) experiential learning modules' content may be preferred to teach those specific module(s).

Specifically, the contractor will:

- a. Review applicable branding and political marketing training module PowerPoint presentations and facilitator notes before each training and prepare necessary notes, discussion points, and/or questions or recommendations for IRI;
- b. Serve as a trainer for individual, module-specific trainings for approximately 15-25 political party youth online or in-person of approximately 2-3 hours each using the IRI-provided PowerPoint presentations and facilitator notes;
- c. Apply a personal or technical approach to leading the individual trainings, including incorporating group ice breakers, discussion prompts, or other best practices based on experience for groups of approximately 15-25 individuals;
- d. Foster a cordial and collaborative learning environment during either online and in-person trainings and support learner engagement with the training material.

**Eligibility criteria:**

- ✓ Demonstrated prior experience as a trainer, facilitator, or coach, or experience with personal branding and political marketing
- ✓ Professional references
- ✓ Fluency, both written and verbal, in either English, Bahasa Melayu and/or Mandarin

**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 3-4 professional references that can attest to the applicant's experience. 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 10 pages (not including cover page), using 12-point Times New Roman font, 1" margins.
6. Application must be in English
7. Attachment requirements:

- CV/Resume including applicable languages of instruction (i.e., English, Bahasa, Mandarin, etc.)
- 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:

Should IRI organize any trainings outside of Klang Valley, IRI will pay directly (to the hotel, airline, train, etc.) for all preapproved lodging and airfare expenses for the contractors' participation in IRI activities and events as necessary. The hourly rates submitted should not include an assumption of costs incurred by the contractor for travel-related expenses. IRI is responsible for training materials, video conferencing services, venue rental and utilities. All other expenses, including meals and incidentals expenses (M&IE) will not be covered or reimbursed by IRI. Bids must be submitted in US Dollars (USD), payments under any resulting contract will be made in this currency.

Services/Deliverables	Hourly rate
Module training (including classroom preparation, teaching hours, and post-lesson question and answer Q&A) – Up to 90 hours	

**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. 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.
10. 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.

11. 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](#)).
12. 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, (including technical capabilities, proposed technical approach, and personnel qualifications) – 20 percent
- b) Past performance and experience in performing similar projects – 60 percent
  - *Positive professional references*– 20 percent
  - *Demonstrated prior experience in personal brand management and marketing* – 20 percent
  - *Demonstrated prior teaching experience, pedagogy, or methodology of instruction* – 20 percent
- d) Price – 20 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 **Tyler Esch**, at [tesch@iri.org](mailto:tesch@iri.org) with the subject line **"ASIA2023MAL15o - Toolkit Trainer"** by the deadline listed above.

### **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 <sup>1</sup> 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 <sup>2</sup> 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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<sup>1</sup> 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.

<sup>2</sup> 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.