



# ***Framework Contract "BENEF"***

**Česká rozvojová agentura a  
Ministerstvo zahraničních věcí České republiky**

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# Presentation structure

## What is the Framework contract Beneficiary ?

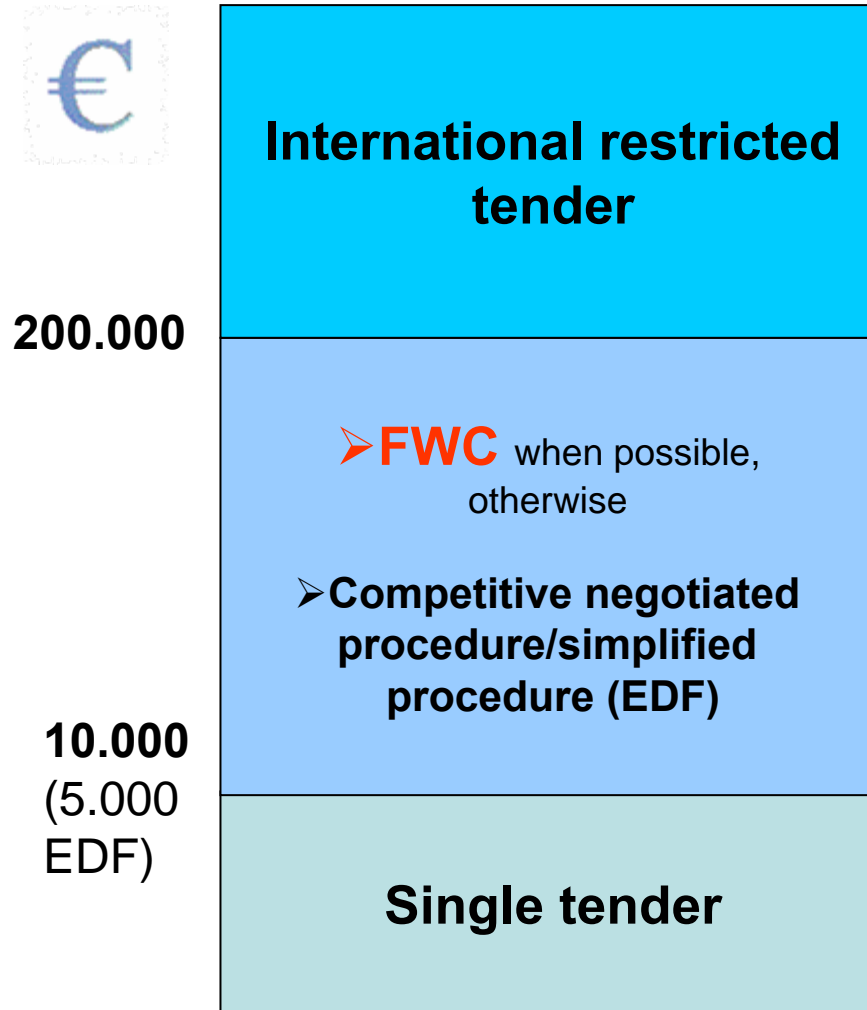
- A procurement procedure
- FWC in figures
- Services covered

## How to become Framework contractor ?

- Tendering and contracting process
- Requirements

# FWC BENEf

## A Procurement procedure



# FWC BENEFA

## Services : TA/studies

1. To be implemented in the countries benefiting of external aid (exclusive benefit of beneficiaries)
2. Short term (260 **working** days maximum within 2 years maximum)
3. 199.999 € maximum

# FWC BENEF

## Some figures

16/09/2005 to 15/09/2007* average per year						16/09/2005 to 15/09/2007*	
Lot Nr	FWC'srs	Requests	Requests per FWCOr	Contracted (MEUR)	Number Contracts	The min Contracts Nr	The max Contracts Nr
1	7	189	27	16	23	24	65
2	7	231	33	21	25	35	72
3	7	37	5	3	4	3	7
4	6	48	8	5	6	5	23
5	5	46	9	3	8	8	23
6	7	88	13	7	11	12	32
7	7	226	32	19	25	36	78
8	5	60	12	6	10	9	30
9	6	129	22	12	18	18	52
10	7	135	20	11	15	18	49
11	7	272	39	29	31	47	74
12	6	30	10	3	6	3	11
13	4	40	10	3	9	11	23
<b>Total</b>		1530		138			

\* except lot 3 : 1 year and lot 12 : 1,5 year

# FWC BENEF

## More figures

Lot 4	DMP 15/09/06		DMP 15/09/07		Contrat Spécifique 15/09/06		Contrat Spécifique 15/09/07	
	Nr	Amount	Nr	Amount in €	Nr	Amount	Nr	Amount in €
	27	3.512.296	25	3.515.893	10	1.197.252	13	1.647.543
	22	3.157.735	21	3.143.992	9	1.289.741	9	1.255.777
	24	3.695.712	25	3.559.883	3	414.100	2	306.700
	24	3.145.075	25	3.570.985	8	944.371	5	549.805
	25	3.939.610	23	3.432.991	8	1.006.558	2	379.954
	25	3.123.566	22	2.924.894	6	657.738	0	0
<b>TOTAL</b>	49	6.857.998	47	6.716.212	44	5.509.760	31	4.139.779

# FWC BENEf

## Lots description

- Lot 1: Rural development and Food Security (7)
- Lot 2: Transport and Infrastructure (6)
- Lot 3: Telecommunications and Information Technologies (7)
- Lot 4: Energy and Nuclear Safety (5)
- Lot 5: Conferences (4)
- Lot 6: Environment (7)
- Lot 7: Culture, Governance and Home Affairs (7)
- Lot 8: Health (5)
- Lot 9: Education, Employment and Social (6)
- Lot 10: Support to Industry / Commerce / Services (7)
- Lot 11: Macro economy, Public Finance and Regulatory Aspects (7)
- Lot 12: Standards (6)
- Lot 13: Humanitarian Aid, Crisis Management & Post-Crisis Assistance (4)

# FWC BENEF

## Sub-sectors common to 13 lots

- a. programme / project identification and preparation / formulation,
- b. assistance implementation,
- c. preparation of ToR's (services, works, supplies, ...) and evaluation of offers,
- d. evaluations (ex-ante, interim, ex-post etc.), monitoring
- e. (Cross-) sectoral policies and reforms,
- f. (Cross-) sectoral and macroeconomic (economic, budgetary) appraisals/studies (incl. Public expenditure review),
- g. legislation, regulations and law enforcement,
- h. approximation of legislation (*acquis communautaire*),
- i. institutional building,
- j. training and research,
- k. awareness-raising, (incl. information and communication)
- l. information systems and technological issues
- m. gender issues,
- n. environmental issues
- o. HIV/AIDS issues (impact, prevention, mitigation).



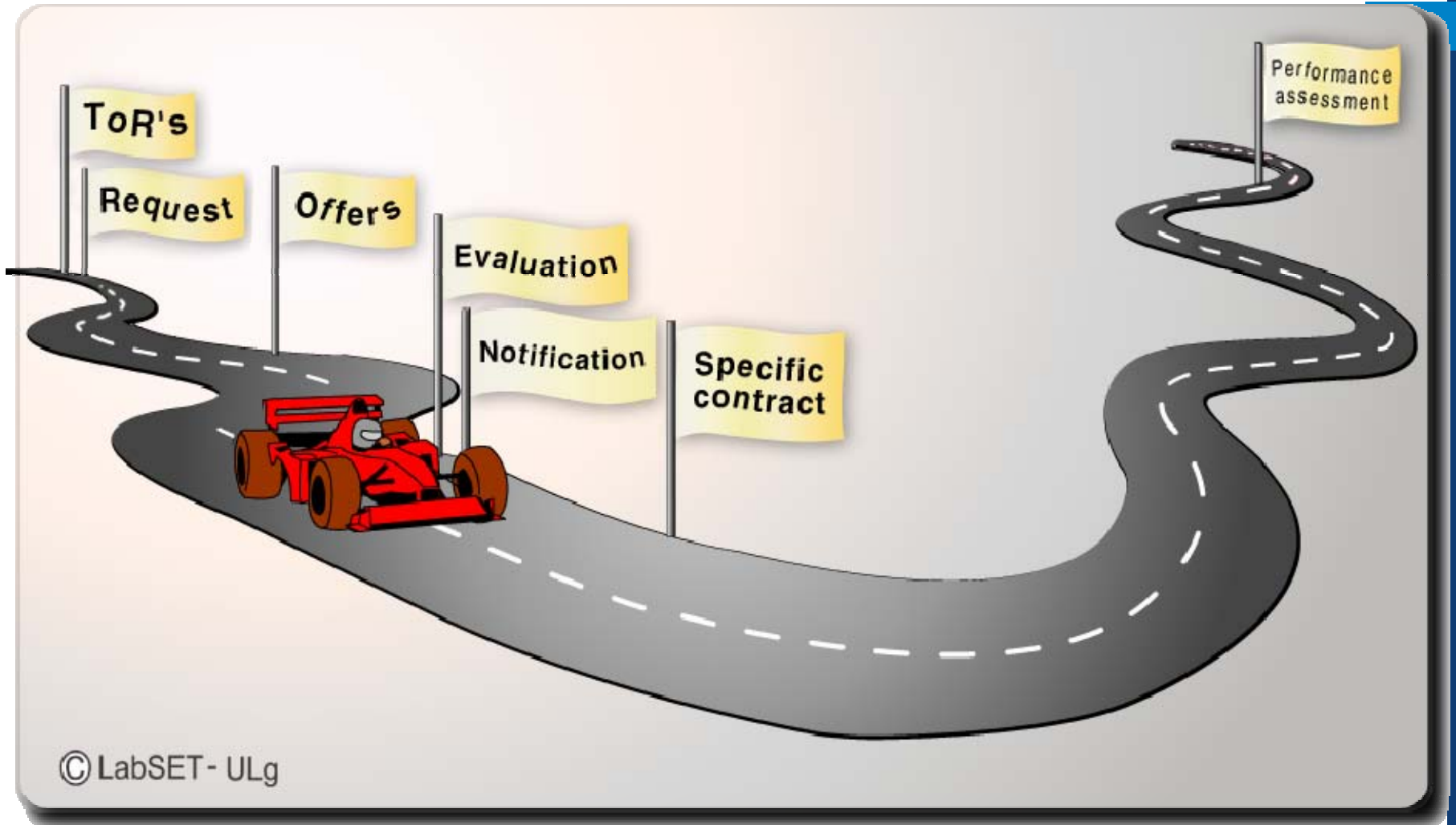
# FWC BENEf

## Sub-sectors specific to lot 10

### B. TECHNICAL DESCRIPTION

1. Investment promotion (domestic and foreign)
2. Small and Medium enterprises (SME) support (inclusive advisory services for management, production, technology, research & development, marketing, partnership, safety, exports promotion, financing, human resources management incl. gender issue, training, environmental impact, production quality, etc.)
3. Commercial banking, inclusive financial services to SMEs (credit lines, equity, guarantees, micro-credits ...), guarantee funds
4. Supporting professional/commercial/advisory bodies (professional associations, decentralised advisory agencies, local consultancy strengthening, chambers of commerce, European Information Correspondence Centres (EICC) networking), Business Centres
5. Stock exchange

# FWC BENEF Procedure



# FWC BENEf

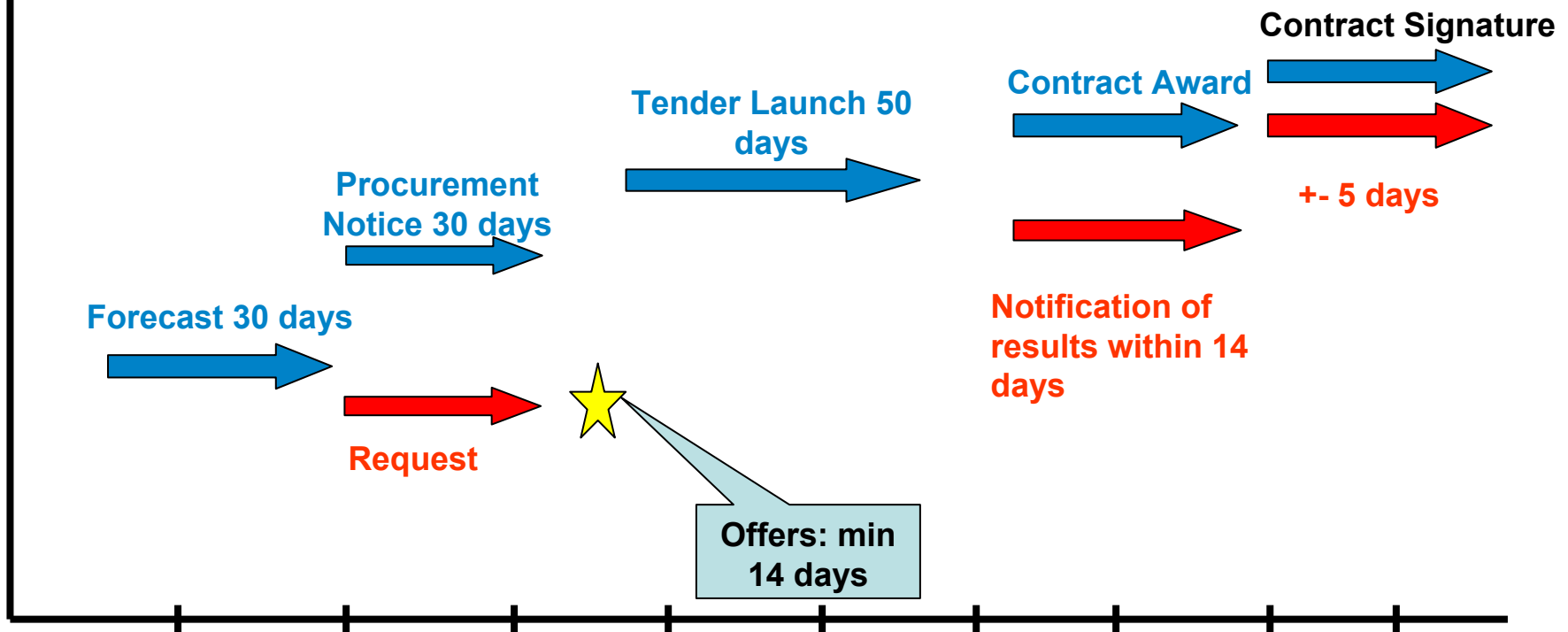
## Assignments award criteria

- Criteria :
  - 1) administrative compliance
  - 2) technical evaluation : CV/methodology
- Total fees comparison
- Notification of results within 14 days of offers submission

# Time Line for International restricted tender - Framework contract



Procedure takes at least 8 - 9 months – FWC : one month



# FWC Tendering process

## Requirements

- Covering all the sectors of the lot : consortia
- Quick reaction : network of experts
- Quality insurance : backstopping & monitoring = in house capacities
- Local network : geographical coverage

# FWC Tendering process

## Legal framework

- An international restricted **tender** according to procurement rules for external aid : it is not an open list.
- Transparency, equal treatment and fair competition
- Maximum FWC duration : 4 years

# FWC Tendering process

## Key steps

Steps	Information	Decision
<b>Publication</b>	<ul style="list-style-type: none"> <li>• Forecast</li> <li>• Contract notice</li> </ul>	
<b>Selection</b>	Shortlist : EuropeAid website	Selection of firms for invitation to tender
<b>Evaluation</b>	<ul style="list-style-type: none"> <li>• Notification to candidates</li> <li>• Award notice</li> </ul>	Award of the FWC : list of FWC'rs
<b>Contracting</b>	Publication on the FWC web pages of all contractual data (prices/contact)	Signature of the Framework contracts with each successful tenderer

# FWC Tendering process

## Contract Forecast

- OJ/EuropeAid tender pages/possibly local press
- General Information
- Not binding
- Published at least **30 days** before Procurement Notice



# FWC Tendering process

## Procurement Notice

- Where ?  
OJ/EuropeAid tender web pages/possibly local press
- When ? at least **30 days** before deadline
- Content ? legally binding  
Lots : sectors  
Budget : estimation  
Selection criteria  
Number of candidates that will be invited to tender
- **Clarifications on content will be possible** before deadline

# FWC Tendering process

## Shortlist

- Administrative compliance
- Selection criteria (art. 21) applied to check capacities : Administrative, financial, technical
- Result = Shortlist published on EuropeAid website

# FWC Tendering process

## Tender Launch

- Dispatch Tender Dossier
- Unsuccessful candidates informed + publication of shortlist notice in OJ and on Internet
- Deadline for Submission = min. 50 days
- Questions 21 days – Answers 11 days

Tenders are valid for 90 days !

# FWC Tendering process

## Tender Evaluation

$$\begin{aligned} &\text{Technical Score} \times 0.80 \\ &+ \\ &\text{Financial Score} \times 0.20 \end{aligned}$$

Most economically advantageous offer wins!

# FWC Tendering process

My company does not fulfil the selection criteria....

EuropeAid

- Form a consortium (the consortium as a whole must meet the criteria, not each individual company, ! Leading firm !)
- Try and gain relevant experience as consortium partner !
- An economic operator may rely on the capacities of other entities for a particular contract (undertaking)! See Application form :

“An economic operator may, where appropriate and for a particular contract, rely on the capacities of other entities, regardless of the legal nature of the links which it has with them. It must in that case prove to the contracting authority that it will have at its disposal the resources necessary for performance of the contract, for example by producing an undertaking on the part of those entities to place those resources at its disposal. Such entities, for instance the parent company of the economic operator, must respect the same rules of eligibility and notably that of nationality, as the economic operator.”

# INFO

**Web site :**

**[http://ec.europa.eu/europeaid/work/framework-contract/index\\_en.htm](http://ec.europa.eu/europeaid/work/framework-contract/index_en.htm)**