InvestInternational

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Meeting Report

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Meeting
Market Consultation

Date
6-4-2023, 10.00 – 12.30 hours

Location
The Hague, Malietoren

1. Opening statements

Lara Muller, Director Public Sector provides opens the market consultation on behalf of Invest International. Lara highlights the importance of this framework contract and emphasizes the importance of the attendees.

Angela van de Sluijs, senior procurement officer welcomes everybody and specifies she will be the contact person in the tender process for this framework contract. Angela notes the importance of the presence of the participants to learn from each other and to provide input and questions during the market consultation.

Willem Mak, Manager learning and Innovation, welcomes all the parties as well. Willem mentions that the desire is to work in partnership with the consultants. By working efficiently together we make sure the investment is accelerated in time and we create impact. Willem welcomes an open approach from the participants and asks them not to refrain from any constructive or critical remarks.

Yann Pleidoux, Senior Project Advisor, is host of the market consultation and names all the firms that have registered for the market consultation (Appendix 2). Yann presents the agenda of the consultation.

2. Presentation

Invest International Public Programmes provides a presentation. Reference is made to the Power Point Presentation (Appendix 1).

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3. Questions (Q) and Answers (A)

Q1: Regarding transport. Is there interest in EV / mobility transition affiliated infrastructure?
A1: Invest International focusses on SDG 8 and 13. This is not restricted but assignments stay as much as possible within these impact objectives. As such transport projects are of interest, we look into it case by case.
Q2: Is a consultant allowed to work in different stages of the investment process?
A2: Reference made to presentation. On a case-by-case basis a conflict of interest will be assessed.
Q3: IS sub-contracting permissible and does it imply exclusivity?
A3: Reference made to presentation.
Q:4 Lump-sum based implies that it is deliverable based?
A4: This will depend on a project-by-project basis. In case of uncertainties, assignments are foreseen to be phased to allow for sequential phasing of the assignment scope.
Q5: Are the references of all consortia members evaluated of only the lead firm?
A5: The references of all consortia members will be evaluated.
Q6: Will there be a minimum of local or Dutch companies?
A6: No requirements are foreseen in that regard, and it is at the discretion of the consortium.
Q7: How is the local support, buy-in ensured e.g., cultural sensitivity?
A7: Where deemed important such requirements will be specified in the ToR's considering the scope of works and expertise.
Q8: How to guarantee that detailed design will be conducted if it is not concluded in the framework contract?
A8: There is no guarantee and there is no single way to make that risk go away. We try to mitigate that at the very beginning, and we negotiate with the beneficiary government, as we want the project to move on. The relationship matters here.
Q9: Pleased to here with the structure. The market is noted to be very good, as such 1) it would be helpful whether a pipeline of projects could already be published, 2) advice is to have an open ToR to allow for a collaborative way of working and mobilize the creativity of the consultant.
1) A9: One of the advantages of the framework contract is that Invest International would be able to share information which is not public yet at an earlier stage.

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2) A9: The second point is well noted. The aim is to work towards perform based contracting to the extent possible whereas more outputs that inputs are specified.
Q10: Who will be the client of the work? There is an issue that multiple parties would be in the position to provide requests.
A10: IIPP will be the in principle the client of the assignment. The ToR of the assignment will specify which entities will review the studies. It is in IIPP sole discretion to approve the deliverables and conduct the payments.
Q11: Although IIPP directly contract the consultants involved, part of the work will be done local in the country, so this requires close collaboration with the local government. How can the consultant operate in this situation when it concerns a project not fully agreed upon?
A11: IIPP elaborates that the studies are generally being done following a Grant Arrangement with the government which contains a detailed (formulation) plan agreed between IIPP and the government.
Q12: How will the presented criteria be rated for the assignment? A quality score would be desirable with clear feedback on why a firm is selected or not.
A12: The request for quotation specifies the rated criteria per assignment.
Q13: Who will be evaluating the assignment?
A13: This will be on a case-by-case basis whereas a preference is to have the beneficiary government part of that evaluation for more substantial assignments.
Q14: How will CVs of subcontractors be evaluated for an assignment?
A14: The Terms of Reference will define Key experts' positions. IIPP will not distinguish whether these experts are from the consortium or a sub-contractor.
Q15: How will this approach result in the time gain?
A15: The initial pre-selection of the firms will save time.
Q16: What is the expected average amount of a call off and the total envelope?
A16: The ambition is EUR 5 mln annually. The size of the assignment naturally depends on its scope.
Q17: Sub-contractors are not exclusive and as such the key experts could come up with several proposals?
A17: Yes, in theory this can be the case.
Q18: Ministries do often split the financial and technical expertise for good reasons to get the best expertise available. Why did you choose to put the financial and technical expertise together in one lot?
A18: IIPP is aware of the trade-off and for now has identified that the management of the interface between different consultancy assignments is regarded as a key risk to balance this trade-off.
Q19: Just to be clear, is this Framework part of D2B or part of DRIVE? Or neither (is it a separate program)? Or is it both?
A19: It is for both.
Q20: When showing the presentation slide with Indicative Scope of Work (Types of Services), was this applicable for Lot 1 and Lot 2? Or does the indicative scope of work differ between both Lots? If so, how does it differ?
A20: This differs between both lots. Health Care often requires a lot of operational and management skills and not so much engineering and technical skills related to civil works.
Q21: Will it be considered to do a QBS as a rule for the Call offs?
A21: This is indeed possible.
Q22: 1) Regarding the country scope, do we need to cover ALL the mentioned BHOS countries in our proposals? 2) Or do you look at a certain percentage of coverage? 3) Or are there specific focus countries that have priority? 4) And will there be a difference regarding country focus between Lot 1 and Lot 2?
1) A22: You don't need all countries to be eligible for the framework.

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2) A22: It's foreseen that the more countries you cover, the higher score you receive to be selected for the panel. 3) A22: There are specific focussed countries that have priority. These are mentioned in bold in the presentation. 4) A22: There is no difference between lot 1 and 2.	
Q23: as there will always be competition for call-offs (no 1-on-1 requests): is there a minimum budget per call-off?	
A23: There is no minimum budget foreseen.	
Q24: 1) Financial modelling and the FAST method. Is it foreseen to build a full model which would be used by IIPP / beneficiary? 2) Will the model need to be transmitted to IIPP?	
1) A:24 FAST is used as a reference standard and will be developed as part of the feasibility to function part of the appraisal. Model auditing is not foreseen but a review role. Models are an analysis tool and not a legal requirement. 2) A24: The model would be deliverable and should be shared with IIPP and beneficiary (confidential).	
Q25: Is a clarification meeting as part of the tender evaluation foreseen. This would be recommended?	
A25: This can be considered.	
Q:26 Is direct tendering foreseen?	
A26: No, this is not allowed within a Lot.	
Q27: What is foreseen in terms of procurement, specific national skills are not required?	
A27: Helping the local government with procurement support: helping with market consultation, procurement processes, structure of contracts, performance-based contracting, technical employment vidi contract, designing an evaluation framework. All this fitting in local regulation. Internally: establishing our principles/guidelines.	
Q28: How would IIPP handle local content rules following local requirements?	
A28: We can only procure in consistency with the local procurement rules. In case we procure but local procurement rules need to be adhered to, the assignment is foreseen to be procured outside the framework.	
Q29: What is the procedure for a government to contact IIPP?	
A29: There are many ways: e.g., through embassies, direct contact, companies, IFI, international offices, Investment Managers, etc.	
Q30: References, countries, a risk of attracting companies that have big databases rather than inhouse-expertise. How to warrant this innovative way of working?	
A30: Firstly, IIPP will carefully formulate and assess the composition of consortia.	
Q31: How many consortia will be selected?	
A31: Lot 1 up to 5 firms and for lot 2 up to 3. Selection will be based on the rated criteria in the tender guide.	
Q32: Which consortia is best to join?	
A32: This is at the discretion of the proposers.	
Q33: Can the tender be delayed a bit to allow for consortia forming?	
A33: Additional time for submitting the proposal would be an option.	
Q34: Several sectors are combined. Do the consortia need to cover all these sectors? The market notes that this will be a restraint to have more innovative consortia.	
A34: Trade-off. IIPP notes that it will consider including as an award criterion how the consortia deploy innovative and smaller companies.	
Q35: Appraisal: does it only concern the appraisal for DRIVE requirements or also of other funders?	
A35: The preparation studies should be considering the requirements of other funders. This would be specified in the ToR. We do not procure appraisal services for other funders.	

Q36: Do you foresee a special role for Deltares?
A36: This question is well noted and investigated.

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