

### **SECTION III - EVALUATION CRITERIA FOR COMPETITIVE PROCUREMENT**

The criteria presented below have been tailored to the requirements of this particular task order. USAID intends to award this task order without negotiations. However, USAID reserves the right to conduct clarifications and/or discussions. Offerors should note that these criteria serve (a) to identify the significant matters that applicants should address in their proposal and (b) set the standard against which applications will be evaluated. To facilitate review of applications, applicants should organize the narrative sections of their applications in the same order as the selection criteria.

The selection process will entail a “best value” approach in which the evaluation factors other than the cost or price, when combined, are significantly more important than cost or price.

The Offeror's technical proposals shall be evaluated against the following factors:

#### **A. TECHNICAL EVALUATION POINTS**

##### **1. Technical Approach (30 points)**

The evaluation of the Offeror's technical approach will focus on:

- The overall merit and feasibility of the proposals, as well as specific criteria relevant to each of the tasks outlined earlier;
- Proposals should outline how the various tasks listed above will be undertaken;
- The technical components of the proposal will be evaluated based on the overall understanding and approach, and the specific design of the program;
- Concept of sustainability should be adequately discussed and clearly defined;

Proposal should demonstrate an understanding of health sector issues in Peru.

##### **2. Qualifications of Proposed Personnel (30 points)**

Proposed personnel will be evaluated based on:

- List of the personnel and provide the CVs for the individuals that your firm proposes to manage this task order. These individuals will be “key personnel” for this task order;
- Qualification and relevant experience of proposed personnel, including quality of experience in developing country settings and demonstrated exceptional expertise in their particular fields;

- Demonstrated success in delivering technical assistance and in working in partnership with local counterparts;
- Which subcontractors will conduct the various tasks listed earlier;
- Qualifications and experience of proposed home office support or management personnel and explanation or justification for the use of these classifications.

For all proposed long-term staff, expatriate and locally-recruited, full resumes must be provided, presenting their experience in chronological order and listing addresses and telephone numbers of the last three immediate supervisors or other work references.

### **3. Institutional Capacity and Past Performance (40 points)**

- Past performance on an demonstrated capability to plan, implement and monitor similar programs;
- Capability and past performance in starting program activities rapidly and providing timely and extensive TA;
- Capability to support personnel and field operations;
- Past performance in meeting USAID reporting and accountability requirements;
- Success in forming alliances with other organizations.

## **B. COST (No points)**

### **1. Cost Evaluation Criteria**

The Offeror's cost proposal will be evaluated for reasonableness, cost realism, clarity of presentation and completeness, as well as to the relative cost benefit to the US Government. Cost proposals must have sufficient detail for evaluation in accordance with Part 15 of the Federal Acquisition Regulations.

Cost analysis will be used to review and evaluate the separate cost elements and the profit line in the Offeror's proposal in order to help judge how well the proposal's costs represent what the cost of the Task Order should be, assuming reasonable economy and efficiency. This process will look at:

- a. The necessity for, and reasonableness of, proposed costs, including allowances for contingencies;
- b. Projection of the Offeror's cost trends, on the basis of current and historical cost or pricing data;
- c. Reasonableness of estimates generated by appropriately calibrated and validated parametric models or cost-estimating relationships; and
- d. The application of audited or negotiated indirect cost rates, labor rates and cost of money or other factors.

The proposed level of effort Task Order will be closely evaluated in terms of total overall costs and overall cost realism, clarity of presentation, general reasonableness, allowability and allocability of proposed items of cost, and proposed costs containment parameters.

**2. Determination of Task Order Award**

The award will be made by the Contracting Officer to the responsible offeror whose proposal, conforming to the solicitation and as most advantageous to the US Government represents the best value.