



## INDIVIDUAL CONSULTANT PROCUREMENT NOTICE

Date: 25 January 2013

**Country:** Republic of Moldova

**Description of the assignment:** Team of ONE NATIONAL and ONE INTERNATIONAL consultant to develop a National Study on the internal barriers to foreign trade in agrifood sector and their implications for poverty reduction and human development

**Project name:** UNDP Policy Unit

**Period of assignment/services:** 35 working days for the international consultant; 45 days for the national consultant, during March-May, 2013

### Application instructions:

International Consultants should submit their proposals online by pressing the "Apply Now" button at the link [http://jobs.undp.org/cj\\_view\\_job.cfm?cur\\_job\\_id=35213](http://jobs.undp.org/cj_view_job.cfm?cur_job_id=35213) no later than 15 February, 2013.

National Consultants should submit their proposals by pressing the "Apply Now" button below no later than 15 February, 2013.

Requests for **clarification only** must be sent by standard electronic communication to the following e-mail: [alexandru.oprunenco@undp.org](mailto:alexandru.oprunenco@undp.org). UNDP will respond by standard electronic mail and will send written copies of the response, including an explanation of the query without identifying the source of inquiry, to all applicants.

### 1. BACKGROUND

The economy of Moldova is small and open. It has one of the most liberal trade regimes and one the highest shares of the foreign trade in GDP in the region. The burgeoning foreign trade also helped country to weather well the aftermath of the global financial crisis of 2008-09. Indeed, the post-crisis recovery was propelled by rebound in remittances, rebuilding of capital stocks and by boom in exports. However, in 2012 the economy has appeared to be out of steam. After GDP posted a spectacular growth of 6.4% in 2011, the economy slowed down with an expected growth rate of 0.3 per cent in 2012. Furthermore, investment was sluggish, while remittances have never recovered to the pre-crisis level. Ultimately, after expanding by 40 per cent in 2011, exports have grinded to a standstill. Given that external economic outlook remains dim, further economic gains should be sought via more comprehensive domestic structural reforms for boosting country's competitiveness. This imperative brings the barriers to trade issues, which are long overdue, to the top of the Government's policy and regulatory reform agenda. Furthermore, as agriculture has been in a vicious year-cycle of adverse climate conditions in 2012 the

domestic producers need various cross-board improvements to offset the negative effects on competitiveness the climate might have.

**CONTEXT:** With the small domestic market, further economic growth should be increasingly export-led, therefore expansion and diversification in trade is of utmost importance. On the foreign trade regime side, the potential to open further is almost exhausted, with only FTA with Turkey and DCFTA with the European Union remaining among the major regional trade liberalization deals to be accomplished in the short run. The DCFTA with the European Union is clearly an opportunity for the Moldovan economy to tap into the opportunities on the common EU market and benefit from more access for Moldovan exports, foreign investments, including FDI, etc. The agrifood sector will also benefit in medium and long term, but may face difficulties in coping with the increased competition from EU firms. This may in turn lead to consequences for those employed, particularly from the rural areas. In-depth analysis of the trade liberalization with EU and impact of DCFTA and its components on overall human development in Moldova has been recently undertaken as part of the 2012 National Human Development Report of UNDP<sup>1</sup>.

Further stimuli to the trade expansion and diversification should be probably sought on with the respect to internal barriers to trade. Such barriers may range from the quality of transport infrastructure and logistics, availability of quality infrastructure, and regulatory issues including customs administration, certification goods, tax burden and administration, transaction costs, competition issues along the value chain. All these issues ultimately represent costs for the Moldovan business and as such may dent and undermine competitiveness of Moldovan companies and goods on abroad markets.

While there is significant room for improvement in Moldova on most of the all abovementioned aspects, these are mostly formal and informal regulatory issues that came recently to the fore. Thus, this report will seek to identify and prioritize key internal barriers to foreign trade with regards to agrifood exports (fresh fruit and vegetables) and provide relevant and feasible policy options and specific regulatory recommendations that could lead to dismantlement of the identified barriers. The prioritization shall be based on several criteria to be agreed with the majority of key stakeholders. At same time, one of the key criteria is impact in overcoming a particular barrier and the feasibility of finding suitable solutions in short-term.

## **2. SCOPE OF WORK, RESPONSIBILITIES AND DESCRIPTION OF THE PROPOSED ANALYTICAL WORK**

The main scope of work is to develop a National Study on key internal barriers to trade in the fresh fruits and vegetables subsector in Moldova, including feasible policy and regulatory recommendations and options to overcome such barriers in a short and, where feasible, in a longer term. Furthermore, the team of consultants shall be able to address key policy recommendations in providing needed input in the modernization and adaptation of the existing regulatory framework, particularly through providing conceptual inputs to draft regulatory acts to amend the existing framework in the concerned areas.

**For detailed information, including division of tasks between the consultants, please refer to Annex 1 – Terms of Reference.**

## **3. REQUIREMENTS FOR EXPERIENCE AND QUALIFICATIONS**

### **International Consultant:**

#### **I. Academic Qualifications:**

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<sup>1</sup> <http://www.undp.md/presscentre/2012/NHDR/index.shtml>

- Advanced degree in Economics, Social Science or other relevant fields.

## II. Experience:

- At least 7 years of proven analytical skills and previous experience in policy analysis, development of comprehensive analytical reports in socio-economic field;
- Previous extensive experience in quantitative methods of analysis and econometric modeling the economic impact is required;
- At least 7 years of demonstrated experience in comparative analysis, research, monitoring, assessment/evaluations in trade and promotion of foreign trade.

## III. Competencies and Skills:

- Familiarity with the situation of the agrifood sector the region; knowledge of the Moldovan context would be a strong advantage;
- Knowledge of the EU regulations, including institutional, legal and policy frameworks, in the area of foreign trade;
- Strong strategic thinking ability;
- Advanced professional documents drafting abilities;
- Excellent communication and teamwork skills;
- Fluency in English. Knowledge of Romanian and/or Russian is an advantage.

## **National Consultant:**

### IV. Academic Qualifications:

- Advanced degree in Economics, Social Science or other relevant fields.

### V. Experience:

- At least 5 years of proven analytical skills and previous experience in policy analysis, development of comprehensive analytical reports in socio-economic field;
- Previous extensive experience in quantitative methods of analysis and econometric modeling the economic impact in agrifood is a strong advantage;
- At least 5 years of demonstrated experience in comparative analysis, research, monitoring, assessment/evaluations in trade and promotion of foreign trade.

### VI. Competencies and Skills:

- Familiarity with the situation of the agrifood sector the Moldova; knowledge of the regional context would be a strong advantage;
- Knowledge of the national regulations, including institutional, legal and policy frameworks, in the area of foreign trade;
- Excellent communication and teamwork skills;
- Fluency in Romanian. Knowledge of English and Russian is required.

## **4. DOCUMENTS TO BE INCLUDED WHEN SUBMITTING THE PROPOSALS**

Interested individual consultants must submit the following documents/information to demonstrate their qualifications:

1. Cover letter, explaining why they are the most suitable for the work;
2. A brief methodology on how they will approach and conduct the work;
3. Financial proposal;

4. Personal CV including past experience in similar projects and at least 3 references, or duly filled Personal History Form (P11).

## 5. FINANCIAL PROPOSAL

The financial proposal shall specify a total lump sum amount, and payment terms around specific and measurable (qualitative and quantitative) deliverables (i.e. whether payments fall in installments or upon completion of the entire contract). Payments are based upon output, i.e. upon delivery of the services specified in the TOR. In order to assist the requesting unit in the comparison of financial proposals, the financial proposal will include a breakdown of this lump sum amount (including daily fee, travel, per diems, and number of anticipated working days).

All envisaged travel costs must be included in the financial proposal. This includes all travel to join duty station/repatriation travel. In general, UNDP should not accept travel costs exceeding those of an economy class ticket. Should the IC wish to travel on a higher class he/she should do so using their own resources.

The International Consultant is expected to undertake 3 working visits to Moldova. No travel is envisaged for the National Consultant under this assignment.

In the case of unforeseeable travel, payment of travel costs including tickets, lodging and terminal expenses should be agreed upon, between the respective business unit and Individual Consultant, prior to travel and will be reimbursed.

## 6. EVALUATION

Initially, individual consultants will be short-listed based on the following minimum qualification criteria:

### *International Consultant:*

- Advanced degree in Economics, Social Science or other relevant fields;
- 7 years of proven analytical skills and previous experience in policy analysis, development of comprehensive analytical reports in socio-economic field.

### *National Consultant:*

- Advanced degree in Economics, Social Science or other relevant fields;
- 5 years of proven analytical skills and previous experience in policy analysis, development of comprehensive analytical reports in socio-economic field.

The short-listed individual consultants will be further evaluated based on the following methodology:

### Cumulative analysis

The award of the contract shall be made to the individual consultant whose offer has been evaluated and determined as:

- a) responsive/compliant/acceptable, and
- b) having received the highest score out of a pre-determined set of weighted technical and financial criteria specific to the solicitation.

\* Technical Criteria weight – 60% (300 pts);

\* Financial Criteria weight – 40% (200 pts).

Only candidates obtaining a minimum of 210 points would be considered for the Financial Evaluation.

Criteria	Scoring	Maximum Points Obtainable
<b>International Consultant:</b>		
<b><u>Technical</u></b>		
Advanced degree in Economics, Social Science or other relevant fields	(Master's – max 30 pts, PhD's – max 40 pts)	40
7 years of proven analytical skills and previous experience in policy analysis, development of comprehensive analytical reports in socio-economic field	(7 years – max 25 pts, >7 years – max 30 pts)	30
7 years of demonstrated experience in comparative analysis, research, monitoring, assessment/evaluations in trade and promotion of foreign trade	(7 years – max 30 pts, >7 years – max 40 pts.)	40
Advanced professional documents drafting abilities	(no – 0, yes – max 20 pts.)	20
<b>Interview</b>		
Knowledge of the EU regulations, including institutional, legal and policy frameworks, in the area of foreign trade	(up to 35 pts.)	35
Familiarity with the situation of the agrifood sector the region; knowledge of the Moldovan context would be a strong advantage	(up to 35 pts.)	35
Previous extensive experience in quantitative methods of analysis and econometric modeling the economic impact	(up to 30 pts.)	30
Strong strategic thinking ability	(up to 20 pts.)	20
Excellent communication and teamwork skills	(up to 20 pts.)	20
Fluency in English. Knowledge of Romanian and/or Russian is an advantage	(English – max 20 pts., Russian and/or Romanian – additional max 10 pts)	30
<b>Maximum Total Technical Scoring</b>		<b>300</b>
<b>National Consultant:</b>		
<b><u>Technical</u></b>		
Advanced degree in Economics, Social Science or other relevant fields	(Master's – max 30 pts, PhD's – max 40 pts)	40
5 years of proven analytical skills and previous experience in policy analysis, development of comprehensive analytical reports in socio-economic field	(5 years – max 30 pts, >5 years – max 40 pts)	40
5 years of demonstrated experience in comparative analysis, research, monitoring, assessment/evaluations in trade and promotion of foreign trade	(5 years – max 30 pts, >5 years – max 40 pts)	40
<b>Interview</b>		
Familiarity with the situation of the agrifood sector the Moldova; knowledge of the regional context would be a strong advantage	(up to 40 pts.)	40
Knowledge of the national regulations, including institutional, legal and policy frameworks, in the area of foreign trade	(up to 40 pts.)	40
Previous extensive experience in quantitative methods of analysis and econometric modeling the economic impact in agrifood is a strong advantage	(up to 30 pts.)	30
Excellent communication and teamwork skills	(up to 30 pts.)	30

Fluency in Romanian. Knowledge of English and Russian	(Romanian – max 20 pts., English and Russian – additional max 20 pts)	40
<b>Maximum Total Technical Scoring</b>		<b>300</b>
<b><u>Financial (for International and National consultants)</u></b>		
Evaluation of submitted financial offers will be done based on the following formula: <b><math>S = F_{min} / F * 200</math></b> S – score received on financial evaluation; Fmin – the lowest financial offer out of all the submitted offers qualified over the technical evaluation round; F – financial offer under consideration.		<b>200</b>

#### Winning candidate

The winning candidate will be the candidate, who has accumulated the highest aggregated score (technical scoring + financial scoring).

#### **ANNEXES:**

**ANNEX 1 – TERMS OF REFERENCES (TOR)**

**ANNEX 2 – INDIVIDUAL CONSULTANT GENERAL TERMS AND CONDITIONS**