

**REQUEST FOR EXPRESSION OF INTEREST**

**REoI No. *BCCI/GAD/AFD/ (PRO)-01/2021/618***

Project Name: “Transitional Trade Support Facility (TTSF) Program”

Procuring Agency: *General Affairs Department, Bhutan Chamber of Commerce & Industry*



Title of Consulting Services:

**National Consultant for developing Strategic Planning Framework for the Bhutan Chamber of Commerce & Industry.**

## INVITATION FOR EXPRESSION OF INTEREST

*BCCI/GAD/AFD/(PRO)-01/2021/618*

**June 1, 2021**

The *General Affairs Department, BCCI Secretariat* invites expression of interest to provide the following consulting services: The overall operational governance is guided by its Royal Charter 1996, the BCCI lacks strategic framework which outlines the long-term operational plans. The SF will outline a strategic planning process by mapping its resources against its overall objectives from which the annual plans must be drawn. The strategic framework is essential to support fulfillment of Chamber's vision and mission statements. Furthermore, the SF is required to outline the broad objectives in the form of action plans. With the increasing involvement of the Chamber in economic development process of the country, its operation also needs to be aligned with the government's developmental objectives through strategic framework. More details on the services are provided in the Terms of Reference.

An Individual Consultant will be selected as per the procedures described in this REoI, in accordance with Procurement Rules and Regulations in force of the Royal Government of Bhutan

The EoIs are to be submitted at the latest by ***June 11, 2021 at 2:30 pm.***

The procedural requirements for responding to this invitation are provided in the complete REoI document, which includes the following:

- Section 1: Instructions to Consultants
- Section 2: Standard Forms
- Section 3: Terms of Reference

Address for response/ Address of Procuring Agency:

***Head  
General Affairs Department (GAD)  
BCCI Secretariat  
Doebum Lam, Chubachu, Thimphu.***

Yours sincerely,



**Head, Administrative & Finance Division  
BCCI Secretariat  
Doebum Lam, Chubachu**

## SECTION 1: INSTRUCTIONS TO CONSULTANT

- 1. Scope of assignment** 1.1 The Employer has received a budget from the Royal Government of Bhutan under Transitional Trade Support Facility (TTSF) Project and intends to select an Individual Consultant for the specific assignment as specified in the Terms of Reference in Section 4.
- 2. Qualifications of the Consultant** 2.1 Prospective Individuals shall demonstrate in their EoI that they meet the required qualifications and experiences and are fully capable of carrying out the assignment.
- 3. Conflict of Interest** 3.1 The Consultant shall hold the Procuring Agency's interests paramount, without any consideration for future work, and strictly avoid conflict with other assignments or its own corporate interests. For this purpose, the provisions of the Procurement Rules and Regulations on Conflict of Interest shall apply.
- 4. Unfair Advantage** 4.1 If a Consultant could derive a competitive advantage from having provided Consulting Services related to the assignment in question, the Procuring Agency shall make available to all Consultants together with this REoI all information that would in that respect give such Consultant any competitive advantage over competing Consultants.
- 5. Fraud and Corruption`** 5.1 It is RGOB policy to require that consultants, observe the highest standard of ethics during the procurement and execution of contracts. In addition, as a condition of admission to eligibility, the consultant shall execute and attach to their Proposals an Integrity Pact Statement in the form provided in **Form 4 of Section 3**.
- 6. Preparation of EoI** 6.1 EoI shall be typed or written in indelible ink in English language and shall be signed by the Consultant. Consultants are required to complete the following Forms:  
(a) Form 1: Submission of Expression of Interest;  
(b) Form 2: CV of the Consultant; and  
(c) Form 3: Integrity Pact
- 7. Submission of EoI** 7.1 The prospective Consultant can deliver their EoI by hand or courier service to the address mentioned in the REoI. The consultant is advice that the EoI shall be properly sealed in envelops addressed to the Procuring Agency as mentioned in the REoI advertisement and bear the name & address of the consultant as well as the name of the assignment.
- 7.2 The closing date for submission of EoI is *June 11, 2021* up to *2:30 p.m.* EoI must be submitted within this deadline. Any EoI received after the deadline for submission of EoI shall be declared late, and returned unopened to the Consultant.

7.3 EoI may be modified or substituted before the deadline for submission

7.4 The Procuring Agency may at its sole discretion, extend the deadline for submission of EoI.

7.5 At any time prior to the deadline for submission of EoI the Procuring Agency for any reason or on its own initiative may revise the REoI Document by issuing an Addendum which shall form an integral part of the Document.

## 8. Evaluation of EoI

8.1 Suitability of the Consultants shall be evaluated on the basis of criteria specified in the sub clause 8.2

8.2 The points to be given under each of the evaluation Criteria are:

<b>Criteria</b>	<b>Points</b>
Relevant academic qualification	35 points
Consultant's relevant experience for number of assignments carried out in the related fields (Result-Based Management Planning Framework, Strategic Framework, Monitoring & Evaluation Framework)	50 points
Relevant Training & Skill	15 points
<b>Total points:</b>	<b>100 points</b>

8.3 Immediately after the closing date and time for submission the Procuring Agency shall open all EoI documents, including any substitutions accompanied by a properly authorized substitution notice.

8.4 Following the opening of the EoI, and until the Contract is signed, no Consultant shall make any unsolicited communication to the Procuring Agency. Such an attempt to influence the Procuring Agency in its decisions on the examination, evaluation, and comparison of either the EoI or Contract award may result in the rejection of the EoI.

8.5 After the evaluation, the highest-ranked Consultant shall be asked to submit a financial proposal, which shall be subject to negotiation. The financial proposal shall be Submitted as per the Form 3 provided in Section 3.

**9. Negotiations** 9.1 The first-ranked Consultant shall then be invited for negotiations. If negotiations fail, the Procuring Agency shall inform the Consultant in writing of the reasons for termination of the negotiations and then shall invite the Consultant who's EoI was ranked second to negotiate a Contract. Once negotiations commence with the second ranked Consultant the Procuring Agency shall not reopen the earlier negotiations.

92 During negotiations, the Procuring Agency and the Consultant shall finalize the "Terms of Reference", work schedule, logistics and reporting schedule etc. These documents shall then be incorporated into the Contract as Description of Services"

93 The Financial negotiations will involve the remuneration and other reimbursable cost to be paid to the Consultant.

94 Negotiation will conclude with a review of the draft Contract. To complete negotiations, the Procuring Agency and the Consultant will finalize the agreed Contract.

**10. Award of Contract**

10.1 The Procuring Agency shall award the Contract to the selected Consultant, and:

- (a) as soon as possible notify unsuccessful Consultants, and
- (b) publish a notification of award on the Employer's website.

10.2 The notifications to all unsuccessful Consultants, and the notification on the Employer's website, shall include the following information:

- a. the assignment reference number;
- b. the name of the winning Consultant and total price it offered; and
- c. the date of the award decision.

10.3 Following the decision to award the Contract to the selected Consultant, the parties shall enter into a written Contract binding on both parties. The Contract shall be compatible with the Applicable Laws of Bhutan. The Contract shall be signed by the duly authorized representatives of the parties and shall bear the date of signature.

10.4 Where both the parties do not sign the Contract simultaneously,

(a) The Procuring Agency shall send to the selected Consultant two original copies of (1) the full agreed Contract and (2) the letter of acceptance (notification of award), each signed by its duly authorized representative together with the date of signature;

(b) The letter of acceptance shall indicate the deadline by which it must be accepted, which shall not be more than 15 days from the date of its receipt by the Consultant;

(c) The Consultant, if he agrees to conclude the Contract, shall sign and date all original copies of the Contract and the letter of acceptance and return one copy of each to the Procuring Agency before the expiry of the deadline indicated in the letter of acceptance;

(d) In case the selected Consultant fails to sign the Contract agreement within the deadline specified in the letter of acceptance the Procuring Agency may negotiate with the second ranked Consultant.

10.5 The Consultant is expected to commence the assignment soon after signing of contract agreement at Thimphu. The duration of the contract shall be for 90 *[calendar] days* from the date of commencement.

## **SECTION II: STANDARD FORMS**

The standard forms are provided to guide the Consultant to prepare for the submission of the Expression of Interest:

FORM-1	Expression of Interests submission form
FORM-2	Consultant's Curriculum Vitae
FORM-3	Remuneration and Reimbursable
FORM-4	Integrity Pact

**FORM 1A: Expression of Interest Submission Form**

Date:

To:

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*[Address of Procuring Agency]*

Dear Sir/Madam:

I, hereby submit my EoI to provide the consulting Services for [Insert title of assignment] in strict accordance with your Request for EoI dated [dd/mm/yy].

I declare that I was not associated, nor have been associated in the past, directly or indirectly, with a Consultant or any other entity that has prepared the design, specifications and others documents in accordance with Clause 3.

I have not been declared ineligible by the Royal Government of Bhutan on charges of engaging in corrupt, fraudulent, collusive or coercive practices in accordance with Clause 5.

If selected, I undertake to commence the consulting Services for the assignment not later than the date indicated in Clause 10.5.

I understand that the Procuring Agency reserves the right to accept or reject any EoI at any time prior to contract award.

Yours Sincerely,

Signature:

Name:

Address:

Tel:

Attachment: *[List attachments]*



## Form 1B- Consultant's Information Sheet

### A. Consulting Services Data

<i>Name of the consulting services</i>	
<i>Assignment (Brief Description)</i>	

### B. Consultant Data

<i>Name</i>	
<i>Country of Nationality</i>	
<i>Address of consultant</i>	
<i>E-mail and contact No. of consultant</i>	

### C. Assignment Specific Qualifications and Experience

<p><i>* Assignment Specific Experience (Provide information demonstrating your ability, skills and experience to undertake advertised assignment and deliver inputs/ outputs required under the TOR-add additional sheet if required)</i></p>
<p><i>* Please provide summary of your qualifications and attach your Curriculum Vitae (CV)***</i></p>

### D. Eligibility Declaration

I, the undersigned, certify to the best of my knowledge and belief

- The CV I attached correctly describes my qualifications and my experience
- I am not part of the team who wrote the terms of reference for this consulting services assignment.
- I have not been convicted of an offense or crime related to theft, corruption or fraud.
- I understand that it is my obligation to notify Procuring Agency should I become ineligible to work with.
- I understand that it is my obligation to notify the Procuring Agency, or should I be convicted of an offense related to theft, corruption or fraud.

Completed by (Name)	
Date (dd/mm/yyyy)	

## FORM 2- Curriculum Vitae (CV) of the Consultant

1. Name [Insert full name]:

2. Date of Birth:                      Nationality:

3. Education [Indicate college/university and other specialized education of staff member, giving names of institutions, degrees obtained, and dates of obtainment]:

4. Membership of Professional Associations:

5. Other Training [Indicate professional training relevant to the project]:

6. Countries of Work: [List countries where staff has worked in the last ten years]:

7. Languages [For each language indicate proficiency: good, fair, or poor in speaking, reading, and writing]:

8. Employment Record [Starting with present position, list in reverse order every employment held by staff member since graduation, giving for each employment (see format here below): dates of employment, name of employing organization, positions held.]:

From [Year]:                      To [Year]:

Employer:

Positions held:

9. Work Undertaken that Best Illustrates Capability to Handle the Tasks Assigned  
[Among the assignments in which the staff has been involved, indicate the following information for those assignments that best illustrate staff capability to handle the tasks listed under point 11.

Name of assignment or project:

Year:

Location:

Procuring Agency or Procuring Agency:

Main project features:

Positions held: Activities performed.

Note: Attach the work experience certificates.

10. Declaration:

I, the undersigned, declare that to the best of my knowledge and belief, this CV correctly describes me, my qualifications and my experience. I understand that any willful misstatement herein may lead to my disqualification or dismissal, if engaged.

Date:

[Name & Signature of the consultant]

Day/Month/Year

### FORM 3- Remuneration and Reimbursable

The highest ranked Consultant shall be asked to submit this form after the evaluation of the EoI. After negotiations, Remuneration & Reimbursable will be part of the total cost as per agreed deliverables in the contract.

(1) Remuneration

Rate (per month/ per day)	Time spent (person-months)	Total
		Sub-Total (1)

(2) Reimbursable

Item	Unit	Qty	Rate	Total
(a) Per diem				
(a) Travel cost				
(c) Visas, resident permits, airport taxes and incidental travel costs (at cost)				
				Sub-total (2)

Total Cost: Sub-Total (1) + Sub-Total (2) =...

### Consultants' Representations Regarding Costs and Charges

I, hereby confirm that the basic salary indicated in the contract are taken from my payroll records and reflect the current salary rate exempt taxes and which have not been raised other than within the normal annual salary increase anticipated due to inflation, etc. If required I can provide the relevant copies of the latest contract papers upon which the rates are based.

(Name, Signature and date)



**TERMS OF REFERENCE**  
**FOR INDEPENDENT INDIVIDUAL CONSULTANT**

**POST TITLE:** Consultant for developing Strategic Planning Framework for the  
Bhutan Chamber of Commerce & Industry  
**PROJECT NAME:** Transitional Trade Support Facility (TSF) Program  
**PLACE OF ASSIGNMENT:** General Affairs Department, BCCI, Thimphu, Bhutan

**1. Background**

While the overall operational governance is guided by its Royal Charter 1996, the BCCI lacks strategic framework (SF) which outlines the long-term operational plans. The SF will outline a strategic planning process by mapping its resources against its overall objectives from which the annual plans must be drawn. The SF is essential to support fulfillment of Chamber's vision and mission statements. Furthermore, the SF is required to outline the broad objectives in the form of action plans. With the increasing involvement of the Chamber in economic development process of the country, its operation also needs to be aligned with the government's developmental objectives through SF.

The Performance Audit Report on Bhutan Chamber of Commerce & Industry 2018 too recommended for such a document as an institutional roadmap.

**2. Objective**

The main objective of the assignment is to draw up a long-term strategic framework for BCCI, which shall provide a clear linkage between the institutional programmes/activities and BCCI's objectives.

**3. Scope of work**

The study shall draw a clear strategic plan for the Chamber to provide the direction for achieving its overall objectives, mission and vision. The study shall map the available resources of the Chamber and outline measures to efficiently utilize the limited resources at its disposal for achieve the long-term objectives. It should chart a course toward the organizational goal within the given timeframe and the available resources.

**4. Key duties and responsibilities**

The Consultant shall:

- a) Develop and present a detailed methodology and work plan for the assignment.
- b) Identify priority areas in line with the Royal Charter and international best practices.
- c) Identify strategic thrust areas to support the identified priority areas.
- d) Prepare detail action plan for each strategic thrust area with clear Key Performance Indicators (KPIs).
- e) Map resources required for implementation of the strategic plan.

- f) Identify potential source of funding and propose mobilization plan.
- g) Propose implementation modalities / plan.
- h) Develop monitoring and evaluation framework.
- i) Conduct consultations with stakeholders to validate the review findings and obtain additional inputs.
- j) Present the draft strategic framework to the BCCI.
- k) Incorporate comments and finalize report.
- l) Present final report after incorporating the comments to the BCCI management.
- m) Submit two hard copies and one digital copy of the finalized document.

**5. Reporting and coordination**

- a) The consultant shall report directly to Chief, Research & Planning Department, BCCI, and liaise closely until such time that the final document is submitted and accepted by the BCCI management.
- b) The consultant shall lead, facilitate and initiate all discussions related to assignment with the stakeholders.

**6. Minimum Qualification and Experiences**

<b>Education</b>	Minimum of Masters Degree in the field of Public Policy / Planning / Organizational Strategic Management / Economics / Human Resource Management and Business Management & Administration.
<b>Special Skills / experience and other qualifications</b>	<ul style="list-style-type: none"> <li>• Minimum of 5 years working experience as a consultant.</li> <li>• Proven experience in similar assignment.</li> <li>• Experience in conducting multi-stakeholder consultations.</li> <li>• Proven capacity to deliver outputs under tight timelines.</li> <li>• Ability to translate study findings into actionable plans.</li> <li>• Good report writing skills.</li> </ul>

**7. Duration of assignment**

The consultant shall undertake and deliver the assignment within 90 days from date of award.

**8. Deliverables, Timeframe and Payment Schedule**

<b>Deliverable/output</b>	<b>Timeframe</b>	<b>Payment Schedule</b>
Develop and present detailed methodology and work plan (Draft Inception report)	Week 2	10%
Submission of 1 <sup>st</sup> draft report and presentation to the BCCI management	Week 10	50%
Submission of final report	Week 12	40%

## **9. OTHER MATTERS**

The BCCI retains its right to accept or reject the proposals without any reasons and cancel the procurement service, if it deems so.