

Evaluation Scheme for Technical Assessment of Offers

Section/ Division: 3800	Assignment Title: Support for development and pilot implementation of a market-oriented cluster in the tourism and hospitality sector	Project title:	Clusters 4 Development: Better Business Sophistication in Georgia					
		Weighting in %	points (max. 10)	assessment (2)x(3) (4)	points (max. 10)	assessment (2)x(5) (6)	points (max. 10)	assessment (2)x(7) (8)
		(2)	(3)	(4)	(5)	(6)	(7)	(8)
1	Appropriateness of suggested concept and work plan							
	<i>Interpretation of objectives</i>	2						
	<i>Strategy of implementation</i>	5						
	<i>Management of processes, cooperation, learning and innovation</i>	5						
	<i>Work schedule and timelines</i>	4						
	<i>Monitoring and evaluation concept</i>	4						
	Subtotal for 1	20						
2	Education							
	<i>Master's degree in tourism, economics, business administration, geography, history or a related discipline</i>	10						
	Subtotal for 2	10						
3	Experience of the Consultant							
	<i>Excellent communication, facilitation and moderation skills</i>	5						
	<i>Strong research, analytical and report writing skills</i>	5						
	<i>Advanced computer skills including Microsoft Office and web-based applications</i>	5						
	<i>More than 7 years of professional experience in the tourism industry in Georgia</i>	10						
	<i>Sectoral research and analysis in the tourism and related industries in Georgia: at least 3 successfully completed assignments</i>	15						
	<i>Experience in working with major development partners in Georgia working in the field of private sector / tourism development, in tandem with international and local experts</i>	15						
	<i>Experience in consulting of SMEs in tourism and related industries in the regions of Georgia in the fields of: (1) organizational and business strategy development, (2) organizational capacity development, (3) development / diversification of niche tourism and HORECA products</i>	5						
	<i>Excellent command both: written and spoken English</i>	10						
	Subtotal for 3	70						
4	Recommendations							
	<i>2 LoR to evidence successful cooperation with international development partners / programs / projects or government agencies in Georgia in the last 4 years</i>	5						
	Subtotal for 4	5						
	Grand Total	100						