



Foreign &
Commonwealth
Office

Mr Guy Gabriel
Project Manager
Albany Associates Limited
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London
W4 1QP

Bijel Odedra
Commercial Adviser
Corporate Procurement Group
Foreign and Commonwealth Office
King Charles Street
LONDON
SW1A 2AN

Tuesday, 01 November 2016

Dear Guy,

**Notice of Tender Award Decision: Contract Reference ITT_1347 CPG-1285-2016
CSSF: Promoting Media Plurality and Balance in Central Asia**

I am writing on behalf of the Secretary of State for Foreign and Commonwealth Affairs (the Authority) to thank you for your tender received via the e-Bravo procurement portal on 04 October 2016.

1. I am pleased to advise that following the evaluation of all compliant tenders, your tender for Promoting Media Plurality and Balance in Central Asia has been successful.
2. In order to proceed to the award stage there is a requirement to discuss your workplan and budget with the British Embassy in Bishkek. Could you please therefore liaise with Jamie Brockbank, the head of the Conflict Stability and Security Fund programme for Central Asia on Tel: +996 (312) 303 642 Mob: +996 (777) 907 447 and Email jamie.brockbank@fco.gov.uk . Once these are mutually agreed, the award of contract can be issued.
3. The award criteria used to determine the requirement was the Most Economically Advantageous Tender (MEAT) for Promoting Media Plurality and Balance in Central Asia. This contract opportunity was detailed in the Invitation to Tender document and your scores and feedback are at Annex A.
4. In line with the issued Tender instructions, the contract was formally awarded without reference to a standstill period.
5. Could you please provide your key personnel, including a contract administrator in the template below:

Title	Name	Contact Number	Email Address

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6. On behalf of the Authority, I would like to express our appreciation for the time and effort spent on the preparation of your Tender proposal.

Yours sincerely,

Bijel Odedra
Commercial Adviser

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Annex A to Tender ITT_1347 Feedback Scores:

FINAL TECHNICAL AND COMMERCIAL SCORES

SUPPLIER	TECHNICAL SCORE (FINAL) Out of 750	COMMERCIAL SCORE (FINAL) Out of 250	TOTAL SCORES (FINAL) Out of 1000	POSITION
Albany Associates	600	169.03	769.03	1st

COMMERCIAL SCORES

#	Question	Winning Bidder Score Sovereign Global
	<p>Do you accept responsibility for your staff's security and Duty of Care? In the event of the Contractor's staff or authorised agents and representatives being based in living or working accommodation owned/occupied or controlled by the FCO or using transport or other facilities provided by the FCO, these individuals will observe such instructions and requirements of accommodation and access to facilities as apply to FCO staff.</p> <p>Do you understand the potential risks and have the knowledge and experience to develop an effective risk plan? Do you have the capability to manage their Duty of Care responsibilities throughout the life of the contract? This includes monitoring staff risk on a live / on-going basis, and the ability to protect staff (and those of your subcontractors) whilst they are on the ground.</p>	Pass
C1	Explain how you would ensure that you deliver real value for money to the Authority throughout the lifetime of the Framework including through the supply chain and your subcontractors to meet the requirements. (10 points). Consider the balance of quality/price; use of existing contracts within the region; cost sharing; procurement methods, discounts to rates over time etc. Max 400 words. Scored according to the 0 - 4 scoring mechanism.	30.00
C2	Competitive Average Fee rate	9.03
C3	Competitive Management Fee	10.00
C4	Commercial Costs	120.00
	Total Commercial Score (250 Points)	169.03

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TECHNICAL SCORES

Question	Feedback	Max Score	Winning Bidder Albany Associates
<p>Part A Methodology Explain in detail your understanding, overall approach and methodology to meeting all the services and requirements as indicated in the statement of requirements. Your response should focus on the key areas: a) Understanding of the Central Asian and wider Former Soviet Union context and how this impacts your approach (Max 1 page)</p>	<p>The overall approach shows a good understanding of what is happening pan-regionally on content and has borrowed much from other work FCO are doing in Eastern Europe. However, this work will NOT be "proof of concept" for the Content Factory. The key to stop-fake is its local credibility and the fact that it was a grass-roots response. Stop-fake and IREX have a strong track record though so there is some hope. Stakeholders give mixed feedback on the Ukraine library project.</p>	150	112.50
<p>b) Demonstrating the ability to identify and engage key stakeholders e.g. citizens, media and UK and host governments. (Max 1 page)</p>	<p>Good analysis of five CARs, UK government partners and relevant organisations. Lacked analysis of demographics / audiences and different mediums (e.g. TV versus internet) Albany do not seem to have a lot of experience in the region. IREX are a strong partner and stop-fake a strong brand in Ukraine. Internews are established players.</p>	50	37.50
<p>c) Quality of methodology, demonstrating an evidence-based approach to delivering the desired outcome and three outputs listed in the Statement of Requirements.. Include an overall time line on how you plan to implement. (Max 5 pages)</p>	<p>A bit vague on how they will work on local partners. Suspect a large portion of the spend will be on external consultants. Very good on results framework. The bidder clearly explained what activities will be implemented under each output. It has indicated the anticipated results against each output, although the followings bids are not strongly convincing or require further clarification. The suggestion on mobilising the community of citizen journalists requires discussion and further discussion. The proposed number of trainings is very limited and narrow. The bidder's assumption on a need to translate content in Kyrgyz and its assurance that Kazakhs will watch Kyrgyz-language version of produced content require further clarification. The bidder has lack of understanding of libraries' popularity in Kazakhstan. Approach of working with libraries is based only on experience of working in Ukraine and Moldova, not CA. Implementation timeline is provided. The activity in the timeline- developing social media platforms should be discussed further.</p>	200	150.00
<p>Part B - Technical and Quality Delivery a) What challenges and risks do you anticipate in delivering the required service for this project? How will you overcome and mitigate these? Please display as a risk matrix, including the</p>	<p>The bidder has provided a well-developed risk matrix. Although the mitigation process provided for the third risk require further clarification. Impact levels per some risks not well weighted. Well presented risk register, covering all requested categories and country specific</p>	100	75.00

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nature, likelihood, impact, severity, mitigation and risk owner.	issues. Risk severities seem to be under-assessed as all rated post-mitigation as "insignificant / unlikely"		
b) Please outline your project monitoring and evaluation plan e.g. what would success look like and how could you demonstrate it? Please include a high-level results framework, giving indicative milestones and targets. Use the attached CSSF results framework form. Max 2 pages PDF plus uploaded results framework form using annexed template.	The bidder has provided results framework. The bidder has a certain understanding of baselines per each impact indicator, but some assumptions are not convincing and require further clarification. There is a short overview of M&E techniques to be used in the project.	150	75.00
Part C Resource We require a dedicated project team for this requirement. Please provide a detailed project team chart showing all key personnel (including indications of the roles you plan to recruit for) who will be responsible for delivering services under this contract. Explain how the team will be managed and led. Include an explanation of the chosen team's proposed input and how they will add value to overall service delivery. Please mention if they are already working under an existing UK funded or other donor project. Higher scores will be given for staff with experience of innovative soft power projects and experience of working in the Former Soviet Union (Max 4 pages PDF). To support the above, provide CVs for the core project team (Max 5 staff and 1 side of A4 per person).	The bidder has provided a project team chart indicating experts involved. It clearly shows the spheres of responsibility per each role. CVS are provided only for the project director and experts, but not for all core team. It's evident that experts and project director have an extensive experience of working in FSU and CA.	150	150
Technical Scores		750	600