 a. Benchmarking of Fee rates. How have you structured them for this requirement? Evidence of reduction or discount.
b. Economies of scale / shared platform or services for the requirement
c. What safe guards do you have in your supply chain? What systems are in place, including procurement policy, to demonstrate good commercial governance for this requirement?
d. Any other added value or competitive financial approaches, such as sustainable costs over the longer term etc.
d. Anrovide monetarised value for the savings you have identified on an annual basis. At the request of the Authority bidders should be able to provide a detailed breakdown to justify the response
. Staff/operational costs should be detailed in the relevant tables in section 2 . In section 1, please include any percentage reduction in staff/operational costs over the 4 year duration of the contract. Staff costs are not expected to rise.
 $24 \%$ lower than their rate of $£ 459 /$ day. Benchmarking with other regionally active NGOs suggests Alert is within $5 \%$ of average rates.

 events through our own website, offering an impartial platform. Therefore, no new website is needed and Alert will not bill FCO for website maintenance.

 and we have budgeted for an external audit.


 potential.
f. In year 4, Eurasia Director, SPFOO, and Project Support Officer inputs will drop by 50\%.
2. Please detail your full costs for the period to 31 March 2017. Total 150pts. Made up of:

Competitive Average Fee rate $=25$ points. Scored on an inverse percentage e.g. lowest priced /price $\times 100 \times .25$
Compelive M
Notes




| 1.1.3 | Abkhaz transport for visa (5 people, including Sochi-Moscow transportation and one day subsistence in Moscow) | £ | 400 |  |
| :---: | :---: | :---: | :---: | :---: |
| 1.1.4 | Sochi-Sukhum/i-Sochi travel expenses | £ | 180 | 2 |
| 1.1.5 | Visa fees | £ | 150 | 10 |
| 1.1.6 | Participants accommodation \& evening subsistence (14pp x 5 nights) | £ | 150 | 70 |
| 1.1.7 | Local travel expenses | £ | 30 | 10 |
| 1.1.8 | Translation (2 pp * 1 day) | £ | 580 | 2 |
| 1.1.9 | Venue hire (incl. lunch and coffee breaks, 14 pp * 3 days; 20 pp . on 4th day) | £ | 60 | 66 |
| 1.2 | CBMs and support for Civil Society |  |  |  |
| 1.2.1 | Partner Personnel - project core staff (1 coordinator in Sukhum/i, 1 in Gal/i and 1 in Tbilisi) | £ | 300 | 24 |
| 1.2.2 | Partner personel support staff ( part time) | £ | 100 | 16 |
| 1.2.3 | Contribution to Partner running costs (rent and utilities) | £ | 280 | 16 |
| 1.2.4 | Stationery and Communication | £ | 60 | 16 |
| 1.2.5 | Office equipment and library | £ | 1,000 | 2 |
| 1.3 | Support for Civil Society |  |  |  |
| 1.3.1 | Selection of participant costs (Abkhazia)(includes transportation, per diems, meeting costs) | £ | 500 | 3 |
| 1.3.2 | Honorarium for 2 trainers (400 per trainer per day) | £ | 2,400 | 2 |
| 1.3.3 | Partners' Capacity Building in Research methods and facilitating public discussions (Abkhazia): 22 participants, 3 days, accommodation transport and coffee breaks | £ | 990 | 6 |
| 1.3.4 | Hand-outs for Research methods and facilitating public discussions | £ | 150 | 2 |
| 1.3.5 | Experts from Russia additional costs (transport, per diem, accommodation) | £ | 1,500 | 1 |
| 1.3.6 | Lecturer's fees for Critical Thinking training in Georgia | £ | 350 | 6 |
| 1.3.7 | Participants' transportation and accommodation for Critical Thinking training in Georgia (22 participants for 3 days) | £ | 4,620 | 2 |
| 1.3.8 | Critical thinking training (Georgia): Curricula development | £ | 450 | 2 |
| 1.4 | Outreach and Public Discussion |  |  |  |
| 1.4.1 | bi-Monthly Roundtables | £ | 250 | 4 |
| 1.4.2 | Six monthly presentations | £ | 500 |  |
| 1.4.3 | Articles, interviews (fees, translation) | £ | 300 | 2 |
| 1.4.4 | Speakers fees per roundtable/presentation | £ | 150 | 8 |
| 1.5 | Research/Analysis |  |  |  |
| 1.5.1 | Honoraria for Research coordinator | £ | 600 | 2 |
| 1.5.2 | Honoraria for local experts | £ | 400 | 10 |
| 1.5.3 | Research costs (incl. focus groups, transport..) | £ | 500 | 2 |
| 1.5.4 | Translation, editing research/policy briefs) |  |  |  |
| 1.6 | Policy Advocacy |  |  |  |
|  | Consultations with stakeholders (Honorarium for 1 experts in each location) | £ | 250 | 12 |
| 1.7 | CBM Fund |  |  |  |
|  | Sub-grants to support CBMs (not expected in year 1) | £ | 2,000 |  |
|  |  |  |  |  |


| 1.8 | Experts' seminar for Abkhaz stakeholders (possibly in Yerevan) |  |  | 1 |
| :---: | :---: | :---: | :---: | :---: |
| 1.8.1 | Participants' flights (17 people $\times 12$ flights) | £ | 450 | 17 |
| 1.8.2 | Participants' accommodation and subsistence (17 people $\times 3$ days $\times 98$ ) | £ | 294 | 17 |
| 1.8.3 | Translation (including equipment) | £ | 1,100 | 1 |
| 1.8.4 | Venue hire (incl. coffee breaks) | £ | 500 | 1 |
| 1.8.5 | Fees for preparation for event (logistics, etc.) | £ | 300 | 1 |
| 1.8.6 | Visa fees (for Kosovo and Taiwan international experts) | £ | 5 | 2 |
| 1.9 | Study Trip (Cyprus or Serbia/Kosovo) for Georgian-Abkhaz officials and businesses (additional funding available from Swiss FDFA for additional 10 people) |  |  | 1 |
| 1.9.1 | Participants' flights (10 people $\times 10$ flights) | f | 450 | 10 |
| 1.9.2 | Participants' accommodation and subsistence (10 people x 5 days $\times 120$ ) | £ | 600 | 10 |
| 1.9.3 | Translation (2 people * 4 days) | f | 200 | 16 |
| 1.9.4 | Local travel expenses (site visits, meetings, etc.) | £ | 100 | 20 |
| 1.9 .5 | Participants visa costs (10 people $\times 120$ ) | £ | 120 | 10 |
| 1.9.6 | Venue hire | £ | 70 | 8 |
| 1.9.7 | Fees for preparation for event (logistics, etc.) | f | 300 | 2 |
|  |  |  |  |  |
| 1.10 | Experts' fees (presentations, reports, etc.) | £ | 450 | 8 |
|  |  |  |  |  |
| 1.11 | Reprint of the report: Regulating trade across contested borders <br> (in Ru, Georgian, Eng - 50 pages) | £ | 20 | 400 |
|  |  |  |  |  |
| 1.12 | Policy briefs | £ | 2,170 | 2 |
| 1.12.1 | design and visual layout | £ | 550 |  |
| 1.12 .2 | editing | £ | 200 |  |
| 1.12 .3 | proofreading | £ | 100 |  |
| 1.12 .4 | printing 400 copies | £ | 320 |  |
| 1.12.5 | translation | £ | 1,000 |  |
|  |  |  |  |  |
| 1.13 | Research/Analysis on economic connectivity |  |  | 1 |
| 1.13 .1 | Design and visual layout | £ | 750 |  |
| 1.13 .2 | print (200 copies) | £ | 769 |  |
| 1.13 .3 | copy editing ( 25 f ph ) | £ | 650 |  |
| 1.13 .4 | proofreading (20£ ph) | £ | 660 |  |
| 1.13 .5 | translation to Ru/Geo | £ | 2,446 |  |

Economic Diplomacy Track





| 4.11.4 | printing 400 copies | £ |  | 320 |  |  |  |  |  |  |  |  |  |  |  |  |  | £ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 4.11.5 | translation into Ru and Georgian | f | £ | 1,000 |  |  |  |  |  |  |  |  |  |  |  |  |  | $\pm \quad$ - |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | $\pm$ |
| 4.12 | End of Project Evaluation |  | £ | 18,000 | 1 |  |  |  |  |  |  |  |  | 17,000 |  |  |  | 17,000 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 4.13 | Project Audit |  |  | 18,000 | 1 |  |  |  |  |  |  |  |  |  |  |  | 17,000 | 17,000 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | Subtotal Activity costs |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | £ 206,565 |
|  | Subtotal Activity and Travel |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | £ 214,663 |

[^0]3)Also kindly note that our proposed prices take into account 'normal' exchange rate variations between British $£$ and currencies of the countries in which we will be working.

|  | Year 1 |  | Year 2 |  | Year 3 | Year 4 |  |  |
| :--- | :--- | ---: | :--- | ---: | ---: | ---: | ---: | ---: |
| Staffing | $£$ | 85,499 | $£$ | 172,802 | $£$ | 190,921 | $£$ | 175,109 |
| Management Fee | $£$ | 4,275 | $£$ | 8,640 | $£$ | 9,546 | $£$ | 8,755 |
| Travel | $£$ | 11,438 | $£$ | 9,374 | $£$ | 8,146 | $£$ | 8,098 |
| Activities | $£$ | 153,922 | $£$ | 209,050 | $£$ | 190,678 | $£$ | 206,565 |
|  |  |  |  |  |  |  |  |  |
| Total per year | $£$ | 255,134 | $£$ | 399,866 | $£$ | 399,291 | $£$ | 398,527 |
|  |  |  |  |  |  |  |  |  |
|  |  |  |  | Overall total | £ | $\mathbf{1 , 4 5 2 , 8 1 9}$ |  |  |


[^0]:    Note to Budget: 1) International Alert supports the Aid Transparency Challenge launched by the Secretary of State and we are already compliant with the International Aid Transparency Initiative (IATI) standards of transparency for our disbursement of UK aid
     changed, VAT would be charged at applicable rates to FCO.

