

**CONTRACT AWARD INFORMATION – CONSULTANCY SERVICES**

**DEVELOPMENT OF THE SPECIALTY FOOD SECTOR OF THE CARIFORUM**

**CONDUCT OF FEASIBILITY AND DESIGN OF IN-MARKET LIAISON SERVICE FOR CARIFORUM SPECIALTY FOODS IN THE EU AND US MARKETS**

1. **Summary of Scores:**

Names of Shortlisted Consultants	Country	Technical Proposal Scores					Financial Proposal Prices		Final Rank
		Understanding of Terms of Reference (25%) - firm level review of overall proposal	Methodology and Work Plan ( 25 )% - firm level review of overall proposal	Team Leader Qualifications and Experience (20%)	Key Experts Qualifications and Experience (30%)	Total (100% )	Submitted Price (USD)	Evaluated Price (USD)	
NEX Consulting, SRL	Dominican Republic	22.17	22.00	17.59	20.42	82.18	181,300	182,164	1 <sup>st</sup>
Maxwell Stamp	England	21.17	21.83	16.37	18.31	77.68	186,795	186,795	2 <sup>nd</sup>
Kisserup International Trade Roots Inc. and Kisserup Europe	Canada	20.33	18.92	16.68	21.39	77.32	208,700	208,700	3 <sup>rd</sup>

2. **Name of Successful Consultant:** NEX Consulting, SRL

3. **Successful Proposal’s Price:** USD182,164

4. **Commencement Date of Contract:** May 27, 2015

5. **Duration of Contract:** 4 months

6. **Summary Scope of Contract:** Conduct a feasibility study and develop a business plan for operationalising a financially viable in-market liaison service to support the export of Caribbean specialty food products to the EU and USA markets. The recommended arrangements for providing the in-market liaison services must be suited to the market niches that are most appropriate to Caribbean specialty food products (i.e. high end artisanal and gourmet segments versus low end price sensitive segments); the volume of exports to be traded and the price that Caribbean producers are able and willing to pay. As such, the arrangements must be informed by a reliable assessment of both the demand and supply markets, the export readiness<sup>1</sup> and supply capacity of Caribbean specialty food producers, the producers’ specific in-market support needs, and the price that they are willing and able to pay for these services.

7. **Note: Method of Evaluation:** Fixed-budget Selection

8. **Minimum Technical Proposal Score required to open Financial Proposal:** 75

<sup>1</sup> An export ready firm is one that has, at a minimum, the drive, experience, financial resources, and capacity to successfully meet demand for its product in a foreign market. Source: United States Agency for International Development <http://egateg.usaid.gov/sites/default/files/Determining%20Export%20Readiness.pdf>