**Annex 3\_ Technical Proposal *(****delete for the submission)*

**Sustainable Transition of Bosnia and Herzegovina – BiH SuTra**

|  |  |
| --- | --- |
|  |  |
| Date |  |
| Name of tenderer |  |
| registration number |  |

Technical Proposal

REGARDING *procurement of the Consultant (Consulting team) to support the preparation of Transitional Plans in three local self-government units in BiH – Municipality of Gacko, the Municipality of Kakanj and the City of Gradiška within the area of agriculture.*

(Project no - 10055602)

Table of Contents

[1. Tenderer’s Presentation, Capacity and Expertise 3](#_Toc214617797)

[2. Proposed Methodology 3](#_Toc214617798)

[3. Quality Assurance and Risk Management Procedures 4](#_Toc214617799)

[4. References 4](#_Toc214617800)

[5. Proposed Experts for the Assignment 4](#_Toc214617801)

[5.1 Subcontracting 4](#_Toc214617802)

[6. Tenderers comment on the tasks within the area of procurement 4](#_Toc214617803)

[7. Other 4](#_Toc214617804)

[Annexes 5](#_Toc214617805)

[ Annex 1\_ Certificate of registration of the tenderer (*BHS and English translation)* 5](#_Toc214617806)

[ Annex 2\_Tenderers references 5](#_Toc214617807)

[ Annex 3\_CVs of the proposed experts 5](#_Toc214617808)

[ Annex 4 – Breakdown of Workdays and prices 6](#_Toc214617809)

*The tenderer’s proposal should be organized to follow the format of this Technical Proposal. Where the tenderer is presented with a requirement or asked to use a specific approach, the tenderer must not only state its acceptance, but also describe how it intends to comply with the requirements. Where a descriptive response is requested, failure to provide the same will be viewed as non-responsive. Where a document is requested to be attached, failure to provide the attachment will be viewed as non-responsive*. *Please delete the instructions in the final submitted version.*

The Technical Proposal must be structured in accordance with the following outline:

# Tenderer’s Presentation, Capacity and Expertise

(maximum 4 pages)

* 1. Brief description of the tenderer, including general organization capacity, management structure, mission, clients, and relevance of specialized knowledge and experience (maximum 2 pages).
  2. Qualification, relevance of specialized knowledge and experience in the region/country in similar engagements, backstopping, memberships and partnerships experience relevant to this assignment (maximum 2 pages).
  3. Certificate of registration of the tenderer (copy of the original accompanied with English translation to be attached as [Annex 1](#_Annex_1__Certificate) to this Technical Proposal).

# Proposed Methodology

(maximum 3 pages)

*This section should describe the tenderer’s responsiveness to the procurement by identifying specific actions to address the requirements and demonstrating how the proposed approach and methodology meets or exceeds the requirements. All important aspects should be addressed in sufficient detail.* *Please delete the instructions in the final submitted version.*

1. A detailed description of the approach and methodology for how the tenderer will submit the deliverables. Details of how the different service elements shall be organized, controlled and delivered shall be provided.
2. Description of available performance monitoring and evaluation mechanisms and tools, how they will be adopted and used for a specific requirement.
3. Explanation of how the methodology will incorporate elements of the Green Agenda for the Western Balkans/EU Green Deal in approach, measure development, and other deliverables.
4. Demonstrate how sustainability measures will be implemented in the execution of the contract.
5. Breakdown of the workdays and the price per tasks outlined in Annex 2\_Tender Tasks, Timeline and Deliverables). Submit this as [Annex 4](#_Annex_4_–) to this Technical proposal.
6. Any other comments or information regarding the project approach and methodology that will be adopted.

# Quality Assurance and Risk Management Procedures

(maximum 1 page)

The tenderer must work with quality assurance. The tenderer must, for its operations, have a quality management system linked to the commitment of SEI under the contract period. The tenderer must have procedures for quality assurance that ensure that the assignment is carried out in one such agreed scope and quality is achieved and maintained. If the tenderer has a quality certificate, for example ISO9001, then the certificate can be used as document and must be attached below. If the tenderer lack of a certificate, a similar document/s that describe management, policy, process procedures, supervision, decision making, how deviations are handled, and corrective action must be attached below.

The tenderer shall describe in detail the risk management procedures, including identification of risks and mitigation measures. *Please delete the instructions in the final submitted version.*

# References

This section should describe the most relevant experience of the tenderer, including areas that will be subject of evaluation.

The tenderer should list references working with similar projects. The table of references shall be provided using the format outlined in [Annex 2.](#_Annex_2_Financial_reports)

*Please delete the instructions in the final submitted version.*

# Proposed Experts for the Assignment

This section should provide an overview of the experience of the experts, and how they match the requirements for this Procurements. The tenderer should also attach CVs using the following format outlined in [Annex 3](#_Annex_3_CVs_of).

Specific experience related to this assignment.

|  |  |
| --- | --- |
| Qualification and evaluation requirements from procurement | How the expert meets the requirement |
|  |  |

## Subcontracting

The tenderer should include further information regarding whether any work would be subcontracted, to whom, how much percentage of the work, the rationale for such, and the roles of the proposed sub-contractors and how everyone will function as a team.

# Tenderers comment on the tasks within the area of procurement

# Other

Additional information not mentioned/covered in the above sections shall be stated in this section.

# Annexes

## Annex 1\_ Certificate of registration of the tenderer (*BHS and English translation)*

## Annex 2\_Tenderers references

*Reference table format*

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
| 1 | Project title | | |  | | | | |
| Name of legal entity | Country | Area of work | Overall project value | Proportion carried out by the candidate (%) | Name of client | Origin of funding | Dates (start/end) | Name of partners  (if any) |
|  |  |  |  |  |  |  |  |  |
| Description of the project | | | | | Type of services provided | | | |
|  | | | | |  | | | |

## Annex 3\_CVs of the proposed experts

*CV Format*

1. Name and surname
2. Date of birth
3. Nationality
4. Education

|  |  |
| --- | --- |
| *Institution* |  |
| *Date: from - to* |  |
| *Degree (s) of Diploma(s) obtained:* |  |

1. Language skills (Mark 1 to 5 for competence, 5 being the highest)

|  |  |  |  |
| --- | --- | --- | --- |
| *Language* | *Reading* | *Speaking* | *Writing* |
|  |  |  |  |

1. Membership of professional bodies
2. Other skills
3. Present position
4. Years within this position
5. Specific experience in the region
6. Professional experience record

|  |  |
| --- | --- |
| *Date: from-to* |  |
| *Location* |  |
| *Company* |  |
| *Position* |  |
| *Description* |  |

1. References

## Annex 4 – Breakdown of Workdays and prices

In summary, the following indicative timeline is allocated to before-mentioned deliverables.

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Deliverables** | **Task/Subtasks** | **Description** | **Tentative date** | **WG Lead: Agriculture** | **Expert 1: Rural development and Agriculture** |
| **Deliverable 1** | 1.2 | * Attending joint meetings with LSGUs and other experts * Preliminary Work Plan * Stakeholder mapping | by the end of February 2026 |  |  |
| **Deliverable 2** | 2.1 | Support to LSGUs to establish (and run) working groups | By the end of April 2026 |  |  |
| 2.2 | Mapping the Transition Landscape - an overview and summary of relevant international/BiH/entity/cantonal/local documents/policy framework |  |  |
| 2.3 | Review and Supplementation of a Situation Analysis |  |  |
| 2.4 | Preparation of Transitional Pathways and Stakeholder Consultations (first stakeholder consultation meeting – three LSGUs) |  |  |
| **Deliverable 3** | 2.5 | - Prioritization, development of measures and activities (1st draft)  - 2nd stakeholder consultation meeting (three LSGUs)  - Update of measures and activities (2nd draft) | By the end of July 2026 |  |  |
| 3 | Transitional plans prepared including Operational 3-year plan (incl. optimization of the Transitional Plan and its Operational 3-year plan 2027 - 2029) |  |  |
| **Deliverable 4** | 4 | CB activities (upon request) | By the end of April 2027 |  |  |
| 5 | Support to development of short-term activities description for ToRs (upon request) |  |  |
| **Deliverable 5** | 6 | Final report | By the end of December 2026 |  |  |

**Price Offer (daily rate) in SEK per expert:**

**WG Lead - Agriculture :** SEK

**Expert 1- Soil Rural development and Agriculture:** SEK