

**Request for Proposal (RFP)**

**Service**: Road to MONDIACULT 2022: production services, management, facilitation delivery and evaluation of two forum events in digital format.

**Date:** 01/06/2022

**1**  **Overview of the British Council**

1.1 The British Council is the UK’s international organisation for cultural relations and educational opportunities. We create friendly knowledge and understanding between the people of the UK and other countries. We do this by making a positive contribution to the UK and the countries we work with – changing lives by creating opportunities, building connections, and engendering trust.

1.2 We work with over 100 countries across the world in the fields of arts and culture, English language, education, and civil society. Each year we reach over 20 million people face-to-face and more than 500 million people online, via broadcasts and publications. Founded in 1934, we are a UK charity governed by Royal Charter and a UK public body

1.3 The British Council employs over 10,500 staff worldwide. It has its headquarters in the UK, with offices in London, Manchester, Belfast, Cardiff, and Edinburgh. Further information can be viewed at [www.britishcouncil.org](http://www.britishcouncil.org).

**2**  **Introduction and Background to the Project**

2.1 Through our work in Arts and Culture we aim to strengthen the creative and economic development of the Arts, Culture and Creative sectors in the UK and internationally, to increase their contribution to social and cultural capital, trust, and favourability for the UK by building, deepening, and extending international connections and partnerships[[1]](#footnote-2)

To achieve this, our programme will span six key pillars:

|  |  |  |  |
| --- | --- | --- | --- |
| **Impact Areas** | Cultural Exchange | Creative Economy | Cultural Responds to Global Challenges |
| **Global Programmes** | * Culture Connects * Spotlights on Culture | * Creative Economy | * Culture Responds to Global Challenges |

**About the project:**

As part of the MONDIACULT 2022, The UNESCO World Conference on Cultural Policies and Sustainable Development, The British Council is organising a series of digital policy dialogues addressing international multilateral cooperation and regional cultural policy in Latin America and the Caribbean. These side events will take place prior to MONDIACULT’s major event and represent British Council’s contribution to the MONDIACULT global policy dialogue.

**Overall objective:**

To create a digital high-level presence of the British Council to engage with key stakeholders and international leaders to discuss challenges, trends, and the future of cultural cooperation and cultural development, actively contributing to the wider reflection on cultural policies to tackle global challenges and outline immediate and future priorities.

**Specific objectives:**

To produce, facilitate and report 2 events in a digital forum format (details to be discussed with selected supplier) with international arts & culture high-level stakeholders (experts, policymakers, and speakers) in August 2022. These events will focus on:

* **High-level cultural policy dialogues:** Policy dialogues to bring together international cultural cooperation organisations to reflect on the role we play in advancing cultural policy and supporting local governments to achieve their agendas.
* **Launch of the Publication “The LATAC Cultural Policy Atlas” (Working title) commissioned by the British Council in Mexico.** Context: In December 2021, the British Council in Mexico commissioned a regional report with the focus to benchmark a set of 100 cultural policies in Latin America and the Caribbean (LATAC) to ignite the discussion pre-MONDIACULT and create dialogues around regional trends, insights, and analysis.

**Background:**

The UNESCO World Conference on Cultural Policies and Sustainable Development – MONDIACULT 2022 will be the next major milestone in UNESCO's work as a global platform for intergovernmental dialogue and policy development. It comes 40 years after the 1982 MONDIACULT conference that set out new directions, standards, and frameworks for cultural policies at the global level for the following decades. The world has changed radically since then and it is time to reposition culture across the broad public policy spectrum in the face of sustainable development challenges.

MONDIACULT 2022 will be convened from 28 to 30 September 2022, hosted by the Government of Mexico and aims to be an historical opportunity where global decision-makers, cultural policymakers and key figures from the sector will share their perspectives and ambitions, placing culture at the centre stage of sustainable development prospects. Previous UNESCO ministerial conferences on culture have shaped new concepts, leading to the development of regulatory frameworks as well as new strategic approaches building on cultural capital, from heritage to creativity, and forging inclusive societies.

**Key Objectives:**

* **Reinvigorating the reflection on cultural policies in today’s context**, discussing related priorities and instruments with a view to adapting them to encompass sustainable development challenges, including, the adaptation of the cultural sector to the digital transformation, the contribution of culture to social and economic development as well as to climate action.
* **Supporting the global policy dialogue on the transversal role of culture as a global public good** to sustain the resilience, well-being, and prosperity of societies with a view to ensure more robust integration of culture across the public policy spectrum at the global, regional, and national levels, while also converging multi-stakeholders' efforts at all levels; and
* **Identifying core areas of future policy perspectives for the cultural sector in the coming decade**, notably filling potential gaps in policy engagement and mechanisms, with a view to guiding Member States in policy design, as well as international and regional organizations, while also informing UNESCO’s future work in the field of culture, including across its Culture Conventions and recommendations.

**References:**

For more information regarding MONDIACULT 2022 and details, please visit: [UNESCO-MONDIACULT](https://www.unesco.org/en/mondiacult2022?hub=758)

**3**  **Tender Conditions and Contractual Requirements**

This section of the RFP sets out the British Council’s contracting requirements, general policy requirements, and the general tender conditions relating to this procurement process (“**Procurement Process**”).

**3.1**  **Contracting requirements**

3.1.1 The contracting authority is the British Council which includes any subsidiary companies and other organisations that control or are controlled by the British Council from time to time (see: <http://www.britishcouncil.org/organisation/structure/status>).

3.1.2 The appointed supplier will be expected to deliver the goods and/or provide services at the British Council offices in Mexico**, remotely from the supplier’s location.**

3.1.3 The British Council’s contracting and commercial approach in respect of the required goods and/or services is set out at Annex 1 (Terms and Conditions of contract) (“**Contract**”). By submitting a tender response, you are agreeing to be bound by the terms of this RFP and the Contract without further negotiation or amendment.

3.1.4 The Contract awarded will be for a duration of **5 months (from July to November 2022)**

3.1.5 In the event that you have any concerns or queries in relation to the Contract, you should submit a clarification request in accordance with the provisions of this RFP by the Clarification Deadline (as defined below in the Timescales section of this RFP). Following such clarification requests, the British Council may issue a clarification change to the Contract that will apply to all potential suppliers submitting a tender response.

3.1.6 The British Council is under no obligations to consider any clarifications / amendments to the Contract proposed following the Clarification Deadline, but before the Response Deadline (as defined below in the Timescales section of this RFP). Any proposed amendments received from a potential supplier as part its tender response shall entitle the British Council to reject that tender response and to disqualify that potential supplier from this Procurement Process.

**3.2**  **General Policy Requirements**

3.2.1 By submitting a tender response in connection with this Procurement Process, potential suppliers confirm that they will, and that they shall ensure that any consortium members and/or subcontractors will, comply with all applicable laws, codes of practice, statutory guidance, and applicable British Council policies relevant to the goods and/or services being supplied. All relevant British Council policies that suppliers are expected to comply with can be found on the British Council website (<https://www.britishcouncil.org/organisation/transparency/policies>). The list of relevant policies includes (but it is not limited to): Anti-Fraud and Corruption, Child Protection Policy, Equality, Diversity and Inclusion Policy, Fair Trading, Health and Safety Policy, Environmental Policy, Records Management, and Privacy.

**3.3**  **General tender conditions (“Tender Conditions”)**

3.3.1 Application of these Tender Conditions – In participating in this Procurement Process and/or by submitting a tender response it will be implied that you accept and will be bound by all the provisions of this RFP and its Annexes. Accordingly, tender responses should be on the basis of and strictly in accordance with the requirements of this RFP.

3.3.2 Third party verifications – Your tender response is submitted on the basis that you consent to the British Council carrying out all necessary actions to verify the information that you have provided; and the analysis of your tender response being undertaken by one or more third parties commissioned by the British Council for such purposes.

3.3.3 Information provided to potential suppliers – Information that is supplied to potential suppliers as part of this Procurement Process is supplied in good faith. The information contained in the RFP and the supporting documents and in any related written or oral communication is believed to be correct at the time of issue but the British Council will not accept any liability for its accuracy, adequacy or completeness and no warranty is given as such. This exclusion does not extend to any fraudulent misrepresentation made by or on behalf of the British Council.

3.3.4 Potential suppliers to make their own enquires – You are responsible for analysing and reviewing all information provided to you as part of this Procurement Process and for forming your own opinions and seeking advice as you consider appropriate. You should notify the British Council promptly of any perceived ambiguity, inconsistency or omission in this RFP and/or any in of its associated documents and/or in any information provided to you as part of this Procurement Process.

3.3.5 Amendments to the RFP – At any time prior to the Response Deadline, the British Council may amend the RFP. Any such amendment shall be issued to all potential suppliers, and if appropriate to ensure potential suppliers have reasonable time in which to take such amendment into account, the Response Deadline shall, at the discretion of the British Council, be extended.

3.3.6 Compliance of tender response submission – Any goods and/or services offered should be on the basis of and strictly in accordance with the RFP (including, without limitation, any specification of the British Council’s requirements, these Tender Conditions and the Contract) and all other documents and any clarifications or updates issued by the British Council as part of this Procurement Process.

3.3.7 Format of tender response submission – Tender responses must comprise the relevant documents specified by the British Council completed in all areas and in the format as detailed by the British Council in Annex [2] (Supplier Response). Any documents requested by the British Council must be completed in full. It is, therefore, important that you read the RFP carefully before completing and submitting your tender response.

3.3.8 Modifications to tender response documents once submitted – You may modify your tender response prior to the Response Deadline by giving written notice to the British Council. Any modification should be clear and submitted as a complete new tender response in accordance with Annex [2] (Supplier Response) and these Tender Conditions.

3.3.9 Rejection of tender responses or other documents – A tender response or any other document requested by the British Council may be rejected which:

* contains gaps, omissions, misrepresentations, errors, uncompleted sections, or changes to the format of the tender documentation provided.
* contains handwritten amendments which have not been initialled by the authorised signatory.
* does not reflect and confirm full and unconditional compliance with all of the documents issued by the British Council forming part of the RFP.
* contains any caveats or any other statements or assumptions qualifying the tender response that are not capable of evaluation in accordance with the evaluation model or requiring changes to any documents issued by the British Council in any way.
* is not submitted in a manner consistent with the provisions set out in this RFP.
* is received after the Response Deadline.

3.3.10 Disqualification – If you breach these Tender Conditions, if there are any errors, omissions or material adverse changes relating to any information supplied by you at any stage in this Procurement Process, if any other circumstances set out in this RFP, and/or in any supporting documents, entitling the British Council to reject a tender response apply and/or if you or your appointed adviser’s attempt:

* to inappropriately influence this Procurement Process.
* to fix or set the price for goods or services.
* to enter into an arrangement with any other party that such party shall refrain from submitting a tender response.
* to enter into any arrangement with any other party (other than another party that forms part of your consortium bid or is your proposed sub-contractor) as to the prices submitted; or
* to collude in any other way
* to engage in direct or indirect bribery or canvassing by you or your appointed advisers in relation to this Procurement Process; or
* to obtain information from any of the employees, agents or advisors of the British Council concerning this Procurement Process (other than as set out in these Tender Conditions) or from another potential supplier or another tender response,

the British Council shall be entitled to reject your tender response in full and to disqualify you from this Procurement Process. Subject to the “Liability” Tender Condition below, by participating in this Procurement Process you accept that the British Council shall have no liability to a disqualified potential supplier in these circumstances.

3.3.11 Tender costs – You are responsible for obtaining all information necessary for preparation of your tender response and for all costs and expenses incurred in preparation of the tender response. Subject to the “Liability” Tender Condition below, you accept by your participation in this procurement, including without limitation the submission of a tender response, that you will not be entitled to claim from the British Council any costs, expenses or liabilities that you may incur in tendering for this procurement irrespective of whether or not your tender response is successful.

3.3.12 Rights to cancel or vary this Procurement Process - By issuing this RFP, entering into clarification communications with potential suppliers or by having any other form of communication with potential suppliers, the British Council is not bound in any way to enter into any contractual or other arrangement with you or any other potential supplier. It is intended that the remainder of this Procurement Process will take place in accordance with the provisions of this RFP but the British Council reserves the right to terminate, amend or vary (to include, without limitation, in relation to any timescales or deadlines) this Procurement Process by notice to all potential supplier in writing. Subject to the “Liability” Tender Condition below, the British will have no liability for any losses, costs or expenses caused to you as a result of such termination, amendment or variation.

3.3.13 Consortium Members and sub-contractors – It is your responsibility to ensure that any staff, consortium members, sub-contractors and advisers abide by these Tender Conditions and the requirement of this RFP.

3.3.14 Liability – Nothing in these Tender Conditions is intended to exclude or limit the liability of the British Council in relation to fraud or in other circumstances where the British Council’s liability may not be limited under any applicable law.

**4**  **Confidentiality and Information Governance**

4.1 All information supplied to you by the British Council, including this RFP and all other documents relating to this Procurement Process, either in writing or orally, must be treated in confidence and not disclosed to any third party (save to your professional advisers, consortium members and/or sub-contractors strictly for the purposes only of helping you to participate in this Procurement Process and/or prepare your tender response) unless the information is already in the public domain or is required to be disclosed under any applicable laws.

4.2 You shall not disclose, copy or reproduce any of the information supplied to you as part of this Procurement Process other than for the purposes of preparing and submitting a tender response. There must be no publicity by you regarding the Procurement Process or the future award of any contract unless the British Council has given express written consent to the relevant communication.

4.3 This RFP and its accompanying documents shall remain the property of the British Council and must be returned on demand.

4.4 The British Council reserves the right to disclose all documents relating to this Procurement Process, including without limitation your tender response, to any employee, third party agent, adviser or other third party involved in the procurement in support of, and/or in collaboration with, the British Council. The British Council further reserves the right to publish the Contract once awarded and/or disclose information in connection with supplier performance under the Contract in accordance with any public sector transparency policies (as referred to below). By participating in this Procurement Process, you agree to such disclosure and/or publication by the British Council in accordance with such rights reserved by it under this paragraph.

4.5 The Freedom of Information Act 2000 (“FOIA”), the Environmental Information Regulations 2004 (“EIR”), and public sector transparency policies apply to the British Council (together the “**Disclosure Obligations**”).

4.6 You should be aware of the British Council’s obligations and responsibilities under the Disclosure Obligations to disclose information held by the British Council. Information provided by you in connection with this Procurement Process, or with any contract that may be awarded as a result of this exercise, may therefore have to be disclosed by the British Council under the Disclosure Obligations, unless the British Council decides that one of the statutory exemptions under the FOIA or the EIR applies.

4.7 If you wish to designate information supplied as part of your tender response or otherwise in connection with this tender exercise as confidential, using any template and/or further guidance provided at Part [2] (Submission Checklist) of Annex [2] (Supplier Response), you must provide clear and specific detail as to:

* the precise elements which are considered confidential and/or commercially sensitive;
* why you consider an exemption under the FOIA or EIR would apply; and
* the estimated length of time during which the exemption will apply.

4.8 The use of blanket protective markings of whole documents such as “commercial in confidence” will not be sufficient. By participating in this Procurement Process, you agree that the British Council should not and will not be bound by any such markings.

4.9 In addition, marking any material as “confidential” or “commercially sensitive” or equivalent should not be taken to mean that the British Council accepts any duty of confidentiality by virtue of such marking. You accept that the decision as to which information will be disclosed is reserved to the British Council, notwithstanding any consultation with you or any designation of information as confidential or commercially sensitive or equivalent you may have made. You agree, by participating further in this Procurement Process and/or submitting your tender response, that all information is provided to the British Council on the basis that it may be disclosed under the Disclosure Obligations if the British Council considers that it is required to do so and/or may be used by the British Council in accordance with the provisions provision of this RFP.

4.10 Tender responses are also submitted on the condition that the appointed supplier will only process personal data (as may be defined under any relevant data protection laws) that it gains access to in performance of this Contract in accordance with the British Council ’s instructions and will not use such personal data for any other purpose. The contracted supplier will undertake to process any personal data on the British Council’s behalf in accordance with the relevant provisions of any relevant data protection laws and to ensure all consents required under such laws are obtained.

**5**  **Tender Validity**

5.1 Your tender response must remain open for acceptance by the British Council for a period of 30 days from the Response Deadline. A tender response not valid for this period may be rejected by the British Council.

**6**  **Payment and Invoicing**

6.1 The British Council will pay correctly addressed and undisputed invoices within 30 days in accordance with the requirements of the Contract. Suppliers to the British Council must ensure comparable payment provisions apply to the payment of their sub-contractors and the sub-contractors of their sub-contractors. General requirements for an invoice for the British Council include:

* A description of the good/services supplied is included.
* The British Council Purchase Order number is included.
* It is sent electronically via email in PDF format to [obed.ramirez@britishcouncil.org](mailto:obed.ramirez@britishcouncil.org)

**7**  **Specifications**

The British Council invites proposals from suppliers located in any of the following countries: UK, Mexico, Colombia, Brazil, Peru, and Argentina, to contribute to curation and to produce, manage, facilitate, deliver, and evaluate two online forums related to cultural cooperation and cultural policies in LATAC in the context of MONDIACULT 2022.

The supplier will be working alongside with The British Council team in Mexico as the main counterpart during the design and delivery of activities, as well as for reporting processes.

The scope of the services includes production services, management, speaker coordination, facilitation, delivery, and evaluation of two forum events in digital format.

**Implementation:**

* Produce and coordinate all the activities related to the digital delivery of both events: digital platform and software, logistics, speaker coordination and accessibility needs following British Council, UNESCO, and Mexican Ministry of Culture guidelines.
* Codesign and Facilitation: In alignment with British Council codesign the approach and methodology of the event. Facilitation will be the supplier’s responsibility.
* Incorporate British Council and UNESCO guidelines as well as specific expertise in the field of cultural cooperation and cultural policy.
* Monitoring and Evaluation
* Develop final reports for key stakeholders.

The deliverables include:

* Recorded register of all the online sessions.
* Three reports according to British Council standards.
  + Report 1: Forum report High Level Policy International Dialogue of Cultural Cooperation Agencies, including the framework for conversation, conclusions agreements, recommendations, and specific actions to implement prior to MONDIACULT main event according to UNESCO and Mexican Ministry of Culture standards.
  + Report 2: Forum report Dialogue on LATAC cultural policies and initiatives / Launch of “LATAC Cultural Policy Atlas”, including the framework for conversation, conclusions, agreements, recommendations, and specific actions to implement prior to MONDIACULT main event according to UNESCO and Mexican Ministry of Culture standards.
  + Report 3: Final report for the British Council that integrates general findings, insights, interviews with key stakeholders, and conclusions.

Suppliers will be working with the assigned activities previously drafted by the British Council to produce, manage, and deliver the intended outcomes mentioned. The British Council will carry out the coordination related to translation, graphic design, and editorial services in collaboration with the Mexican Ministry of Culture following UNESCO’s guidelines.

The supplier will be responsible for:

* Managing the totality of the budget which should cover all costs of the production, management, and delivery (including fees for project team and facilitators, coordination costs related to digital delivery and production, etc)
* Production and coordination of the events, including recording all sessions to have an internal register. The events will be streamed through an official platform provided by the Mexican Ministry of Culture.
* Coordinating all participants once they have confirmed their participation as part of forums to the British Council team, facilitating communications outside the official platforms (e.g., WhatsApp, Slack channels etc.) during the coordination of the project.

The following is the outline of both events (titles TBC):

**Forum 1:** High Level Policy International Dialogue of Cultural Cooperation Agencies

**Objective:** To reflect on the relevance of Cultural Cooperation Agencies in advancing cultural policy and supporting local governments.

**Date**: 3 August 2002

**Estimated duration:** 5 hours

**Activities:** Coordinate, deliver, facilitate, and record.

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| **FORMAT** | **PLATFORM** | **DURATION** | **PROVOCATIONS** |
| First panel: 4 international speakers + facilitator | Zoom/official MONDIACULT platform | 90 minutes | Cultural Policy: How to effectively integrate the cultural sector across public policies at a local, regional, and global level? |
| Second panel: 4 international speakers + facilitator | 90 minutes | Sustainable Development pathways: the integration of culture as a cross-cutting dimension. |
| Third panel: 4 international speakers + facilitator | 90 minutes | What are the challenges and opportunities of Cultural Cooperation agencies in harnessing cultural policies for sustainable development? |
| NOTES: Please consider that the event will be streamed in CDT time and should consider multiple time zones depending on the participants. A 15-minute break in between each panel is suggested. The event will include simultaneous translation in official MONDIACULT languages. | | | |

**Forum 2**: Dialogue on LATAC cultural policies and initiatives / Launch of “LATAC Cultural Policy Atlas”

**Objective:** Share the LATAC trends, insights, and analysis that can be found in the “LATAC Cultural Policy Atlas” (Working title) commissioned by the British Council in Mexico.

**Date**: 31 August 2022

**Estimated duration:** 2 hours

**Activities:** Coordinate, make previous video interviews to participants and experts, deliver, facilitate and record.

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| **FORMAT** | **PLATFORM** | **DURATION** | **PROVOCATIONS** |
| Panel: 4 speakers + facilitator | Zoom/official MONDIACULT platform | 120 minutes with Q&A included | Questions about the Atlas will address:   * Objectives of a cultural policy * Means used for its implementation * Agents involved |
| NOTES: Please consider that the event will be streamed in CDT time and should consider multiple time zones depending on the participants. A 15-minute break in between each panel is suggested. The event will include simultaneous translation in official MONDIACULT languages. | | | |

This outline is offered as a baseline. This RFP isopen to new approaches and structures based upon the supplier’s expertise and experience.

**The profile of the supplier includes:**

* Suppliers with experience in group management with different time zones and digital/remote delivery and facilitation, with sound experience engaging with high-level international stakeholders in the arts & culture field and robust knowledge in multilateral cooperation, cultural policy, and UNESCO.
* Advanced English (oral and written) to communicate with counterparts. Spanish desirable
* Be able to facilitate intensive, high-level dialogue sessions over short, yet intense periods of time.
* Have experience in handling complex profiles or personalities among a group.
* Be able to gather and synthesise findings and overall recommendations and demonstrate strong reporting skills for official bodies.
* It is recommended to have at least a team of 6 people involved for the project, including 3 facilitators, 1 producer, 1 coordinator and 1 assistant.

**Participants**

The general profile of the participants of the forum includes:

* High-level stakeholders, representing:
  + International cooperation agencies from the 5 continents (e.g., AECID, EUNIC, OECD, SEGIB, IADB)
  + Academia (e.g., Universities, Observatories, Innovation Labs)
  + NGOs (Non-Governmental Organisations), civil society and other actors or independent agents with a strong link to government and cultural policy.

**PROJECT TIMELINE**

**8**  **Mandatory Requirements / Constraints**

8.1 As part of your tender response, you must confirm that you meet the mandatory requirements / constraints, if any, as set out in the British Council’s specification forming part of this RFP. A failure to comply with one or more mandatory requirements or constraints shall entitle the British Council to reject a tender response in full.

8.2 Suppliers are invited to formulate a detailed proposal to develop the objectives and process of this programme that represents value for money against **a maximum budget of GBP 30,000 including VAT.**

**9**  **Qualification Requirements**

9.1 As part of your tender response, you must confirm compliance with any qualification requirements as set out at Annex 2 (Supplier Response). A failure to comply with one or more such qualification requirements shall entitle the British Council to reject a tender response in full.

**10**  **Key background documents and further information**

10.1 Further relevant background documents / information may be provided to potential suppliers as set out below, as an Annex to this RFP and/or by way of the issue of additional documents / links to additional information / documents. Where no such information / documents are provided, this Section of the RFP will not apply.

**11** **Timescales**

11.1 Subject to any changes notified to potential suppliers by the British Council in accordance with the Tender Conditions, the following timescales shall apply to this Procurement Process:

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| **Activity** | **Date / time** |
| RFP Issued to bidding suppliers | w/c 30 May 2022 |
| Deadline for submission of RFP responses by potential suppliers (**Response Deadline**) | 20 June 2022  (16:00 h CDT time) |
| Final Decision | 22 June 2022 |
| Contract with winning supplier | w/c 27 June 2022 |
| Contract start date | 1 July 2022 |

**12**  **Instructions for Responding**

12.1 The documents that must be submitted to form your tender response are listed at Part 2 (Submission Checklist) of Annex 2 (Supplier Response) to this RFP. All documents required as part of your tender response should be submitted to [pamela.zuniga@britishcouncil.org](mailto:pamela.zuniga@britishcouncil.org) cc to [Obed.Ramirez@britishcouncil.org](mailto:Obed.Ramirez@britishcouncil.org) by the Response Deadline, as set out in the Timescales section of this RFP.

* 1. The following requirements should be complied with when summiting your response to this RFP:
     1. Please ensure that you send your submission in good time to prevent issues with technology – late tender responses may be rejected by the British Council.
     2. Do not submit any additional supporting documentation with your RFP response except where specifically requested to do so as part of this RFP. PDF, JPG, PPT, Word and Excel formats can be used for any additional supporting documentation (other formats should not be used without the prior written approval of the British Council).
     3. All attachments/supporting documentation should be provided separately to your main tender response and clearly labelled to make it clear as to which part of your tender response it relates.
     4. If you submit a generic policy / document, you must indicate the page and paragraph reference that is relevant to a particular part of your tender response.
     5. Unless otherwise stated as part of this RFP or its Annexes, all tender responses should be in the format of the relevant British Council requirement with your response to that requirement inserted underneath.
     6. Where supporting evidence is requested as ‘or equivalent’ you must demonstrate such equivalence as part of your tender response.
     7. Any deliberate alteration of a British Council requirement as part of your tender response will invalidate your tender response to that requirement and for evaluation purposes you shall be deemed not to have responded to that particular requirement.
     8. Responses should concise, unambiguous, and should directly address the requirement stated.
     9. Your tender responses to the tender requirements and pricing will be incorporated into the Contract, as appropriate.

**13**  **Clarification Requests**

13.1 All clarification requests should be submitted to [pamela.zuniga@britishcouncil.org](mailto:pamela.zuniga@britishcouncil.org) cc to [Obed.Ramirez@britishcouncil.org](mailto:Obed.Ramirez@britishcouncil.org) by the Clarification Deadline, as set out in the Timescales section of this RFP. The British Council is under no obligation to respond to clarification requests received after the Clarification Deadline.

13.2 Any clarification requests should clearly reference the appropriate paragraph in the RFP documentation and, to the extent possible, should be aggregated rather than sent individually.

13.3 The British Council reserves the right to issue any clarification request made by you, and the response, to all potential suppliers unless you expressly require it to be kept confidential at the time the request is made. If the British Council considers the contents of the request not to be confidential, it will inform you and you will have the opportunity to withdraw the clarification query prior to the British Council responding to all potential suppliers.

13.4 The British Council may at any time request further information from potential suppliers to verify or clarify any aspects of their tender response or other information they may have provided. Should you not provide supplementary information or clarifications to the British Council by any deadline notified to you, your tender response may be rejected in full and you may be disqualified from this Procurement Process.

**14**  **Evaluation Criteria**

14.1 You will have your tender response evaluated as set out below:

**Stage 1:** Tender responses will be checked to ensure that they have been completed correctly and all necessary information has been provided. Tenders’ responses correctly completed with all relevant information being provided will proceed to Stage 2. Any tender responses not correctly completed in accordance with the requirements of this RFP and/or containing omissions may be rejected at this point. Where a tender response is rejected at this point it will automatically be disqualified and will not be further evaluated.

**Stage 2:** If a bidder succeeds in passing Stage 1 the evaluation, then it will have its detailed tender response to the British Council’s requirements evaluated in accordance with the evaluation methodology set out below.

14.2 Award Criteria – Responses from potential suppliers will be assessed to determine the most economically advantages tender using the following criteria and weightings and will be assessed entirely on your response submitted:

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| --- | --- |
| **Criteria** | **Weighting** |
| Matching of criteria particularly skills, knowledge, and experience, outlined in this RFP | 35% |
| Quality of proposal and added value | 15% |
| Methodology and approach for digital delivery | 30% |
| Commercial (value for money) | 20% |

14.3 Scoring Model – Tender responses will be subject to an initial review at the start of Stage 3 of the evaluation process. Any tender responses not meeting mandatory requirements or constraints (if any) will be rejected in full at this point and will not be assessed or scored further. Tender responses not so rejected will be scored by an evaluation panel appointed by the British Council for all criteria other than Commercial using the following scoring model:

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| --- | --- |
| **Points** | **Interpretation** |
| **10** | **Excellent** –Overall the response demonstrates that the bidder meets all areas of the requirement and provides all of the areas evidence requested in the level of detail requested. This, therefore, is a detailed excellent response that meets all aspects of the requirement leaving no ambiguity as to whether the bidder can meet the requirement. |
| **7** | **Good** –Overall the response demonstrates that the bidder meets all areas of the requirement and provides all of the areas of evidence requested but contains some trivial omissions in relation to the level of detail requested in terms of either the response or the evidence. This, therefore, is a good response that meets all aspects of the requirement with only a trivial level ambiguity due the bidder's failure to provide all information at the level of detail requested. |
| **5** | **Adequate** –Overall the response demonstrates that the bidder meets all areas of the requirement, but not all of the areas of evidence requested have been provided. This, therefore, is an adequate response, but with some limited ambiguity as to whether the bidder can meet the requirement due to the bidder’s failure to provide all of the evidence requested. |
| **3** | **Poor** –The response does not demonstrate that the bidder meets the requirement in one or more areas. This, therefore, is a poor response with significant ambiguity as to whether the bidder can meet the requirement due to the failure by the bidder to show that it meets one or more areas of the requirement. |
| **0** | **Unacceptable** –The response is non-compliant with the requirements of the RFP and/or no response has been provided. |

14.4 Commercial Evaluation – Your “Overall Price” (as calculated in accordance with requirements of Annex [3] (Pricing Approach) for the goods and/or services will be evaluated by the evaluation panel for the purposes of the commercial evaluation. Prices must not be subject to any pricing assumptions, qualifications or indexation not provided for explicitly by the British Council as part of the pricing approach. In the event that any prices are expressed as being subject to any pricing assumptions, qualifications or indexation not provided for by the British Council as part of the pricing approach, the British Council may reject the full tender response at this point. The British Council may also reject any tender response where the Overall Price for the goods and/or services is considered by the British Council to be abnormally low following the relevant processes set out under the EU procurement rules. A maximum offer score of 10 will be awarded to the tender response offering the lowest “Overall Price”. Other tender responses will be awarded a mark by application of the following formula: (Lowest Overall Price/Overall Price being evaluated) x 10 (rounded to two decimal places) = commercial score.

14.5 Moderation and application of weightings – The evaluation panel appointed for this procurement will meet to agree and moderate scores for each award criteria. Final scores in terms of a percentage of the overall tender score will be obtained by applying the relevant weighting factors set out as part of the award criteria table above. The percentage scores for each award criteria will be amalgamated to give a percentage score out of 100.

14.6 The winning tender response – The winning tender response shall be the tender response scoring the highest percentage score out of 100 when applying the above evaluation methodology, which is also supported by any required verification evidence (to include, without limitation, any updated information or references relating to any Qualification Question responses) obtained by the Authority relating to any self-certification or other requirements referred to in the Qualification Questionnaire *(if used)*. If any verification evidence requested from a supplier, or a relevant third party as may be referred to by the supplier in the Qualification Questionnaire *(if used)* as a party prepared to provide such information, is not provided in accordance with any timescales specified by the British Council and/or any evidence reviewed by the British Council (whose decision shall be final) does not demonstrate compliance with any such requirement, the British Council may reject that tender response in full and disqualify the potential winning supplier from the Procurement Process at that point.

**List of Annexes forming part of this RFP (issued as separate documents):**

**Annex 1 - Terms and Conditions of Contract**

**Annex 2 – Supplier Response**

**Annex 3 – Pricing Approach**

1. In 2021 The British Council launched The Missing Pillar, a series of panel conversations and a report about culture’s contribution to sustainable development. For more information, please visit: [The Missing Pillar – Culture's Contribution to the UN Sustainable Development Goals](https://www.britishcouncil.org/arts/culture-development/our-stories/the-missing-pillar-sdgs) [↑](#footnote-ref-2)