

EVALUATION GRID FOR FIXED-PRICE CONTRACTS

	Maximum
1. UNDERSTANDING OF THE TDR	10
Clear understanding of objectives (SO1, SO2, SO3)	5
Good understanding of the challenges of the Chinese timber market (price /quality dynamics,etc)	5
2. PROPOSED METHODOLOGY	40
Clear and comprehensive methodology (organization, resources, risks, and assumptions)	10
Relevance of the approach regarding the sampling strategy and the identified themes for the consumers' questionnaire	10
Relevance of the approach regarding the identification of people to be interviewed and the identified themes for the interviews	10
First indication on the documents to be reviewed and analysed	10
3. EXPERIENCE	40
Experience in market analysis (≥5 years)	10
Knowledge of the Chinese timber market	10
Proficiency in certification schemes (FSC, PEFC, OLB)	5
Professional network in China	10
Native proficiency in Chinese and full professional proficiency in English and/or French	5
4. Quality of planning & feasibility	10
Realistic schedule (30-35 days)	5
Relevance of the logistical organisation (access to respondents, digital tools)	5
Overall rating	100

Strengths	
Weaknesses	

Minimum threshold for bids to be considered technically acceptable and eligible for financial evaluation: overall score of at least 75 points.