

## **SAMPLE FORM OF EVALUATION REPORT**

# **SELECTION OF CONSULTANTS**



**The World Bank  
Washington, D.C.**

**October 1999**







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## Preface<sup>1</sup>

Consultants<sup>2</sup> employed by Bank Borrowers and financed by the World Bank or under trust funds<sup>3</sup> are hired according to the Bank's *Consultant Guidelines (Guidelines)*.<sup>4</sup> The *Guidelines* specify the Borrowers' obligations to submit certain reports to the Bank during the selection process:

- (a) for contracts subject to prior review by the Bank (see Appendix 1, para. 2(a), of the *Guidelines*):
  - (i) a technical evaluation report subject to prior review by the Bank, such as the Bank's no-objection prior to opening the financial proposals; or
  - (ii) a technical evaluation notice for contracts above the prior review threshold but below a higher threshold indicated in the Loan Agreement. In such case, the Borrower needs not wait for the Bank's no-objection to open the financial proposals;

In both cases the Borrower must send to the Bank for prior review the combined technical/financial evaluation report;

- (b) for contracts subject to post-review by the Bank:
  - (i) a combined technical/financial report to be reviewed or audited subsequently.

This document sets out the format of a sample evaluation report. It is provided to Bank Borrowers to facilitate the evaluation of consultants' proposals and the subsequent review of these proposals by the Bank. Its use is strongly recommended but not mandatory.

The evaluation must be in accordance with the criteria spelled out in the Request for Proposals and carried out by qualified evaluators. The Request for Proposals should be prepared in agreement with the *Guidelines* (para. 2.8).

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<sup>1</sup> This preface is not part of the report. It should not appear in the report submitted to the Bank.

<sup>2</sup> The term *Consultants* in this document refers to organizations and not individuals.

<sup>3</sup> Trust funds are funds provided by donors and administered by the Bank.

<sup>4</sup> All references to the *Guidelines* made in this report are to *Guidelines: Selection and Employment of Consultants by World Bank Borrowers* (Washington, D.C.: World Bank, January 1997, revised September 1997 and January 1999). Copies of the *Guidelines* are available at <http://www.worldbank.org/html/opr/procure/propage.html>.

The evaluation report includes five sections:

- Section I. A Short Report Summarizing the Findings of the Technical Evaluation;
- Section II. Technical Evaluation Report—Forms;
- Section III. A Short Report Summarizing the Findings of the Financial Evaluation;
- Section IV. Financial Evaluation Report—Forms;
- Section V. Annexes:
  - Annex I. Individual Evaluations;
  - Annex II. Information Data Monitoring;
  - Annex III. Minutes of the Public Opening of the Financial Proposals;
  - Annex IV. Copy of the Request for Proposals;
  - Annex V. Miscellaneous Annexes—Ad Hoc.

The report can be used for all methods of selection described in the *Guidelines*. Though it mainly addresses Quality- and Cost-Based Selection, each section contains a note indicating the data and forms that are to be provided for the other methods of selection.

The evaluation notice is sent to the Bank after the technical evaluation is completed. It includes only Form IIB and a short explanatory note to flag important aspects of the evaluation. Following the Bank's no-objection to the evaluation notice, the Borrower prepares Forms IVC and IVD and a short explanatory note to highlight the most important aspects of the financial evaluation.

For complex, specialized assignments, Borrowers may wish to obtain assistance from consultants to evaluate proposals. Such consultants or individual consultants may be financed under the relevant loan, credit, or grant.

Users of this sample evaluation report are invited to submit comments on their experience with the document to:

Procurement Policy and Services Group  
Operational Core Services Department  
The World Bank  
1818 H Street, N.W.  
Washington, D.C. 20433  
U.S.A.  
<http://www.worldbank.org/html/opr/procure/contents.html>  
Fax: (202) 522-3318

## **CONSULTANT EVALUATION REPORT**

***Country*** [insert: name of country]

***Project Name*** [insert: project name]

***Loan/Credit No.*** [insert: loan/credit number]

***Title of Consulting Services*** [insert: title]

***Date of Submission*** [insert: date]





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## Section I. Technical Evaluation Report—Text<sup>5</sup>

- 1. Background** Include a brief description, context, scope, and objectives of the services. Use about a quarter of a page.
- 2. The Selection Process (Prior to Technical Evaluation)** Elaborate on information provided in Form IIA.

Describe briefly the selection process, beginning with the advertising (if required), the establishment of the shortlist, expressions of interest, and withdrawals of firms before proposal submissions. Describe major events that may have affected the timing (delays, complaints from consultants, key correspondence with the Bank, Request for Proposals (RFP), extension of proposal submission date, and so on).

Use about one-half to one page.
- 3. Technical Evaluation** Describe briefly the meetings and actions taken by the evaluation committee: formation of a technical evaluation team, outside assistance, evaluation guidelines, justification of subcriteria and associated weightings as indicated in the Standard Request for Proposals; relevant correspondence with the Bank; and compliance of evaluation with RFP.

Present results of the technical evaluation: scores and the award recommendation.

Highlight strengths and weaknesses of each proposal (most important part of the report).

  - (a) Strengths: Experience in very similar projects in the country; quality of the methodology, proving a clear understanding of the scope of the assignment; strengths of the local partner; and experience of proposed staff in similar assignments.
  - (b) Weaknesses: Of a particular component of the proposal; of a lack of experience in the country; of a low level of participation by the local partner; of a lack of practical experience (experience in studies rather than in implementation); of staff experience compared to the

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<sup>5</sup> Section I applies to Quality- and Cost-Based Selection (QCBS), Quality-Based Selection (Quality-Based), Fixed-Budget Selection (Fixed-Budget), and Least-Cost Selection (Least-Cost). Provide appropriate information in the case of Selection Based on Qualifications (Qualifications) and Single-Source Selection (SS).

firm's experience; of a key staffer (e.g., the team leader); of a lack of responsiveness; and of disqualifications (conflict of interest).

Comment on individual evaluators' scores (discrepancies).

Items requiring further negotiations.

Use up to three pages.

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## Section II. Technical Evaluation Report—Forms<sup>6</sup>

- Form IIA. Technical Evaluation—Basic Data
- Form IIB. Evaluation Summary—Technical Scores/Ranking
- Form IIC. Individual Evaluations—Comparison (Average Scores)

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<sup>6</sup> Section II applies to Quality- and Cost-Based Selection (QCBS), Quality-Based Selection (Quality-Based), Fixed-Budget Selection (Fixed-Budget), and Least-Cost Selection (Least-Cost). Supply appropriate data in cases of Selection Based on Qualifications (Qualifications) and Single-Source Selection (Single-Source) in Form IIA.

### Form IIA. Technical Evaluation - Basic Data

2.1 Name of country \_\_\_\_\_  
Name of Project \_\_\_\_\_

2.2 Client:  
(a) name \_\_\_\_\_  
(b) address, phone, facsimile \_\_\_\_\_  
\_\_\_\_\_

2.3 Type of assignment (pre-investment, preparation, or implementation), and brief description of sources \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

2.4 Method of selection<sup>7</sup>: QCBS \_\_\_\_ Quality-Based \_\_\_\_  
Fixed-Budget \_\_\_\_ Least-Cost \_\_\_\_  
Qualifications \_\_\_\_ Single-Source \_\_\_\_

2.5 Prior review thresholds:  
(a) Full prior review US\$ \_\_\_\_\_  
(b) Simplified prior review (notice) US\$ \_\_\_\_\_

2.6 Request for expressions of interest<sup>8</sup>:  
(a) publication in *United Nations Development Business* (UNDB)<sup>9</sup> Yes \_\_\_\_\_ No \_\_\_\_\_  
(b) publication in national newspaper(s) Yes \_\_\_\_\_ No \_\_\_\_\_  
(c) number of responses \_\_\_\_\_

<sup>7</sup> See *Guidelines*.

<sup>8</sup> Required for large contracts (see *Guidelines*).

<sup>9</sup> Indicate whether expressions of interest advertised in Web or hardcopy edition of UNDP.

2.7 Shortlist:

- (a) names/nationality of firms/associations (mark domestic firms and firms that had expressed interest)
  - 1. \_\_\_\_\_
  - 2. \_\_\_\_\_
  - 3. \_\_\_\_\_
  - 4. \_\_\_\_\_
  - 5. \_\_\_\_\_
  - 6. \_\_\_\_\_
- (b) Submission to the Bank for no-objection Date \_\_\_\_\_
- (c) Bank's no-objection Date \_\_\_\_\_

2.8 Request for Proposals:

- (a) submission to the Bank for no-objection Date \_\_\_\_\_
- (b) Bank's no-objection Date \_\_\_\_\_
- (c) issuance to Consultants Date \_\_\_\_\_

2.9 Amendments and clarifications to the RFP (describe)

\_\_\_\_\_  
\_\_\_\_\_

2.10 Contract:

- (a) Bank Standard Time-Based Yes \_\_\_\_\_  
Price adjustment: Yes \_\_\_\_\_ No \_\_\_\_\_
- (b) Bank Standard Lump Sum Yes \_\_\_\_\_  
Price adjustment: Yes \_\_\_\_\_ No \_\_\_\_\_
- (c) other (describe) \_\_\_\_\_  
\_\_\_\_\_

2.11 Pre-proposal conference:

- (a) minutes issued Yes \_\_\_\_\_ No \_\_\_\_\_  
Yes \_\_\_\_\_ No \_\_\_\_\_

2.12 Proposal submission:

- (a) two envelopes (technical and financial proposals) Yes \_\_\_\_\_
- (b) one envelope (technical) Yes \_\_\_\_\_
- (c) original submission Date \_\_\_\_\_ Time \_\_\_\_\_
- (d) extensions(s) Date \_\_\_\_\_ Time \_\_\_\_\_

2.13 Submission of Financial Proposal

Location \_\_\_\_\_

2.14 Opening of Technical Proposals by selection committee

Date \_\_\_\_\_ Time \_\_\_\_\_

2.15 Number of proposals submitted \_\_\_\_\_

2.16 Evaluation committee<sup>10</sup>:  
Members' names and titles (normally three to five) 1. \_\_\_\_\_  
2. \_\_\_\_\_  
3. \_\_\_\_\_  
4. \_\_\_\_\_  
5. \_\_\_\_\_

2.17 Proposal validity period (days):  
(a) original expiration date Date \_\_\_\_\_ Time \_\_\_\_\_  
(b) extension(s), if any Date \_\_\_\_\_ Time \_\_\_\_\_

2.18 Evaluation Criteria/subcriteria<sup>11</sup>:

(a) Consultants' experience  
(i) \_\_\_\_\_ Weight \_\_\_\_\_  
(ii) \_\_\_\_\_ Weight \_\_\_\_\_

(b) methodology  
(i) \_\_\_\_\_ Weight \_\_\_\_\_  
(ii) \_\_\_\_\_ Weight \_\_\_\_\_

(c) key staff  
(i) individual(s)  
(A) \_\_\_\_\_ Weight \_\_\_\_\_  
(B) \_\_\_\_\_ Weight \_\_\_\_\_  
(C) \_\_\_\_\_ Weight \_\_\_\_\_  
(ii) group(s)  
(A) \_\_\_\_\_ Weight \_\_\_\_\_  
(B) \_\_\_\_\_ Weight \_\_\_\_\_  
(C) \_\_\_\_\_ Weight \_\_\_\_\_

(d) training (optional)  
(i) \_\_\_\_\_ Weight \_\_\_\_\_  
(ii) \_\_\_\_\_ Weight \_\_\_\_\_

(e) local input (optional)  
(i) \_\_\_\_\_ Weight \_\_\_\_\_  
(ii) \_\_\_\_\_ Weight \_\_\_\_\_

<sup>10</sup> It is important that evaluators be qualified.

<sup>11</sup> Maximum of three subcriteria per criterion.



2.19 Technical scores by Consultant Minimum qualifying score \_\_\_\_\_

Consultants' names	Technical scores
1. _____	_____
2. _____	_____
3. _____	_____
4. _____	_____

2.20 Evaluation report:

(a) submission to the Bank for no-objection

Date \_\_\_\_\_

2.21 Evaluation notice:

(a) submission to the Bank:

Date \_\_\_\_\_

### Form IIB. Evaluation Summary

#### Technical Scores/Ranking

Consultants' names	<i>[Insert name of Consultant 1]</i>	<i>[Insert name of Consultant 2]</i>	<i>[Insert name of Consultant 3]</i>	<i>[Insert name of Consultant 4]</i>
Criteria	Scores	Scores	Scores	Scores
Experience				
Methodology				
Proposed staff				
Training				
Local input				
<b>Total score<sup>a</sup></b>				
Rank				

a. Proposals scoring below the minimum qualifying score of *[number]* points have been rejected.

**Form IIC. Individual Evaluations—Comparison**

Consultants' Names	<i>[Insert name of Consultant 1]</i>	<i>[Insert name of Consultant 2]</i>	<i>[Insert name of Consultant 3]</i>	<i>[Insert name of Consultant 4]</i>
Criteria				
Experience	A C	AV <sup>a</sup>	B D	
Methodology				
Key staff				
Training				
Local input				
<b>Total</b>				

a. A, B, C, and D = scores given by evaluators; AV = average score, see Annex I(i).

***NOTE:***

*Please see the Preface.*

*For contracts above a threshold indicated in the Loan Agreement and requiring the Bank's no-objection of the technical evaluation report, financial proposals must not be opened before the Borrower has received such no-objection. The technical evaluation (technical scores in particular) cannot be changed following the opening of the financial proposals.*

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### **Section III. Financial Evaluation Report—Award Recommendation—Text<sup>12</sup>**

*[The text will indicate:*

- (a) any issues faced during the evaluation, such as difficulty in obtaining the exchange rates to convert the prices into the common currency used for evaluation purposes;*
- (b) adjustments made to the prices of the proposal(s) (mainly to ensure consistency with the technical proposal) and determination of the evaluated price (does not apply to Quality-Based (Quality-Based), Selection Based on Qualifications (Qualifications), and Single-Source Selection (Single-Source));*
- (c) tax-related problems;*
- (d) award recommendation; and*
- (e) any other important information.*

*Taxes are not taken into account in the financial evaluation whereas reimbursables are.]*

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<sup>12</sup> Applies to QCBS, Fixed-Budget, and Least-Cost. For Quality-Based, Qualifications, and Single-Source provide relevant information as indicated.



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## **Section IV. Financial Evaluation Report—Award Recommendation—Forms<sup>13</sup>**

- Form IVA. Financial Evaluation—Basic Data
- Form IVB. Adjustments—Currency Conversion—Evaluated Prices
- Form IVC. QCBS—Combined Technical/Financial Evaluation—Award Recommendation
- Form IVD. Fixed-Budget and Least-Cost Selection—Award Recommendation

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<sup>13</sup> Applies to QCBS, Fixed-Budget, and Least-Cost. For Quality-Based, Qualifications, and Single-Source, provide relevant information as indicated.

**Form IVA. Financial Evaluation—Basic Data**

4.1 Bank’s no-objection to technical evaluation report (Quality-Based, Qualifications, Single-Source) Date \_\_\_\_\_

4.2 Public opening of financial proposals  
 (a) Names and proposal prices (mark Consultants that attended public opening) Date \_\_\_\_\_ Time \_\_\_\_\_  
 1. \_\_\_\_\_  
 2. \_\_\_\_\_  
 3. \_\_\_\_\_  
 4. \_\_\_\_\_

4.3 Evaluation committee: members’ names and titles (if not the same as in the technical evaluation - Quality-Based, Qualifications, Single-Source)  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

4.4 Methodology (formula) for evaluation of cost (QCBS only; cross as appropriate) Weight inversely proportional to cost \_\_\_\_\_  
 Other \_\_\_\_\_

4.5 Submission of final technical/financial evaluation report to the Bank (Quality-Based, Qualifications, Single-Source) Date \_\_\_\_\_

4.6 QCBS

(a) Technical, financial and final scores (Quality-Based: technical scores only)	Consultant’ Name	Technical scores	Financial scores	Final scores
	_____	_____	_____	_____
	_____	_____	_____	_____
	_____	_____	_____	_____
	_____	_____	_____	_____

(b) Award recommendation \_\_\_\_\_

4.7 Fixed Budget and Least-Cost

(a) Technical scores, proposal and evaluated prices	Consultant’ Name	Technical scores	Proposal prices	Evaluated prices
	_____	_____	_____	_____
	_____	_____	_____	_____
	_____	_____	_____	_____
	_____	_____	_____	_____



- (b) Award recommendation \_\_\_\_\_
- (c) Fixed-Budget: best technical proposal within the budget (evaluated price) Name \_\_\_\_\_
- (d) Least-Cost: lowest evaluated price proposal above minimum qualifying score Name \_\_\_\_\_

**Form IVB. Adjustments—Currency Conversion—Evaluated Prices<sup>14</sup>**

Consultants' Names	Proposals' prices <sup>a</sup>		Adjustments <sup>b</sup>	Evaluated price(s)	Conversion to currency of evaluation <sup>c</sup>		Financial scores <sup>d</sup>
	Currency	Amounts (1)	(2)	(3) = (1) + (2)	Exchange rate(s) <sup>e</sup> (4)	Proposals' prices (5) = (3)(4)	(6)

- a. Comments, if any (e.g., exchange rates); three foreign currencies maximum, plus local currency.
- b. Arithmetical errors and omissions of items included in the technical proposals. Adjustments may be positive or negative.
- c. As per RFP.
- d. 100 points to the lowest evaluated proposal; other scores to be determined in accordance with provisions of RFP.
- e. Value of one currency unit in the common currency used for evaluation purposes, normally the local currency (e.g., US\$1 = 30 rupees). Indicate source as per RFP.

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<sup>14</sup> For Quality-Based, Qualifications, and Single-Source, fill out only up to column 3.

**Form IVC. QCBS—Combined Technical/Financial Evaluation—Award Recommendation**

Consultants' names	Technical Evaluation			Financial Evaluation		Combined Evaluation	
	Technical scores <sup>a</sup> S(t)	Weighted scores S(t) × T <sup>b</sup>	Technical rank	Financial scores <sup>c</sup> S(f)	Weighted scores S(f) × F <sup>d</sup>	Scores S(t) T + S(f) F	Rank
Award recommendation	To highest combined technical/financial score. Consultant's name: _____						

- a. See Form IIB.
- b. T = As per RFP.
- c. See Form IVB.
- d. F = as per RFP.

**Form IVD. Fixed-Budget and Least-Cost Selection—Award Recommendation<sup>15</sup>**

Consultants' names	Fixed-Budget Selection		Least-Cost Selection	
	Technical scores <sup>a</sup>	Evaluated prices <sup>b</sup>	Technical scores	Evaluated prices
Award recommendation	To best technical score with evaluated price within budget. Consultant's name: _____		To lowest evaluated price above minimum qualifying score. Consultant's name: _____	

- a. See Form IIB.
- b. See Form IVB.

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<sup>15</sup> Fill in appropriate part of form.

## **Section V. Annexes<sup>16</sup>**

### Annex I. Individual Evaluations

Form V Annex I(i). Individual Evaluations

Form V Annex I(ii). Individual Evaluations—Key Personnel

### Annex II. Information Data Monitoring

### Annex III. Minutes of Public Opening of Financial Proposals

### Annex IV. Request for Proposals

### Annex V. Miscellaneous Annexes—Ad Hoc

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<sup>16</sup> Annex I applies to Quality-Based, Fixed-Budget and Least-Cost. For Qualifications and Single-Source, it is replaced by a review of the strengths and weaknesses of the proposal, which may be amended by one or several evaluators.

### Annex I (i). Individual Evaluations

Consultant's name: \_\_\_\_\_

Criteria/Sub-Criteria	Maximum Scores	Evaluators					Average Scores
		1	2	3	4	5	
Experience							
-							
-							
-							
Methodology							
-							
-							
-							
Key Staff							
-							
-							
-							
Transfer of Knowledge (Training <sup>a</sup> )							
-							
-							
-							
Participation by Nationals <sup>a</sup>							
-							
-							
-							
<b>Total</b>	<b>100</b>						

a. If specified in the RFP

1. Evaluator's Name: \_\_\_\_\_ Signature: \_\_\_\_\_ Date: \_\_\_\_\_

2. Evaluator's Name: \_\_\_\_\_ Signature: \_\_\_\_\_ Date: \_\_\_\_\_

3. Evaluator's Name: \_\_\_\_\_ Signature: \_\_\_\_\_ Date: \_\_\_\_\_

4. Evaluator's Name: \_\_\_\_\_ Signature: \_\_\_\_\_ Date: \_\_\_\_\_

5. Evaluator's Name: \_\_\_\_\_ Signature: \_\_\_\_\_ Date: \_\_\_\_\_

**Annex I(ii) Individual Evaluations—Key Personnel**

Consultant’s Name: \_\_\_\_\_

Key Staff Names <sup>a</sup>	Maximum Scores	General Qualifications ( ) <sup>b</sup>	Adequacy for the Assignment ( ) <sup>b</sup>	Experience in Region ( ) <sup>b</sup>	Total Marks (100)	Scores
<b>Total</b>						

- a. Sometimes evaluations are made by groups instead of individuals. Each group (e.g. financial group) has a weight. The group score is obtained by the weighted scores of the members of the group. For example, the score of a group of three individuals scoring a, b, and c would be  $ax + by + cz$  with x, y, and z representing the respective weights of the members ( $x + y + z = 1$ ) in this group.
- b. Maximum marks as per RFP

Name of Evaluator: \_\_\_\_\_ Signature: \_\_\_\_\_ Date: \_\_\_\_\_

## Annex II. Information Data Monitoring

- 5.1 Loan/credit/grant
- (a) number \_\_\_\_\_
  - (b) date of effectiveness \_\_\_\_\_
  - (c) closing date \_\_\_\_\_
    - (i) original \_\_\_\_\_
    - (ii) revised \_\_\_\_\_
- 5.2 General Procurement Notice
- (a) first issue date \_\_\_\_\_
  - (b) latest update \_\_\_\_\_
- 5.3 Request for expressions of interest<sup>17</sup>:
- (a) publication in *United Nations Development Business* (UNDB) Date \_\_\_\_\_
  - (b) publication in national local newspaper(s) Name of newspaper(s) and date(s) \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_
- 5.4 Did the use of price as a factor of selection change the final ranking?<sup>18</sup> Yes \_\_\_\_\_ No \_\_\_\_\_
- 5.5 Did the use of “local input” as a factor of selection change the technical ranking?<sup>19</sup> Yes \_\_\_\_\_ No \_\_\_\_\_

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<sup>17</sup> Required for large contracts (see *Guidelines*).

<sup>18</sup> Compare technical rank with rank in Form IVC.

<sup>19</sup> Figure out technical scores with and without “local input” (Form IIB).



### **Annex III. Minutes of Public Opening of Financial Proposals<sup>20</sup>**

#### MINUTES

*[The minutes should indicate the names of the participants in the proposal opening session, the proposal prices, discounts, technical scores, and any details that the Client, at its discretion, may consider appropriate.]*

*All attendees must sign the Minutes.]*

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<sup>20</sup> Annex III applies to QCBS, Fixed-Budget, and Least-Cost.

## **Annex IV. Request for Proposals<sup>21</sup>**

*[A Standard Request for Proposals must be used for World Bank-financed contracts in excess of US\$200,000. The Bank also recommends the use of the Standard Request for Proposals document for smaller contracts to simplify its prior review (i.e., when the Borrower cannot issue the document without the Bank's no-objection). The Standard Request for Proposals is available on the Bank's Internet site (<http://www.worldbank.org/html/opr/procure/conspage.html>) and in the Bank InfoShop at the following address:*

*The World Bank InfoShop  
701 18th Street, N.W.  
Rm. J 1-060  
Washington, D.C. 20433, U.S.A.  
1.202.458-5454  
[books@worldbank.org](mailto:books@worldbank.org)].*

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<sup>21</sup> Annex IV applies to all selection procedures (The Bank Standard Request for Proposals may be used for Qualifications and Single-Source, with appropriate modifications).

**Annex V. Miscellaneous Annexes—Ad Hoc**