

## Section III. Qualification and Evaluation Criteria

This Section contains all the criteria that the Employer shall use to determine the qualification of Bidders and to evaluate the Bids. In accordance with ITB 26 and ITB 36, no other factors, methods or criteria shall be used. The Bidder shall provide all the information requested in the forms included in Section IV, Qualification and Bidding Forms.

Wherever a Bidder is required to state a monetary amount, Bidders should indicate the JOD equivalent using the rate of exchange determined as follows:

- (a) For construction turnover or financial data required for each year - Exchange rate prevailing on the last day of the respective calendar year;
- (b) Value of single contract - Exchange rate prevailing on the date of the contract.

Exchange rates shall be taken from the publicly available source identified in the ITB 33.1. Any error in determining the exchange rates in the Bid may be corrected by the Employer.

### 1. Evaluation of Eligibility and Qualification

Eligible Jordanian contractors, and their partners/sub-contractors are those limited to Grade 1 or Grade 2, Building as per the classification of the Government Tender Department (GTD) in the Ministry of Public Works and Housing. Contractors must be classified in the Government Tenders Department in the field of Buildings, grades 1 and 2, who are also classified in the field of electromechanical and renewable energy grades 1 and 2. International contracting companies must form Joint Ventures with local contractors with the same classification mentioned here, and must provide evidence that their own classification in their original countries is equivalent to GTD classification. If a contractor company does not have electro-mechanical classification, they can form a Joint Venture with an electro-mechanical company grade 1 or 2 classified by GTD, with the maximum number of companies within a Joint venture being two.

The Definition of Jordanian Contractors Classified as Grade 1 or Grade 2 Buildings is according to the Ministry of Public Works and Housing regulations.

It is permitted to execute the PV works through a sub-contractor, any sub-contractor for PV works shall comply with all of the registrations and licences in the Technical Specifications. If Bidders intend to carry out the PV works through a sub-contractor they shall nominate the sub-contractor.

The following table contains all criteria and requirements the Bidders shall meet to be considered as eligible and qualified for the execution of the works:

Criteria			Requirements / Max. Scores				Documentation Requirements / Forms
No.	Subject	Requirement	Single Entity	Joint Venture (existing or intended)			
				All Parties Combined	Each Member	One Member	
<b>1. Eligibility</b>							
1.1	<b>Nationality</b>	Nationality in accordance with ITB 4.3 and in accordance with invitation letter.	Must meet requirement	Must meet requirement	Must meet requirement	N/A	Forms ELI-1.1, 1.2(a) and 1.2(b), with attachments
1.2	<b>Conflict of Interest</b>	No conflicts of interest in accordance with ITB 4.4	Must meet requirement	Must meet requirement	Must meet requirement	N/A	Letter of Qualification
<b>2. Historical Contract Non-Performance</b>							
2.2	<b>Suspension Based on Execution of Bid Securing Declaration by the Employer</b>	Not under suspension based on execution of a Bid Securing Declaration pursuant to ITB 4.5	Must meet requirement	Must meet requirement	Must meet requirement	N/A	Letter of Qualification
2.3	<b>Pending Litigation</b>	All pending litigation shall in total not represent more than one hundred per cent (100%) of the Bidder's net worth and shall be treated as resolved against the Bidder	Must meet requirement	N/A	Must meet requirement	N/A	Form CON-2
<b>3. Financial Situation and Performance</b>							
3.1	<b>Financial Capabilities: Liquidity</b>	(i) The Bidder shall demonstrate that it has access to, or has available, liquid assets lines of credit (Letter from Bank required) (independent of any contractual advance payment) sufficient to meet the construction cash flow requirements estimated as JOD 1,000,000 (one million JOD) for the subject contract(s) net of the Bidders other commitments	Must meet requirement	Must meet requirement	N/A	N/A	Forms FIN-3.1 with attachments and FIN-3.3 shall be certified by a reputable financial auditor.

Criteria			Requirements / Max. Scores				Documentation Requirements / Forms
No.	Subject	Requirement	Single Entity	Joint Venture (existing or intended)			
				All Parties Combined	Each Member	One Member	
3.2	<b>Financial Capabilities: Other Sources of Finance</b>	<p>(ii) The Bidder shall also demonstrate, to the satisfaction of the Employer, that it has adequate sources of finance to meet the cash flow requirements on works currently in progress and for future contract commitments.</p> <p>In addition to 3.1 the Bidder shall present evidence of a line of credit of a minimum of JOD 750,000 specifically for the Contract. A dedicated letter in the favour of the bidder shall be submitted from the bank showing the Contract name and the amount.</p>	Must meet requirement	Must meet requirement	N/A	N/A	Forms FIN-3.3 and FIN-3.4 shall be certified by a reputable financial auditor.
3.3	<b>Financial Capabilities: Financial Position</b>	<p>(iii) The audited balance sheets or, if not required by the laws of the Bidder's country, other financial statements acceptable to the Employer, for the years 2015 to 2019 shall be submitted and must demonstrate the current soundness of the Bidder's financial position based on the following criteria:</p> <p>a) Liquidity ratio <math>\geq 1.0</math></p> $\frac{\text{Current Assets}}{\text{Current Liabilities}} \geq 1.0$ <p>b) Indebtedness ratio <math>\leq 90\%</math></p> $\frac{\text{Total Liabilities}}{\text{Total Assets}} * 100 \leq 90\%$	Must meet requirement	Must meet requirement	N/A	The lead member of a JV must meet the requirement	Forms FIN-3.1 with attachments and FIN-3.3 shall be certified by a reputable financial auditor. This requirement must be satisfied for the average of the 5 years.

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3.4	<b>Average Annual Construction Turnover</b>	Minimum average annual construction turnover of: - JOD 8.0 million for Package 4 for the last 5 years (2015 – 2019), calculated as total certified annual payments received for contracts in progress and/or completed.	Must meet requirement	Must meet requirement	N/A	N/A	Form FIN-3.2 shall be certified by a reputable financial auditor.
<b>4. Construction Experience</b>							
4.1	<b>General Construction Experience (Bidder)</b>	Experience under construction contracts in the role of prime contractor, JV member, subcontractor, or management contractor for at least the last 5 years, starting 1 <sup>st</sup> January 2015.	Must meet requirement	N/A	Must meet requirement	N/A	Form EXP-4.1 Performance Certificates also required
4.1.1	<b>General Construction Experience (Sub-Contractor MEP Works)</b>	Experience under MEP Works contracts in the role of prime contractor, JV member, subcontractor, or management contractor for at least the last 5 years, starting 1 <sup>st</sup> January 2015.	Must meet requirement	Must meet requirement	N/A	Must meet requirement	Form EXP-4.1 Performance Certificates also required
4.1.2	<b>General Construction Experience (Sub-Contractor PV Works)</b>	Experience under PV Works contracts in the role of prime contractor, JV member, subcontractor, or management contractor for at least the last 5 years, starting 1 <sup>st</sup> January 2015.	Must meet requirement May be met through use of a sub-contractor	Must meet requirement May be met through use of a sub-contractor	N/A	Must meet requirement May be met through use of a sub-contractor	Form EXP-4.1 Performance Certificates also required

Criteria			Requirements / Max. Scores				Documentation Requirements / Forms
No.	Subject	Requirement	Single Entity	Joint Venture (existing or intended)			
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4.2 (a)	<b>Specific Construction &amp; Contract Management Experience (Bidder)</b>	Similar <sup>3</sup> contracts, satisfactorily and substantially <sup>4</sup> completed as a prime contractor, joint venture member <sup>5</sup> , management contractor or subcontractor between 1 <sup>st</sup> January 2011 and application submission deadline of minimum value JOD 3,000,000 (three million JOD) in a minimum of 2 number Construction building contracts. Each building of minimum total built up area 2,000 m <sup>2</sup> of which one must be related to public/institutional buildings. Multiple buildings within a single contract will be considered to have met these requirements. Bidders may meet the requirements by submitting more than 2 buildings where each building satisfies at least two of the above three requirements.	Must meet requirement	Must meet requirement	N/A	N/A	Form EXP-4.2 New (within 1 year) Performance Certificates also required from Employer and any other certificates shall not be accepted
4.2.1(a)	<b>Specific Construction &amp; Contract Management Experience (Sub-Contractor MEP Works)</b>	Similar <sup>[3]</sup> contracts, satisfactorily completed <sup>[4]</sup> as a prime contractor, joint venture member <sup>[5]</sup> , between 1 <sup>st</sup> January 2011 and application submission deadline. Bidders meeting the requirements of 4.2 (a) "Specific Construction and Contract Management Experience" shall be considered to have met this requirement, since the buildings listed in 4.2 (a) will all have MEP.	Must meet requirement	Must meet requirement	N/A	N/A	Form EXP-4.2 New (within 1 year) Performance Certificates also required from Employer and any other certificates

<sup>3</sup> The similarity shall be based on the physical size, complexity, methods/technology and/or other characteristics described in Section VII, Scope of Works. Summation of number of small value contracts (less than the value specified under requirement) to meet the overall requirement will not be accepted.

<sup>4</sup> Substantial completion shall be based on 80% or more works completed under the contract.

<sup>5</sup> For contracts under which the Applicant participated as a joint venture member or sub-contractor, only the Applicant's share, by value, shall be considered to meet this requirement.

Criteria			Requirements / Max. Scores				Documentation Requirements / Forms
No.	Subject	Requirement	Single Entity	Joint Venture (existing or intended)			
				All Parties Combined	Each Member	One Member	
							shall not be accepted
4.2.2 (a)	<b>Specific Construction &amp; Contract Management Experience (Sub-Contractor PV Works)</b>	Similar <sup>[3]</sup> contracts, satisfactorily completed <sup>[4]</sup> as a prime contractor, joint venture member <sup>[5]</sup> , between 1 <sup>st</sup> January 2011 and application submission deadline of either a minimum value JOD 50,000 (fifty thousand JOD) OR a minimum capacity of 70 kWp in a minimum of 2 number PV contracts related to public/institutional or commercial buildings.	Must meet requirement  May be met through use of a sub-contractor	Must meet requirement  May be met through use of a sub-contractor	N/A	N/A	Form EXP-4.2 New (within 1 year) Performance Certificates also required from Employer and any other certificates shall not be accepted
<b>5. Environmental and Social and Health and Safety (ESHS) Experience and Capacity</b>							
5.1	<b>Certificates</b>	Availability of a valid ISO certification as below or internationally and/or nationally recognized equivalent (equivalence to be demonstrated by the Bidder). Where Bidders have been assessed and passed but the certificates have not yet issued this may be acceptable.  - Quality Management certificate ISO 9001	Must meet at least 1 out of 3 Certificates,  Max. 6 points, 2 points for each certificate	Must meet at least 1 out of 3 Certificates,  Max. 6 points, 2 points for each certificate	N/A	Must meet at least 1 out of 3 Certificates,  Max. 6 points, 2 points for each certificate	Form CER-5.1

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No.	Subject	Requirement	Single Entity	Joint Venture (existing or intended)			
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		- Environmental management certificate ISO 14001:2014					Form CER-5.1
		- Health and Safety certificate OHSAS 18001 or OHSAS ISO 45001:2018					Form CER-5.1
5.2	<b>Experience in Projects with significant ESHS Impact</b>	<p>For the above and any other contracts completed and under implementation as prime contractor, joint venture member, management contractor or subcontractor<sup>6</sup> on or after the first day of the calendar year during the period stipulated in 4.2(a) above, a minimum specific experience relating to the following ESHS requirements all of which could be achieved either in 1 single project, or multiple projects, within the last 5 years:</p> <ul style="list-style-type: none"> <li>- Contract(s) on donor funded projects with ESHS requirements 8 points</li> <li>Contracts with requirements to submit a H&amp;S plan by the contractor 8 points</li> <li>- Contracts with requirements to submit an Environmental management plan by the contractor 8 points</li> </ul>	Max. 24 points	<p>Max. 24 points<sup>7</sup></p> <p>Must have executed at least 1 (one) contract demonstrating experience with the key ESHS requirements as listed in the Requirements column.</p>	N/A	<p>Must have executed at least 1 (one) contract demonstrating experience with the key ESHS requirements as listed in the Requirements column.</p>	Form EXP-5.2

<sup>6</sup> Volume, number or rate of production of any key activity can be demonstrated in one or more contracts combined if executed during same time period. The rate of production shall be the annual production rate for the key construction activity (or activities).

<sup>7</sup> Members will be scored if their part in the JV is substantial (more than 40 (forty) % of the works). Individual member scores will be averaged.

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No.	Subject	Requirement	Single Entity	Joint Venture (existing or intended)			
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5.3	<b>Environmental Capacity</b>	The Bidder must demonstrate that its business setup and operations meet the minimum requirements towards an effective environmental management system:  The qualitative assessment of the Bidder's compliance will be carried out in terms of the scoring method described in ITB 26.8. The sub-criterion score will be calculated by adding the requirement scores.	Max. 15 points	Max. 15 points <sup>8</sup>	N/A	N/A	Form ENV-5.3
5.4	<b>Occupational Health and Safety Capacity</b>	The Bidder must demonstrate that its business setup and operations meet the minimum requirements towards an effective health and safety management system	Max. 15 points	Max. 15 points <sup>9</sup>	N/A	N/A	Form OHSAS-5.4
5.5	<b>Socially Responsible Work Implementation</b>	The Bidder must demonstrate a comprehensive understanding of the requirements regarding work site implementation and operation	Max. 10 points	Max. 10 points <sup>10</sup>	N/A	N/A	Form LOC-5.5
5.6 (a)	<b>ILO Core Labour Standards</b>	Undertaking to fully respect the ILO Core Labour Standards in the Bidder's business practice	Must meet requirement	Must meet requirement	Must meet requirement	Must meet requirement	Application Submission Form (f) and form COC-5.6
5.6 (b)	<b>Ethical business principles</b>	The Bidder must demonstrate that its business setup and operations meet the minimum requirements towards ethical	Max. 10 points	Max. 10 <sup>11</sup> points	N/A	N/A	Form COC-5.6

<sup>8</sup> Members will be scored if their part in the JV is substantial (more than 40 (forty) % of the works). Individual member scores will be averaged.

<sup>9</sup> Members will be scored if their part in the JV is substantial (more than 40 (forty) % of the works). Individual member scores will be averaged.

<sup>10</sup> Members will be scored if their part in the JV is substantial (more than 40 (forty) % of the works). Individual member scores will be averaged.

<sup>11</sup> Members will be scored if their part in the JV is substantial (more than 40 (forty) % of the works). Individual member scores will be averaged.



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No.	Subject	Requirement	Single Entity	Joint Venture (existing or intended)			
				All Parties Combined	Each Member	One Member	
		Business principles.					
5.7	<b>ESHS and Construction Personnel</b>	<p>The Bidder must demonstrate that it has access to adequate candidates for the ESHS personnel profiles, listed in Section VII, Scope of Works. The candidates must fulfil the minimum specific profile requirements and the general requirements (if any). Combining several candidates to fulfil one candidate profile is not allowed. Providing multiple candidates for a single profile is allowed.</p> <p>An interview will be held with the proposed ESHS candidate at the Technical Evaluation stage. Where a candidate is judged to be unacceptable the Bidder may be asked to replace this candidate.</p>	Max. 20 points	Max. 20 points	N/A	N/A	PER-5.7

*Note: [For multiple contracts, specify financial and experience criteria for each contract]*

## 2. Domestic Preference

NOT APPLICABLE

## 3. Evaluation of Bids

In addition to the criteria listed in ITB 36.2 (a) – (e) the following criteria shall apply:

### 3.1 Assessment of adequacy of Technical Proposal with Requirements

The assessment of the Technical Proposal submitted by a Bidder shall comprise (a) evaluation of the Bidder's plan to mobilize key equipment and key personnel to carry out the works, (b) construction method, (c) construction schedule and (d) sufficiently detailed supply sources, in accordance with requirements specified in Section VII, Works Requirements. A Bid not comprising Technical Proposal or a Bid for which the Technical Proposal is not substantially responsive (i.e., with material deviation, reservation or omission) shall be rejected.

### 3.2 Assessment of adequacy of the Environmental, Social, Health and Safety (ESHS) Methodology

The ESHS Methodology submitted by the Bidder shall be evaluated to determine whether it is substantially responsive (i.e., without material deviation, reservation or omission) to the requirements specified in Section VII, Works Requirements - ESHS Specifications. The Bidder shall use the ESHS Methodology Form provided for this purpose in Section IV, Bidding Forms - Technical Proposal. A Bid not comprising an ESHS Methodology or a Bid for which the ESHS Methodology is not substantially responsive (i.e., with material deviation, reservation or omission) shall be rejected.

### 3.3 Multiple Contracts, if permitted under ITB 36.4, will be evaluated as follows: NOT APPLICABLE

### 3.4 Alternative Completion Times, if permitted under ITB 13.2, will be evaluated as follows: NOT APPLICABLE

### 3.5 Technical alternatives, if permitted under ITB 13.4, will be evaluated as follows: NOT APPLICABLE

### 3.6 Personnel

The Bidder's personnel shall be evaluated to determine whether it is substantially responsive (i.e., without material deviation, reservation or omission) to the requirements specified in Section VII, Works Requirements – Personnel Requirements. The Bidder shall use the Forms PER-1 and PER-2 provided for this purpose in Section IV, Bidding Forms - Technical Proposal. A Bid not including proposed personnel or a Bid for which the proposed personnel is not substantially responsive (i.e., with material deviation, reservation or omission) shall be rejected.

### 3.7 Equipment

The Bidder's equipment shall be evaluated to determine whether it is substantially responsive (i.e., without material deviation, reservation or omission) to the requirements specified in Section VII, Works Requirements – Equipment Requirements. The Bidder shall use the Form EQU provided for this purpose in Section IV, Bidding Forms - Technical Proposal. A Bid not including proposed equipment or a Bid for which the proposed equipment is not substantially responsive (i.e., with material deviation, reservation or omission) shall be rejected.