

Questions and Answers Regarding the Observatory Project's Tender

– **Are individuals eligible to apply to this tender?**

The Terms of Reference indicates that only consultations firms are allowed to submit a proposal for this tender, and not individuals.

– **Who are the consultation firms eligible to apply to this tender?**

- American consultation firms.
- A consortium between an American consultation firm-with a relevant experience in the competitiveness field- and a Jordanian consultation firm.

– **How long is the period through which any inquiries regarding the TOR can be submitted?**

Companies can submit inquires and clarifications regarding any item in the Tender or Terms of Reference within a week from the meeting which was held earlier on Saturday the 4th of June,2005.

– **Is there any specific preferable format or layout that should be followed in the proposals?**

The proposals should be presented in a simple, accurate, logical format.

– **Are there any other parties or institutions taking part in this project apart from the Ministry of Planning and International Cooperation?**

Since the creation of an Observatory will provide policymakers and businessmen with a comprehensive and accurate evaluation of the current state of Jordanian firms and sectors, and in which they operate. The Ministry of Planning and International Cooperation has the right to cooperate with any other governmental parties it deems necessary.

However, the awarded consultation firm/consortium will be directly related to the Ministry itself, since it is the only party that spearheads the project and has the right to take the final decision regarding any issue.

– **How long will it take the Special Tender committee to reach its decision regarding the awarded firm/consortium?**

It is expected that the evaluation process will take between (30) to (60) days, after which a decision concerning the awarded firm/consortium will be reached.

– **What kind of sectors is expected to be incorporated?**

In collaboration with members of the JNCT, the awarded firm/consortium's consultant will identify on the basis of specific criteria¹ a set of **five "active" leading sectors**, over the past three years, which will be analyzed and benchmarked against regional and international counterparts.

– **Are there any other issues which should be reassured, other than those mentioned in the Terms of Reference, in case of a consortium between a local firm and a foreign one?**

Any individual included in the proposal must sign a letter committing themselves to the project in the event that their firm/company/consortium is selected. Failure to include such a commitment letter will mean disqualification of that individual's CV.

Moreover, The Ministry of Planning and International Cooperation will host the consultant of the awarded firm/consortium and provide them with a computer, internet access, workspace, and stationary.

– **In case of a consortium, which party should provide a bank guarantee?**

Either one of the parties forming the consortium should provide a bank guarantee.

– **Are there any estimates for the financial cost of establishing the Observatory project?**

There is no intention to declare the amount of the project's budget.

– **What is the Jordan National Competitiveness Team's (JNCT) duty towards the winning company/consortium?**

The team will commit itself to its responsibilities as mentioned in the Terms of Reference.

– **What is the JNCT's role within the process of gathering the sectoral data?**

- Providing the firm/consortium with the available background material (studies and data) regarding the different sectors.
- Conduct the series of workshops, as referred to in the Terms of Reference.
- Distributing and collecting the surveys relevant to each sector **only in Jordan**.
- Undertaking the data entry mission using the designed software.

¹ Among the specific criteria should be determined and agreed upon beforehand by the consultant and JNCT.