

## REQUEST FOR PROPOSAL

LRFP-2021-9166716

27 April 2021

## UNITED NATIONS CHILDREN'S FUND (UNICEF)

Wishes to purchase

play box development

### **IMPORTANT - ESSENTIAL INFORMATION**

The reference **LRFP-2021-9166716** must be shown on the telefax.

**Bid form and schedule(s)** must be used when replying to this invitation. You are welcome to enclose your own specifications etc., if necessary.

Offers must be received by **latest 10:20 hours (Beijing time) on 11 May 2021**. Due to the nature of the bid, there will be no public opening. Bids received after the stipulated date and time will be invalidated.

The bid document should be sent to UNICEF Beijing Office either  
- By courier delivery to: UNICEF No.12 Sanlitun Lu Beijing China 100600 - Through fax number **+86 10 65325058** - E-mailing to [chinabid@unicef.org](mailto:chinabid@unicef.org). Attachments to be maximum ten (10) megabytes per e-mail and submitted in PDF format.

**ATTENTION:** Technical Proposals shall be submitted separately from Price Proposals. It is important that you read all the provisions of the bid, to ensure that you understand UNICEF's requirements and can submit an offer in compliance with them. Note that

---

**THIS REQUEST FOR PROPOSAL HAS BEEN:**

---

**Prepared By:**

Ping Nie  
(To be contacted for additional information, NOT FOR SENDING OFFERS)  
Email : pnice@unicef.org

**Verified By:**

 April 27, 2021  
Yan Ding

**BID FORM**

BID FORM must be completed, signed and returned to UNICEF.  
Bid must be made in accordance with the instructions contained in this INVITATION.

**TERMS AND CONDITIONS OF CONTRACT**

Any Purchase Order resulting from this INVITATION shall contain UNICEF General Terms and Conditions and any other Specific Terms and Conditions detailed in this INVITATION.

**INFORMATION**

Any request for information regarding this INVITATION must be forwarded by email to the attention of the person who prepared this document, with specific reference to the Invitation number.

The Undersigned, having read the Terms and Conditions of INVITATION No. **LRFP-2021-9166716** set out in the attached document, hereby offers to execute the services specified in the Terms and Conditions set out in the document.

Signature: \_\_\_\_\_

Date: \_\_\_\_\_

Name & Title: \_\_\_\_\_

Company: \_\_\_\_\_

Postal Address: \_\_\_\_\_

Tel No: \_\_\_\_\_

Fax No: \_\_\_\_\_

E-mail Address: \_\_\_\_\_

Validity of Offer: \_\_\_\_\_

Currency of Offer: \_\_\_\_\_

Please indicate after having read UNICEF Price & Discount stated in the Specific Terms and Conditions, which of the following Payment Terms are offered by you:

10 Days 3.0% \_\_\_\_\_ 15 Days 2.5% \_\_\_\_\_ 20 Days 2.0% \_\_\_\_\_ 30 Days Net \_\_\_\_\_

Other Trade Discounts \_\_\_\_\_

Item No	Item Description	Quantity/Unit	Unit Price	Amount
---------	------------------	---------------	------------	--------

**SCHEDULE NO: 1 EDUCATION**

00010 1 Perf. unit

Terms of Reference for Institutional Contracts

Seeking technical support for developing Play kits and matching APP for #Community-based support for early learning and responsive care for children aged 0#6 years in China# project

1. Background of the project

Many young children in China are deprived of the best possible start in life, especially those who live in remote parts of rural China or are affected by migration. Disparities emerge early on, with around 6.7 million children aged 3 and 4 having poor cognitive and/or socio#emotional development. McCoy, D.C., et al., #Early Childhood Developmental Status in Low- and Middle-income Countries: National, regional, and global prevalence estimates using predictive modelling#, PLOS Medicine, vol. 14, no. 1, 2016. Many of these children live in and belong to communities of ethnic minoritys and are affected by poverty and/or migration, they are either left behind by migrating parents or are migrating with their parents. They face major educational, health and economic disparities. Caregivers, families and communities play the most important role in the early years of a child#s life, but they often lack the knowledge, skills and resources to best support their child#s development. Demand for early learning and care support services is high, but access is limited by availability and affordability, disproportionately affecting the most disadvantaged children.

To ensure that all children # particularly the most disadvantaged in China # are given equal opportunities during the early, formative years of life; the proposed project seeks to engender positive behaviour change among caregivers to better support child development. This includes Learning through Play (LtP), and the development of sustainable systems for scalable community-based family support (CBFS) services. In partnership with the All-China Women#s Federation (ACWF), and building on past project work and learning from the LEGO Foundation -supported projects, the project will entail working closely with the local government, university experts, childcare service providers, communities and families to improve CBFS services. It will employ a sustainable capacity development model, whereby cascade training and on-line support will be provided to practitioners, combined with the provision of play materials,online demonstration and mini classes to guide local practitioners.

Community-based implementation will focus on children and their caregivers in 200 disadvantaged rural communities and communities with a high proportion of children affected by migration across 10 provinces and autonomous regions: Gansu, Guizhou, Hebei, Hubei, Hunan, Inner Mongolia, Jiangxi, Shanxi, Sichuan and Yunnan. These project CBFS centres will operate as demonstration models and help to build an evidence base to support wider advocacy efforts for possible national scale-up. As a result of the project, an estimated 20,000 children aged 0#6 years and their 40,000 caregivers across the 200 communities will benefit directly from access to better-quality CBFS services, improved parenting practices and behaviours and use of age-appropriate play materials. An estimated 50,000 children aged 0#6 years and 95,000 caregivers will indirectly benefit through access to improved quality of CBFS services at non-project ACWF ECD centres in project provinces.

The outcome of this project is:

By 2025, national and selected provincial governments and other partners would have strengthened capacities to deliver community-based early learning and responsive care services

Item No	Item Description	Quantity/Unit	Unit Price	Amount
---------	------------------	---------------	------------	--------

at scale for more girls and boys aged 0-6, especially those left behind;  
 Expected outputs/deliverables of the proposed project are:  
 Resource development: Package of resources to support early learning and responsive care (ELRC) at the community level is to be developed and made available for replication and potential scale-up.  
 Building sustainable national and provincial support systems for CBFS services: National and provincial expert teams are to improve the knowledge of and competencies in ELRC to promote LtP.  
 Strengthened family-support services in communities: Service providers in selected communities are to be able to better provide quality ELRC support to children aged 0-6 and their caregivers, including by helping caregivers improve their play-centred parenting skills.  
 Advocacy for replication and scaling-up: Documented evidence and lessons learned are to be disseminated to influence decisions for wider scale-up and contribute to the development of national family education legislation.

The project will demonstrate a model for effective community-based support to drive behaviour change among caregivers. The model and the evidence generated from it will subsequently be leveraged to advocate for enhanced awareness of scientific early childhood development (ECD) with LtP and provision of CBFS services at scale. In doing so, it will nurture advocates at community, county, provincial and national levels and generate evidence to support wider-scale government-led change to ensure ECD services are available to all children, particularly the most disadvantaged and vulnerable. This project proposal was designed based on UNICEF-ACWF's previous experiences, a strong component of developing buy-in and ownership across multiple levels is by working with ACWF as an implementing partner and using its existing network and government influence to strengthen CBFS within China and influence government decision-making through its government advisory and policy implementation support role.

**2. Purposes/Objectives**

**Purpose:**

The purpose of this consultancy is to developing a play kits set and its matching APP, which can promote the awareness and skills of caregivers, helping them to create supportive and simulative family environment and make use of age-appropriate toys and home materials to better interact with their children, and finally help children to achieve their potentials.

**Objective:**

The play kits and APP to be designed as a resource set for children aged 0-6 and their caregivers to meet the above mentioned needs, which include specific goals, contents, materials and guide, and they are also convenient for frontline volunteers to use and guide caregivers to improve their skills and knowledges on early learning and responsive cares to: help parents create supportive and simulative family environment and make use of age-appropriate toys and home materials to better interact with their children, and finally help children to achieve their full potentials.

To use as training packages for the project experts and frontline volunteers, helping to build up stable professional team to support the improvement of parents' knowledge and skills and the overall development of 0-6 children sustainably.

Collect data to support the sustainable and efficient development of project with the trial of data deep mining and analysis.

**3. Scope of Work and Expected Deliverables**

The key deliverables should includes:

1. A research report to justify the play kits's relevance and its effectiveness;
2. A set of play kits (approximately 60-100 games to cover the main development areas

Item No	Item Description	Quantity/Unit	Unit Price	Amount
---------	------------------	---------------	------------	--------

including social emotional development, physical development, language development, science development)

3. One facilitators training manual for expert team and frontline ECD workers;

4. One caregivers booklets for awareness raising and use of play kits,

5. Play kits APP (with management and learning functions)

Research and demonstration report: The report should reflect the rationale and evidence for play based learning, and justifying play kits is designed to help local government partner, ECD frontline workers and caregivers to understand how children could learning-through play, especially how the play kits will contribute to children's play during daily routines, and how they play during learning experiences that the play kits provide. The report should also explain how play is filled with opportunities for children to learn and develop new skills, and how children play and use all their senses # hearing, seeing, tasting, touching, smelling and moving # to gather information about their world.

Play kits: Play kits should be designed with consisting of age appropriate LTP (learning through play) materials (toys, play equipment and books); it should compose independent games to cover main development areas including social emotional development, physical development, language development, science development etc., and act as the medium to convey knowledge by scanning the tagged codes to link to the information pool integrated with nutrition, healthy diet, positive parenting, especially the importance of father's involvement in early learning and responsive care, social and emotional support and children protection etc. It should also meet below requirement of use:

- 1) It should be designed to support parent-children interaction at CBFS centres or at home -- that children and parents can play together independently or with the guidance of CBFS center volunteers.
- 2) It will be used as a key training material to train frontline workers/volunteers of the CBFS center to promote scientific ECD knowledge among families and parents/caregivers.
- 3) The material used in the play kits should be easily replaceable and low cost, at least 50% of the games can be configured locally.

Facilitators training manual: the manual should developed to accompany the play kits and the APP, and used as a training tool, which can help the trainers or ECD frontline workers to understand the use of the play kits, the manual should include:

- 1) Explain why the play kits and APP were introduced into the CBFS center.
- 2) The purpose of each training workshop and each session's learning goals, and theme needed for each session,
- 3) PowerPoint Presentation with detailed note for facilitators,
- 4) Suggested activities and activity guide, which should include detailed guidelines for implementing the activities in the module,
- 5) Resource list for facilitators as useful tools listing all the materials and activities in each session.

Caregivers booklets: the booklets should be developed to support the caregivers to improve the knowledge and skills in early learning and responsive care by using the play kits and the app. It should include:

- 1) Basic knowledge on early learning, brain development and responsive care
- 2) Tips for each game, including children's age range for each game, development goals and category of development area.
- 3) Learning objectives for caregivers and for children
- 4) Safety precautions
- 5) Language of this booklet should be designed as user's friendly and easy to understand

Item No	Item Description	Quantity/Unit	Unit Price	Amount
---------	------------------	---------------	------------	--------

Play kit APP: An app to be inovatively designed to complement the play kits. It should be able to: (1) provide caregivers with ideas and guidance on how to organise play-based activities at home as well as information on ELRC (early learning and resposive care); (2) support frontline workers to manage play kits; (3) be used to collect data for analysis and adjustment; and (4) be an experience and knowledge-sharing platform for experts, workers and parents/caregivers, and will include guides, visuals and videos. Please note#Play kits and the matching app can also be used by other service providers, such as MCH service providers and social service workers working with children and caregivers in the project communities. The project will train these other service providers on how to use the kit and app, which will support integrated ECD programming.

The suitable candidate should provide a table of tasks by phase, and deliverables with timeframe alone with the proposal.

The payment of consultation fee is dependent on the satisfactory completion of deliverables by phase, as indicated in the Section of Description of Assignment.

(\*National consultants/contractors are to be paid in local currency. UNICEF will not bear bank charges for transferring hard currency abroad for int#l consultants/contractors)

4. Funding Source: LEGO

5. Content of technical proposal

#### Structure of the Technical Proposal

The Technical Proposal should include but not limited to the following:

- 1) Background review, description of the initial design of the play kits and matching APP based on the understanding of the #Community-based support for early learning and responsive care for children aged 0#6 years in China# project proposal and the requirement of this TOR (2 pages)
- 2) Detailed methodology/approach to demonstrating how you will meet or exceed UNICEF requirements for this assignment, including a) framework on the play kits and APP, b) justifying how your design will support or benifit caregivers and ECD frontling workers, c) decription of how you are plan to step by step carry out this assignment, a table should by provided to include tasks by phase, deliveable in each phase and timeline for each phase; d) quality assurance processes; and e) description of the limitations or risks, may occure and its matigation measures. (6 pages, maximum)
- 3) Detailed description of the bidding institution#s own ethical review procedures in compliance with UNICEF#s ethics standards, or willingness to specifically include such procedures for the assignment Specifically, proposals should:
  - a. Identify any potential ethical issues and explain how these will be addressed, including:
    - # Measures to ensure that the selection of participants and sampling will promote equity
    - # Potential harms and risks to the safety and well-being of participants or their communities, and how these will be prevented or mitigated
    - # The nature of informed consent by participants, and the measures that will be taken to obtain it
    - # The measures to ensure privacy and confidentiality in data collection, analysis and storage
    - # Explanation and justification of payment or other compensation to participants.
  - b. Identify any actual or potential conflicts of interest, and if these exist, indicate how they would be managed.
  - c. Describe the process for ethical review and oversight of data collection and analysis.
  - d. Indicate that data collectors and others involved in the study will have completed basic ethics training before the commencement of activities. (UNICEF China can provide information and suggestions for basic ethics training.)

Item No	Item Description	Quantity/Unit	Unit Price	Amount
---------	------------------	---------------	------------	--------

. (1 page)

4) Corporate profile highlighting the bidder's qualifications and experience in implementing the assignment, please include details of specific experience with similar assignments in the past five years. Bidders are requested to back up their submissions by providing:

- o Evidence in the form of job completion certificate, contracts and/or references.
- o Details of the proposed team for the assignment including the following information:  
 Title/designation of each team member on the project  
 Educational qualifications and professional experiences  
 Experience in working on similar project and assignment # List all similar projects they worked on and their roles on those projects.

The format shown below should be used in preparing the price schedule. The format includes specific expenditures, which may or may not be required or applicable but are indicated to serve as examples.

Price Schedule

Description of Activity/Item  
 Number of Staff  
 Unit Rate  
 Estimated Amount

1  
 Services/consultation

2  
 Travel (including per diem allowance)

3  
 Reproduction and reports

4  
 Other items



Item No	Item Description	Quantity/Unit	Unit Price	Amount
	<p>Duty station: The workplace of the research team.            Duration: 24 months in total.            Expected start date: 15th May 2021</p> <p>Expected completion date: 15th May 2023</p> <p>Travel Required: Field trips to the project sites for testing the paly kits and training.            Support Provided by UNICEF: UNICEF will supervise the assignment and facilitate discussion with the government counterparts and experts.            Supervisor: Education specialist, UNICEF China            Type of Supervision Required: Regular review of progress and technical advice.</p> <p>6. Documents/Information Available to Candidates:            1) Proposals for #Community-based support for early learning and responsive care for children aged 0#6 years in China#            2) Mid-term review of the 0-3 community based ECD project            3) UNICEF Ethical Guidelines            4) Tools and materials developed by this project            5) List of project sites</p> <p>7. Qualification or Specialized Knowledge/Experience Required for the Assignment:            1) University or research institute with proven knowledge, reserach background and relevant experience.            2) Leading person and the working team members with degree in early childhood development/education            3) Leading person with 10 years of applied experience in ECD, preferably in early learning in particularly experiences in 0-6 ECD field are as asset, including designing and leading game designing and preparing report            4) Leading person and team members with appropriate ICT skills, including competence in using statistical software (e.g. SPSS), MS Office especially EXCEL            5) Leading person and team members familiar with the child rights based and gender sensitive approach to applied to this assignment.            6) Previous experience working with UNICEF (UN) and/or with local governments an asset            7) Fluency in Chinese and working knowledge of English required, proficiency in English an asset</p> <p>8. Evaluation criteria</p> <p>The evaluation procedure will focus on both technical and financial suitability. The weights of 70% and 30% shall be applied for technical and financial compliance respectively. Only organizations scoring at least 70% of the maximum score during technical evaluation will be considered for financial evaluation.</p> <p>Technical Evaluation Criteria            1. Overall response - 10 points            1.1 Completeness of response - 5 points            1.2. Overall concord between RFP requirements and proposal - 5 points</p> <p>2. Proposed methodology and approach - 30 points            2.1 Relevance and quality of proposed methodology - 20 points            2.2 Project timelines and workplan - 10 points</p> <p>3. Experience and qualifications of organization and key personnel - 30 points            3.1. Organization profile (establishment, facilities, personnel, financial capacity) - 5 points            3.2 Experience in similar projects - 15 points            3.3. Relevance of qualifications &amp; expertise of proposed team of consultants - 10 points</p>			



Item No	Item Description	Quantity/Unit	Unit Price	Amount
---------	------------------	---------------	------------	--------

Total technical: 70 points  
 9. Award Criteria

The following methodology will be used for evaluation of price proposals and contract award. Only price proposals of the technically responsive Offerors will be opened and evaluated.

The price should be broken down for each component of the proposed work. The total amount of points allocated for the price component is 30. The maximum number of points will be allotted to the lowest price proposal that is opened and compared among those invited organizations/institutions which obtain the threshold points in the evaluation of the technical component. All other price proposals will receive points in inverse proportion to the lowest price; e.g.:

$$\text{Score for price proposal X} = \frac{30 * \text{Price of lowest priced proposal}}{\text{Price of proposal X}}$$

All prices/rates quoted must be exclusive of all taxes as UNICEF is a tax-exempt organization.

The proposal obtaining the overall highest score after adding the scores for the technical and financial proposals is the proposal that offers best value for money.

UNICEF will award the contract to the vendor whose response is of high quality, clear and meets the project goals. The price/cost of each of the technically compliant proposals shall be considered only upon evaluation of the above technical criteria.

**Incoterms & Delivery Requested  
 Packing**

**Lead Time & Related Charges**

Unit : Dimension.....x.....x.....cm	Weight.....kg	Volume.....cbm
Total: Dimension.....x.....x.....cm	Weight.....kg	Volume.....cbm

## SPECIFIC TERMS AND CONDITIONS

### SPECIFIC TERMS AND CONDITIONS

#### 1. PROCEDURE

##### 1. Purpose of the RFP

This Request for Proposal (RFP) is issued to select one or more qualified firm(s) to provide services to assist UNICEF China in -----.

Add the following only for LTA RFP:

UNICEF wishes to enter into (a) non-exclusive Long Term Arrangement(s) (#LTA#) for the services as required from time to time during the term of the LTA. It will be a provision of such Arrangement(s), that UNICEF in China will not be committed to purchase any minimum services, and that services will be made only if and when there is an actual requirement. UNICEF shall not be liable for any cost in the event that no services are made under any resulting LTA(s).

##### 2. Request for clarification

All requests for clarifications or queries on this RFP must be submitted in writing to \_\_\_\_\_ UNICEF China with a copy to \_\_\_\_\_ Supply Officer.

Information provided verbally will not be considered a fundamental change and will not alter this RFP.

Inquiries received less than seven (7) calendar days prior to the bid closing date cannot be Guaranteed any response. Only written inquiries will be entertained. A response to written queries will be provided to all proposers in writing.

##### 3. RFP Response Format

It is MANDATORY that the company#s proposal numbering system corresponds with the numbering system used in the body of this RFP. All references to descriptive material and brochures should be included in the appropriate response paragraph, though the material/documents themselves may be provided as annexes to the proposal/response.

The proposer must also provide sufficient information in the proposal to address each area of the Request for Proposal to ensure the evaluation team can make a fair assessment of the company based on its proposal.

Information, which the proposer considers proprietary, should be clearly marked "proprietary", if any, next to the relevant part of the text, and UNICEF will then treat such information accordingly.

The proposer must submit two (2) copies of the sealed proposal, covering both the Technical and Cost Proposals.

##### 4. RFP Evaluation

UNICEF will set up an evaluation/selection team composed of technical and contracting representatives. Following the submission of the proposals by proposers, an evaluation will be conducted to assess the merits of each proposal. Responses must contain the complete

documentation required for UNICEF to comprehensively evaluate each offer.

UNICEF will first evaluate each response for compliance with the mandatory requirements of this RFP. Mandatory requirements are indicated throughout this RFP by the words "mandatory", "shall", "must", or "will" in regard to obligations on the part of the proposer. Responses deemed not to meet all of the mandatory requirements will be considered non-compliant and rejected at this stage without further consideration.

Failure to comply with any of the terms and conditions contained in this RFP, including the provision of all required information, may result in a response or proposal being disqualified from further consideration.

The proposals will be evaluated against the following criteria:

#### 5. Technical evaluation

Technical evaluation will be conducted prior to opening the cost proposal. Cost proposal will only be reviewed for the companies obtaining minimum score of \_\_\_ in the technical evaluation.

#### 6. Evaluation Criteria

CATEGORY, (POINTS)

##### 6.1 Overall Response (10)

- Understanding of and responsiveness to UNICEF's requirements
- Completeness of response
- Overall concord between RFP requirements and proposal.

##### 6.2 Implementation and Operational Methodology (30)

- Key personnel: i) Relevant Experience ii) Qualifications iii) Certifications

##### 6.3 Company (20)

- Range and depth of experience with similar projects
- Additional resources which can be made available to the project
- References for similar contracts

##### 6.4 Cost (40)

The most-favoured proposal shall be selected on the basis of the best overall value to UNICEF in terms of both technical score/merit and price.

The Contractor(s) should ensure that all pricing information is provided in accordance with the Cost Proposal section contained herein.

UNICEF reserves the right to make multiple arrangements for any items(s) where, in the opinion of UNICEF, the lowest Contractor cannot fully meet the requirement or if it is in the best interest of UNICEF.

Any additional or specific services required, which is outside the scope of the agreed upon services, UNICEF will request to provide the cost of the additional services separately.

## 7. RFP Terms and Conditions

This RFP, along with any responses there to, shall be considered the property of UNICEF and the responses will not be returned to their originators.

In submitting this proposal the proposer agrees that he will accept the decision of UNICEF as to whether his proposal meets the requirements stated in this RFP.

UNICEF reserves the right to:

- Contact any or all references supplied by the proposer
- Request additional supporting or supplementary data (from the proposer).
- Arrange interviews with the proposed Contractor (Project Team/Consultants)
- Reject any or all proposals submitted
- Accept any proposals in whole or in part
- Negotiate with the most favourable proposers

UNICEF will treat in confidence those parts of the RFP proposal that are marked "confidential".

## 8. Validity of the proposal

Proposals must be valid for a minimum of sixty (60) days from the date of closing of this RFP and must be signed by an authorised representative of the companies in question.

## 9. Cost in the preparation of the RFP

UNICEF shall not be held responsible for any costs incurred by the proposers in the preparation of their proposal in response to this RFP.

UNICEF will not be committed to purchase any minimum quantity of these items, and that purchases will be made only if and when there is an actual requirement. UNICEF shall not be liable for any cost in the event that no purchases are made under any resulting LTA(s).

UNICEF reserves the right to make multiple arrangements for any services(s) where, in the opinion of UNICEF, the lowest proposal cannot fully meet the delivery requirements or if it is deemed to be in UNICEF's best interests to do so. Any arrangement under this condition will be made on the basis of the lowest, second lowest and third lowest proposal, which meets all the requirements above.

## 10. Contractual Terms and Conditions

The General Terms and Conditions attached as Annex #A" will form part of any contract resulting from this RFP.

The resulting contract will define all applicable authorities related to this requirement. UNICEF will, together with the selected Contractor, determine the criteria for fulfilment of the contract. The contract shall be for a firm ceiling value with fixed milestones, with firm daily rates and time to support the effort of tasks completed indicated in supporting invoice documentation. Any applicable travel expenses and Per Diems specified for any proposed non-local consultants must be included in detail the proposal.

Pursuant to the resulting contract, the Contractor shall provide the services of the personnel specified in the proposal, and be responsible for providing replacements of similar ability with similar qualification. In such cases, the Contractor shall notify UNICEF in writing, for prior approval as detailed in Annex "A", Clause 27, Replacement of Employees, of UNICEF terms and conditions.

## 2.0 GENERAL REQUIREMENT

The proposer **MUST** provide the following information/documents:

### 2.1 Requirement

Detailed explanation of how the project would be carried out.  
Provide a detail project work plan.

### 2.2 Proposed Project Organization and Staffing

The proposer is asked to describe their project team for implementation of the proposed solution. The following must be provided:

- Role of each team member.
- Resumes of the project manager and all the team members of the proposed project team, including information about skills and qualifications for this engagement and referencing other comparable projects that they have been involved in the past.

### 2.3 Company Profile

The proposer must provide the following background information about the company:

- Date and country of incorporation
- Summary of corporate structure and business area
- Corporate directions and experience
- Location of offices or agents relevant to UNICEF
- Summary of relevant experience and examples of previous work similar assignments

### 2.4 Expertise and Experience

The proposer shall provide a minimum of three (3) references to clients for whom the proposer has carried out similar scope of project. UNICEF may contact references for feedback on consultants / services provided by your firm to support similar projects.

- Name and description of client company/organization
- Names of senior individuals in the client companies who were involved in the Project (referred to) who are knowledgeable
- Scope and scale of Projects

## 2.5 COST PROPOSAL

The Currency of the bid shall be in RMB, otherwise the bid shall be **INVALIDATED**.

Please be reminded that we have access to limited resources as UNICEF is a non-profit making organisation, which raises all its funds through voluntary contributions. We are looking for a cost-effective proposal. Please submit your proposal with a proposed in format attached to the request for proposal.

All rates and fees shall be fixed for the validity of the contract.

## INSTRUCTIONS TO BIDDERS

### 1. MARKING AND RETURNING BIDS

SEALED BIDS must be securely closed in a suitable envelope, clearly MARKED on the outside with the BID/RFP NUMBER and dispatched to arrive at the UNICEF office NO LATER THAN the CLOSING TIME AND DATE specified in the bid form. Bids received in any other manner will be INVALIDATED.

### 2. TIME FOR RECEIVING BIDS

Sealed Bids received prior to the stated closing time and date will be kept unopened. The Officer of the Bid Section will open Bids when the specified time has arrived and no Bid received thereafter will be considered. UNICEF will accept no responsibility for the premature opening of a Bid not properly addressed or identified.

### 3. BID OPENING

Due to the nature of this Request for Proposal, bids will not be publicly opened.

### 4. CORRECTIONS

Erasures or other corrections in the Bid must be explained and the signature of the Bidder shown alongside.

### 4. MODIFICATION AND WITHDRAWAL

All changes to a Bid must be received prior to the closing time and date. It must be clearly indicated that it is a modification and supersedes the earlier Bid, or state the changes from the original Bid. Bids may be withdrawn on written or faxed request received from Proposers prior to the opening time and date. Negligence on the part of the Bidder confers no right for the withdrawal of the Bid after it has been opened.

### 5. ERROR IN BID

Bidders are expected to examine all Instructions pertaining to the work or bid. Failure to do so will be at Bidder#s own risk.

### 6. VALIDITY OF BIDS

Bids should be valid for a period of not less than 60 days after bid opening. The proposers are requested to indicate the validity period of their bid in the Bid Form. UNICEF may also request for an extension of the validity of the bid.

### 7. SUPPLIER PROFILE FORM

Successful bidders will be required to complete the Supplier Profile Form (SPF), if this has not been done already.

#### 8. RIGHTS OF UNICEF

UNICEF reserves the right to INVALIDATE any bid for reasons mentioned above, and, unless otherwise specified by UNICEF or the proposer, to accept any item in the Bid. UNICEF reserves the right to INVALIDATE any Bid received from a Bidder who has previously failed to perform properly or complete contracts on time, or a Bid received from a Bidder who, in the opinion of UNICEF, is not in a position to perform the contract.



## INSTRUCTION TO BIDDERS

### 1. MARKING AND RETURNING PROPOSALS

1.1 Proposals shall be submitted in the manner specified earlier in this solicitation document. Detailed submission guidance at paragraphs 1.7, 1.8 and/or 1.9 should then be followed accordingly.

1.2 The Bid Form/Request for Proposal for Services Form must be signed, and submitted together with the Proposal. The Bid Form/Request for Proposal for Services Form should be signed by the duly authorized representative of the submitting company.

1.3 Proposals must be clearly marked with the RFP(S) number and the name of the company submitting the Proposal.

1.4 Proposers should note that Proposals received in the following manner will be invalidated:

- a) with incorrect (as applicable) postal address, email address or fax number;
- b) received after the stipulated closing time and date;
- c) failure to quote in the currency(ies) stated in the RFP(S);
- d) in a different form than prescribed in the RFP(S).

1.5 Technical Proposal: The Technical Proposal should address the criteria and requirements outlined in this RFP(S), paying particular attention to its schedules/Terms of Reference/Statement of Work and its evaluation criteria. It is important to note that UNICEF actively welcomes innovative proposals and original solutions to the stated service/goods need.

**NO PRICE INFORMATION SHOULD BE CONTAINED IN THE TECHNICAL PROPOSAL.**

1.6 Price Proposal: The Price Proposal should be prepared in accordance with the requirements contained in the schedules/Terms of Reference/Statement of Work for this RFP(S).

1.7 Sealed Proposals (as applicable)

1.7.1 See paragraph 1.1 above concerning applicability of this paragraph.

1.7.2 The Proposal must be sent for the attention of unit/team and address as specified in this RFP/RFP(S). Proposals not sent in this manner will be disqualified.

1.7.3 They must be clearly marked as follows:

\* Outer sealed envelope:

Name of company  
[RFP(S) NO.]  
[NAME OF UNIT & UNICEF OFFICE ADDRESS]

\* Inner sealed envelope - Technical Proposal (1 original and 2 copies): Name of company, RFP(S) number - technical proposal

\* Inner sealed envelope - Price Proposal (1 original and 2 copies): Name of company, RFP(S) number - price proposal

No price information should be provided in the Technical Proposal.

Proposals received in any other manner will be invalidated.

1.7.4 In case of any discrepancy between an original and a copy, the original will prevail.

1.7.5 Any delays encountered in the mail delivery will be at the risk of the Proposer.

1.8 Faxed Proposals (as applicable)

1.8.1 See paragraph 1.1 above concerning applicability of this paragraph.

1.8.2 Faxed Proposals must be returned to the ONLY ACCEPTABLE FAX NUMBER for Proposals as specified in this RFP(S) Document. Proposers should note that Proposals received at any other fax number will be invalidated.

No price information should be provided in the Technical Proposal.

1.9 E-mailed Proposals (as applicable)

1.9.1 See paragraph 1.1 above concerning applicability of this paragraph.

1.9.2 All e-mailed Proposals must be submitted to the ONLY ACCEPTABLE E-MAIL ADDRESS as specified in this solicitation document. No other recipient should be "Cc" or "Bcc" in the e-mail submission. Proposals not sent in this manner will be disqualified.

1.9.3 All Proposals submitted by e-mail must be submitted as email attachments. The Technical Proposal and Price Proposal must be sent as separate attachments and clearly indicated as such in the file name (e.g. Company ABC Technical Proposal, Company ABC Price Proposal). Email links (e.g. to documents to be downloaded from cloud based folders) are not acceptable unless otherwise specifically requested. Proposals submitted as a link or through a link will be invalidated.

### 2. OPENING OF PROPOSALS

2.1 Proposals received prior to the stated closing time and date will be kept unopened. UNICEF will open Proposals when the specified time has arrived and no Proposal received thereafter will be considered.

2.2 UNICEF will accept no responsibility for the premature opening of a Proposal which is not properly addressed or identified.

2.3 In cases when a Public Opening is held, the invited proposers, or their authorized representative, may attend the public Proposal opening at the time, date and location specified in the RFP(S) documents.

### 3. UNGM REGISTRATION

3.1 UNICEF is part of the United Nations Global Marketplace(UNGM). Accordingly, all proposers are encouraged to become a UNICEF vendor by creating a vendor profile in the UNGM website: [www.ungm.org](http://www.ungm.org)

### 4. AWARD NOTIFICATION

4.1 UNICEF reserves the right to make a public notification of the outcome on an RFP(S) advising product/service, awarded supplier and total value of award.



## ANNEX A GENERAL TERMS AND CONDITIONS

### GENERAL TERMS AND CONDITIONS OF CONTRACT (Goods)

#### Definitions and UNICEF Supply Website

1.1 In these General Terms and Conditions (Goods), the following terms have the following meaning:

"Affiliates" means, with respect to the Supplier, any of its corporate affiliates or associates, including parent entities, subsidiaries, and other entities in which it owns a substantial interest.

"Confidential Information" means information or data that is designated as confidential at the time of exchange between the Parties or promptly identified as confidential in writing when furnished in intangible form or disclosed orally, and includes information, the confidential or proprietary nature of which is or should be reasonably apparent from the inherent nature, quality or characteristics of such information.

"Consignee" means the consignee designated in the Contract.

"Contract" means the purchase contract that incorporates these General Terms and Conditions (Goods). It includes purchase orders issued by UNICEF, whether or not they are issued under a long-term arrangement or similar contract.

"Goods" means the goods specified in the relevant section of the Contract.

"Host Government" means a Government with which UNICEF has a programme of development cooperation, and includes a Government of a country in which UNICEF provides humanitarian assistance.

"INCOTERMS" means the international commercial terms known as the INCOTERMS rules, issued by the International Chamber of Commerce, most-recently issued at the effective date of the Contract. References in the Contract to trade terms (such as "FCA", "DAP" and "CIP") are references to those terms as defined by the INCOTERMS.

"Parties" means the Contractor and UNICEF together and a "Party" means each of the Contractor and UNICEF.

Supplier's "Personnel" means the Supplier's officials, employees, agents, individual sub-contractors and other representatives.

"Price" is defined in Article 3.1.

"Supplier" is the supplier named in the Contract.

"UNICEF Supply Website" means UNICEF's public access webpage available at [http://www.unicef.org/supply/index\\_procurement\\_policies.html](http://www.unicef.org/supply/index_procurement_policies.html), as may be updated from time to time.

1.2 These General Terms and Conditions of Contract, UNICEF's Policy Prohibiting and Combating Fraud and Corruption, the UNICEF's Policy on Conduct Promoting the Protection and Safeguarding of Children, the UN Supplier Code of Conduct, and UNICEF's Information Disclosure Policy referred to in the Contract, as well as other policies applicable to the Supplier, are publicly available on the UNICEF Supply Website. The Supplier represents that it has reviewed all such policies as of the effective date of the Contract.

#### 2. Delivery; Inspection; Risk of Loss

2.1 The Supplier will deliver the Goods to the Consignee at the place and within the time period for delivery stated in the Contract. The Supplier will comply with the INCOTERM or similar trade term expressly stated in the Contract as applying to the Goods to be supplied under the Contract and all other delivery terms and instructions stated in the Contract. Notwithstanding any INCOTERM, the Supplier will obtain any export licences required for the Goods. The Supplier will ensure that UNICEF receives all necessary transport documents in a timely manner so as to enable UNICEF to take delivery of the Goods in accordance with the requirements of the Contract. The Supplier will neither seek nor accept instructions from any entity other than UNICEF (or entities authorized by UNICEF to give instructions to the Supplier) in connection with the supply and delivery of the Goods.

2.2 The Supplier will use its best efforts to accommodate reasonable requests for changes (if any) to the requirements for the Goods (such as packaging, packing and labeling requirements), shipping instructions or delivery date of the Goods set out in the Contract. If UNICEF requests any material change to the requirements for the Goods, shipping instructions or delivery date, UNICEF and the Supplier will negotiate any necessary changes to the Contract, including as to

Price and the time schedule. Any such agreed changes will become effective only when they are set out in a written amendment to the Contract signed by both UNICEF and the Supplier. Should the Parties fail to agree on any such changes within thirty (30) days, UNICEF will have the option to terminate the Contract without penalty notwithstanding any other provision of the Contract.

2.3 The Supplier acknowledges that UNICEF may monitor the Supplier's performance under the Contract. The Supplier agrees to provide its full cooperation with such performance monitoring, at no additional cost or expense to UNICEF, and provide relevant information as reasonably requested by UNICEF, including, but not limited to, the date of receipt of the Contract, detailed delivery status, costs to be charged and payments made by UNICEF or pending.

#### Inspection

2.4 UNICEF or the Consignee (if different from UNICEF) will have a reasonable time to inspect the Goods after delivery. At UNICEF's request, the Supplier will provide its reasonable cooperation to UNICEF or the Consignee with regard to such inspection, including but not limited to access to production data, at no charge. The Supplier acknowledges that any inspection of the Goods by or on behalf of UNICEF or the Consignee does not constitute a determination that the specifications for the Goods set out in the Contract (including the mandatory technical requirements) have or have not been met. The Supplier will be required to comply with its warranty and other contractual obligations whether or not UNICEF or the Consignee carries out an inspection of the Goods.

#### Delivery not Acceptance; Consequences of Delayed Delivery and Non-conforming Goods

2.5 If the Supplier determines it will be unable to deliver all or some of the Goods to the Consignee by the delivery date(s) stipulated in the Contract, the Supplier will (a) immediately consult with UNICEF to determine the most expeditious means for delivering the Goods; and (b) use an expedited means of delivery, at the Supplier's cost (unless the delay is due to force majeure as defined in Article 6.7 below), if reasonably requested by UNICEF to do so. Partial deliveries of Goods will not be accepted unless prior written approval for such partial delivery has been given by UNICEF to the Supplier.

2.6 Delivery of the Goods will not constitute acceptance of the Goods. If some or all of the Goods do not conform to the requirements of the Contract or if the Supplier delivers the Goods late or fails to deliver the Goods (or any part of the Goods) in accordance with the agreed delivery dates and delivery terms and instructions, UNICEF may, without prejudice to any of its other rights and remedies, exercise one or more of the following rights under the Contract at UNICEF's option:

(a) UNICEF can reject and refuse to accept any or all of the Goods (including those that do conform to the Contract). If UNICEF rejects the Goods, the Supplier will, at its own cost, arrange for the prompt return of the rejected Goods and, at UNICEF's option, the Supplier will promptly replace the rejected Goods with Goods of equal or better quality (and will be responsible for all costs related to such replacement) or UNICEF may exercise its other rights set out below;

(b) UNICEF may procure all or part of the Goods from other sources, in which case the Supplier will be responsible for any additional costs beyond the balance of the Price for such Goods;

(c) Upon UNICEF's demand, the Supplier will refund all payments (if any) made by UNICEF in respect of the rejected Goods or the Goods that have not been delivered in accordance with the delivery dates and delivery terms;

(d) UNICEF can give written notice of breach and, if the Supplier fails to remedy the breach, can terminate the Contract in accordance with Article 6.1 below;

(e) UNICEF can require the Supplier to pay liquidated damages as set out in the Contract.

2.7 Further to Article 11.6 below, the Supplier expressly acknowledges that if, in respect of any consignment, UNICEF takes delivery of all or some of the Goods that have been delivered late or otherwise not in full compliance with the delivery terms and instructions or that are not in full conformity with the requirements of the Contract, this does not constitute a waiver of UNICEF's rights in respect of such late delivery or non-compliant Goods.

#### Risk of Loss; Title to Goods

2.8 Risk of loss, damage to or destruction of Goods supplied under the Contract, and responsibility for arranging and paying for freight and insurance, will be governed by the

## ANNEX A GENERAL TERMS AND CONDITIONS

INCOTERM or similar trade term expressly stated in the Contract; as applying to the Goods supplied under the Contract and any other express terms of the Contract. In the absence of any such INCOTERM or similar trade term or other express terms, the following provisions will apply: (a) the entire risk of loss, damage to or destruction of the Goods will be borne exclusively by the Supplier until physical delivery of the Goods to the Consignee has been completed in accordance with the Contract; and (b) the Supplier will be solely liable for making all transport arrangements and for payment of freight and insurance costs for the shipment and delivery of the Goods in accordance with the requirements of the Contract.

2.9 Unless otherwise expressly provided in the Contract, title in and to the Goods will pass from the Supplier to the Consignee upon delivery of the Goods in accordance with the applicable delivery terms and acceptance of the Goods in accordance with the Contract.

### 3. Price; Invoicing; Tax Exemption; Payment Terms

3.1 The price for the Goods is the amount specified in the price section of the Contract (the "Price"), it being understood that such amount is specified in United States dollars unless otherwise expressly provided for in the price section of the Contract. The Price includes the cost of packaging and packing the Goods in accordance with the requirements of the Contract and delivery in accordance with the applicable delivery terms. The Price is inclusive of all costs, expenses, charges or fees that the Supplier may incur in connection with the performance of its obligations under the Contract; provided that, without prejudice to or limiting the provisions of Article 3.3 below, all duties and other taxes imposed by any authority or entity must be separately identified. It is understood and agreed that the Supplier will not request any change to the Price after delivery of the Goods by the Supplier and that the Price cannot be changed except by written agreement between the Parties before the Goods are delivered.

3.2 The Supplier will issue invoices to UNICEF only after the Supplier has fulfilled the delivery terms of the Contract. The Supplier will issue (a) one (1) invoice in respect of the payment being sought, in the currency specified in the Contract and in English, indicating the Contract identification number listed on the front page of the Contract; and (b) copies of the shipping documents and other supporting documents as specified in the Contract.

3.3 The Supplier authorizes UNICEF to deduct from the Supplier's invoices any amount representing direct taxes (except charges for utilities services) and customs restrictions, duties and charges of a similar nature in respect of articles imported or exported for UNICEF's official use, in accordance with the exemption from tax in Article II, Section 7 of the Convention of the Privileges and Immunities of the United Nations, 1946. In the event any governmental authority refuses to recognize this exemption from taxes, restrictions, duties or charges, the Supplier will immediately consult with UNICEF to determine a mutually acceptable procedure. The Supplier will provide full cooperation to UNICEF with regard to securing UNICEF's exemption from, or refund of amounts paid as, value-added taxes or taxes of a similar nature.

3.4 UNICEF will notify the Supplier of any dispute or discrepancy in the content or form of any invoice. With respect to disputes regarding only a portion of such invoice, UNICEF will pay the Supplier the amount of the undisputed portion in accordance with Article 3.5 below. UNICEF and the Supplier will consult in good faith to promptly resolve any dispute with respect to any invoice. Upon resolution of such dispute, any amounts that have not been charged in accordance with the Contract will be deducted from the invoice(s) in which they appear and UNICEF will pay any agreed remaining items in the invoice(s) in accordance with Article 3.5 within thirty (30) days after the final resolution of such dispute.

3.5 UNICEF will pay the uncontested amount of the Supplier's invoice within thirty (30) days of receiving both the invoice and the shipping documents and other supporting documents, as referred to in Article 3.2 above. The amount paid will reflect any discount(s) shown under the payment terms of the Contract. The Supplier will not be entitled to interest on any late payment or any sums payable under the Contract nor any accrued interest on payments withheld by UNICEF in connection with a dispute. Payment will not relieve the Supplier of its obligations under the Contract. Payment will not be deemed acceptance of the Goods or waiver of any rights with regard to the Goods.

3.6 Each invoice will confirm the Supplier's bank account details provided to UNICEF as part of the Supplier's registration process with UNICEF. All payments due to the Supplier under the Contract will be made by electronic funds transfer to that bank account. It is the Supplier's responsibility to ensure that the bank details supplied by it to UNICEF are up-to-date and accurate and notify UNICEF in writing by an authorized representative of the Supplier of any changes in bank details together with supporting documentation satisfactory to UNICEF.

3.7 The Supplier acknowledges and agrees that UNICEF may withhold payment in respect of any invoice if, in UNICEF's opinion, the Supplier has not performed in accordance with the terms and conditions of the Contract, or if the Supplier has not provided sufficient documentation in support of the invoice.

3.8 UNICEF will have the right to set off against any amount or amounts due and payable by UNICEF to the Supplier under the Contract, any payment, indebtedness or other claim (including, without limitation, any overpayment made by UNICEF to the Supplier) owing by the Supplier to UNICEF under the Contract or under any other contract or agreement between the Parties. UNICEF will not be required to give the Supplier prior notice before exercising this right of set-off (such notice being waived by the Supplier). UNICEF will promptly notify the Supplier after it has exercised such right of set-off, explaining the reasons for such set-off, provided however that the failure to give such notification will not affect the validity of such set-off.

3.9 Each of the invoices paid by UNICEF may be subject to a post-payment audit by UNICEF's external and internal auditors or by other authorised agents of UNICEF, at any time during the term of the Contract and for three (3) years after the Contract terminates. UNICEF will be entitled to a refund from the Supplier of amounts such audit or audits determine were not in accordance with the Contract regardless of the reasons for such payments (including but not limited to the actions or inactions of UNICEF staff and other personnel).

### 4. Representations and Warranties; Indemnification; Insurance

#### Representations and Warranties

4.1 The Supplier represents and warrants that as of the effective date and throughout the term of the Contract: (a) it has the full authority and power to enter into the Contract and to perform its obligations under the Contract and the Contract is a legal, valid and binding obligation, enforceable against it in accordance with its terms; (b) it has, and will maintain throughout the term of the Contract, all rights, licenses, authority and resources necessary, as applicable, to develop, source, manufacture and supply the Goods and to perform its other obligations under the Contract; (c) all of the information concerning the Goods and the Supplier that it has previously provided to UNICEF, or that it provides to UNICEF during the term of the Contract, is true, correct, accurate and not misleading; (d) it is financially solvent and is able to supply the Goods to UNICEF in accordance with the terms and conditions of the Contract; (e) the use or supply of the Goods does not and will not infringe any patent, design, trade-name or trade-mark; (f) it has not and will not enter into any agreement or arrangement that restrains or restricts any person's rights to use, sell, dispose of or otherwise deal with the Goods; and (g) the development, manufacture and supply of the Goods is, and will continue to be, in compliance with all applicable laws, rules and regulations. The Supplier will fulfill its commitments with the fullest regard to the interests of UNICEF and will refrain from any action which may adversely affect UNICEF or the United Nations.

4.2 The Supplier further represents and warrants that the Goods (including packaging): (a) conform to the quality, quantity and specifications for the Goods stated in the Contract (including, in the case of perishable or pharmaceutical products, the shelf life specified in the Contract); (b) conform in all respects to the technical documentation provided by the Supplier in respect of such Goods and, if samples were provided to UNICEF prior to entering into the Contract, are equal and comparable in all respects to such samples; (c) are new and factory-packed; (d) are fit for the purposes for which such goods are ordinarily used and for purposes expressly made known to the Supplier by UNICEF in the Contract; (e) are of consistent quality and free from faults and defects in design, manufacture, workmanship and materials; (f) are free from all liens, encumbrances or other third party claims; and (g) are contained or packaged in accordance with the standards of export packaging for the type and quantities of the Goods specified in the Contract, and for the modes of transport of the Goods specified in the Contract (including but not limited to, in a manner adequate to protect them in such modes of transport), and marked in a proper manner in accordance with the instructions stipulated in the Contract and applicable law.

4.3 The warranties provided in Article 4.2 will remain valid for the warranty period specified in the Contract; provided that (a) the warranty period for pharmaceutical goods or other perishable products will be no less than the shelf-life of those Goods specified in the Contract; and (b) if no warranty period or shelf-life is specified in the Contract, the warranties will remain valid from the date the Supplier signs the Contract until the day twelve (12) months after fulfillment of the delivery terms or such later date as may be prescribed by law.

4.4 If the Supplier is not the original manufacturer of the Goods or any part of the Goods, the Supplier assigns to UNICEF (or, at UNICEF's instructions, the Government or other entity that receives the Goods) all manufacturers' warranties in addition to any other warranties under the Contract.

4.5 The representations and warranties made by the Supplier in Articles 4.1 and 4.2 and the Supplier's obligations in Articles 4.3 and 4.4 above are made to and are for the benefit of (a) each entity that makes a direct financial contribution to the purchase of Goods; and (b) each Government or other entity that receives the Goods.

## ANNEX A GENERAL TERMS AND CONDITIONS

### Indemnification

4.6 The Supplier will indemnify, hold and save harmless and defend, at its own expense, UNICEF, its officials, employees, consultants and agents, each entity that makes a direct financial contribution to the purchase of the Goods and each Government or other entity that receives the Goods, from and against all suits, claims, demands, losses and liability of any nature or kind, including their costs and expenses, by a third party and arising out of the acts or omissions of the Supplier or its Personnel or sub-contractors in the performance of the Contract. This provision will extend to but not be limited to (a) claims and liability in the nature of workers' compensation; (b) product liability; and (c) any actions or claims pertaining to the alleged infringement of a patent, design, trade-name or trade-mark arising in connection with the Goods or other liability arising out of the use of patented inventions or devices, copyrighted material or other intellectual property provided or licensed to UNICEF under the Contract or used by the Supplier, its Personnel or sub-contractors in the performance of the Contract.

4.7 UNICEF will report any such suits, proceedings, claims, demands, losses or liability to the Supplier within a reasonable period of time after having received actual notice. The Supplier will have sole control of the defence, settlement and compromise of any such suit, proceeding, claim or demand except with respect to the assertion or defence of the privileges and immunities of UNICEF or any matter relating to UNICEF's privileges and immunities (including matters relating to UNICEF's relations with Host Governments), which as between the Supplier and UNICEF, only UNICEF itself (or relevant governmental entities) will assert and maintain. UNICEF will have the right, at its own expense, to be represented in any such suit, proceeding, claim or demand by independent counsel of its own choosing.

### Insurance

4.8 The Supplier will comply with the following insurance requirements:

(a) The Supplier will have and maintain in effect with reputable insurers and in sufficient amounts, insurance against all of the Supplier's risks under the Contract (including, but not limited to, the risk of claims arising out of or related to the Supplier's performance of the Contract), including the following:

(i) Insurance against all risks in respect of its property and any equipment used for the performance of the Contract;

(ii) General liability insurance against all risks in respect of the Contract and claims arising out of the Contract including, but not limited to, product liability insurance, in an adequate amount to cover all claims arising from or in connection with the Supplier's performance under the Contract. The Supplier's product liability insurance will cover the direct and indirect financial consequences of liability (including all costs, including replacement costs, related to recall campaigns) sustained by UNICEF or third parties as a result of or relating to the Goods;

(iii) All appropriate workers' compensation and employer's liability insurance, or its equivalent, with respect to its Personnel and sub-contractors to cover claims for death, bodily injury or damage to property arising from the performance of the Contract; and

(iv) Such other insurance as may be agreed upon in writing between UNICEF and the Supplier.

(b) The Supplier will maintain the insurance coverage referred to in Article 4.8(a) above during the term of the Contract and for a period after the Contract terminates extending to the end of any applicable limitations period with regard to claims against which the insurance is obtained.

(c) The Supplier will be responsible to fund all amounts within any policy deductible or retention.

(d) Except with regard to the insurance referred to in paragraph (a)(iii) above, the insurance policies for the Supplier's insurance required under this Article 4.8 will (i) name UNICEF as an additional insured; (ii) include a waiver by the insurer of any subrogation rights against UNICEF; and (iii) provide that UNICEF will receive thirty (30) days' written notice from the insurer prior to any cancellation or change of coverage.

(e) The Supplier will, upon request, provide UNICEF with satisfactory evidence of the insurance required under this Article 4.8.

(f) Compliance with the insurance requirements of the Contract will not limit the Supplier's liability either under the Contract or otherwise.

### Liability

4.9 The Supplier will pay UNICEF promptly for all loss, destruction or damage to UNICEF's property caused by the Supplier's Personnel or sub-contractors in the performance of the Contract.

### 5. Intellectual Property and Other Proprietary Rights; Confidentiality

#### Intellectual Property and Other Proprietary Rights

5.1 Unless otherwise expressly provided for in the Contract:

(a) Subject to paragraph (b) of this Article 5.1, UNICEF will be entitled to all intellectual property and other proprietary rights with regard to products, processes, inventions, ideas, know-how, data or documents and other materials ("Contract Materials") that (i) the Supplier develops for UNICEF under the Contract and which bear a direct relation to the Contract or (ii) are produced, prepared or collected in consequence of, or during the course of, the performance of the Contract. The term "Contract Materials" includes, but is not limited to, all maps, drawings, photographs, plans, reports, recommendations, estimates, documents developed or received by, and all other data compiled by or received by, the Supplier under the Contract. The Supplier acknowledges and agrees that Contract Materials constitute works made for hire for UNICEF. Contract Materials will be treated as UNICEF's Confidential Information and will be delivered only to authorized UNICEF officials on expiry or termination of the Contract.

(b) UNICEF will not be entitled to, and will not claim any ownership interest in, any intellectual property or other proprietary rights of the Supplier that pre-existed the performance by the Supplier of its obligations under the Contract, or that the Supplier may develop or acquire, or may have developed or acquired, independently of the performance of its obligations under the Contract. The Supplier grants to UNICEF a perpetual license to use such intellectual property or other proprietary rights solely for the purposes of and in accordance with the requirements of the Contract.

(c) At UNICEF's request, the Supplier will take all necessary steps, execute all necessary documents and generally assist in securing such proprietary rights and transferring (or, in the case, intellectual property referred to in paragraph (b) above, licensing) them to UNICEF in compliance with the requirements of the applicable law and of the Contract.

#### Confidentiality

5.2 Confidential Information that is considered proprietary by either Party or that is delivered or disclosed by one Party ("Discloser") to the other Party ("Recipient") during the course of performance of the Contract will be held in confidence by the Recipient. The Recipient will use the same care and discretion to avoid disclosure of the Discloser's Confidential Information as the Recipient uses for its own Confidential Information and will use the Discloser's Confidential Information solely for the purpose for which it was disclosed to the Recipient. The Recipient will not disclose the Discloser's Confidential Information to any other party:

(a) except to those of its Affiliates, employees, officials, representatives, agents and sub-contractors who have a need to know such Confidential Information for purposes of performing obligations under the Contract; or

(b) unless the Confidential Information (i) is obtained by the Recipient from a third party without restriction; (ii) is disclosed by the Discloser to a third party without any obligation of confidentiality; (iii) is known by the Recipient prior to disclosure by the Discloser; or (iv) at any time is developed by the Recipient completely independently of any disclosures under the Contract.

5.3 If the Supplier receives a request for disclosure of UNICEF's Confidential Information pursuant to any judicial or law enforcement process, before any such disclosure is made the Supplier (a) will give UNICEF sufficient notice of such request in order to allow UNICEF to have a reasonable opportunity to secure the intervention of the relevant national Government to establish protective measures or take such other action as may be appropriate; and (b) will so advise the relevant authority that requested disclosure. UNICEF may disclose the Supplier's Confidential Information to the extent required pursuant to resolutions or regulations of its governing bodies.

5.4 The Supplier may not communicate at any time to any other person, Government or authority external to UNICEF, any information known to it by reason of its association with UNICEF that has not been made public, except with the prior authorization of UNICEF; nor will the Supplier at any time use such information to private advantage.

## ANNEX A GENERAL TERMS AND CONDITIONS

### End of Contract

5.5 Upon the expiry or earlier termination of the Contract, the Supplier will:

(a) return to UNICEF all of UNICEF's Confidential Information or, at UNICEF's option, destroy all copies of such information held by the Supplier or its sub-contractors and confirm such destruction to UNICEF in writing; and

(b) will transfer to UNICEF all intellectual and other proprietary information in accordance with Article 5.1(a).

### 6. Termination; Force Majeure

#### Termination by Either Party for Material Breach

6.1 If one Party is in material breach of any of its obligations under the Contract, the other Party can give it written notice that within thirty (30) days of receiving such notice the breach must be remedied (if such breach is capable of remedy). If the breaching Party does not remedy the breach within the thirty (30) days' period or if the breach is not capable of remedy, the non-breaching Party can terminate the Contract. The termination will be effective thirty (30) days after the non-breaching Party gives the breaching Party written notice of termination. The initiation of conciliation or arbitral proceedings in accordance with Article 9 (Privileges and Immunities; Settlement of Disputes) below will not be grounds for termination of the Contract.

#### Additional Termination Rights of UNICEF

6.2 In addition to the termination rights under Article 6.1 above, UNICEF can terminate the Contract with immediate effect upon delivery of a written notice of termination, without any liability for termination charges or any other liability of any kind:

(a) in the circumstances described in, and in accordance with, Article 7 (Ethical Standards); or

(b) if the Supplier breaches any of the provisions of Articles 5.2-5.4 (Confidentiality); or

(c) if the Supplier (i) is adjudged bankrupt, or is liquidated, or becomes insolvent, or applies for a moratorium or stay on any payment or repayment obligations, or applies to be declared insolvent; (ii) is granted a moratorium or a stay, or is declared insolvent; (iii) makes an assignment for the benefit of one or more of its creditors; (iv) has a receiver appointed on account of the insolvency of the Supplier; (v) offers a settlement in lieu of bankruptcy or receivership; or (vi) has become, in UNICEF's reasonable judgment, subject to a materially adverse change in its financial condition that threatens to substantially affect the ability of the Supplier to perform any of its obligations under the Contract.

6.3 In addition to the termination rights under Articles 6.1 and 6.2 above, UNICEF can terminate the Contract at any time by providing written notice to the Supplier in any case in which UNICEF's mandate applicable to the performance of the Contract or UNICEF's funding applicable to the Contract is curtailed or terminated, whether in whole or in part. UNICEF can also terminate the Contract upon sixty (60) days' written notice to the Supplier without having to provide any justification.

6.4 As soon as it receives a notice of termination from UNICEF, the Supplier will immediately take steps to cease provision of the Goods in a prompt and orderly manner and to minimize costs and will seek instructions from UNICEF regarding Goods in transit (if any) and will not undertake any further or additional commitments as of and following the date it receives the termination notice. In addition, the Supplier will take any other action that may be necessary, or that UNICEF may direct in writing, for the minimization of losses and for the protection and preservation of any property (whether tangible or intangible) related to the Contract that is in the possession of the Supplier and in which UNICEF has or may be reasonably expected to acquire an interest.

6.5 If the Contract is terminated, no payment will be due from UNICEF to the Supplier except for Goods delivered in accordance with the requirements of the Contract and only if such Goods were ordered, requested or otherwise provided prior to the Supplier's receipt of notice of termination from UNICEF or, in the case of termination by the Supplier, the effective date of such termination. The Supplier will have no claim for any further payment beyond payments in accordance with this Article 6.5, but will remain liable to UNICEF for all loss or damages which may be suffered by UNICEF by reason of the Supplier's default (including but not limited to cost of the purchase and delivery of replacement or substitute goods).

6.6 The termination rights in this Article 6 are in addition to all other rights and remedies of UNICEF under the Contract.

### Force Majeure

6.7 If one Party is rendered permanently unable, wholly or in part, by reason of force majeure to perform its obligations under the Contract, the other Party may terminate the Contract on the same terms and conditions as are provided for in Article 6.1 above, except that the period of notice will be seven (7) days instead of thirty (30) days. "Force majeure" means any unforeseeable and irresistible events arising from causes beyond the control of the Parties, including acts of nature, any act of war (whether declared or not), invasion, revolution, insurrection, terrorism or other acts of a similar nature or force. "Force majeure" does not include (a) any event which is caused by the negligence or intentional action of a Party; (b) any event which a diligent party could reasonably have been expected to take into account and plan for at the time the Contract was entered into; (c) the insufficiency of funds, inability to make any payment required under the Contract, or any economic conditions, including but not limited to inflation, price escalations, or labour availability; or (d) any event resulting from harsh conditions or logistical challenges for the Supplier (including civil unrest) associated with locations at which UNICEF is operating or is about to operate or is withdrawing from, or any event resulting from UNICEF's humanitarian, emergency, or similar response operations.

### 7. Ethical Standards

7.1 The Supplier will be responsible for the professional and technical competence of its Personnel including its employees and will select, for work under the Contract, reliable individuals who will perform effectively in the implementation of the Contract, respect the local laws and customs, and conform to a high standard of moral and ethical conduct.

7.2 (a) The Supplier represents and warrants that no official of UNICEF or of any United Nations System organisation has received from or on behalf of the Supplier, or will be offered by or on behalf of the Supplier, any direct or indirect benefit in connection with the Contract including the award of the Contract to the Supplier. Such direct or indirect benefit includes, but is not limited to, any gifts, favours or hospitality.

(b) The Supplier represents and warrants that the following requirements with regard to former UNICEF officials have been complied with and will be complied with:

(i) During the one (1) year period after an official has separated from UNICEF, the Supplier may not make a direct or indirect offer of employment to that former UNICEF official if that former UNICEF official was, during the three years prior to separating from UNICEF, involved in any aspect of a UNICEF procurement process in which the Supplier has participated.

(ii) During the two (2) year period after an official has separated from UNICEF, that former official may not, directly or indirectly on behalf of the Supplier, communicate with UNICEF, or present to UNICEF, about any matters that were within such former official's responsibilities while at UNICEF.

(c) The Supplier represents that, in respect of all aspects of the Contract (including the award of the Contract by UNICEF to the Supplier and the selection and awarding of sub-contracts by the Supplier), it has disclosed to UNICEF any situation that may constitute an actual or potential conflict of interest or could reasonably be perceived as a conflict of interest.

7.3 The Supplier further represents and warrants that neither it nor any of its Affiliates, or Personnel or directors, is subject to any sanction or temporary suspension imposed by any United Nations System organisation or other international inter-governmental organisation. The Supplier will immediately disclose to UNICEF if it or any of its Affiliates, or Personnel or directors, becomes subject to any such sanction or temporary suspension during the term of the Contract.

7.4 The Supplier will (a) observe the highest standard of ethics; (b) use its best efforts to protect UNICEF against fraud, in the performance of the Contract; and (c) comply with the applicable provisions of UNICEF's Policy Prohibiting and Combatting Fraud and Corruption. In particular, the Supplier will not engage, and will ensure that its Personnel, agents and sub-contractors do not engage, in any corrupt, fraudulent, coercive, collusive or obstructive conduct as such terms are defined in UNICEF's Policy Prohibiting and Combatting Fraud and Corruption.

7.5 The Supplier will, during the term of the Contract, comply with (a) all laws, ordinances, rules and regulations bearing upon the performance of its obligations under the Contract and (b) the standards of conduct required under the UN Supplier Code of Conduct (available at the United Nations Global Marketplace website - [www.ungm.org](http://www.ungm.org)).

7.6 The Supplier further represents and warrants that neither it nor any of its Affiliates, is engaged, directly or indirectly, (a) in any practice inconsistent with the rights set out in the

## ANNEX A GENERAL TERMS AND CONDITIONS

Convention on the Rights of the Child, including Article 32, or the International Labour Organisation's Convention Concerning the Prohibition and Immediate Action for the Elimination of the Worst Forms of Child Labour, No. 182 (1999); or (b) in the manufacture, sale, distribution, or use of anti-personnel mines or components utilised in the manufacture of anti-personnel mines.

7.7 The Supplier represents and warrants that it has taken and will take all appropriate measures to prevent sexual exploitation or abuse of anyone by its Personnel including its employees or any persons engaged by the Supplier to perform any services under the Contract. For these purposes, sexual activity with any person less than eighteen years of age, regardless of any laws relating to consent, will constitute the sexual exploitation and abuse of such person. In addition, the Supplier represents and warrants that it has taken and will take all appropriate measures to prohibit its Personnel including its employees or other persons engaged by the Supplier, from exchanging any money, goods, services, or other things of value, for sexual favours or activities or from engaging in any sexual activities that are exploitive or degrading to any person. This provision constitutes an essential term of the Contract and any breach of this representation and warranty will entitle UNICEF to terminate the Contract immediately upon notice to the Supplier, without any liability for termination charges or any other liability of any kind.

7.8 The Supplier will inform UNICEF as soon as it becomes aware of any incident or report that is inconsistent with the undertakings and confirmations provided in this Article 7.

7.9 The Supplier acknowledges and agrees that each of the provisions in this Article 7 constitutes an essential term of the Contract.

(a) UNICEF will be entitled, in its sole discretion and at its sole choice, to suspend or terminate the Contract and any other contract between UNICEF and the Supplier with immediate effect upon written notice to the Supplier if: (i) UNICEF becomes aware of any incident or report that is inconsistent with, or the Supplier breaches any of, the undertakings and confirmations provided in this Article 7 or the equivalent provisions of any contract between UNICEF and the Supplier or any of the Supplier's Affiliates, or (ii) the Supplier or any of its Affiliates, or Personnel or directors becomes subject to any sanction or temporary suspension described in Article 7.3 during the term of the Contract.

(b) In the case of suspension, if the Supplier takes appropriate action to address the relevant incident or breach to UNICEF's satisfaction within the period stipulated in the notice of suspension, UNICEF may lift the suspension by written notice to the Supplier and the Contract and all other affected contracts will resume in accordance with their terms. If, however, UNICEF is not satisfied that the matters are being adequately addressed by the Supplier, UNICEF may at any time, exercise its right to terminate the Contract and any other contract between UNICEF and the Supplier.

(c) Any suspension or termination under this Article 7 will be without any liability for termination or other charges or any other liability of any kind.

### 8. Full Cooperation with Audits And Investigations

8.1 From time to time, UNICEF may conduct investigations relating to any aspect of the Contract including but not limited to the award of the Contract, the way in which the Contract operates or operated, and the Parties' performance of the Contract generally and including but not limited to the Supplier's compliance with the provisions of Article 7 above. The Supplier will provide its full and timely cooperation with any such inspections, post-payment audits or investigations, including (but not limited to) making its Personnel and any relevant data and documentation available for the purposes of such inspections, post-payment audits or investigations, at reasonable times and on reasonable conditions, and granting UNICEF and those undertaking such inspections, post-payment audits or investigations access to the Supplier's premises at reasonable times and on reasonable conditions in connection with making its Personnel and any relevant data and documentation available. The Supplier will require its sub-contractors and its agents, including, but not limited to, the Supplier's attorneys, accountants or other advisers, to provide reasonable cooperation with any inspections, post-payment audits or investigations carried out by UNICEF.

### 9. Privileges and Immunities; Settlement of Disputes

9.1 Nothing in or related to the Contract will be deemed a waiver, express or implied, deliberate or inadvertent, of any of the privileges and immunities of the United Nations, including UNICEF and its subsidiary organs, under the Convention on the Privileges and Immunities of the United Nations, 1946, or otherwise.

9.2 The terms of the Contract will be interpreted and applied without application of any system of national or sub-national law.

9.3 The Parties will use their best efforts to settle amicably any dispute, controversy or claim arising out of, or relating to the Contract. Where the Parties wish to seek such an amicable settlement through conciliation, the conciliation will take place in accordance with the UNCITRAL Conciliation Rules then in force, or according to such other procedure as may be agreed between the Parties. Any dispute, controversy or claim between the Parties arising out of the Contract which is not resolved within ninety (90) days after one Party receives a request from the other Party for amicable settlement can be referred by either Party to arbitration. The arbitration will take place in accordance with the UNCITRAL Arbitration Rules then in force. The venue of the arbitration will be New York, NY, USA. The decisions of the arbitral tribunal will be based on general principles of international commercial law. The arbitral tribunal will have no authority to award punitive damages. In addition, the arbitral tribunal will have no authority to award interest in excess of the London Inter-Bank Offered Rate (LIBOR) then prevailing and any such interest will be simple interest only. The Parties will be bound by any arbitration award rendered as a result of such arbitration as the final adjudication of any such controversy, claim or dispute.

### 10. Notices

10.1 Any notice, request or consent required or permitted to be given or made pursuant to the Contract will be in writing, and addressed to the persons listed in the Contract for the delivery of notices, requests or consents. Notices, requests or consents will be delivered in person, by registered mail, or by confirmed email transmission. Notices, requests or consents will be deemed received upon delivery (if delivered in person), upon signature of receipt (if delivered by registered mail), or twenty-four (24) hours after confirmation of receipt is sent from the addressee's email address (if delivered by confirmed email transmission).

10.2 Any notice, document or receipt issued in connection with the Contract must be consistent with the terms and conditions of the Contract and, in case of any ambiguity, discrepancy or inconsistency, the terms and conditions of the Contract will prevail.

10.3 All documents that comprise the Contract, and all documents, notices and receipts issued or provided pursuant to or in connection with the Contract, will be deemed to include, and will be interpreted and applied consistently with, the provisions of Article 9 (Privileges and Immunities; Settlement of Disputes).

### 11. Other Provisions

11.1 The Supplier acknowledges UNICEF's commitment to transparency as outlined in UNICEF's Information Disclosure Policy and confirms that it consents to UNICEF's public disclosure of the terms of the Contract should UNICEF so determine and by whatever means UNICEF determines.

11.2 The failure of one Party to object to or take affirmative action with respect to any conduct of the other Party which is in violation of the terms of the Contract will not constitute and will not be construed to be a waiver of the violation or breach, or of any future violation, breach or wrongful conduct.

11.3 The Supplier will be considered as having the legal status of an independent contractor as regards UNICEF. Nothing contained in the Contract will be construed as making the Parties principal and agent or joint venturers.

11.4 (a) Except as expressly provided in the Contract, the Supplier will be responsible at its sole cost for providing all the necessary personnel, equipment, material and supplies and for making all arrangements necessary for the performance of its obligations under the Contract.

(b) In the event that the Supplier requires the services of sub-contractors to perform any obligations under the Contract, the Supplier will notify UNICEF of this. The terms of any sub-contract will be subject to, and will be construed in a manner that is fully in accordance with, all of the terms and conditions of the Contract.

(c) The Supplier confirms that it has read UNICEF's Policy on Conduct Promoting the Protection and Safeguarding of Children. The Supplier will ensure that its Personnel understand the notification requirements expected of them and will establish and maintain appropriate measures to promote compliance with such requirements. The Supplier will further cooperate with UNICEF's implementation of this policy.

(d) The Supplier will be fully responsible and liable for all services performed by its Personnel and sub-contractors and for their compliance with the terms and conditions of the Contract. The Supplier's Personnel, including individual sub-contractors, will not be considered in any respect as being the employees or agents of UNICEF.

ANNEX A  
GENERAL TERMS AND CONDITIONS

(e) Without limiting any other provisions of the Contract, the Supplier will be fully responsible and liable for, and UNICEF will not be liable for (i) all payments due to its Personnel and sub-contractors for their services in relation to the performance of the Contract; (ii) any action, omission, negligence or misconduct of the Contractor, its Personnel and sub-contractors; (iii) any insurance coverage which may be necessary or desirable for the purpose of the Contract; (iv) the safety and security of the Contractor's Personnel and sub-contractors' personnel; or (v) any costs, expenses, or claims associated with any illness, injury, death or disability of the Contractor's Personnel and sub-contractors' personnel, it being understood that UNICEF will have no liability or responsibility with regard to any of the events referred to in this Article 11.4(d).

11.5 The Supplier will not, without the prior written consent of UNICEF, assign, transfer, pledge or make other disposition of the Contract, or of any part of the Contract, or of any of the Supplier's rights or obligations under the Contract.

11.6 No grant of time to by a Party to cure a default under the Contract, nor any delay or failure by a Party to exercise any other right or remedy available to it under the Contract, will be deemed to prejudice any rights or remedies available to it under the Contract or constitute a waiver of any rights or remedies available to it under the Contract.

11.7 The Supplier will not seek or file any lien, attachment or other encumbrance against any monies due or to become due under the Contract, and will not permit any other person to do so. It will immediately remove or obtain the removal of any lien, attachment or other encumbrance that is secured against any monies due or to become due under the Contract.

11.8 The Supplier will not advertise or otherwise make public for purposes of commercial advantage or goodwill that it has a contractual relationship with UNICEF or the United Nations. Except as regards references to the name of UNICEF for the purposes of annual reports or communication between the Parties and between the Supplier and its Personnel and sub-contractors, the Supplier will not, in any manner whatsoever use the name, emblem or official seal of UNICEF or the United Nations, or any abbreviation of the name of the United Nations, in connection with its business or otherwise without the written permission of UNICEF.

11.9 The Contract may be translated into languages other than English. The translated version of the Contract is for convenience only, and the English language version will govern in all circumstances.

11.10 No modification or change in the Contract, and no waiver of any of its provisions, nor any additional contractual relationship of any kind with the Supplier will be valid and enforceable against UNICEF unless set out in a written amendment to the Contract signed by an authorised official of UNICEF.

11.11 The provisions of Articles 2.8, 2.9, 3.8, 3.9, 4, 5, 7, 8, 9, 11.1, 11.2, 11.4(e), 11.6 and 11.8 will survive delivery of the Goods and the expiry or earlier termination of the Contract.