**Republic of Armenia**

**Local Economy and Infrastructure Development (LEID) Project**

**Loan No.: P150327**

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| Scope of Contract: | *Preparation of Destination Management Organization (DMO) Development Model for the Republic of Armenia Ref No:**DMO-01* | Minimum Qualifying Technical Score: | *75* |

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| Consultants’ names | JV of A.R.S. Progetti S.p.A. (Leading partner, Italy) and ARPA Environmental Foundation (Armenia) | JV of “Team Tourism Consulting” (Leading partner, UK) and Ameria CJSC (Armenia) | JV of Target Euro Srl (Leading partner, Italy), Grant Thornton Consulting CJSC (Armenia) and Grant Thornton CJSC (Armenia) | THR International Tourism Advisors (Spain) in association with following sub-consultants: ADWISE Business & Legal Consulting (Armenia) , BSC Business Support Center | JV of Policy and Management Consulting Group -PMCG (Leading partner, Georgia) and Acorn Tourism Development Consultants (UK) (Armenia) |
| City/Country | Italy | UK | Italy | Spain | Georgia |
| Status: | Awarded | Evaluated | Evaluated | Evaluated | Evaluated |
| Technical Score | 70.65 | 70.70 | 71.20 | 70.82 | 71.15 |
| Financial Score | 20.00 | 14.84 | 13.29 | 11.50 | 9.24 |
| Combined Score | **90.65** | **85.55** | **84.49** | **82.32** | **80.39** |
| Criteria |  |  |  |  |  |
| Specific Experience | 4.75 | 4.75 | 4.75 | 4.75 | 4.75 |
| Work Plan & Methodology | 27.50 | 27.50 | 27.38 | 27.50 | 27.50 |
| Key Experts | 53.20 | 52.93 | 54.88 | 54.88 | 52.93 |
| Local input | 2.86 | 3.20 | 2.00 | 1.39 | 3.20 |
|  |  |  |  |  |  |
| Price as read out | 189,645.0 USD | 255,537.0 USD | 285,348.44 USD | 329,760.0 USD | 372,072.0 EUR |
| Final Evaluation Price | 189,645.0 USD | 255,537.0 USD | 285,348.44 USD | 329,760.0 USD | 372,072.0 EUR |
| Final Negotiated Price | 227,574.00 USD  inclusive of local indirect taxes |  |  |  |  |
|  |  |  |  |  |  |
| Rank | 1 | 2 | 3 | 4 | 5 |

Other Shortlisted Consultant(s)/Firm(s) **(these will be all that “Proposal submitted =no”)**

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| Consultants’ names | **THR International Tourism Advisors (Spain)** **in association with following sub-consultants: ADWISE Business & Legal Consulting (Armenia) , BSC Business Support Center (Armenia)** | **JV of Policy and Management Consulting Group -PMCG (Leading partner, Georgia) and Acorn Tourism Development Consultants (UK)** | **JV of Target Euro Srl (Leading partner, Italy), Grant Thornton Consulting CJSC (Armenia) and Grant Thornton CJSC (Armenia)** | **JV of A.R.S. Progetti S.p.A. (Leading partner, Italy) and ARPA Environmental Foundation (Armenia)** | **JV of “Team Tourism Consulting” (Leading partner, UK) and Ameria CJSC (Armenia)** | **CIVITTA Armenia, Xellum Ltd., Ökologischer Tourismus in Europa e.V. (Ö.T.E.)** |
| City/Country | **Spain** | **Georgia** | **Italy** | **Italy** | **UK** | **Armenia** |
| Proposal Submitted: | **Yes** | **Yes** | **Yes** | **Yes** | **Yes** | **No** |