



# Request for Proposals (RfP) 2025 Congress website

**Global Convenings and Events**  
**RfP Reference: IUCN-23-11-P04213-001**

Welcome to this Procurement by IUCN. You are hereby invited to submit a Proposal. Please read the information and instructions carefully because non-compliance with the instructions may result in disqualification of your Proposal from this Procurement.

## 1. REQUIREMENTS

- 1.1. A detailed description of the services and/or goods to be provided can be found in Attachment 1.

## 2. CONTACT DETAILS

- 2.1. During the course of this procurement, i.e. from the publication of this RfP to the award of a contract, you may not discuss this procurement with any IUCN employee or representative other than the following contact. You must address all correspondence and questions to the contact, including your Proposal.

IUCN Contact: Gabriel Dávila, Convenings Systems and Integrations Officer,  
[gabriel.davila@iucn.org](mailto:gabriel.davila@iucn.org)

## 3. PROCUREMENT TIMETABLE

- 3.1. This timetable is indicative and may be changed by IUCN at any time. If IUCN decides that changes to any of the deadlines are necessary, we will publish this on our website and contact you directly if you have indicated your interest in this procurement (see Section 3.2).

DATE	ACTIVITY
1 Dec 2023	Publication of the Request for Proposals
11 Dec 2023	Deadline for expressions of interest
11 Dec 2023	Deadline for submission of questions
18 Dec 2023	Planned publication of responses to questions
15 Jan 2024	Deadline for submission of Proposals to IUCN (" <b>Submission Deadline</b> ")
24 Jan 2024	Clarification of proposals
29-30 Jan 2024	First round of presentations
2 Feb 2024	Second round of presentation
15 Feb 2024	Planned date for contract award
1 Mar 2024	Expected contract start date

- 3.2. Please email the IUCN contact to express your interest in submitting a Proposal by the deadline stated above. This will help IUCN to keep you updated regarding the procurement.

#### 4. COMPLETING AND SUBMITTING A PROPOSAL

4.1. Your Proposal must consist of the following four separate documents:

- Signed Declaration of Undertaking (see Attachment 2)
- Pre-Qualification Information (see Section 4.3 below)
- Technical Proposal (see Section 4.4 below)
- Financial Proposal (see Section 4.5 below)

Proposals must be prepared in English.

4.2. Your Proposal must be submitted by email to the IUCN Contact (see Section 2). The subject heading of the email shall be [RfP Reference – bidder name]. The bidder name is the name of the company/organisation on whose behalf you are submitting the Proposal, or your own surname if you are bidding as a self-employed consultant. Your Proposal must be submitted in PDF format. You may submit multiple emails suitably annotated, e.g. Email 1 of 3, if attached files are too large to suit a single email transmission. You may not submit your Proposal by uploading it to a file-sharing tool.

**IMPORTANT:** Submitted documents must be password-protected so that they cannot be opened and read before the submission deadline. Please use the same password for all submitted documents. After the deadline has passed and within 12 hours, please send the password to the IUCN Contact. This will ensure a secure bid submission and opening process. Please DO NOT email the password before the deadline for Proposal submission.

4.3. *Pre-Qualification Criteria*

IUCN will use the following Pre-Qualification Criteria to determine whether you have the capacity to provide the required goods and/or services to IUCN. Please provide the necessary information in a single, separate document.

Pre-Qualification Criteria	
1	Three relevant references of clients similar to IUCN for comparable work
2	Confirm that you have all the necessary legal registrations to perform the work
3	State your annual turnover for each of the past 3 years
4	How many employees does your organisation have who are qualified for this work?
5	Confirm that your organisation has formal policies and procedures to safeguard General Data Protection Regulations
6	Confirm that your organisation has formal policies and procedures to ensure the Congress website will be available according to your hosting uptime proposal

4.4. *Technical Proposal*

The Technical Proposal must address each of the criteria stated below explicitly and separately, quoting the relevant criteria reference number (left-hand column).

Proposals in any other format will significantly increase the time it takes to evaluate, and such Proposals may therefore be rejected at IUCN's discretion.

Where CVs are requested, these must be of the individuals who will actually carry out the work specified. The individuals you put forward may only be substituted with IUCN's approval.

IUCN will evaluate Technical Proposals with regards to each of the following criteria and their relative importance:

Criteria	Information to be provided	Relative weight
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1	Technical approach and proposed technologies	Detailed technical proposal to meet the development and integration requirements for each of the website components including proposed technologies	30%
2	Implementation plan	Detailed implementation plan to meet the 2025 Congress key dates, risks analysis and mitigation strategies as well as proposed methodologies	20%
3	Experience in developing and handling projects of similar size and scope	Three relevant case studies of completed projects of similar scope including client references	15%
4	Maintenance and technical support	Detailed maintenance and technical support plan including SLAs	10%
5	Hosting solution	Detailed hosting proposal including type, architecture, bandwidth, CPU, storage, monitoring tools, backups, uptime, SLAs, etc.	10%
6	Graphic interface	Three relevant examples of web site designs currently available on-line	10%
7	Company evaluation	Company presentation including vision, history, expertise, structure as well as available staff dedicated to the project	5%
TOTAL			100%

#### 4.5. *Financial Proposal*

4.5.1. The Financial Proposal must be a fixed and firm price for the provision of the goods/services stated in the RfP in their entirety.

#### 4.5.2. *Prices include all costs*

Submitted rates and prices are deemed to include all costs, insurances, taxes (except VAT, see below), fees, expenses, liabilities, obligations, risk and other things necessary for the performance of the Terms of Reference or Specification of Requirements. IUCN will not accept charges beyond those clearly stated in the Financial Proposal. This includes applicable withholding taxes and similar. It is your responsibility to determine whether such taxes apply to your organisation and to include them in your Financial Proposal.

#### 4.5.3. *Applicable Goods and Services Taxes*

Proposal rates and prices shall be exclusive of Value Added Tax.

#### 4.5.4. *Currency of proposed rates and prices*

All rates and prices submitted by Proposers shall be in Swiss Francs (CHF).

#### 4.5.5. *Breakdown of rates and prices*

For information only, the price needs to be broken down as follows:

	Description	Quantity	Unit Price	Total Price
1	Interface design	1		

2	Web development	1		
3	Hosting	1		
4	Maintenance	1		
5	Webmaster training	1		
	TOTAL			

4.6. Additional information not requested by IUCN should not be included in your Proposal and will not be considered in the evaluation.

4.7. Your Proposal must remain valid and capable of acceptance by IUCN for a period of 90 calendar days following the submission deadline.

4.8. *Withdrawals and Changes*

You may freely withdraw or change your Proposal at any time prior to the submission deadline by written notice to the IUCN Contact. However, in order to reduce the risk of fraud, no changes or withdrawals will be accepted after the submission deadline.

## 5. EVALUATION OF PROPOSALS

5.1. *Completeness*

IUCN will firstly check your Proposal for completeness. Incomplete Proposals will not be considered further.

5.2. *Pre-Qualification Criteria*

Only Proposals that meet all of the pre-qualification criteria will be evaluated.

5.3. *Technical Evaluation*

5.3.1. *Scoring Method*

Your Proposal will be assigned a score from 0 to 10 for each of the technical evaluation criteria, such that '0' is low and '10' is high.

5.3.2. *Minimum Quality Thresholds*

Proposals that receive a score of '0' for any of the criteria will not be considered further.

5.3.3. *Technical Score*

Your score for each technical evaluation criterion will be multiplied with the respective relative weight (see Section 4.4) and these weighted scores added together to give your Proposal's overall technical score.

5.4. *Financial Evaluation and Financial Scores*

The financial evaluation will be based upon the full total price you submit. Your Financial Proposal will receive a score calculated by dividing the lowest Financial Proposal that has passed the minimum quality thresholds (see Section 5.3.2) by the total price of your Financial Proposal.

Thus, for example, if your Financial Proposal is for a total of CHF 100 and the lowest Financial Proposal is CHF 80, you will receive a financial score of  $80/100 = 80\%$

5.5. *Total Score*

Your Proposal's total score will be calculated as the weighted sum of your technical score and your financial score.

The relative weights will be:

**Technical: 75%**  
**Financial: 25%**

Thus, for example, if your technical score is 83% and your financial score is 77%, you will receive a total score of  $83 * 75\% + 77 * 25\% = 62.25\% + 19.25\% = 81.5\%$ .

Subject to the requirements in Sections 4 and 7, IUCN will award the contract to the bidder whose Proposal achieves the highest total score.

## **6. EXPLANATION OF PROCUREMENT PROCEDURE**

- 6.1. IUCN is using the Open Procedure for this procurement. This means that the contracting opportunity is published on IUCN's website and open to all interested parties to take part, subject to the conditions in Section 7 below.
- 6.2. You are welcome to ask questions or seek clarification regarding this procurement. Please email the IUCN Contact (see Section 2), taking note of the deadline for submission of questions in Section 3.1.
- 6.3. All Proposals must be received by the submission deadline in Section 3.1 above. Late Proposals will not be considered. All Proposals received by the submission deadline will be evaluated by a team of three or more evaluators in accordance with the evaluation criteria stated in this RfP. No other criteria will be used to evaluate Proposals.
- 6.4. The bidders of the top three Proposals will be invited to a first round of presentations where they will have the opportunity to present their company and their submission. During the first round of presentations IUCN may take to opportunity to ask for clarifications if something is not clear from the submission. A second round of presentations may be required if IUCN still has questions regarding the proposal. Information gathered during the presentations will be used by the evaluators to amend their scores if needed.
- 6.5. The contract will be awarded to the bidder whose Proposal received the highest Total Score. IUCN does, however, reserve the right to cancel the procurement and not award a contract at all.
- 6.6. IUCN will contact the bidder with the highest-scoring Proposal to finalise the contract. IUCN will contact unsuccessful bidders after the contract has been awarded and provide detailed feedback. The timetable in Section 3.1 gives an estimate of when we expect to have completed the contract award, but this date may change depending on how long the evaluation of Proposals takes.

## **7. CONDITIONS FOR PARTICIPATION IN THIS PROCUREMENT**

- 7.1. To participate in this procurement, you are required to submit a Proposal, which fully complies with the instructions in this RfP and the Attachments.
  - 7.1.1. It is your responsibility to ensure that you have submitted a complete and fully compliant Proposal.
  - 7.1.2. Any incomplete or incorrectly completed Proposal submission may be deemed non-compliant, and as a result you may be unable to proceed further in the procurement process.
  - 7.1.3. IUCN will query any obvious clerical errors in your Proposal and may, at IUCN's sole discretion, allow you to correct these, but only if doing so could not be perceived as giving you an unfair advantage.
- 7.2. In order to participate in this procurement, you must meet the following conditions:
  - Free of conflicts of interest
  - Registered on the relevant professional or trade register of the country in which you are established (or resident, if self-employed)

- In full compliance with your obligations relating to payment of social security contributions and of all applicable taxes
- Not been convicted of failing to comply with environmental regulatory requirements or other legal requirements relating to sustainability and environmental protection
- Not bankrupt or being wound up
- Never been guilty of an offence concerning your professional conduct
- Not involved in fraud, corruption, a criminal organisation, money laundering, terrorism, or any other illegal activity.

7.3. You must complete and sign the Declaration of Undertaking (see Attachment 2).

7.4. If you are participating in this procurement as a member of a joint venture, or are using sub-contractors, submit a separate Declaration of Undertaking for each member of the joint venture and sub-contractor, and be clear in your Proposal which parts of the goods/services are provided by each partner or sub-contractor.

7.5. Each bidder shall submit only one Proposal, either individually or as a partner in a joint venture. In case of joint venture, one company shall not be allowed to participate in two different joint ventures in the same procurement nor shall a company be allowed to submit a Proposal both on its behalf and as part of a joint venture for the same procurement. A bidder who submits or participates in more than one Proposal (other than as a subcontractor or in cases of alternatives that have been permitted or requested) shall cause all the Proposals with the bidder's participation to be disqualified.

7.6. By taking part in this procurement, you accept the conditions set out in this RfP, including the following:

- It is unacceptable to give or offer any gift or consideration to an employee or other representative of IUCN as a reward or inducement in relation to the awarding of a contract. Such action will give IUCN the right to exclude you from this and any future procurements, and to terminate any contract that may have been signed with you.
- Any attempt to obtain information from an employee or other representative of IUCN concerning another bidder will result in disqualification.
- Any price fixing or collusion with other bidders in relation to this procurement shall give IUCN the right to exclude you and any other involved bidder(s) from this and any future procurements and may constitute a criminal offence.

## **8. CONFIDENTIALITY AND DATA PROTECTION**

8.1. IUCN follows the European Union's General Data Protection Regulation (GDPR). The information you submit to IUCN as part of this procurement will be treated as confidential and shared only as required to evaluate your Proposal in line with the procedure explained in this RfP, and for the maintenance of a clear audit trail. For audit purposes, IUCN is required to retain your Proposal in its entirety for 10 years after the end of the resulting contract and make this available to internal and external auditors and donors as and when requested.

8.2. In the Declaration of Undertaking (Attachment 2) you need to give IUCN express permission to use the information you submit in this way, including personal data that forms part of your Proposal. Where you include personal data of your employees (e.g. CVs) in your Proposal, you need to have written permission from those individuals to share this information with IUCN, and for IUCN to use this information as indicated in 8.1. Without these permissions, IUCN will not be able to consider your Proposal.

## **9. COMPLAINTS PROCEDURE**

If you have a complaint or concern regarding the propriety of how a competitive process is or has been executed, then please contact [procurement@iucn.org](mailto:procurement@iucn.org). Such complaints or concerns will be treated as confidential and are not considered in breach of the above restrictions on communication (Section 2.1).

## 10. **CONTRACT**

The contract will be based on IUCN's template in Attachment 3, the terms of which are not negotiable. They may, however, be amended by IUCN to reflect particular requirements from the donor funding this particular procurement.

## 11. **ABOUT IUCN**

IUCN is a membership Union uniquely composed of both government and civil society organisations. It provides public, private and non-governmental organisations with the knowledge and tools that enable human progress, economic development and nature conservation to take place together.

Headquartered in Switzerland, IUCN Secretariat comprises around 1,000 staff with offices in more than 50 countries.

Created in 1948, IUCN is now the world's largest and most diverse environmental network, harnessing the knowledge, resources and reach of more than 1,300 Member organisations and some 10,000 experts. It is a leading provider of conservation data, assessments and analysis. Its broad membership enables IUCN to fill the role of incubator and trusted repository of best practices, tools and international standards.

IUCN provides a neutral space in which diverse stakeholders including governments, NGOs, scientists, businesses, local communities, indigenous peoples organisations and others can work together to forge and implement solutions to environmental challenges and achieve sustainable development.

Working with many partners and supporters, IUCN implements a large and diverse portfolio of conservation projects worldwide. Combining the latest science with the traditional knowledge of local communities, these projects work to reverse habitat loss, restore ecosystems and improve people's well-being.

[www.iucn.org](http://www.iucn.org)

<https://twitter.com/IUCN/>

### **About the World Conservation Congress**

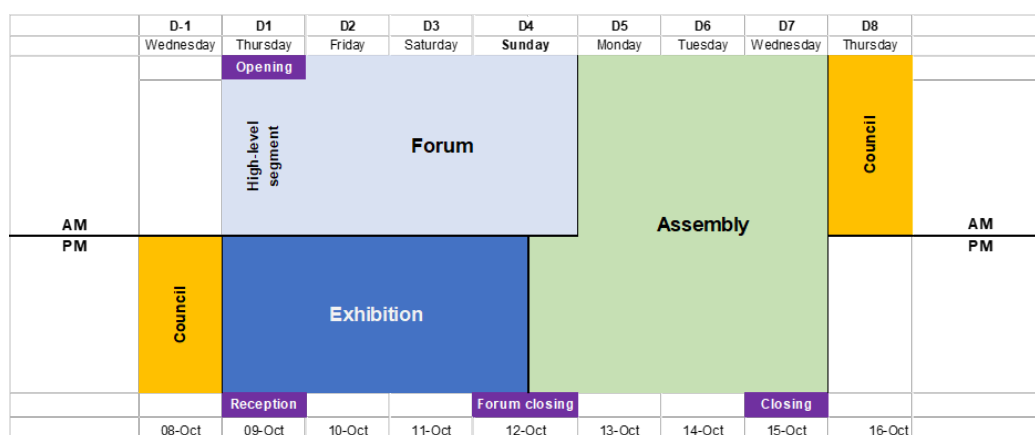
As IUCN's highest profile event, the Congress attracts thousands of participants from across the world and is held every four years. The next Congress will be hosted by United Arab Emirates and will take place in Abu Dhabi from 9 to 15 October 2025.

The IUCN World Conservation Congress is where the world comes together to set priorities and drive conservation and sustainable development action. IUCN's 1400+ government, civil society and indigenous peoples' Member organisations vote on major issues, and decide on actions, which guide humanity's relationship with our planet for the decades ahead. IUCN's unique and inclusive membership gives the Congress a powerful mandate, as it does not simply bring together either government or non-government representatives, but both together.

The Congress offers an unparalleled opportunity to forge partnerships within and between the public and private sectors, and to implement global conservation initiatives that further IUCN's vision of a 'just world that values and conserves nature'. The most recent Congress, held in Marseille, France, in September 2021, brought together people from all parts of the globe onsite and online to discuss, debate and decide on actions to address environmental and development issues.

The Congress has three main components: the Forum, the Exhibition and the Members’ Assembly. After the official opening ceremony of the Congress, there is a Forum, which kicks off with a high-level segment. The Forum is 3.5 days long and is open to all registered participants. The Exhibition runs over the same days as the Forum. The Assembly is also estimated to last 3.5 days and is attended by IUCN Members and observers. In total, the Congress lasts 7 days (not including the time required for set-up and dismantling).

The general outline for the Congress can be seen in Figure 1 below.



**The Forum** - The world’s largest marketplace of conservation knowledge - is a hub of public debate, bringing together people from around the world to discuss and develop solutions to the world’s most pressing conservation and sustainable development challenges. The sessions address the economic, social, scientific and technical aspects of issues ranging from wildlife to oceans, protected areas to sustainable business, and climate change to human rights. The Forum traditionally includes a range of events from High-Level Dialogues, to training and capacity building sessions, as well as social events. IUCN envisages between 5,000 and 8,000 registered Congress participants onsite, and several thousand online for the Forum, including government officials, decision-makers, heads of NGOs, scientists, representatives from indigenous organisations and sub-national governments, IUCN staff, as well as representatives from the private sector, partner organisations and foundations, and daily local visitors from the Host Country (“Participants”). For 2025, we are planning to hold some 100-150 Forum events run by our Member organisations, Commissions, partners, and by the Host Country, as well as by the IUCN Secretariat.

**The Members’ Assembly** is a unique global environmental parliament where Member organisations from government and civil society organisations establish environmental policy by adopting Resolutions and Recommendations, vote on IUCN’s Programme of Work and Financial Plan for the following four years, elect the IUCN President and Council, and discuss issues of strategic importance to the Union. IUCN expects up to 1,400 onsite Participants for the Members’ Assembly plus several hundred online. Voting on decisions could happen onsite and/or online. Additional meetings called contact groups, for up to 30 – 80 people with up to 7 in parallel will be held virtually, including partially ahead of the Members’ Assembly itself.

**The Exhibition** - In the Exhibition, IUCN Members and Commissions, businesses, partners, and academia host pavilions, booths and events. The Exhibition is open to both Congress Participants and the general public, allowing exhibitors to showcase their research, innovations



and other work to the broadest Congress audience. At previous Congresses, the exhibition had between 100 to 150 small, medium and large stands. In addition, several central open presentation areas, or “Central Stages” accommodating up to 150 people are included in the Exhibition zone.

On the day before and the day after Congress, a private meeting of the IUCN Council is held at the Venue.

The official daily schedule of the Congress is approximately from 08:00 to 21:30 during Forum days and from 07:00 to 23:00 during Assembly days (“Daily Opening Hours”), possibly even longer. IUCN staff and Council members require access to the Convention Centre (“Venue”) from 06:00 to 24:00 during the Congress and 07:00 to 20:00 during set-up and dismantling days.

Off-site events might be organized outside the official Programme. In addition, excursions will be offered by the Host Country for purchase by Participants at their leisure.

Participation in the Congress other than the Exhibition requires being registered. Registration will be handled by a separate provider through an online system (to be accessed through the Congress website). Registered participants can build their personal agenda and network with other participants.

The World Conservation Congress is a gender-responsive event aiming for equitable participation of women and men.

## **12. ATTACHMENTS**

Attachment 1 *Specification of Requirements*

Attachment 2 *Declaration of Undertaking*

Attachment 3 *Contract Template*