SAMPLE FORM OF EVALUATION REPORT

SELECTION OF CONSULTANTS

The World Bank
Washington, D.C.

October 1999
Preface

Consultants\(^2\) employed by Bank Borrowers and financed by the World Bank or under trust funds\(^3\) are hired according to the Bank’s *Consultant Guidelines (Guidelines)*.\(^4\) The *Guidelines* specify the Borrowers’ obligations to submit certain reports to the Bank during the selection process:

(a) for contracts subject to prior review by the Bank (see Appendix 1, para. 2(a), of the *Guidelines*):

- (i) a technical evaluation report subject to prior review by the Bank, such as the Bank’s no-objection prior to opening the financial proposals; or

- (ii) a technical evaluation notice for contracts above the prior review threshold but below a higher threshold indicated in the Loan Agreement. In such case, the Borrower needs not wait for the Bank’s no-objection to open the financial proposals;

In both cases the Borrower must send to the Bank for prior review the combined technical/financial evaluation report;

(b) for contracts subject to post-review by the Bank:

- (i) a combined technical/financial report to be reviewed or audited subsequently.

This document sets out the format of a sample evaluation report. It is provided to Bank Borrowers to facilitate the evaluation of consultants’ proposals and the subsequent review of these proposals by the Bank. Its use is strongly recommended but not mandatory.

The evaluation must be in accordance with the criteria spelled out in the Request for Proposals and carried out by qualified evaluators. The Request for Proposals should be prepared in agreement with the *Guidelines* (para. 2.8).

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1 This preface is not part of the report. It should not appear in the report submitted to the Bank.

2 The term *Consultants* in this document refers to organizations and not individuals.

3 Trust funds are funds provided by donors and administered by the Bank.

The evaluation report includes five sections:

Section I. A Short Report Summarizing the Findings of the Technical Evaluation;
Section II. Technical Evaluation Report—Forms;
Section III. A Short Report Summarizing the Findings of the Financial Evaluation;
Section IV. Financial Evaluation Report—Forms;
Section V. Annexes:
    Annex I. Individual Evaluations;
    Annex II. Information Data Monitoring;
    Annex III. Minutes of the Public Opening of the Financial Proposals;
    Annex IV. Copy of the Request for Proposals;
    Annex V. Miscellaneous Annexes—Ad Hoc.

The report can be used for all methods of selection described in the Guidelines. Though it mainly addresses Quality- and Cost-Based Selection, each section contains a note indicating the data and forms that are to be provided for the other methods of selection.

The evaluation notice is sent to the Bank after the technical evaluation is completed. It includes only Form IIB and a short explanatory note to flag important aspects of the evaluation. Following the Bank’s no-objection to the evaluation notice, the Borrower prepares Forms IVC and IVD and a short explanatory note to highlight the most important aspects of the financial evaluation.

For complex, specialized assignments, Borrowers may wish to obtain assistance from consultants to evaluate proposals. Such consultants or individual consultants may be financed under the relevant loan, credit, or grant.

Users of this sample evaluation report are invited to submit comments on their experience with the document to:

Procurement Policy and Services Group
Operational Core Services Department
The World Bank
1818 H Street, N.W.
Washington, D.C. 20433
U.S.A.
Fax: (202) 522-3318
CONSULTANT EVALUATION REPORT

*Country* [insert: name of country]

*Project Name* [insert: project name]

*Loan/Credit No.* [insert: loan/credit number]

*Title of Consulting Services* [insert: title]

*Date of Submission* [insert: date]
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## Section I. Technical Evaluation Report—Text

1. **Background**

   Include a brief description, context, scope, and objectives of the services. Use about a quarter of a page.

2. **The Selection Process (Prior to Technical Evaluation)**

   Elaborate on information provided in Form IIA.

   Describe briefly the selection process, beginning with the advertising (if required), the establishment of the shortlist, expressions of interest, and withdrawals of firms before proposal submissions. Describe major events that may have affected the timing (delays, complaints from consultants, key correspondence with the Bank, Request for Proposals (RFP), extension of proposal submission date, and so on).

   Use about one-half to one page.

3. **Technical Evaluation**

   Describe briefly the meetings and actions taken by the evaluation committee: formation of a technical evaluation team, outside assistance, evaluation guidelines, justification of subcriteria and associated weightings as indicated in the Standard Request for Proposals; relevant correspondence with the Bank; and compliance of evaluation with RFP.

   Present results of the technical evaluation: scores and the award recommendation.

   Highlight strengths and weaknesses of each proposal (most important part of the report).

   (a) **Strengths:** Experience in very similar projects in the country; quality of the methodology, proving a clear understanding of the scope of the assignment; strengths of the local partner; and experience of proposed staff in similar assignments.

   (b) **Weaknesses:** Of a particular component of the proposal; of a lack of experience in the country; of a low level of participation by the local partner; of a lack of practical experience (experience in studies rather than in

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Section I applies to Quality- and Cost-Based Selection (QCBS), Quality-Based Selection (Quality-Based), Fixed-Budget Selection (Fixed-Budget), and Least-Cost Selection (Least-Cost). Provide appropriate information in the case of Selection Based on Qualifications (Qualifications) and Single-Source Selection (SS).
implementation); of staff experience compared to the firm’s experience; of a key staffer (e.g., the team leader); of a lack of responsiveness; and of disqualifications (conflict of interest).

Comment on individual evaluators’ scores (discrepancies).

Items requiring further negotiations.

Use up to three pages.
Section II. Technical Evaluation Report—Forms

Form IIA. Technical Evaluation—Basic Data
Form IIB. Evaluation Summary—Technical Scores/Ranking
Form IIC. Individual Evaluations—Comparison (Average Scores)

Section II applies to Quality- and Cost-Based Selection (QCBS), Quality-Based Selection (Quality-Based), Fixed-Budget Selection (Fixed-Budget), and Least-Cost Selection (Least-Cost). Supply appropriate data in cases of Selection Based on Qualifications (Qualifications) and Single-Source Selection (Single-Source) in Form IIA.
Form IIA. Technical Evaluation - Basic Data

2.1 Name of country
Name of Project _______________________________________________________

2.2 Client:
(a) name ____________________________________________________________
(b) address, phone, facsimile ___________________________________________

2.3 Type of assignment (pre-investment, preparation, or implementation), and brief description of sources
____________________________________________________________________

2.4 Method of selection?:
QCBS ___ Quality-Based ___
Fixed-Budget ___ Least-Cost ___
Qualifications ___ Single-Source ___

2.5 Prior review thresholds:
(a) Full prior review US$ __________________________
(b) Simplified prior review (notice) US$ __________________________

2.6 Request for expressions of interest?:
(a) publication in United Nations Development Business (UNDB) Yes ________ No _________
(b) publication in national newspaper(s)
Yes ________ No ______________
(c) number of responses ______________________________________________

See Guidelines.
Required for large contracts (see Guidelines).
Indicate whether expressions of interest advertised in Web or hardcopy edition of UNDP.
2.7 Shortlist:
(a) names/nationality of firms/associations (mark domestic firms and firms that had expressed interest)
1.  
2.  
3.  
4.  
5.  
6.  
(b) Submission to the Bank for no-objection
(c) Bank’s no-objection
Date  

2.8 Request for Proposals:
(a) submission to the Bank for no-objection
(b) Bank’s no-objection
(c) issuance to Consultants
Date  
Date  
Date  

2.9 Amendments and clarifications to the RFP (describe)


2.10 Contract:
(a) Bank Standard Time-Based
Yes  
Price adjustment: Yes  No  
(b) Bank Standard Lump Sum
Yes  
Price adjustment: Yes  No  
(c) other (describe)


2.11 Pre-proposal conference:
(a) minutes issued
Yes  
Yes  

2.12 Proposal submission:
(a) two envelopes (technical and financial proposals)
Yes  
(b) one envelope (technical)
Yes  
(c) original submission
Date  Time  
(d) extensions(s)
Date  Time  

2.13 Submission of Financial Proposal
Location  

2.14 Opening of Technical Proposals by selection committee
Date  Time  

2.15 Number of proposals submitted
2.16 Evaluation committee\textsuperscript{10}: Members’ names and titles (normally three to five)

1. ____________________________
2. ____________________________
3. ____________________________
4. ____________________________
5. ____________________________

2.17 Proposal validity period (days):
(a) original expiration date
(b) extension(s), if any

<table>
<thead>
<tr>
<th>Date</th>
<th>Time</th>
</tr>
</thead>
<tbody>
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</table>

2.18 Evaluation Criteria/subcriteria\textsuperscript{11}:
(a) Consultants’ experience
   (i) ____________
   (ii) ____________

(b) methodology
   (i) ____________
   (ii) ____________

(c) key staff
   (i) individual(s)
      (A) ____________
      (B) ____________
      (C) ____________
   (ii) group(s)
      (A) ____________
      (B) ____________
      (C) ____________

(d) training (optional)
   (i) ____________
   (ii) ____________

(e) local input (optional)
   (i) ____________
   (ii) ____________

\textsuperscript{10} It is important that evaluators be qualified.

\textsuperscript{11} Maximum of three subcriteria per criterion.
2.19 Technical scores by Consultant  Minimum qualifying score ________________

<table>
<thead>
<tr>
<th>Consultants’ names</th>
<th>Technical scores</th>
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<tbody>
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<td>3.</td>
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<tr>
<td>4.</td>
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</tbody>
</table>

2.20 Evaluation report:
(a) submission to the Bank for no-objection  Date __________________________

2.21 Evaluation notice:
(a) submission to the Bank:  Date __________________________
Form IIB. Evaluation Summary

Technical Scores/Ranking

<table>
<thead>
<tr>
<th>Consultants’ names</th>
<th>[Insert name of Consultant 1]</th>
<th>[Insert name of Consultant 2]</th>
<th>[Insert name of Consultant 3]</th>
<th>[Insert name of Consultant 4]</th>
</tr>
</thead>
<tbody>
<tr>
<td>Criteria</td>
<td>Scores</td>
<td>Scores</td>
<td>Scores</td>
<td>Scores</td>
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<td>Experience</td>
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<td>Methodology</td>
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<td>Proposed staff</td>
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<td>Training</td>
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<td>Local input</td>
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</table>

| Total score*       |                               |                               |                               |                               |
| Rank               |                               |                               |                               |                               |

a. Proposals scoring below the minimum qualifying score of [number] points have been rejected.
Form IIC. Individual Evaluations—Comparison

<table>
<thead>
<tr>
<th>Consultants’ Names</th>
<th>[Insert name of Consultant 1]</th>
<th>[Insert name of Consultant 2]</th>
<th>[Insert name of Consultant 3]</th>
<th>[Insert name of Consultant 4]</th>
</tr>
</thead>
<tbody>
<tr>
<td>Experience</td>
<td>A, B, C, D = scores given by evaluators; AV = average score, see Annex I(i).</td>
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<tr>
<td>Methodology</td>
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<tr>
<td>Key staff</td>
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<td>Training</td>
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<tr>
<td>Local input</td>
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<tr>
<td><strong>Total</strong></td>
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</tr>
</tbody>
</table>

a. A, B, C, and D = scores given by evaluators; AV = average score, see Annex I(i).
NOTE:

Please see the Preface.

For contracts above a threshold indicated in the Loan Agreement and requiring the Bank’s no-objection of the technical evaluation report, financial proposals must not be opened before the Borrower has received such no-objection. The technical evaluation (technical scores in particular) cannot be changed following the opening of the financial proposals.
Section III. Financial Evaluation Report—Award Recommendation—Text

[The text will indicate:

(a) any issues faced during the evaluation, such as difficulty in obtaining the exchange rates to convert the prices into the common currency used for evaluation purposes;

(b) adjustments made to the prices of the proposal(s) (mainly to ensure consistency with the technical proposal) and determination of the evaluated price (does not apply to Quality-Based (Quality-Based), Selection Based on Qualifications (Qualifications), and Single-Source Selection (Single-Source));

(c) tax-related problems;

(d) award recommendation; and

(e) any other important information.

Taxes are not taken into account in the financial evaluation whereas reimbursables are.]
Section IV. Financial Evaluation Report—Award Recommendation—Forms

Form IVA. Financial Evaluation—Basic Data

Form IVB. Adjustments—Currency Conversion—Evaluated Prices

Form IVC. QCBS—Combined Technical/Financial Evaluation—Award Recommendation

Form IVD. Fixed-Budget and Least-Cost Selection—Award Recommendation

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Applies to QCBS, Fixed-Budget, and Least-Cost. For Quality-Based, Qualifications, and Single-Source, provide relevant information as indicated.
Form IVA. Financial Evaluation—Basic Data

4.1 Bank’s no-objection to technical evaluation report (Quality-Based, Qualifications, Single-Source) Date ________________________________

4.2 Public opening of financial proposals
   (a) Names and proposal prices
       (mark Consultants that attended public opening) Date ____________ Time ____________

4.3 Evaluation committee: members’ names and titles (if not the same as in the technical evaluation - Quality-Based, Qualifications, Single-Source)

4.4 Methodology (formula) for evaluation of cost (QCBS only; cross as appropriate)
   Weight inversely proportional to cost ______
   Other ________________________________

4.5 Submission of final technical/financial evaluation report to the Bank (Quality-Based, Qualifications, Single-Source) Date ________________________________

4.6 QCBS
   (a) Technical, financial and final scores (Quality-Based: technical scores only)

4.7 Fixed Budget and Least-Cost
   (a) Technical scores, proposal and evaluated prices
(b) Award recommendation ________________________________
(c) Fixed-Budget: best technical proposal within the budget (evaluated price)  Name ________________________________
(d) Least-Cost: lowest evaluated price proposal above minimum qualifying score  Name ________________________________
## Form IVB. Adjustments—Currency Conversion—Evaluated Prices

<table>
<thead>
<tr>
<th>Consultants’ Names</th>
<th>Proposals’ prices&lt;sup&gt;a&lt;/sup&gt;</th>
<th>Adjustments&lt;sup&gt;b&lt;/sup&gt;</th>
<th>Evaluated price(s)</th>
<th>Conversion to currency of evaluation&lt;sup&gt;c&lt;/sup&gt;</th>
<th>Financial scores&lt;sup&gt;d&lt;/sup&gt;</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Currency</td>
<td>Amounts (1)</td>
<td>(2)</td>
<td>Exchange rate(s) (4)</td>
<td>Proposals’ prices (5) = (3)(4)</td>
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<td>(3) = (1) + (2)</td>
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### Notes:

a. Comments, if any (e.g., exchange rates); three foreign currencies maximum, plus local currency.

b. Arithmetical errors and omissions of items included in the technical proposals. Adjustments may be positive or negative.

c. As per RFP.

d. 100 points to the lowest evaluated proposal; other scores to be determined in accordance with provisions of RFP.

e. Value of one currency unit in the common currency used for evaluation purposes, normally the local currency (e.g., US$1 = 30 rupees). Indicate source as per RFP.

14 For Quality-Based, Qualifications, and Single-Source, fill out only up to column 3.
# Form IVC. QCBS—Combined Technical/Financial Evaluation—Award Recommendation

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<tbody>
<tr>
<td></td>
<td>Technical scores S(t)</td>
<td>Weighted scores S(t) × T</td>
<td>Financial scores S(f)</td>
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<td></td>
<td>Technical rank</td>
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<th></th>
<th>S(t) T + S(f) F</th>
<th>Rank</th>
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<tbody>
<tr>
<td>Award recommendation</td>
<td>To highest combined technical/financial score.</td>
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<tr>
<td>Consultant’s name:</td>
<td>___________________________</td>
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</table>

a. See Form IIB.
b. T = As per RFP.
c. See Form IVB.
d. F = as per RFP.
### Form IVD. Fixed-Budget and Least-Cost Selection—Award Recommendation

<table>
<thead>
<tr>
<th>Consultants’ names</th>
<th>Fixed-Budget Selection</th>
<th>Least-Cost Selection</th>
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</thead>
<tbody>
<tr>
<td></td>
<td>Technical scores&lt;sup&gt;a&lt;/sup&gt;</td>
<td>Evaluated prices&lt;sup&gt;b&lt;/sup&gt;</td>
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**Award recommendation**
- To best technical score with evaluated price within budget.  
  Consultant’s name: __________________________
- To lowest evaluated price above minimum qualifying score.  
  Consultant’s name: __________________________

<sup>a</sup> See Form IIB.  
<sup>b</sup> See Form IVB.

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<sup>15</sup> Fill in appropriate part of form.
Section V. Annexes

Annex I. Individual Evaluations
   Form V Annex I(i). Individual Evaluations
   Form V Annex I(ii). Individual Evaluations—Key Personnel

Annex II. Information Data Monitoring

Annex III. Minutes of Public Opening of Financial Proposals

Annex IV. Request for Proposals

Annex V. Miscellaneous Annexes—Ad Hoc

Annex I applies to Quality-Based, Fixed-Budget and Least-Cost. For Qualifications and Single-Source, it is replaced by a review of the strengths and weaknesses of the proposal, which may be amended by one or several evaluators.
## Annex I (i). Individual Evaluations

Consultant’s name: ______________________________

<table>
<thead>
<tr>
<th>Criteria/Sub-Criteria</th>
<th>Maximum Scores</th>
<th>Evaluators</th>
<th>Average Scores</th>
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<tbody>
<tr>
<td></td>
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<td>1</td>
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<td>Experience</td>
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<td>Transfer of Knowledge (Training*)</td>
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<td>Participation by Nationals*</td>
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a. If specified in the RFP

1. Evaluator’s Name: ______________________  Signature: ______________  Date: _________
2. Evaluator’s Name: ______________________  Signature: ______________  Date: _________
3. Evaluator’s Name: ______________________  Signature: ______________  Date: _________
4. Evaluator’s Name: ______________________  Signature: ______________  Date: _________
5. Evaluator’s Name: ______________________  Signature: ______________  Date: _________
Annex I(ii) Individual Evaluations—Key Personnel

Consultant’s Name: ____________________________

<table>
<thead>
<tr>
<th>Key Staff Names</th>
<th>Maximum Scores</th>
<th>General Qualification ( )b</th>
<th>Adequacy for the Assignment ( )b</th>
<th>Experience in Region ( )b</th>
<th>Total Marks (100)</th>
<th>Scores</th>
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Total

a. Sometimes evaluations are made by groups instead of individuals. Each group (e.g. financial group) has a weight. The group score is obtained by the weighted scores of the members of the group. For example, the score of a group of three individuals scoring a, b, and c would be ax + by + cz with x, y, and z representing the respective weights of the members (x + y + z = 1) in this group.

b. Maximum marks as per RFP

Name of Evaluator: __________________ Signature: __________________ Date: __________
Annex II. Information Data Monitoring

5.1 Loan/credit/grant
   (a) number
   (b) date of effectiveness
   (c) closing date
      (i) original
      (ii) revised

5.2 General Procurement Notice
   (a) first issue date
   (b) latest update

5.3 Request for expressions of interest\textsuperscript{17}:
   (a) publication in *United Nations Development Business* (UNDB)\textsuperscript{17}
      Date __________________________
   (b) publication in national local newspaper(s)
      Name of newspaper(s) and date(s) __________

5.4 Did the use of price as a factor of selection change the final ranking?\textsuperscript{18} Yes _________ No __________

5.5 Did the use of “local input” as a factor of selection change the technical ranking?\textsuperscript{19} Yes _________ No __________

\textsuperscript{17} \textsuperscript{17} Required for large contracts (see Guidelines).

\textsuperscript{18} Compare technical rank with rank in Form IVC.

\textsuperscript{19} \textsuperscript{19} Figure out technical scores with and without “local input” (Form IIB).
Annex III. Minutes of Public Opening of Financial Proposals

MINUTES

[The minutes should indicate the names of the participants in the proposal opening session, the proposal prices, discounts, technical scores, and any details that the Client, at its discretion, may consider appropriate.

All attendees must sign the Minutes.]

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20 Annex III applies to QCBS, Fixed-Budget, and Least-Cost.
Annex IV. Request for Proposals\textsuperscript{21}

[A Standard Request for Proposals must be used for World Bank-financed contracts in excess of US$200,000. The Bank also recommends the use of the Standard Request for Proposals document for smaller contracts to simplify its prior review (i.e., when the Borrower cannot issue the document without the Bank’s no-objection). The Standard Request for Proposals is available on the Bank’s Internet site (http://www.worldbank.org/html/opr/procure/conspage.html) and in the Bank InfoShop at the following address:

\textit{The World Bank InfoShop}
\textit{701 18th Street, N.W.}
\textit{Rm. J 1-060}
\textit{Washington, D.C. 20433, U.S.A.}
\textit{1.202.458-5454}
\textit{books@worldbank.org}].

\textsuperscript{21} Annex IV applies to all selection procedures (The Bank Standard Request for Proposals may be used for Qualifications and Single-Source, with appropriate modifications).
Annex V. Miscellaneous Annexes—Ad Hoc