1. *To technically qualify for a specific category of service (Lot), bidders must submit their proposals under the modality (1) and/or (2). The modalities are the following:*

*(1).  Skilled personal: The bidders present to UNICEF adequately skilled personnel for the specific service(s) (for the overall Lot and not to a sub Lot) described here when invited to submit candidates against specific asks.*

*(2). Full outsourcing: The bidders present to UNICEF adequately technical proposal to undertake the project for a specific required service(s) (for the overall Lot and not to a sub Lot) described here when invited to submit proposal against specific asks.*

***Scope of Work and Required Services:******(TOR\_innovation Sheet) - Page 2***  
***Question:*  
Let me summarize if we get the point correctly, the skilled personal modality is assigning specific personnel or resources for the service (whole lot) when invited to submit??  
But in the full outsourcing, what is meant by presenting adequately technical proposal???** *(Do you mean that the project will be bidden as an overall or what??)* **And advise if it is needed to be clarified in this technical sheet we are preparing right now?? or when we are invited to submit an offer for the project??** *(Since we need to analyze the requirements and needs)*

**Skilled personal** refers to sending the expert (as required) to work in our offices or our partners locations’ on a pre-defined scope.   
                **Full Outsourcing**  refers to the designated provider executing the project, after defining the type and number of the required expertise.

                The bidder may submit his proposal to any of the beforementioned modalities or both, as indicated in the TOR along the required docs

1. ***In the services table - Pages 2, 3, 4 & 5  
     
   Question:***

**The proposed company must fulfill with the available knowledge and expertise in the lots** *(complete)* **and not obligatory to cover all the lots???**

                Yes, a bidder may apply for a specific lot ( all services within the lot)

1. *Verifiable knowledge and experience with the relevant technical skill set as indicated for each of the services presented above; Credentials of teams that would be candidates for assignments will be required with professional references and concrete examples of working products will be requested****Mandatory Qualification Requirements that shall be included in the vendor proposal – Page 5******Question:***

**What credentials of the teams are needed and what is the type of professional references and examples needed??****Please clarify if this point was misunderstood or not???**

                A bidder is required to show and prove

1. the level and diversity of expertise (according to the lot being applied to)
2. Portfolio ( Previous projects)
3. References
4. ***Question:*Regarding the technical sheet do you suggest a specific structure/format for solving each point in the lots table with our expertise** *(as they are divided in your TOR sheet)***?**

As divided in the TOR

**Regarding the proven knowledge  of the CPIMS+ Primero tech stack: is it required for all Lots or only for specific lots ? May you please specify on which lots is this mandatory requirement applicable ?**

Only the specific lots where mentioned in the TOR

**Regarding the payment, will it be done via bank wire transfer from outside Lebanon (Fresh USD) ? Please specify the mode and source of funds. Fresh money**