

EVALUATION GRID FOR FIXED-PRICE CONTRACTS

	Maximum
1. UNDERSTANDING OF THE TDR	10
Clear understanding of objectives (SO1, SO2)	5
Good understanding of the challenges of the Chinese timber market (price /quality dynamics,etc)	5
2. PROPOSED METHODOLOGY	40
Consistency of the qualitative approach (interviews+ literature review) with the objectives	15
Structure, relevance of questions, adaptation to both target groups	15
Ability to define a relevant and balanced sample (industrials+ professional buyers)	10
3. EXPERIENCE	40
Experience in market analysis (≥5 years)	15
Knowledge of the Chinese timber market	10
Professional network in China	10
Native proficiency in Chinese and full professional proficiency in English and/or French	5
4. Quality of planning & feasibility	10
Realism of the proposed schedule (37 working days)	5
Concrete and actionable recommendations for producers	5
Overall rating	100

Strengths	
Weaknesses	

Minimum threshold for bids to be considered technically acceptable and eligible for financial evaluation: overall score of at least 75 points.