**International Center for Agribusiness Research**

**and Education (ICARE) Foundation**

**Address: 74 Teryan Street,Yerevan 0009, Armenia**

**Email:** [anim@icare.am](mailto:anim@icare.am)

**3 September, 2021**

**TENDER INVITATION LETTER**

*Dear Sr/Madam*

*You are invited to participate in Procurement Procedure for theTrainer Services to ICARE Foundation (74 Teryan Street,Yerevan 0009, Armenia) within the Promoting the Black Sea region as a wine tourism destination (TheSeaOfWine/BSB-1034) project funded by European Union.*

*Services to be Provided*

You are required to provide the following services. Please refer to Appendix 1 for the detailed specifications of services.

1. **Trainer: Conducting training on the following topics: Wine Tour Guiding, Wine Destination Product Management, Sustainable Destination Management/-Deliverable D.T2.3.2**

*Validity of the Tender*

The tender is valid for 10 working days from the date of receipt.

*Eligibility Requirements*

To be eligible for consideration of this tender, you should meet and submit proof of the requirements and documents as detailed at Appendix 2.

*Exclusion and Selection Criteria*

You should abide to the exclusion criteria and selection criteria specified as a declaration form in Appendix 3.

*Submission of Tender*

Please submit the duly completed and signed Form of Tender (Appendix 4) and Declaration Form(Appendix 3) electronically via the email [anim@icare.am](mailto:anim@icare.am) in English no later than 10/12/2021 at 18.00.

Please note that it is the responsibility of the tenderer to study the specification and requirements before submitting the tender, to ensure that your tender is fully, completely and correctly uploaded and sent before the time limit for receipt (18.00).

*We hope this opportunity is of interest to you and we look forward to hearing from you soon.*

Yours Faithfully

Date: 03.09.2021

**Ani Asatryan**

**Project Manager**

​"Promoting The Black Sea Region as a Wine Tourism Destination" Project

ICARE Foundation

74 Teryan Str., 0009 Yerevan, Armenia

Tel.: +37410 52 28 39, 56 41 77

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E-mail: [anim@icare.am](mailto:anim@icare.am)

**APPENDIX 1**

**Services to be provided by the Communication and PR specialist**

* Conduct trainings to wine tourism industry representatives on topics: Wine Tour Guiding, Wine Destination Product Management, and Sustainable Destination Management.
* Prior to trainings, work closely (in English) with the selected local or international expert to get acquainted with the materials that are being developed as well as contribute by a certain level of co-working and local adaptation of the materials.
* Ensure the total hours of actual training: 20 hours to an auditorium of 15-20 people,.
* Conduct the learning assessment based on training provided.

**APPENDIX 2**

**Requirements:**

1. Solid experience in offering training to business sector auditoria on the topics related to wine tourism, tourism, sales of tourism products.
2. Practical experience in the sector of and tourism and wine tourism.
3. Bachelor’s degree or above in Tourism, Wine Business, Economics, Management, or any related field.
4. Excellent written and verbal communication skills in English.
5. Highly computer literacy with capability in email, MS Office, PowerPoint or similar.

**Documents to be provided:**

1. Copies of Diploma Bachelor/Master’s degree
2. Curriculum Vitae

**APPENDIX 3**

**Declaration on honour on  
exclusion criteria and selection criteria**

The undersigned \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_, representing:

|  |  |
| --- | --- |
| (*only for natural persons*) himself or herself | (*only for legal persons*) the following legal person: |
| ID or passport number:  (‘the person’) | Full official name:  Official legal form:  Statutory registration number**:**  Full official address:  VAT registration number:  (‘the person’) |

The person is not required to submit the declaration on exclusion criteria if the same declaration has already been submitted for the purposes of another award procedure of the same contracting authority, provided the situation has not changed, and that the time that has elapsed since the issuing date of the declaration does not exceed one year.

In this case, the signatory declares that the person has already provided the same declaration on exclusion criteria for a previous procedure and confirms that there has been no change in its situation:

|  |  |
| --- | --- |
| **Date of the declaration** | **Full reference to previous procedure** |
|  |  |

I – Situations of exclusion concerning the person

|  |  |  |
| --- | --- | --- |
| 1. declares that the above-mentioned person is in one of the following situations: | YES | NO |
| 1. it is bankrupt, subject to insolvency or winding-up procedures, its assets are being administered by a liquidator or by a court, it is in an arrangement with creditors, its business activities are suspended or it is in any analogous situation arising from a similar procedure provided for under Union or national legislation or regulations; | ☐ | ☐ |
| 1. it has been established by a final judgement or a final administrative decision that the person is in breach of its obligations relating to the payment of taxes or social security contributions in accordance with the applicable law; | ☐ | ☐ |
| 1. it has been established by a final judgement or a final administrative decision that the person is guilty of grave professional misconduct by having violated applicable laws or regulations or ethical standards of the profession to which the person belongs, or by having engaged in any wrongful conduct which has an impact on its professional credibity where such conduct denotes wrongful intent or gross negligence, including, in particular, any of the following: |  | |
| (i) fraudulently or negligently misrepresenting information required for the verification of the absence of grounds for exclusion or the fulfilment of eligibility or selection criteria or in the performance of a contract or an agreement; | ☐ | ☐ |
| (ii) entering into agreement with other persons with the aim of distorting competition; | ☐ | ☐ |
| (iii) violating intellectual property rights; | ☐ | ☐ |
| (iv) attempting to influence the decision-making process of the contracting authority during the award procedure; | ☐ | ☐ |
| (v) attempting to obtain confidential information that may confer upon it undue advantages in the award procedure***;*** | ☐ | ☐ |
| 1. it has been established by a final judgement that the person is guilty of any of the following: |  | |
| (i) fraud, within the meaning of Article 3 of Directive (EU) 2017/1371 and Article 1 of the Convention on the protection of the European Communities' financial interests, drawn up by the Council Act of 26 July 1995; | ☐ | ☐ |
| (ii) corruption, as defined in Article 4(2) of Directive (EU) 2017/1371 or active corruption within the meaning of Article 3 of the Convention on the fight against corruption involving officials of the European Communities or officials of Member States of the European Union, drawn up by the Council Act of 26 May 1997, or conduct referred to in Article 2(1) of Council Framework Decision 2003/568/JHA, as well as corruption as defined in other applicable laws; | ☐ | ☐ |
| (iii) conduct related to a criminal organisation, as referred to in Article 2 of Council Framework Decision 2008/841/JHA; | ☐ | ☐ |
| (iv) money laundering or terrorist financing, within the meaning of Article 1(3), (4) and (5) of Directive (EU) 2015/849 of the European Parliament and of the Council; | ☐ | ☐ |
| (v) terrorist offences or offences linked to terrorist activities, as defined in Articles 1 and 3 of Council Framework Decision 2002/475/JHA, respectively, or inciting, aiding, abetting or attempting to commit such offences, as referred to in Article 4 of that Decision; | ☐ | ☐ |
| (vi) child labour or other offences concerning trafficking in human beings as referred to in Article 2 of Directive 2011/36/EU of the European Parliament and of the Council; | ☐ | ☐ |
| 1. it has shown significant deficiencies in complying with the main obligations in the performance of a contract or an agreement financed by the Union’s budget, which has led to its early termination or to the application of liquidated damages or other contractual penalties, or which has been discovered following checks, audits or investigations by a contracting authority, the European Anti-Fraud Office (OLAF) or the Court of Auditors; | ☐ | ☐ |
| 1. it has been established by a final judgment or final administrative decision that the person has committed an irregularity within the meaning of Article 1(2) of Council Regulation (EC, Euratom) No 2988/95; | ☐ | ☐ |
| 1. it has been established by a final judgment or final administrative decision that the person has created an entity under a different jurisdiction with the intent to circumvent fiscal, social or any other legal obligations in the jurisdiction of its registered office, central administration or principal place of business. | ☐ | ☐ |
| 1. (*only for legal persons*) it has been established by a final judgment or final administrative decision that the person has been created with the intent provided for in point (g). | ☐ | ☐ |
| 1. for the situations referred to in points (c) to (h) above the person is subject to: 2. facts established in the context of audits or investigations carried out by the European Public Prosecutor's Office after its establishment, the Court of Auditors, the European Anti-Fraud Office (OLAF) or the internal auditor, or any other check, audit or control performed under the responsibility of an authorising officer of an EU institution, of a European office or of an EU agency or body; 3. non-final judgments or non-final administrative decisions which may include disciplinary measures taken by the competent supervisory body responsible for the verification of the application of standards of professional ethics; 4. facts referred to in decisions of entities or persons being entrusted with EU budget implementation tasks; 5. information transmitted by Member States implementing Union funds; 6. decisions of the Commission relating to the infringement of Union competition law or of a national competent authority relating to the infringement of Union or national competition law; or 7. decisions of exclusion by an authorising officer of an EU institution, of a European office or of an EU agency or body. | ☐  ☐  ☐  ☐  ☐  ☐ | ☐  ☐  ☐  ☐  ☐  ☐ |

II – Situations of exclusion concerning natural or legal persons with power of representation, decision-making or control over the legal person and beneficial owners

***Not applicable to natural persons, Member States and local authorities***

|  |  |  |  |
| --- | --- | --- | --- |
| 1. declares that a natural or legal person who is a member of the administrative, management or supervisory body of the above-mentioned legal person, or who has powers of representation, decision or control with regard to the above-mentioned legal person (this covers e.g. company directors, members of management or supervisory bodies, and cases where one natural or legal person holds a majority of shares), or a beneficial owner of the person (as referred to in point 6 of article 3 of Directive (EU) No 2015/849) is in one of the following situations: | YES | NO | N/A |
| Situation (c) above (grave professional misconduct) | ☐ | ☐ | ☐ |
| Situation (d) above (fraud, corruption or other criminal offence) | ☐ | ☐ | ☐ |
| Situation (e) above (significant deficiencies in performance of a contract ) | ☐ | ☐ | ☐ |
| Situation (f) above (irregularity) | ☐ | ☐ | ☐ |
| Situation (g) above (creation of an entity with the intent to circumvent legal obligations) | ☐ | ☐ | ☐ |
| Situation (h) above (person created with the intent to circumvent legal obligations) | ☐ | ☐ | ☐ |
| Situation (i) above | ☐ | ☐ | ☐ |

III – Situations of exclusion concerning natural or legal persons assuming unlimited liability for the debts of the legal person

|  |  |  |  |
| --- | --- | --- | --- |
| 1. declares that a natural or legal person that assumes unlimited liability for the debts of the above-mentioned legal person is in one of the following situations [***If yes, please indicate in annex to this declaration which situation and the name(s) of the concerned person(s) with a brief explanation***]: | YES | NO | N/A |
| Situation (a) above (bankruptcy) | ☐ | ☐ | ☐ |
| Situation (b) above (breach in payment of taxes or social security contributions) | ☐ | ☐ | ☐ |

IV – Grounds for rejection from this procedure

|  |  |  |
| --- | --- | --- |
| 1. declares that the above-mentioned person: | YES | NO |
| Was previously involved in the preparation of the procurement documents used in this award procedure, where this entailed a breach of the principle of equality of treatment including distortion of competition that cannot be remedied otherwise. | ☐ | ☐ |

V – Remedial measures

If the person declares one of the situations of exclusion listed above, it must indicate measures it has taken to remedy the exclusion situation, thus demonstrating its reliability. This may include e.g. technical, organisational and personnel measures to prevent further occurrence, compensation of damage or payment of fines or of any taxes or social security contributions. The relevant documentary evidence which illustrates the remedial measures taken must be provided in annex to this declaration. This does not apply for situations referred in point (d) of this declaration.

VI – Evidence upon request

Upon request and within the time limit set by the contracting authority the person must provide information on natural or legal persons that are members of the administrative, management or supervisory body or that have powers of representation, decision or control, including legal and natural persons within the ownership and control structure and beneficial owners.

It must also provide the following evidence concerning the person itself and the natural or legal persons on whose capacity the person intends to rely, or a subcontractor and concerning the natural or legal persons which assume unlimited liability for the debts of the person:

For situations described in (a), (c), (d), (f), (g) and (h), production of a recent extract from the judicial record is required or, failing that, an equivalent document recently issued by a judicial or administrative authority in the country of establishment of the person showing that those requirements are satisfied.

For the situation described in point (b), production of recent certificates issued by the competent authorities of the State concerned are required. These documents must provide evidence covering all taxes and social security contributions for which the person is liable, including for example, VAT, income tax (natural persons only), company tax (legal persons only) and social security contributions. Where any document described above is not issued in the country concerned, it may be replaced by a sworn statement made before a judicial authority or notary or, failing that, a solemn statement made before an administrative authority or a qualified professional body in its country of establishment.

The person is not required to submit the evidence if it has already been submitted for another award procedure of the same contracting authority. The documents must have been issued no more than one year before the date of their request by the contracting authority and must still be valid at that date.

The signatory declares that the person has already provided the documentary evidence for a previous procedure and confirms that there has been no change in its situation:

|  |  |
| --- | --- |
| **Document** | **Full reference to previous procedure** |
| *Insert as many lines as necessary.* |  |

VII – Selection criteria

|  |  |  |  |
| --- | --- | --- | --- |
| 1. declares that the above-mentioned person complies with the selection criteria applicable to it individually as provided in the tender documents: | YES | NO | N/A |
| 1. It has the legal and regulatory capacity to pursue the professional activity needed for performing the contract as required in section [*insert*] of the contract notice/Instructions to tenderers; | ☐ | ☐ | ☐ |
| 1. It fulfills the applicable economic and financial criteria indicated in section [*insert*] of the contract notice/Instructions to tenderers; | ☐ | ☐ | ☐ |
| 1. It fulfills the applicable technical and professional criteria indicated in section [*insert*] of the contract notice/Instructions to tenderers. | ☐ | ☐ | ☐ |

***Please adapt the table above to the criteria indicated in the tender documents (i.e. insert extra rows for each criterion or delete irrelevant rows).***

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| 1. if the above-mentioned person is the **sole tenderer** or the **leader in case of consortium**, declares that: | YES | NO | N/A | |
| 1. the tenderer, including all members of the group in case of consortium and including subcontractors if applicable, complies with all the selection criteria for which a consolidated asseessment will be made as provided in the tender documents. | ☐ | ☐ | | ☐ |

VIII – Evidence for selection

The signatory declares that the above-mentioned person is able to provide the necessary supporting documents listed in the relevant sections of the tender documents and which are not available electronically upon request and without delay.

The person is not required to submit the evidence if it has already been submitted for another procurement procedure of the same contracting authority. The documents must have been issued no more than one year before the date of their request by the contracting authority and must still be valid at that date.

The signatory declares that the person has already provided the documentary evidence for a previous procedure and confirms that there has been no change in its situation:

|  |  |
| --- | --- |
| **Document** | **Full reference to previous procedure** |
| *Insert as many lines as necessary.* |  |

***The above-mentioned person must immediately inform the contracting authority of any changes in the situations as declared.***

***The above-mentioned person may be subject to rejection from this procedure and to administrative sanctions (exclusion or financial penalty) if any of the declarations or information provided as a condition for participating in this procedure prove to be false.***

Full name Date Signature

**APPENDIX 4**

**Form of Tender**

For the position of Trainer at *ICARE Foundation (74 Teryan Street,Yerevan 0009, Armenia) within the Promoting the Black Sea region as a wine tourism destination (TheSeaOfWine/BSB-1034) project funded, having examined the terms and conditions stipulated in the Tender Invitation Letter I \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_hereby offer to*

*Name,Surname*

*provide all the Services in conformity with the tender offer details for the sum of Armenian Drams \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_*

* I agree to abide by this Tender for a period up to 31.12.2021 from the date of submission thereof and that it may be accepted at any time before the expiry of that period.
* I understand that the Employer is not bound to accept the lowest or any tender he may receive.

**Name:**

**Surname:**

**Signature:**

**Date**