

THURSDAY TRAINING

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d'madd

Digital Maldives for
Adaptation, Decentralization
and Diversification





Navigating New Horizons

The DMADD team carries out monthly workshops named 'ThursdayTraining'. These short trainings aim to facilitate knowledge sharing among its members. The sessions are planned to be conducted on the last Thursday of every month.

The primary objective of these workshops is to enhance mutual understanding and upskilling among team members, ultimately contributing to the achievement of the project's overarching goals. The D'MADD team will share insights related to their work as well as have the chance to impart valuable experiences and life lessons that could benefit the entire team.

This initiative not only promotes professional growth but also strengthens the bonds within the DMADD team, setting a positive tone for collaborations and teamwork.



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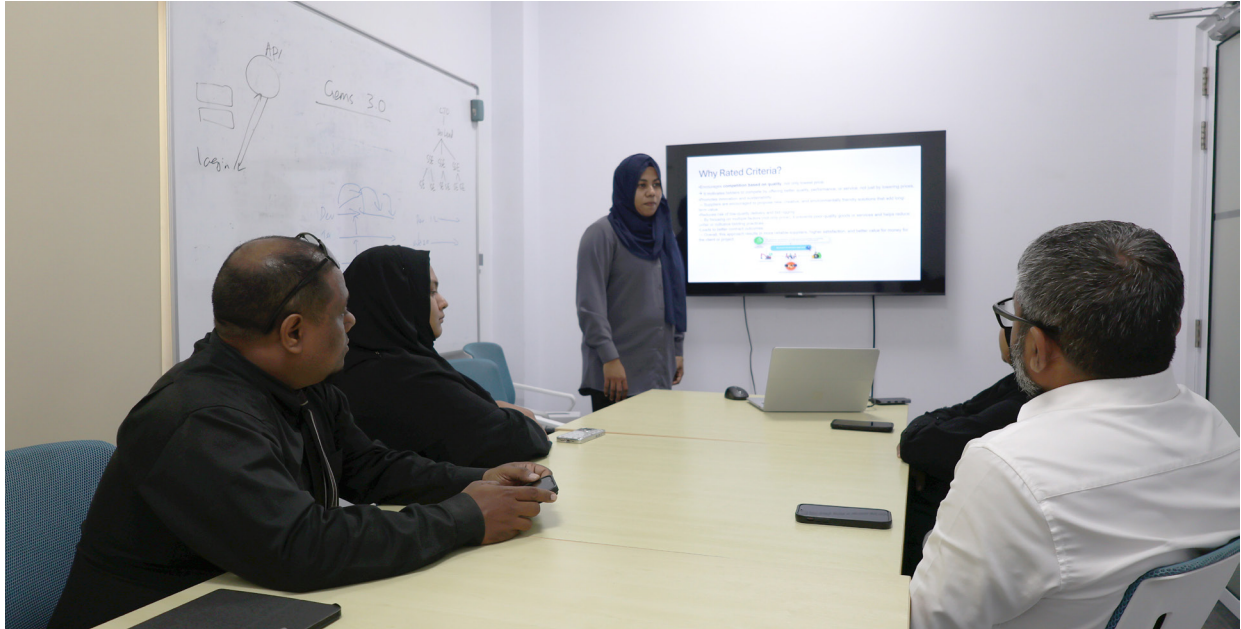
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Rated Criteria to Evaluate Bids and Proposals

30 October 2025



This presentation, delivered by Shama Ahmed Raheed, Procurement Specialist, on October 30, 2025, provides an overview of using rated criteria to evaluate bids and proposals in procurement processes. It highlights the importance of assessing non-price attributes—such as quality, sustainability, and innovation—to achieve the best value for money. The session explains why rated criteria are increasingly required in international procurements, outlines the methodology for scoring and weighting bids, and demonstrates how this approach leads to better contract outcomes and encourages competition based on quality rather than just price.

Rated Criteria to Evaluate Bids and Proposals

Thursday Training



Introduction to Rated Criteria

- Rated Criteria evaluate **non-price attributes** (e.g., quality, sustainability, innovation).
- Aim: achieve Value for Money (VfM) — best balance between cost and quality.
- Rated Criteria is required for most International Procurements from **September 1st, 2023**
- From 2025, mandatory for all international procurements using World Bank SPDs.

- Rated Criteria are not mandatory for:
 - Pharmaceuticals
 - Vaccines
 - Commodities
 - Cases Where direct selection will be used



Rated Criteria are mandatory for **most** new international Procurements advertised or invited on or after **September 1, 2023**, using a Bank Standard Procurement Document (SPD).



Two-envelope process must be used for all Procurements that use Rated Criteria to support the independent evaluation of technical aspects.



Why Rated Criteria?

- Encourages **competition based on quality**, not only lowest price.
 - It motivates bidders to compete by offering better quality, performance, or service, not just by lowering prices.
- Promotes innovation and sustainability.
 - Suppliers are encouraged to propose new, creative, and environmentally friendly solutions that add long-term value.
- Reduces risk of low-quality delivery and bid rigging.
 - By focusing on multiple factors (not only price), it prevents poor-quality goods or services and helps reduce unfair or collusive bidding practices.
- Leads to better contract outcomes
 - Overall, this approach results in more reliable suppliers, higher satisfaction, and better value for money for the client or project.



Qualification vs. Rated Criteria

Qualification Criteria	Rated Criteria
Pass/Fail	Scored and Weighted
Assesses bidder capability	Assesses offer quality
Example: Experience, licenses	Example: technical approach, quality, sustainability

Note: Rated Criteria are qualitative Evaluation Criteria that help measure technical differentiation of Bids and Proposals and thereby determine the one that offers the best

How Weighting Works

Procurement Risk/Value	Technical Weight (%)
High Risk / High Value	50–80%
High Risk / Low Value	60–100%
Moderate / High Value	10–40%
Moderate / Low Value	20–30%

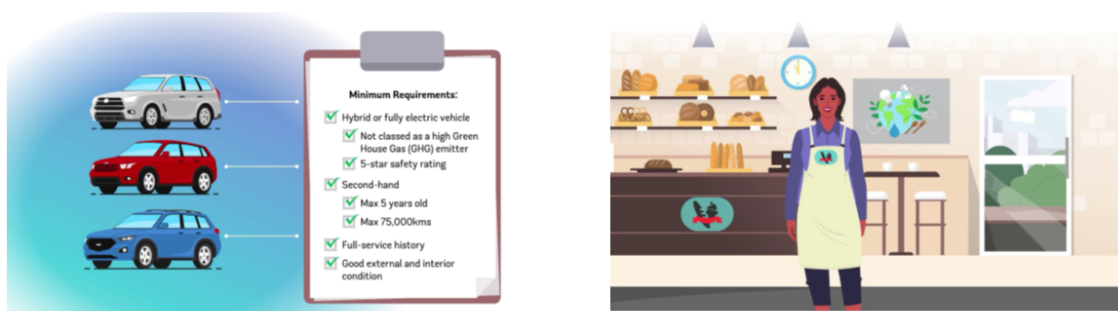
Note: That the same Evaluation Criteria – including Qualification and Rated Criteria – and the methodology for applying them as defined in the evaluation approach, must be later published in the Procurement Documents. This will allow the potential Bidders and Proposers to understand the criteria by which their Bid or Proposal will be evaluated, and what criteria are the least to most important to the Borrower.

Scoring Methodology

- Each criterion is scored using four performance levels:
- Excellent (90–100%) – exceeds requirements
- Satisfactory (70–89%) – meets all requirements
- Marginal (50–69%) – partial compliance
- Unsatisfactory (0%) – non-compliant
- Minimum technical score = 70 points.

Applying Rated Criteria: Example

- Zara owns a **local bakery** on the outskirts of a main city.
- She wants to start **customer deliveries** within 10 km of the city.
- She plans to buy a **vehicle** for her business that's efficient and environmentally friendly.



Shortlisted Vehicles

Vehicle	Type	Passengers	Interior	Special Features
A	Plug-in Hybrid	6	Fabric	Foldable seats
B	Plug-in Hybrid 4WD	4	Leather	Good traction
C	Fully Electric 4WD	6	Vinyl	Easy cleaning, foldable seats

Zara's Evaluation Approach

- Zara uses **Rated Criteria** to compare the vehicles.
- Weightings:**
 - Technical Aspects: **60%**
 - Financial Aspects: **40%**
- Objective:** Find the **best value for money**, not just the lowest price.


Technical Score Aspects

#	RATED CRITERIA	WEIGHT	Score	Description
1	Readily Usable as Delivery Vehicle for Bakery and as Taxi (or Ride Share) Service	50%	0	Doesn't meet Zara's requirements
2	Minimizes Green House Gas (GHG) Emissions	25%	1	Partially meets Zara's requirements
3	Easy and Quick to Clean	15%	2	Fully meets Zara's requirements
4	Comfortable to Drive on Unsealed Roads	10%	3	Exceeds Zara's requirements (i.e. offers additional benefits)

Weighted Technical Scores


Rated Criteria	Weighting	Vehicle A		Vehicle B		Vehicle C	
		Large Plug-in Hybrid		Medium Plug-in Hybrid 4-wheel Drive		Large Fully Electric 4-wheel Drive	
		Score (0-3)	Weighted Score	Score (0-3)	Weighted Score	Score (0-3)	Weighted Score
Readily Usable as Delivery Vehicle for Bakery and as Taxi (or Ride Share) Service	50%	3	150	2	100	3	150
Minimizes Green House Gas (GHG) Emissions	25%	2	50	2	50	3	75
Easy and Quick to Clean	15%	2	30	1	15	3	45
Comfortable to Drive on Unsealed Roads	10%	1	10	3	30	3	30
Total Weighted Score for Technical Aspects	(100%)	---	240	---	195	---	300
Overall Weighted Technical Score	(@60%)	48		39		60	

Financial cost score



Financial Cost		Vehicle A	Vehicle B	Vehicle C
		Large Plug-in Hybrid	Medium Plug-in Hybrid 4-wheel Drive	Large Fully Electric 4-wheel Drive
Purchase Price		\$12,500	\$11,800	\$16,000
Running Costs (based on 3 years/60,000kms)		\$11,400	\$14,400	\$9,800
Total Cost Ownership		\$23,900	\$26,200	\$25,800
Weighted Score for Financial Cost Aspects (Comparative)		100	91	93
Overall Weighted Financial Score	@40%	40	36	37

Combine Scores



Final Scores		Vehicle A	Vehicle B	Vehicle C
		Large Plug-in Hybrid	Medium Plug-in Hybrid 4-wheel Drive	Large Fully Electric 4-wheel Drive
Overall Weighted Technical Score	(@60%)	48	39	60
Overall Weighted Financial Score	(@40%)	40	36	37
Combined Score	(100%)	88	75	97
Rank		2	3	1

Zara's Final Decision

-  **Vehicle C** achieved the **highest combined technical and financial score**.
-  Though not the **cheapest option**, it offers the **best overall value**.
-  Can serve **dual purposes** — delivery and taxi use (5 foldable seats, 6 passengers).
-  **Fully electric** – lowest greenhouse gas emissions among all options.
-  **Vinyl interior** – easy to clean between bakery runs and taxi service.
-  **4-wheel drive** – performs well on both city roads and unsealed routes.
-  **Conclusion:** Vehicle C delivers the best functionality, sustainability, and long-term cost efficiency.

Challenges & Mitigation

Challenge	Mitigation
Supplier complaints	Clear, transparent criteria
Subjectivity	Defined scoring scales & documentation
Weak evaluation capacity	Training & multi-disciplinary evaluation team
Integrity risks	Separation of technical & financial evaluation; Probity Advisor



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Ministry of Homeland
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