

Mandatory Criteria	Evidence of registration and tax payments.	Y/N
	Evidence of liability insurance	Y/N
	Ability to demonstrate attainment of Certificate of Authorization to fly from Malawi Department of Civil Aviation (MDCA)	Y/N
	Drone pilots must have authorization to pilot a drone from, any accredited drone operation licensing authority inside or outside Malawi.	Y/N

Technical Criteria	Description	Maximum Points	Sub Points
Technical Capability	Documented results of previous flight tests, including data on reliability of vehicles and safety	30	5
	Demonstration of comprehensive safety protocols and processes and how this will be applied to LTA		5
	Demonstrated ability to determine flight paths between defined points to avoid obstacles		4
	Previous experience working with the MDCA is preferable		4
	Demonstration of all criteria as outlined in the TOR for UAVs and Flight Management		6
	Demonstration of all criteria as outlined in the TOR for Image Capturing and Analysis		6
Methodology	Clear and effective methodology/approach on how the company will carry out the tasks including management, monitoring and quality assurance process	20	13
	How the organisation structure can provide support to the needs of UNICEF and be able to deliver requirements in a timely manner		7
Company Profile	At least three (3) years of demonstrated experience in operating UAVs and/or demonstrated experience in using UAVs for imagery and mapping purposes	15	10
	Demonstrated experience in humanitarian or development response or under hardship conditions		5
Client References	Proof of 3 similar assignments undertaken in last 5 years demonstrating a proven track record with good feedback from clients	15	15
Team composition, CV's and experience	Clear Team Composition with well defined roles and responsibilities (provide CVs of team members)	20	10
	Project Manager/Focal Point between organisation and UNICEF, exclusively working on UNICEF project		6
	Preferred to be able to demonstrate education in remote sensing, photogrammetry, and/or geography, or training in aerial mapping use cases, fundamentals of drone image capture, techniques for capturing aerial data for mapping.		4

Total **100** **100**

Distribution of Scoring

Technical 70
Financial 30
Total 100

Note: Minimum Score = 70%, therefore minimum score = 70