



DEPARTMENT OF FOREIGN AFFAIRS
KAGAWARAN NG UGNAYANG PANLABAS



BIDS AND AWARDS COMMITTEE

BAC Resolution No. HO-082-24

RESOLUTION RECOMMENDING, BY REFERENDUM, AWARD OF CONTRACT THROUGH NEGOTIATED PROCUREMENT UNDER SECTION 53.6 (SCIENTIFIC, SCHOLARLY OR ARTISTIC WORK, EXCLUSIVE TECHNOLOGY AND MEDIA SERVICES) FOR THE PROCUREMENT OF CONSULTANCY SERVICES FOR THE CONDUCT AND IMPLEMENTATION OF COMPETENCY-BASED CUSTOMER SERVICE, EFFECTIVE COMMUNICATION, AND LEADERSHIP COMMUNICATION WORKSHOPS FOR THE DEPARTMENT OF FOREIGN AFFAIRS ("DFA")

WHEREAS, in line with the Department's shift to a Competency-based Human Resources Management System, the Department of Foreign Affairs ("DFA"), through its Human Resources Management Office ("HRMO"), requires the services of an institution or organization to design and implement programs that will address the competency gaps of DFA personnel identified in the 2019 Training Needs Analysis conducted by Ateneo Center for Organization Research and Development ("CORD") for the DFA.

WHEREAS, the Human Resources Management Office ("HRMO") intends to procure consultancy services for the conduct and implementation of Competency-based Customer Service, Effective Communication, and Leadership Communication Workshops for the Department of Foreign Affairs ("DFA");

WHEREAS, the procurement of consultancy service for the conduct and implementation of Competency-based Customer Service, Effective Communication, and Leadership Communication Workshops for the DFA with an Approved Budget for the Contract ("ABC") of *One Million Five Hundred Thousand Pesos* (PhP 1,500,000.00) only, chargeable against HRMO's FY 2024 MOOE under Training Expenses, is included in the Department's Annual Procurement Plan for FY 2024;

WHEREAS, Section 53 of the 2016 Revised Implementing Rules and Regulations ("IRR") of Republic Act ("RA") No. 9184, otherwise known as the "Government Procurement Reform Act of 2003", allows an agency to resort to Negotiated Procurement;

WHEREAS, further, Section 53.6 of the said revised IRR can be resorted where Goods, Infrastructure Projects and Consulting Services can be contracted from a particular supplier, contractor or consultant as determined by the Head of the Procuring Entity ("HoPE"), for any of the following requirements, *inter alia*: (b) Scientific, academic, scholarly work or research or legal services;

WHEREAS, the Bids and Awards Committee ("BAC"), after taking into consideration all relevant factors, finds that the awarding of the procurement of consultancy service for the conduct and implementation of Competency-based Customer Service, Effective Communication, and Leadership Communication

Workshops for the DFA may be done under Section 53.6(b) of the 2016 revised IRR of RA 9184;

WHEREAS, pursuant to Annex "H" of the 2016 Revised IRR of RA 9184, the End-User shall conduct a market study and determine the probable sources;

WHEREAS, HRMO submitted to the BAC the following market study results: Human Resource Innovations and Solutions, Inc. (PhP1,500,000.00; failed, bidder is not compliant with the Terms of Reference ("TOR")); Inspire Leadership Consultancy (PhP 1,487,360.00; failed, bidder is not compliant with the TOR); and **Guthrie-Jensen Consultants, Inc.** (PhP 1,500,000.00);

WHEREAS, both Human Resource Innovations and Solutions, Inc. and Inspire Leadership Consultancy are not compliant with the requirements indicated in the TOR, specifically under item no. IV which states that, "The accommodation and mobilization expenses of the resource person/subject matter expert and their support staff for the conduct of the onsite/face-to-face Customer Service Workshop shall be borne by the Consultant";

WHEREAS, after conducting a thorough market study, the end-user unit determined that the **Guthrie-Jensen Consultants, Inc.** is compliant with the TOR and could undertake the project at more advantageous terms in the amount of *One Million Five Hundred Thousand Pesos* (PhP 1,500,000.00) only;

NOW, THEREFORE, we, the Members of the Bids and Awards Committee of the Department, RESOLVE to RECOMMEND to the Head of the Procuring Entity the resort to Negotiated Procurement under Section 53.6 (Scientific, Scholarly or Artistic Work, Exclusive Technology and Media Services) as the alternative method of procurement for the procurement of consultancy service for the conduct and implementation of Competency-based Customer Service, Effective Communication, and Leadership Communication Workshops for the DFA from **Guthrie-Jensen Consultants, Inc.**, subject to the abovementioned requirements, and provided that existing auditing rules and regulations shall be strictly observed by the end-user.

ADOPTED, this 22nd day of April 2024, Pasay City.


RALY L. TEJADA
BAC Chairperson


Digitally signed by Arvic V. Arevalo
ARVIC V. AREVALO
BAC Vice Chairperson


PAULO V. SARET
BAC Member



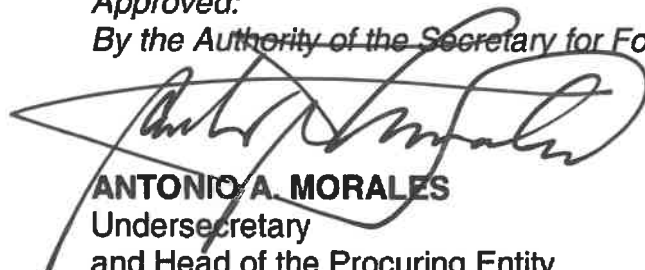
ALEX O. VALLESPIN
BAC Member



CHRISTOPHER B. MONTERO
Representative of the End-user

Approved:

By the Authority of the Secretary for Foreign Affairs:



ANTONIO A. MORALES
Undersecretary
and Head of the Procuring Entity



DEPARTMENT OF FOREIGN AFFAIRS
KAGAWARAN NG UGNAYANG PANLABAS
NOTICE OF AWARD



22 April 2024

Sir/Madam:

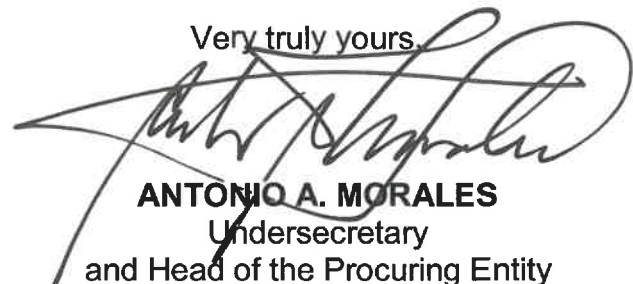
Please be informed that, upon the recommendation of the Bids and Awards Committee ("BAC") of the Department of Foreign Affairs ("DFA") as contained in its Resolution No. **HO-082-24**, the DFA is awarding the contract on the following project/procurement to your firm, **Guthrie-Jensen Consultants, Inc.:**

| Project Title | End-User Unit |
|---|---------------|
| PROCUREMENT OF CONSULTANCY SERVICES FOR THE CONDUCT AND IMPLEMENTATION OF COMPETENCY-BASED CUSTOMER SERVICE, EFFECTIVE COMMUNICATION, AND LEADERSHIP COMMUNICATION WORKSHOPS FOR THE DEPARTMENT OF FOREIGN AFFAIRS ("DFA") | HRMO |

The contract has a total cost of *One Million Five Hundred Thousand Pesos* (PhP 1,500,000.00) only, inclusive of taxes and other lawful charges.

This award and the implementation of the project/procurement are subject to the signing of a contract and compliance with all applicable accounting and auditing rules and regulations.

Very truly yours,


ANTONIO A. MORALES
Undersecretary
and Head of the Procuring Entity

Guthrie-Jensen Consultants, Inc.
4/F Ace Bldg. 101-103 Rada Cor. Dela Rosa Sts.
San Lorenzo, Makati City