

Tender GMT017/25-26 Annexure A.1: Pre-Qualification Evaluation

Bidder Name	

ANNEXURE A.1

Instruction: Please su	bmit the completed information	n in this sheet, labeled as 'Annexure B.1 - Professional Team Composition'. Rows can be added as nsure that printer settings is set as 'Fit Sheet on One Page'.	required. When printing, pleasee	SCORING I	npleted with
Criteria	Description	Information Required	Supporting Evidence (Please provide file name of attachment)	Vos	No
	The bidder must be a legally registered entity (company, partnership, joint venture, or sole proprietor) with proof of valid registration and, where applicable, a valid partnership or joint venture agreement	Entity Name: Entity Registration Nr: Relevant Professional Field (Company): Entity Registration Confirmation attached: Yes/No Entity CV attached: Yes/No Name of person responsible for management of project:		Proceed to Functional Evaluation	Disqualification
(0) 0 1 2 11		Position in Entity:			
collaboration partners/ support service providers	The Service Provider may, if required, include sub-consultants via contractual arrangement.	Name and surname: Company Name: ECSA Registration Number: Registration Certificate Attached: Yes/No Field of expertise: Years of Experience in the proffessional field: Professional CV attached: Yes/No Decription of relationship with bidding company:		Proceed to Eurotional	Disqualification
Environmental Engineer	The responsible person (coastal environmental engineer) must be registered with the Engineering Council of South Africa (ECSA) and have at least five year of experience in coastal protection engineering. The engineer must have a proven track record in delivering similar projects.	Person responsible for project: Urban Design Plans : Name Company Name: Position: Field of expertise: Years of Experience in the field: (5 years and more=yes; less than 5 years = No) Professional CV attachedYes/No		Proceed to Functional Evaluation	Disqualification

(c) Experience of	The responsible person (EAP) must	Person responsible for project: EAP:		1	Proceed to Functional	Disqualification
responsible person:	be registered with EAPASA and have	Person responsible for project. EAF.			Evaluation	Disqualification
Environmental Assessment Practitioner (EAP)	at least five years of experience in environmental impact assessments,	Name				
` ,	coastal biodiversity management, and coastal rehabilitation.	Company Name:				
		Position:				
		Field of expertise:				
		Years of Experience in the field:				
		(5 years and more=yes; less than 5 years = No) Professional CV attached Yes/No				
(d) Experience and Knowledge of Responsible	The responsible person (horticulturist/coastal biodiversity	Person responsible for project: Horticulturist/Coastal Biodiversity Specialist:			Proceed to Functional Evaluation	Disqualification
Person: Horticulturist or	specialist) must have at least 5 years	Name			Evaluation	
Coastal Biodiversity Specialist	of experience in coastal vegetation rehabilitation, indigenous coastal plant	Company Name:				
	species, and ecosystem restoration, as well as a proven knowledge of	Position:				
	coastal plant species selection for	Field of expertise:				
	the area.	Years of Experience in the field:				
		(5 years and more=yes; less than 5 years = No) Professional CV attachedYes/No				
Experience of Responsible	The responsible person (coastal	Person responsible for project: Coastal Boardwalk Design Specialist			Proceed to Functional	Disqualification
Person: Coastal Boardwalk Design Specialist	boardwalk design specialist) must				Evaluation	·
	designing boardwalks in coastal	Name				
	environments.	Company Name:				
		Position:				
		Field of expertise:				
		Proven Experience in the field: (Yes/No)	D () 10V			
		attachedYes/No	Professional CV			
Other - Please list		Person responsible for project: Coastal Boardwalk Design Specialist			N/A	N/A
persons/companies that will be part of the project team	of this person	Name				
(Please copy this cell for additional team members)		Company Name:				
		Position:				
		Field of expertise:				
		Proven Experience in the field: (Yes/No)	2			
		attachedYes/No	Professional CV			
		1				



Tender GMT017/25-26 Annexure A.2: Functionality Evaluation - Criterion 1.1

Bidder Name:

▼ THE CITY FOR ALL REASONS	Bidder Name:				
ANNEXURE A.2					
Instruction: Please submit the comp	leted information in this sheet, labeled as 'Annexure A.2 - Project Team Experience'. Ensure that printer setti	i			
			Scoring Method		Max score 130
	Information Required (to be tabulated herein)				
Description	Statements (filled in below)illustrating most relevant projects (maximum 2) in the project field, including the following information on each project. Portfolios for each project to be attached. Please name attachment appropriately. Include photographs where available.		Scoring Criteria	Weight	Score Awarded
The experience of the bidder in completing	PROJECT 1				
coastal risk analysis, interpretation, and	Project name:	Scoring Criteria in column F	The project shows minimal	5 Points	
mitigation, by listing the four most applicable (most similar in type& scope to the Project)	Project name:	will be used. Points will be	relevance to coastal risk analysis	5 Folitis	
examples of projects completed or in process.		awarded based on the	or interpretation. It does not		
		relevance, depth of analysis,	reference principles of erosion,		
Example pages/documents should be		and level of involvement in	accretion, or the impacts of		
attached if projects are not shown in Company		coastal risk analysis and interpretation.	The project provides a basic	10 Points	
CV's. (Documents/examples of more than one example can be attached, but the details of		interpretation.	analysis of coastal risk,		
the four most relevant projects to be noted in		A maximum of 20 points can	considering some natural processes like erosion or		
this schedule)		be awarded for each listed	accretion, but lacks detail. The		
		project	impact of climate change may be		
	Client & contact:		The project provides a detailed	15 Points	
			coastal risk assessment, including thorough analysis of erosion,		
			accretion, and other natural		
			processes (e.g., sediment		
			transport, storm surge) in relation		
			to climate change. The		
			assessment includes clear, well-		
			documented analysis of how these processes affect coastal		
			vulnerability over time, and it may		
			include predictions of future		
			coastal change. Climate change		
	Description (extent and deliverables to illustrate relevance to tender project scope)		The project includes an advanced,	20 Points	
			scientifically sound coastal risk analysis that integrates natural		
			coastal processes (erosion,		
			accretion), climate change		
			impacts, and uses sophisticated		
			risk assessment tools (e.g.,		
			predictive modeling, scenario planning). The project goes		
			beyond basic risk identification to		
			include in-depth analysis of long-		
			term trends, both natural and		
			climate-driven, that affect coastal		
			ecosystems and communities. Comprehensive vulnerability		
	Document reference: (Title):		[Empty cell]	[empty cell]	1
	Role of service provider in project:		[()	
	Project fees:				
	Timeframe (Year & period):				
	PROJECT 2				
	Project name:	Scoring Criteria in column F	The project shows minimal	5 Points	
		will be used. Points will be awarded based on the	relevance to coastal risk analysis or interpretation. It does not		
		relevance, depth of analysis,	reference principles of erosion,		
		and level of involvement in	accretion, or the impacts of		
	Project locality and spatial extent:	coastal risk analysis and	The project provides a basic	10 Points	
	·	interpretation.	analysis of coastal risk,		
		A maximum of 20 points can	considering some natural		
		be awarded for each listed	processes like erosion or accretion, but lacks detail. The		
		project.	impact of climate change may be		

The experience of the bidder in completing coastal dune rehabilitation plans, by listing the two most applicable (most similar in type& scope to the Project) examples of projects completed or in process. Example pages/documents should be attached if projects are not shown in Company	Project name: Project locality:	Scoring Criteria in column F will be used. Points will be awarded based on the relevance, depth of analysis, and level of involvement in coastal risk analysis and interpretation.	The project provides a detailed coastal risk assessment, including thorough analysis of erosion, accretion, and other natural processes (e.g., sediment transport, storm surge) in relation to climate change. The assessment includes clear, well-documented analysis of how these processes affect coastal vulnerability over time, and it may include predictions of future coastal change. Climate change The project includes an advanced, scientifically sound coastal risk analysis that integrates natural coastal processes (erosion, accretion), climate change impacts, and uses sophisticated risk assessment tools (e.g., predictive modeling, scenario planning). The project goes beyond basic risk identification to include in-depth analysis of long-term trends, both natural and climate-driven, that affect coastal ecosystems and communities. Comprehensive vulnerability assessments, as well as adaptive [empty cell]	15 Points 20 Points 5 Points	
CVs. (Documents/examples of more than one example can be attached, but the details of the four most relevant projects to be noted in this schedule)	Client & contact:	A maximum of 20 points can be awarded for the listed project.	limited detail. There is minimal or unclear visual documentation (e.g., pictures or sketches). Environmental impacts are considered but not thoroughly assessed. Basic coastal protection The project provides a clear and detailed methodology for coastal dune rehabilitation. Clear, actionable strategy for coastal protection, with consideration for adjacent properties. Visual documentation is included but may	15 Points	
example can be attached, but the details of the four most relevant projects to be noted in	Client & contact:	can be awarded for the	unclear visual documentation (e.g., pictures or sketches). Environmental impacts are considered but not thoroughly assessed. Basic coastal protection The project provides a clear and detailed methodology for coastal dune rehabilitation. Clear, actionable strategy for coastal protection, with consideration for adjacent properties. Visual documentation is included but may lack detailed illustrations.	15 Points	
example can be attached, but the details of the four most relevant projects to be noted in		can be awarded for the	unclear visual documentation (e.g., pictures or sketches). Environmental impacts are considered but not thoroughly assessed. Basic coastal protection The project provides a clear and detailed methodology for coastal dune rehabilitation. Clear, actionable strategy for coastal protection, with consideration for adjacent properties. Visual documentation is included but may lack detailed illustrations. Environmental impacts are		
example can be attached, but the details of the four most relevant projects to be noted in	Client & contact: Description (extent and deliverables to illustrate relevance to tender project scope)	can be awarded for the	unclear visual documentation (e.g., pictures or sketches). Environmental impacts are considered but not thoroughly assessed. Basic coastal protection The project provides a clear and detailed methodology for coastal dune rehabilitation. Clear, actionable strategy for coastal protection, with consideration for adjacent properties. Visual documentation is included but may lack detailed illustrations. Environmental impacts are The project includes a well- defined, detailed methodology for rehabilitation with clear steps and	15 Points	
example can be attached, but the details of the four most relevant projects to be noted in		can be awarded for the	unclear visual documentation (e.g., pictures or sketches). Environmental impacts are considered but not thoroughly assessed. Basic coastal protection The project provides a clear and detailed methodology for coastal dune rehabilitation. Clear, actionable strategy for coastal protection, with consideration for adjacent properties. Visual documentation is included but may lack detailed illustrations. Environmental impacts are The project includes a well- defined, detailed methodology for rehabilitation with clear steps and timelines. Visual documentation		
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example can be attached, but the details of the four most relevant projects to be noted in		can be awarded for the	unclear visual documentation (e.g., pictures or sketches). Environmental impacts are considered but not thoroughly assessed. Basic coastal protection The project provides a clear and detailed methodology for coastal dune rehabilitation. Clear, actionable strategy for coastal protection, with consideration for adjacent properties. Visual documentation is included but may lack detailed illustrations. Environmental impacts are The project includes a well- defined, detailed methodology for rehabilitation with clear steps and timelines. Visual documentation (photos, diagrams, maps) is		
example can be attached, but the details of the four most relevant projects to be noted in		can be awarded for the	unclear visual documentation (e.g., pictures or sketches). Environmental impacts are considered but not thoroughly assessed. Basic coastal protection The project provides a clear and detailed methodology for coastal dune rehabilitation. Clear, actionable strategy for coastal protection, with consideration for adjacent properties. Visual documentation is included but may lack detailed illustrations. Environmental impacts are The project includes a well- defined, detailed methodology for rehabilitation with clear steps and timelines. Visual documentation (photos, diagrams, maps) is included to clearly demonstrate the rehabilitation process. Environmental impacts are	20 Points	
example can be attached, but the details of the four most relevant projects to be noted in	Description (extent and deliverables to illustrate relevance to tender project scope) Role of service provider in project: Timeframe (Year & period):	can be awarded for the	unclear visual documentation (e.g., pictures or sketches). Environmental impacts are considered but not thoroughly assessed. Basic coastal protection The project provides a clear and detailed methodology for coastal dune rehabilitation. Clear, actionable strategy for coastal protection, with consideration for adjacent properties. Visual documentation is included but may lack detailed illustrations. Environmental impacts are The project includes a well- defined, detailed methodology for rehabilitation with clear steps and timelines. Visual documentation (photos, diagrams, maps) is included to clearly demonstrate the rehabilitation process.		
example can be attached, but the details of the four most relevant projects to be noted in	Description (extent and deliverables to illustrate relevance to tender project scope) Role of service provider in project:	can be awarded for the	unclear visual documentation (e.g., pictures or sketches). Environmental impacts are considered but not thoroughly assessed. Basic coastal protection The project provides a clear and detailed methodology for coastal dune rehabilitation. Clear, actionable strategy for coastal protection, with consideration for adjacent properties. Visual documentation is included but may lack detailed illustrations. Environmental impacts are The project includes a well- defined, detailed methodology for rehabilitation with clear steps and timelines. Visual documentation (photos, diagrams, maps) is included to clearly demonstrate the rehabilitation process. Environmental impacts are	20 Points	
example can be attached, but the details of the four most relevant projects to be noted in	Description (extent and deliverables to illustrate relevance to tender project scope) Role of service provider in project: Timeframe (Year & period):	can be awarded for the	unclear visual documentation (e.g., pictures or sketches). Environmental impacts are considered but not thoroughly assessed. Basic coastal protection The project provides a clear and detailed methodology for coastal dune rehabilitation. Clear, actionable strategy for coastal protection, with consideration for adjacent properties. Visual documentation is included but may lack detailed illustrations. Environmental impacts are The project includes a well- defined, detailed methodology for rehabilitation with clear steps and timelines. Visual documentation (photos, diagrams, maps) is included to clearly demonstrate the rehabilitation process. Environmental impacts are	20 Points	

	Client & contact:	awarded based on the relevance, depth of analysis, and level of involvement in coastal risk analysis and interpretation. A maximum of 20 points	The project includes a basic rehabilitation methodology with limited detail. There is minimal or unclear visual documentation (e.g., pictures or sketches). Environmental impacts are considered but not thoroughly	10 Points	
	Description (extent and deliverables to illustrate relevance to tender project scope)	can be awarded for the listed project	assessed. Basic coastal protection The project provides a clear and detailed methodology for coastal dune rehabilitation. Clear, actionable strategy for coastal protection, with consideration for adjacent properties. Visual	15 Points	
	Document reference: (Title):		documentation is included but may The project includes a well- defined, detailed methodology for rehabilitation with clear steps and timelines. Visual documentation (photos, diagrams, maps) is included to clearly demonstrate the rehabilitation process. Environmental impacts are thoroughly assessed and addressed in detail, showing consideration for both short- and	20 Points	
	Role of service provider in project: Timeframe (Year & period):		[empty cell]	[empty cell]	
The experience of the bidder in designing					
coastal boardwalks considering site conditions by listing the two most applicable (most similar in type& scope to the Project)	Project name:	Points allocated on relative relevance, extent of projects and level of involvement.	The project does not relate to coastal boardwalk design and lacks consideration of site	0 Points	
examples of projects completed or in process. Example pages/documents should be	Project locality:	Maximum of 10 points per listed project:	The project involves boardwalk design, but not in a coastal environment or lacks site-specific	2-4 Points	
attached if projects are not shown in Company CV's. (Documents/examples of more than one example can be attached, but the details of the four most relevant projects to be noted in	Client & contact:		The boardwalk design is within a coastal environment and demonstrates consideration of site conditions (e.g erosion, tides, dune	5-9 Points	
this schedule)	Description (extent and deliverables to illustrate relevance to tender project scope)		The project is directly comparable in type and scope and demonstrates boardwalk design in sandy coastal environments comparible to conditions in Wilderness Beach.	10 Points	
	Document reference: (Title):		[empty cell]	[empty cell]	
	Role of service provider in project:				
	Timeframe (Year & period):				
	PROJECT 2 Project name:	Points allocated on relative	The project does not relate to	0 Points	
		relevance, extent of projects and level of involvement.	coastal boardwalk design and lacks consideration of site		
	Project locality:	Maximum of 10 points per listed project:	The project involves boardwalk design, but not in a coastal environment or lacks site-specific	2-4 Points	
	Client & contact:		The boardwalk design is within a coastal environment and demonstrates consideration of site conditions (e.g. erosion, tides, dune	5-9 Points	
	Description (extent and deliverables to illustrate relevance to tender project scope)		The project is directly comparable in type and scope and demonstrates boardwalk design in sandy coastal environments comparible to conditions in Wilderness Beach.	10 Points	
	Document reference: (Title):		[empty cell]	[empty cell]	
	Role of service provider in project:				
The experience of the bidder in developing	Timeframe (Year & period):				
annroyed FIA annications energically	THOUGHT TO THE				

dune maintenance managment plans by listing the two most applicable (most similar in type& scope to the Project) examples of projects completed or in process.	Project name:	Points allocated on project compliance to NEMA EIA Regulations for MMPs and level of EAP involvement.	Project not relevent to EIA application development and submission for a Maintenance Management Plan (MMP) for	5 Points	
Example pages/documents should be attached if projects are not shown in Company CV's. (Documents/examples of more than one example can be attached, but the details of the four most relevant projects to be noted in this schedule)	Project locality: Client & contact:	Maximum of 15 points per listed project	The project has relevence to an MMP for coastal dune rehabilitation. EAP is registered with EAPASA. However, the EAP's involvement is either not mentioned or lacks clarity on their role in preparing or submitting the dune maintenance management plan. Project shows compliance to EAP is registered with EAPASA.	10 Points	
			nvironmental authorisation successfully obtainedScope of the Coastal Dune MMP is comparible to the site conditions of the Wilderness Dune. Detailed mitigation measures addressing environmental impacts (such as coastal erosion, biodiversity, and ecological integrity), with clear action plans for long-term monitoring and maintenance. EAP directly invlovled in Public		
	Description (extent and deliverables to illustrate relevance to tender project scope)		[empty cell]	[empty cell]	
	Document reference: (Title):				
	Role of service provider in project: Timeframe (Year & period):				
	PROJECT 2				
	Project name:	Points allocated on project compliance to NEMA EIA Regulations for MMPs and level of EAP involvement.	Project not relevent to EIA application development and submission for a Maintenance Management Plan (MMP) for	5 Points	
	Project locality:	Maximum of 15 points per listed project	The project has relevence to an MMP for coastal dune rehabilitation. EAP is registered with EAPASA. However, the EAP's involvement is either not mentioned or lacks clarity on their role in preparing or submitting the dune maintenance management plan. Project shows compliance to	15 Points	
	Client & contact:		EAP is registered with EAPASA. nvironmental authorisation successfully obtainedScope of the Coastal Dune MMP is comparible to the site conditions of the Wilderness Dune. Detailed mitigation measures addressing environmental impacts (such as coastal erosion, biodiversity, and ecological integrity), with clear action plans for long-term monitoring and maintenance. EAP directly involved in Public	15 Points	

Description (extent and deliverables to illustrate relevance to tender project scope)	[empty cell]	[empty cell]	
Document reference: (Title):			
Role of service provider in project:			
Timeframe (Year & period):			



Tender GMT017/25-26 Annexure A.3: Functionality Evaluation - Criterion 1.2

Bidder Name

Annexure A.3

A.3 - Project Team Capacity'. Ensure that the relevant headings and section headings are reflected in the separate document		Scoring Method		Max Score 20
Description	Information Required	Scoring Criteria Weight		Score Awarded
The bidder must demonstrate that the project team (including key personnel and subconsultants) has the time, resources, and organisational capacity to complete the project within the allocated timeframe.	The submission must include the following: (a) Team Composition - Provide a list of all personnel who will be part of the project. - Specify their roles and responsibilities within the project. - Include any relevant certifications or industry accreditations that validate technical competency.	The service provider has one or more team members (but not all) meeting the desired qualifications. The team composition is below the ideal, with only partial compliance to the desired team structure as listed in the ToR. Team members may have less than 5 years of relevant experience, which reduces their ability to complete the project on time. Team members' qualifications or expertise are not adequately demonstrated through CVs, project history, or publications.	5 Points	
	 (b) Organisational Capacity and Availability Describe how the bidder will manage time and internal resources to meet project timelines, including: Current workload and active project commitments. Capacity buffers (e.g. ability to scale up staff or substitute if needed). Any anticipated constraints (e.g. team members working on other projects) and how these will be mitigated. 	may be lacking one member or more with specific expertise. The team members have some relevant experience (e.g., 3-5 years) and can likely complete the project within the allocated timeframe. Relevant CVs and qualifications are provided for some team members, though may lack full documentation. The project manager has experience in coastal engineering and dune rehabilitation but may not have the required 10+ years of direct experience.	10 Points	
	(c) Resource Readiness - Provide a summary of available technical and administrative resources to	The service provider has a complete project team, meeting most of the desired qualifications and expertise for all key positions as per the ToR. Team members have sufficient relevant experience, with at least 5 years of experience in their respective fields. Clear evidence of qualifications and project experience is provided for all team members. The team is able to manage technical, environmental, and logistical aspects of the project and is well positioned to meet deadlines.	15 Points	
	scheduling, quality assurance, and reporting. - Any logistical or operational support relevant to this type of work. (d) Past Project Delevery - Provide at least three references from previous clients for similar projects, including contact details for verification.	years for the project lead, 5+ years for other specialists). The team includes a registered Coastal Environmental Engineer, an EAP with 5+ years of relevant experience, and a specialist in coastal biodiversity/rehabilitation. Additional team members are adequately motivated for. The project manager has at least 10 years of experience in coastal engineering and dune rehabilitation. The team has comprehensive documentation of qualifications and prior successful projects, with clear references and proven ability to deliver on time. The team composition reflects strong internal capacity to manage both the technical design and administrative coordination, allowing them to meet all project milestones on time.	20 Points	



Tender GMT017/25-26 Annexure A.4: Functionality Evaluation - Criterion 2

Bidder Name

Jnderstanding and Methodology '. En separate document.	sure that the relevant headings and section headings are reflected in the	Scoring Method		Max Score	40
Description	Required Information	Scoring Criteria	Weight	Score Awa	rded
The service provider must demonstrate a clear understanding of the project's ntent (scope) and deliverables by submitting a written proposal (maximum of three pages).	This write-up must: (a) Provide a concise explanation of the expected final deliverables. (b) Detail how the final product will be used to achieve the project objectives.	The submission demonstrates little to no understanding of the project intent. There is no clear connection between the proposed approach and the expected outcomes, or the response is overly vague.	5 Points		
	(c) Show comprehension of key project requirements, challenges, and intended outcomes. (d) Describe how the service provider's approach will ensure successful	The submission addresses some elements of the project scope but lacks clarity or detail. There is some indication of understanding the project's objectives (e.g., rehabilitation of dunes and baseline analysis) but lacks clear, actionable strategies or depth in the explanation.	10 Points		
	implementation of the deliverables.	The demonstrates a logical understanding of the project's scope and lists a clear and logical approach to achieving the intended outcomes. The submission details the key components of the dune rehabilitation and maintenance management plan, and the coastal risk baseline analysis is adequately addressed. However, some minor details may be missing or unclear.	15 Points		
		The submission clearly demonstrates a thorough understanding of the project scope and provides a well-organised, detailed, and thoughtful response. The service provider explains how they will achieve the final product, including a clear approach for dune rehabilitation, maintenance, and coastal risk baseline analysis. The submission highlights how the plan will be used for long-term management and aligns with project objectives. The response shows evidence of extensive research, understanding of environmental impacts, and a practical, feasible strategy.	20 Points		
The service provider must demonstrate understanding of the project process and approach, including the associated timelines. This should be presented in the form of a draft project work plan (maximum of two pages)	The project workplan must: (a) Provide a structured plan for executing the project. (b) Illustrates the steps required to develop each deliverable.	The workplan is vague, lacks structure, or is incomplete. No clear timeline, roles, or deliverables are listed. Key project components (tasks, deadlines, responsible parties) are missing or unclear. Appears generic and not relevent to the specific project.	5 Points		
(maximum of two pages)	(c) Specifies key milestones and expected completion dates. (d) Identify the role of each team member.	Provides a general outline of tasks but lacks detail in timeline or responsible parties. Some activities are identified, but sequencing and dependencies are unclear. Limited consideration of how tasks will be achieved. May include minor inconsistencies or gaps in project structure.	10 Points		
	(e) Decribe the project reporting and feedbackprotocol and intervals for the Municicpal resposible person.	Clearly structured with a breakdown of tasks and deliverables. Assigns responsibility to team members or roles. Includes a reasonable timeline with milestones. Demonstrates an understanding of project phases but may lack minor details or refinement.	15 Points		
		Well-structured, comprehensive, and specific to the project. Clearly outlines what will be done, when, and by whom, with logical sequencing of tasks. Demonstrates an understanding of the project scope, dependencies, and critical milestones. Realistic and practical approach to implementation. Reflects effective project management principles and a well-thought-out execution plan.	20 Points		