
In-Country Value



Announcement of the ICV Commercial Evaluation
Formula for Tenders in the Energy Sector.

Applying ICV in commercial evaluation of tenders in the Energy Sector (ICV SCORECARD)

1 Apply Boundary Condition: exclude bids higher by 10% or 5% than the lowest bid

- 10% if tender \leq QAR 200m
- 5% if tender between QAR200m and QAR 500m

2 Apply commercial score formula: $\text{Commercial bid X (1 - ICV\%)}$

Example: • Bidder A Bid Price = 300,000,000 QAR

• Bidder A ICV score = 40%

• Bidder A commercial score = $300,000,000 \times (1 - 0.40) = \underline{180,000,000}$ ← commercial score



3 Award bidder with the lowest commercial score (Awarded bidder price)

Bid Scenario					
Supplier	Commercial Bid (QAR mn)	Boundary Condition (10%*)	ICV Score	Commercial Score	Bidding Decision
Bidder 1	120	✓	41%	70.8	Winning Bid (QAR 120mn)
Bidder 2	160	✗	47%	N/A	Disqualified (boundary condition)
Bidder 3	116	✓	38%	71.9	
Bidder 4	115	✓	35%	74.8	
Total awarded contract value = QAR 120mn					

Applying ICV in commercial evaluation of tenders in the Energy Sector (ICV PLAN)

- 1 Apply Boundary Condition:** exclude bids higher 5% than the lowest bid
 - 5% if tender between QAR 500m and QAR 2000m
 - Case by case if tender ≥ QAR 2000m

2 Apply commercial score formula: Commercial bid X (1 - ICV%)

Example: • Bidder A Bid Price = QAR 1,000,000,000
 • Bidder A ICV score = 20%
 • Bidder A commercial score = 1,000,000,000 x (1 - 0.2) = **800,000,000** ← commercial score



3 Award bidder with the lowest commercial score (Awarded bidder price)

4 Total awarded contract value = Lowest bid price + ICV plan provisional sum

5 ICV Plan provisional sum: Awarded bidder price – lowest bidder

Bid Scenario

Supplier	Commercial Bid (QAR mn)	Boundary Condition (5%*)	ICV Score	Commercial Score	Bidding Decision
Bidder 1	723	✓	41%	426.6	Winning Bid (QAR 723mn)
Bidder 2	765	✗	47%	N/A	Disqualified (boundary condition)
Bidder 3	699	✓	38%	433.4	
Bidder 4	690	✓	35%	448.5	

Total awarded contract value = 690mn + 33mn ICV Plan provisional sum (723mn – 690mn) = QAR 723mn