

Methods applied to select beneficiaries

Project entitled “**Enhancing the capacity of Intermediary Business Organisations in Nepal**” (ECIBON) awarded under Asia Invest – Alliance from European Commission. To make Nepalese Intermediary Business Organizations better equipped to service local businesses as well as their European intermediary counterparts in order to facilitate trade between Europe and Asia by:

- Capacity-building
- Policy analyses & information provision
- The development of new business opportunities through networking are the essence of the project.

Why we are selecting IBOs as our Beneficiary?

(Based on project proposal page number 14)

It is clearly mentions in the project document that target group should be:

- at least 15 direct beneficiaries whose capacity can be strengthened through training, information provision and a strengthened and broadened network
- 80 indirect beneficiaries whose capacity will be developed in mainly two areas through regional seminars.

Beneficiaries will be involved mainly in following activities:

- courses / seminars on different subjects related to trade between Nepal and Europe
- assessment of opportunities for potential trade and trade-related procedures and requirements with reference to trade between Nepal and the EU and
- The establishment of a Nepalese and international IBO-network.

The 15 IBO-network organizations should be selected on the basis of:

- Transportation access
- All 5 regions need to be represented fairly,
- Kathmandu needs to be represented,
- Size, experience and resources of selected beneficiaries need to differ among each other,
- Capacity building is required.

Proposed procedure for the selection:

For 10 IBOs

- i. Approach different federation of IBOs e.g. FNCCI, FNCSIN, FNCSI
- ii. Forward evaluation form (questionnaire) to IBOs affiliated mentioned federations
- iii. Collect filled out evaluation forms from different IBOs
- iv. Evaluate based on the scoring criteria
- v. Selection of IBOs based on score from each region

For 5 IBOs

From various commodity/ other associations/ chambers having export potentiality to Europe
Eg. Carpet, Tea and Coffee,

Evaluation checklist for the selection of 15 direct beneficiaries

Please fill the following information

Section A - General Information

A. Name of the IBO:

B. Contact address:.....

Tel No:..... Fax.....

E-mail:.....

C. Name of the contact person

D. Geographical Region:

ER-M	MR-M	WR-M	MER-M	FWR-M
ER-H	MR-H	WR-H	MER-H	FWR-H
ER- T	MR - T	WR- T	MER- T	FWR- T

ER= Eastern Region

WR= Western Region

FWR= Far Western Region

MR= Mid Region

MWR= Mid Western Region

M- Mountain

H- Hill

T- Terai

Section B- Information for Evaluation

1. Establishment date:Year.....Month (please attach a copy of registration certificate)

(0-3 = 3; 3-5=6; 5+years= 10)

2. Office setup

(2.5 for each of the followings)

i. Secretariat office

ii. Telephone

iii. Computer

iv. Internet/ email

3. Human resource

i. Available for participation in the ECIBON Program from Secretariat

a. Graduate – (5) b. Undergraduate- (3) c. English literate –(2)

ii. Available for participation in the ECIBON Program from Executive Committee

a. Graduate – (5) b. Undergraduate- (3) c. English literate –(2)

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4. Membership status

a. On the basis of number

i. More than 51 **5**

ii. 26-50 **3**

iii. Up to 25 **2**

b. Members’ product/ service having export potential to EU market or already have working relationship with companies in the EU. **(if “Yes” -5)**

i. Yes ii. No

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Performance of the organization

a. Program/ activities carried out by the organization over last three years – **3**
(Please attach supporting document)

b. Financial capabilities (Please attach balance sheet of last three years) – **3**

c. Please include your willingness to learn from the project and co-operate ECIBON Project. **-2**

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d. How do you utilize the project’s support regarding capacity building after participating as project beneficiary? **-2**

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Section C- Other information

- a. What are the future activities you are planning for next three years? (Please add additional sheet if required)

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- b. What is the potentiality in terms of trade and commerce of your region?

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Score Sheet

Q. No.	Score
1	
2-i	
2-ii	
2-iii	
2-iv	
3-i	
3-ii	
4-a	
4-b	
5 -a	
5- b	
5-c	
5-d	
Total	