European Bank
for Reconstruction and Development

PROCUREMENT QUICK GUIDE

RATED CRITERIA

Evaluating quality and value – not just price

What are Rated Criteria?

Rated Criteria are non-price evaluation factors used to assess the qualitative aspects of Proposals.

Combined with Economic Criteria, they enable a balanced assessment of Value for Money (VfM), ensuring that the selected Participant is not simply the lowest priced, but the one best positioned to deliver the required outcomes.

Rated Criteria enable clients to evaluate dimensions of a Proposal that:

- are not appropriately assessed through Qualification Criteria or Pass/Fail Technical Requirements;
- cannot be meaningfully reduced to price or cost; and
- are fundamental to successful delivery and Value for Money.

Why use Rated Criteria?

Improved Project Outcomes – stronger technical capability, methodologies and risk management approaches.

Better Value for Money – balanced consideration of quality and cost.

Stronger Market Participation – signalling that quality will be meaningfully assessed.

Greater Differentiation Between Proposals – identifying the solution best suited to project needs.

Support for innovation and improved solutions – rewarding alternative approaches and added value.

Qualification Criteria (Pass/Fail) →
For example, relevant experience in similar projects, Financial capacity

Pass/Fail Technical Requirements →
For example, compliance with technical specifications

Rated Criteria (Quality) →
For example, technical solution and design, Methodology and delivery approach

Economic Criteria (Cost) →
For example, life-cycle costs

Most Economically Advantageous Proposal (MEAP)

When should Rated Criteria be used

Mandatory use
Unless otherwise agreed with the Bank, Rated Criteria shall be used for Open Competitive Procedures (as set out in PPR), exceeding:

Procurement	Threshold
Goods	€10 million
Works or Services	€35 million
Consultancy Services	€100,000

For these procurements:
- Rated Criteria shall be used together with Economic Criteria.
- Rated Criteria shall represent a minimum of 50 per cent of the total evaluation score.

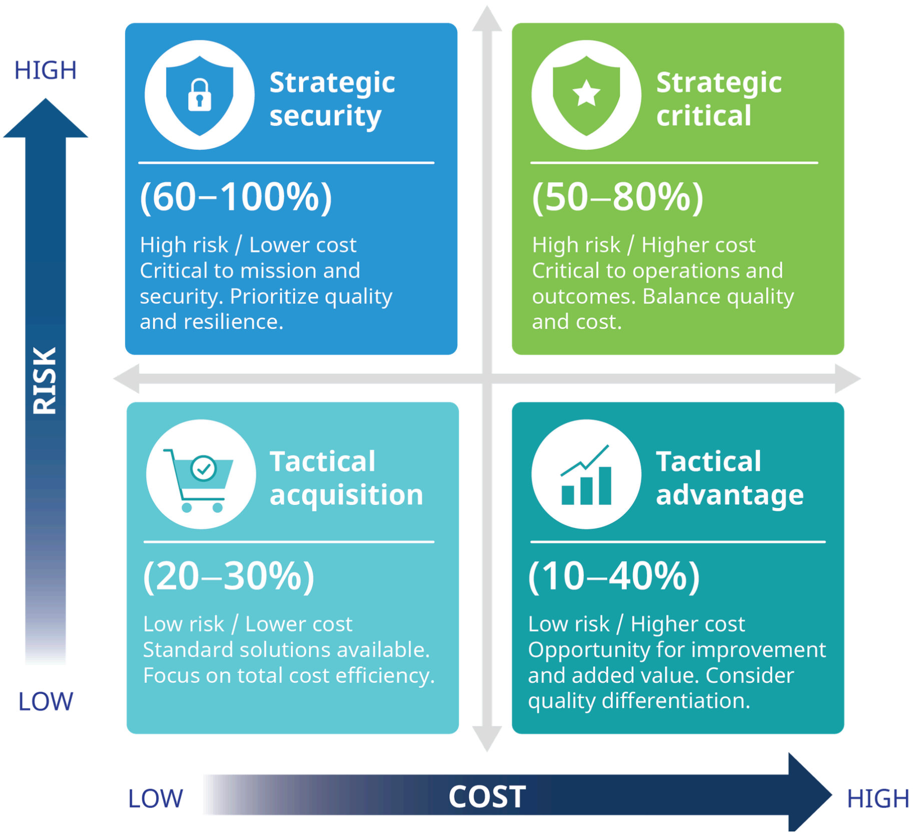
Rated Criteria may also be applied below these thresholds where justified by the nature, complexity, risk profile, strategic importance or delivery requirements of the EBRD-financed contract.

Common examples of Rated Criteria

- Technical solution design
- Works methodology and delivery approach
- Risk management
- Project management and delivery team
- Health safety management
- Innovation
- Supply chain management

Rated Criteria Library – The library provides illustrative Rated Criteria that can be adapted and customised to suit the specific objectives, risk profile and market conditions of each procurement.

Determining weightings



estimated value of €10 million

PPR REQUIREMENT

The Supply Positioning Matrix supports procurement judgement but does not override the requirement for Rated Criteria to represent at least 50 per cent of the total evaluation score for Open Competitive Procedures above the applicable thresholds.

How are Rated Criteria applied

THE EVALUATION PROCESS

A structured approach to achieve fair, transparent and value-based outcomes

1 Develop the evaluation approach

- Qualification Criteria
- Pass/Fail Technical Requirements
- Rated Criteria
- Economic Criteria

2 Design Rated Criteria

- Linked to project objectives
- Relevant and measurable
- Reflect key delivery risks
- Proportionate to the procurement

3 Determine weightings

- Reflect project objectives
- Prioritise key risks
- Consider market conditions
- Incorporate EME findings

4 Evaluate proposals

- Independent scoring
- Structured moderation
- Robust audit trail

5 Deliver what was evaluated

- Embed commitments in the Contract
- Monitor performance

DO	DON'T
Do develop Rated Criteria during procurement planning.	**Don't** introduce or change Rated Criteria after the Procurement Documents have been issued.
Do use EME to inform and validate Rated Criteria and their weightings.	**Don't** rely solely on assumptions or past procurements when developing Rated Criteria and weightings.
Do use objective measurable and contract-relevant Rated Criteria.	**Don't** use vague or subjective criteria that cannot be scored consistently.
Do focus on the aspects of delivery that matter most and enable meaningful differentiation between proposals.	**Don't** include too many Rated Criteria or duplicate Qualification Criteria, pass/fail technical requirements or Economic Criteria.
Do determine weightings that reflect the project's objetives, risks, complexity and market conditions.	**Don't** apply standard weightings to every procurement without considering its specific characteristics.
Do apply the disclosed evaluation methodology consistently and maintain a robust audit trail.	**Don't** apply the evaluation methodology inconsistently or depart from the disclosed approach.
Do translate evaluated commitments into contractual obligations and monitor delivery during contract implementation.	**Don't** award marks for commitments that are not reflected in the Contract or monitored during implementation.

Focus on fairness, transparency and value. | Use Rated Criteria to select the Proposal that offers the best overall value to the Client.

Frequently Asked Questions

1 Can Rated Criteria be used below the mandatory thresholds?

✓ Yes. Rated Criteria may also be applied when justified by the nature, complexity, risk profile, strategic importance or delivery requirements of the Procurement.

2 How many Rated Criteria should we use?

✓ Focus on the aspects of delivery that matter most. A small number of well-designed Rated Criteria is more effective than a large number of generic criteria.

3 How should Rated Criteria be weighted?

✓ Weightings should reflect procurement judgement informed by project objectives, risks, market conditions, the Project Delivery Strategy and EME, and should be proportionate to the complexity, risk and strategic importance of the Procurement.

4 What happens after contract award?

✓ Evaluated commitments should be reflected in the Contract and monitored during implementation to ensure the benefits identified during evaluation are realised in practice.

Focus on what matters. | Use Rated Criteria to select the Proposal that offers the best overall value to the Client.

Further guidance and tools

- Rated Criteria Library
- example Rated Criteria
- scoring and weighting examples
- evaluation planning checklist
- Application of Rated Criteria Guidance
- Procurement Policies and Rules

Procurement Quick Guide: Rated Criteria

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