

15 July 2025

Request for quotation (RFQ) - UK PACT Expert Deployment

RFQ title	ASEAN Sustainable Leadership in Infrastructure Programme	
	(ASLIP) 4.0	
RFQ issue date	15 July 2025	
Terms of reference	The services to be delivered are detailed in the attached Schedule.	
Project title	UK PACT ASEAN Sustainable Leadership in Infrastructure	
	Programme (ASLIP) 4.0	
Close date and time	08 August 2025 (17:00 BST)	
Details for submission	Expertdeployments@ukpact.co.uk	

Palladium as the delivery partner for the Foreign, Commonwealth and Development Office (FCDO) funded UK Partnering for Accelerate Climate Transitions (UK PACT) programme invites you to submit a quotation for the services detailed in this RFQ.

Please forward your quote in accordance with the Details for Submission above by the Close Date and Time. This RFQ includes the following materials:

Schedule 1 – Terms of Reference

Schedule 2 – Instructions for submission

Schedule 3 – Terms and Conditions

Annex I – RFQ Response Form

Annex II – Budget and workplan template

We look forward to your response. If you have any questions, please do not hesitate to expertdeployments@ukpact.co.uk



	1.1. Overview of requirements	
Name of project		
	ASEAN Sustainable Leadership in Infrastructure Programme (ASLIP) 4.0	
Country/region	Regional – Association of Southeast Asian Nations (ASEAN)	
Proposed start date	15/09/2025	
Proposed end date	31/03/2026	

1.2 Context and scope of work

Background

This project will support the delivery of year 4 of the ASEAN Sustainable Leadership in Infrastructure Programme (ASLIP). ASLIP is a well-established leadership programme within the Association of Southeast Asian Nations (ASEAN) region. The project builds on the capacity-building work carried out under the FCDO-funded programme - Green Cities, Infrastructure and Energy Programme (GCIEP) Work Package during FY25 (SEA.ST.ASLIP). Under the ASEAN-UK Green Transition Fund (GTF) — the UK-ASEAN flagship climate initiative — the proposed project will continue to deliver capacity-building activities through ASLIP and strengthen both regional and UK-ASEAN collaboration in clean, climate-resilient, and high-quality urban planning and infrastructure. GTF aims to accelerate ASEAN's transition to a clean and climate-resilient economy by reducing emissions in key sectors, promoting green economic growth, and enhancing the livelihoods of vulnerable communities.

In 2021, the UK became the first new Dialogue Partner of ASEAN in 25 years. The proposed interventions will reinforce the UK's commitment to the ASEAN-UK Dialogue Partnership Plan of Action. Infrastructure is one of the key priorities outlined by ASEAN and UK Foreign Ministers in the ASEAN-UK Joint Statement on Enhancing Connectivity for a Sustainable and Inclusive Future, signed in July 2024. It is also a key component of the economic section of the UK-ASEAN Plan of Action. Cooperation on the Master Plan on ASEAN Connectivity 2025 was identified as one of the core priorities in the UK's Dialogue Partner application.

ASEAN Member States and Timor-Leste face several critical and interlinked challenges, including risks and vulnerability to present and future climate change, population growth, increasing urbanisation, and social inequalities. Achieving net zero while sustaining green growth in ASEAN requires significant regional human capacity and skills. Strengthening climate targets and ambition involves detailed quantitative analysis and other skill sets. There is a need for ASEAN member states to develop a strategy and roadmap to help boost skills, research and development, and mitigation knowledge across the region. There are also opportunities, including those relating to energy transition, digital transformation, and smart cities. The <u>ASEAN Connectivity Strategic Plan</u> and the ASEAN Sustainable Urbanisation Strategy (ASUS) have been developed to provide a pathway to meet these challenges and opportunities. In alignment with the ACSP and ASUS, ASEAN Member States seek to build leadership capability to plan, design, procure, deliver and manage climate-smart infrastructure, and to enhance collaboration and learning across the region towards transformational change in the planning and development of sustainable and inclusive urban environments.

Objectives

The main objective of this project is to support ASEAN Member States and Timor-Leste to address climate change, population growth and social inequalities by building leadership capability among



ASEAN officials in climate-smart infrastructure. The programme is also aimed to enhance collaboration and learning across the region towards transformational change in the planning and development of sustainable and inclusive urban environments. In supporting ASLIP, the ASEAN-UK Green Transition Fund would like to see participants in ASEAN acquire:

- Technical capacity to design and deliver through policies, practices, tools, and technologiesinclusive, resilient climate solutions in infrastructure planning and implementation.
- Knowledge, evidence and learning through exchanges across stakeholders in ASEAN in support of improved climate action in infrastructure planning and implementation.

The above outputs will contribute to the intermediate outcomes of the ASEAN-UK Green Transition Fund on (1) the availability of evidence informed models to implement inclusive and resilient climate solutions across ASEAN as well as (2) the improved collaboration and coordination between ASEAN Member States that support replication (further adaptation and adoption) for climate action across ASEAN. Therefore, the parameters above are required to be monitored closely, becoming the assessment criteria for the deliverable's sign-off.

Approach - Main interventions

- 1. **ASEAN Sustainable Leadership in Infrastructure Programme (ASLIP) 2026** Design and delivery of a training course for ASEAN Member States officials on sustainable and inclusive infrastructure development (with a focus on responding to climate risks, vulnerabilities and opportunities in urban and infrastructure planning and development). This will comprise of an accredited online training course. The accrediting organisation will be confirmed during implementation. It will also involve an in-person residential component, building on the success of ASLIP 2025, with participation from UK businesses and international organisations/IFIs. An ASLIP Alumni programme activity can also be included as part of the in-person residential component.
- 2. **ASLIP Alumni Programme (2026)**: An ASLIP alumni programme is a structured initiative designed to engage and support former participants through extended opportunities and a platform beyond the leadership programme. A well-run alumni programme not only strengthens the bond with its graduates or former participants but also helps build a strong reputation and a lasting legacy of the programme. From the ASEAN-UK Green Transition Fund programmatic perspective, such a programme should be a communication platform to capture (1) evidence of learning into action around improved collaboration and coordination between ASEAN Member States, (2) evidence of how participants used the leadership programme to influence policies, practice and ways of working.

Activities

Workstream 1: ASEAN Sustainable Leadership in Infrastructure Programme (ASLIP) 2026

The supplier will design and deliver training course for relevant officials in ASEAN on sustainable and inclusive infrastructure development (with a focus on climate mitigation, resilience and opportunities in urban and infrastructure planning and development), which will be accredited and delivered via a 6 to 8-week online accredited course and supplemented by an in-person residential course component. It is the supplier's responsibility to conduct research on appropriate courses on sustainable infrastructure or climate themes delivered by reputable UK university. The FCDO reserves the right to make the final decision on which university should be selected based on prestige and cost.

1.1 Course Marketing

- The supplier will work with FCDO, Palladium, and ASEAN Secretariat to create a marketing plan (with inclusive language and accessibility), including course marketing content that will



be subject to FCDO approval. The supplier will also review the ASLIP.net website and update it with the latest information.

- The supplier will develop an inclusive short brochure (PDF) and a short video to support marketing the ASLIP course. The supplier will also support with creating up to 3 social media posts that can be used to market ASLIP on FCDO's social media channels. Content to be edited and finalised by FCDO before being issued across social media. The supplier will upload the agreed content and posts to ASLIP.net website. Palladium and FCDO (in collaboration with ASEAN Secretariat) will be responsible for marketing the course with potential participants.

1.2 Participant Selection

- The supplier will work with FCDO, Palladium, and ASEAN Secretariat to create a marketing plan (with inclusive language and accessibility), including course marketing content that will be subject to FCDO approval. The supplier will also review the ASLIP.net website and update it with the latest information.

- The supplier will develop an inclusive short brochure (PDF) and a short video to support marketing the ASLIP course. The supplier will also support with creating up to 3 social media posts that can be used to market ASLIP on FCDO's social media channels. Content to be edited and finalised by FCDO before being issued across social media. The supplier will upload the agreed content and posts to ASLIP.net website. Palladium and FCDO (in collaboration with ASEAN Secretariat) will be responsible for marketing the course with potential participants.

1.3 ASLIP Online Course Component

- The supplier will identify, and in collaboration with Palladium and FCDO, select an accredited course from a UK academic institution, making sure that the course content is relevant to the aims of ASLIP and in alignment with ASEAN-UK GTF key focus areas.

- The supplier will produce a short briefing pack (PDF) for ASLIP 2026 participants, detailing key information in relation to participating in the online course. Following FCDO approval, this briefing pack will be shared with participants via the ASLIP.net website.

- The course provider, from the UK academic institution, will be responsible for the course content, delivery, and accreditation.

- The supplier will manage disbursals directly to the course provider and accreditation partner.

- The supplier will discuss with the course provider issuing hard-copy certificates following students' successful completion of the course. The supplier will also provide this service if the course provider does not issue hard-copy certificates themselves.

1.4 ASLIP Residential Course Component

- The supplier will identify, and in collaboration with Palladium and FCDO, select an accredited course from a UK academic institution, making sure that the course content is relevant to the aims of ASLIP and in alignment with ASEAN-UK GTF key focus areas.

- The supplier will produce a short briefing pack (PDF) for ASLIP 2026 participants, detailing key information in relation to participating in the online course. Following FCDO approval, this briefing pack will be shared with participants via the ASLIP.net website.

- The course provider, from the UK academic institution, will be responsible for the course content, delivery, and accreditation.



- The supplier will manage disbursals directly to the course provider and accreditation partner.

- The supplier will discuss with the course provider issuing hard-copy certificates following students' successful completion of the course. The supplier will also provide this service if the course provider does not issue hard-copy certificates themselves.

1.5 ASLIP 2026 Graduation Ceremony

- Upon completion, a graduation ceremony serves as a formal recognition of the transformative journey. The supplier is expected to design and deliver the graduation ceremony for the new cohort of 2026.

Workstream 2: ASLIP Alumni Programme 2026

- The supplier will conduct ASLIP 2025 (previous cohort) Graduation Ceremony in year of 2025.
- The supplier will develop bespoke offer as part of the ASLIP alumni programme, including timeline. It often includes dialogues, mentorship opportunities, networking platforms, newsletters, and professional development resources. Past alumni (ASLIP 2023, 2024 and 2025) can also contribute by sharing their experiences, supporting current programmes and participants during the online and/or residential learning.
- The supplier will update and maintain the Alumni page on the **ASLIP.net** website throughout the subcontract.
- The supplier will implement at least one ASLIP alumni activities under the contract.
- The alumni programme will capture (1) evidence of learning into action around improved collaboration and coordination between ASEAN Member States, (2) evidence of how participants used the leadership programme to influence policies, practice and ways of working.

Output	Description	Deliverable due	Acceptance
			criteria/sign-off
Workstream 1			
1.1 ASLIP 2026CourseMarketing1.2 ASLIP 2026Participant	Develop and publish marketing material for the ASLIP 2025 course Support in the identification and selection of participants for the ASLIP 2025 Cohort.	End-Oct 2025 End-Nov 2025	Course marketing report List of accepted
<u>Selection</u> <u>1.3 ASLIP 2026</u> <u>Online Course</u> Component	Identify, contract and support the delivery of the online component of the ASLIP 2026 course.	End-Feb 2026	participants Contract/subcontract of online course, online course document
		End-Mar 26	materials, and online course final report
<u>1.4 ASLIP 2026</u> <u>Residential</u> <u>Course</u> <u>Component</u>	Design, plan, and deliver the residential component of the ASLIP 2026 course.		Final activities report that includes the result of participants' progress from baseline to endline capacity, e.g. scorecard, pre-post test results, etc.
1.5 ASLIP 2026 Graduation Ceremony	Design, plan and deliver the graduation ceremony for 2026 cohort	End-Mar 26	Final documentation of the event is uploaded on the website.

1.3 Outputs and timelines



Workstream 2			
2.1 ASLIP 2025 Graduation Ceremony	Design, plan and deliver the graduation ceremony for 2025 cohort	End-Dec 25	Final documentation of the event is uploaded on the website.
2.2 ASLIP Alumni Programme Design 2026	Design and propose bespoke ASLIP alumni programme	End-Dec 25	Design on how they contribute to two learnings in (1) ASEAN coordination, (2) influences in policies, practices, and ways of work
2.3 ASLIP <u>Alumni</u> <u>Programme</u> <u>Activity</u> <u>Implementation</u>	Implement the proposed ASLIP Alumni Programme Activities	End-Mar 26	Final activities report that includes post- training report on changes among participants

1.4 Required expert qualifications and experience

A team of technical experts and project management support should be suggested in proposals, with CVs provided (max two-pages per CV). It is estimated that 5 personnels will be required to deliver the scope of work from project management, event management and logistics, communication and technical expertise.

Bidders are welcome to propose alternate structures, but the proposed team should cover at a minimum the following criteria.

- Proven familiarity with current discussions on sustainable infrastructure and relevant climate topics in ASEAN
- Experience in delivering end-to-end training programmes for public officials in Southeast Asia on climate-related topics, including both online and in-person formats, from marketing, conducting, and reporting, including:
- Supporting in learning curriculum and agenda development of the events
- Supporting administrative tasks, such as participants' travel arrangements, accommodation, and reimbursement processes
- Creating and managing communication products, including briefing packs, websites, and social media posts
- Providing support for both technical and logistical aspects of event planning, such as venue sourcing and printing
- Proven professional experience working with ASEAN is preferred.
- Strong connection with relevant stakeholders of sustainable infrastructure both in Southeast Asia and the UK, particularly with UK University institutions, to source and collaborate with resource persons.
- The team is expected to demonstrate a commitment to mainstreaming GEDSI.

1.5 Reporting



Alongside the project specific reporting outlined in the output section and below, the supplier will also be required to align with the UK PACT monitoring and reporting governance framework which includes:

- Monthly progress reporting on outputs
- A full project completion report, summarising project achievements, any lessons learned through delivery, including progress and learnings on GEDSI, and any recommendations for future action.
- Participation in fund-wide communities of practice for results and lessons sharing, including provision of input for possible case studies.

In line with the UK PACT's GEDSI strategy, all projects are expected to complete a GEDSI training and develop a GEDSI Action Plan with the support of the Fund's GEDSI expert. Progress reports should include updates on progress towards the GEDSI Action Plan.

To report against standard UK PACT indicators, the supplier will also need to collect and report disaggregated data on the organisations and individuals participating in workshops and training. Disaggregation should cover gender as a minimum and include age, disability, geography, and other social characteristics where feasible. As applicable, the supplier may also be asked to accomplish indicator-specific baseline and reporting tools such as for assessing institutional capacity.

1.6 Budget and contracting

The maximum budget is GBP 300,000 which must include personnel and expenses and be inclusive of all applicable taxes.

The supplier must provide a breakdown of budgeted personnel and expenses using Annex II.

Expenses should cover workshop logistics, venue, any interpretation & translation services, travel & accommodations of delivery team, as well as an estimated number of 25 participants. Please include the assumption of the proposed budget.

Please note that the selected supplier will be responsible for arranging and organising the travel and accommodation, venues and packages for any workshops and stakeholder engagement sessions, and ensuring that travel, accommodation and workshop venue and contents are accessible. Managing these logistical aspects is a component of the service expected. Please refer to the scope of work above to understand the number and type of workshop that are expected.

The successful supplier having passed the requisite due diligence checks will enter into a subcontractor agreement with Palladium for the delivery of these services on a time and materials basis. The exact milestone structure will be agreed between both parties during contract mobilisation.

The supplier will submit a monthly invoice, forecast and progress update.

Schedule 2 - Instructions for submission

2.1 Submission process



Timeline

Stage	Date
1. Terms of Reference (ToR) and application process launched	16 July 2025
2. Date for confirmation of intention to bid	31 July 2025
3. Deadline for receipt of clarification questions	31 July 2025
4. Deadline for submission of applications	08 August 2025
5. Applicants notified of project selection	20 August 2025
6. Due diligence complete	05 September 2025
7. Agreement signature	15 September 2025

Applicant guidance

Interested suppliers should complete and submit the below documents to <u>expertdeployments@ukpact.co.uk</u> with the subject line: **RFQ Submission – [Supplier name] UK PACT ASEAN Sustainable Leadership in Infrastructure Programme (ASLIP) 4.0**

- RFQ Response form
- Budget and Workplan Template
- CVs of key experts or personnel (max two pages per CV)

Please note the following key dates:

- Please email us by 31 July 2025 confirming if you intend to submit a proposal
- Deadline for Queries: 31 July 2025 (23:59 BST)
- Submission Deadline: 08 August 2025 (17:00 BST)

2.2 Evaluation criteria

Criteria	Category	Weighting
Technical	Approach and methodology	30%
	Personnel	50%
	Competitiveness of the supplier's cost	20%
Commercial		
Total		100%

2.2.1 Technical evaluation

The technical criteria will be evaluated by the procurement panel using the scale detailed below:

Score	Description
5	Demonstrates an expert understanding of the project and proposes excellent and
(Excellent)	accurate solutions which address all requirements, and which are innovative where appropriate. Responses are excellently tailored to the context in all aspects.

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	The level of detail and quality of information provides the highest degree of confidence in the ability to deliver.
4 (Very Good)	Demonstrates a very good understanding of the topic relating to delivery of the project. Responses are relevantly tailored to the context in the majority of aspects. There is sufficient detail and quality of information to give a strong level of confidence that they will deliver.
3 (Good)	Demonstrates a good understanding of the topic relating to the delivery of the project. Responses are reasonably tailored to the context for many of the aspects. There is a good level of detail and quality to give a good level of confidence that they will deliver.
2 (Satisfactory)	Demonstrates a satisfactory understanding of the topic relating to delivery of the project. Some appetite to tailor to context where required. Provides a limited level of detail and the quality of information provided gives only some level of confidence that they will be able to deliver satisfactorily.
1 (Unsatisfactory)	Demonstrates a poor understanding of the topic relating to delivery of the project. Poor tailoring to the context where this is required. Generally, an unsatisfactory and a low level of quality information and detail, leading to a low level of confidence that they will deliver.
0 (Fail)	Failure to address the material requirements of the project. No tailoring of responses to meet the context. No quality responses providing no confidence that they will deliver.

2.2.2 Commercial evaluation

The commercial evaluation will be conducted using the total personnel cost quoted in the Schedule III - Budget and Workplan (Cell W15 of "Budget Summary" sheet).

Supplier scores will be calculated relative to the lowest price supplier using the formula below:

((Cost of lowest price supplier/Cost of supplier) *price weighting 20%)

Where required, a Best and Final Offer process may be used to differentiate between suppliers of equal scoring.



Terms and Conditions

1. Quote conditions

By submitting a quote, potential suppliers are bound by these terms and conditions. Potential suppliers must submit offers with all details provided in English and with prices quoted in GBP.

2. Quote Lodgement

The Company may grant extensions to the Closing Time at its discretion. The Company will not consider any quotes received after the Closing Time specified in the RFQ unless the Company determines to do so otherwise at its sole discretion.

- 3. Evaluation
- The Company may review all quotes to confirm compliance with this RFQ and to determine the best quote in the circumstances.

4. Alterations

The Company may decline to consider a quote in which there are alterations, erasures, illegibility, ambiguity or incomplete details. **5.** The Company's Rights

The Company may, at its discretion, discontinue the RFQ; decline to accept any quote; terminate, extend or vary its selection process; decline to issue any contract; seek information or negotiate with any potential supplier that has not been invited to submit a Quote; satisfy its requirement separately from the RFQ process; terminate negotiations at any time and commence negotiations with any other potential supplier; evaluate quotes as the Company sees appropriate (including with reference to information provided by the prospective supplier or from a third party); and negotiate with any one or more potential suppliers

6. Amendments and Queries

The Company may amend, or clarify any aspect of the RFQ prior to the RFQ closing Time by issuing an amendment to the RFQ in the same manner as the original RFQ was distributed. Such amendments or clarifications will, as far as is practicable be issued simultaneously to all parties. Any queries regarding this RFQ should be directed to the Contact Person identified on the cover page of this RFQ.

7. Clarification

The Company may, at any time prior to execution of a contract, seek clarification or additional information from, and enter into discussions and negotiations with, any or all potential suppliers in relation to their quotes. In doing so, the Company will not allow any potential supplier to substantially tailor or amend their quote.

8. Confidentiality

In their quote, potential suppliers must identify any aspects of their quote that they consider should be kept confidential, with reasons. Potential suppliers should note that the Company will only agree to treat information as confidential in cases that it considers appropriate. In the absence of such an agreement, potential suppliers acknowledge that the Company has the right to disclose the information contained in their quote. The potential supplier acknowledges that in the course of this RFQ, it may become acquainted with or have access to the Company's Confidential Information (including the existence and terms of this RFQ and the TOR). It agrees to maintain the confidence of the Confidential Information and to prevent its unauthorised disclosure to any other person. If the potential supplier is required to disclose Confidential Information due to a relevant law or legal proceedings, it will provide reasonable notice of such disclosure to the Company. The parties agree that this obligation applies during the RFQ and after the completion of the process

9. Alternatives

Potential suppliers may submit quotes for alternative methods of addressing the Company's requirement described in the RFQ where the option to do so was stated in the RFQ or agreed in writing with the Company prior to the RFQ Closing Time. Potential suppliers are responsible for providing a sufficient level of detail about the alternative solution to enable its evaluation.

10. Reference Material

If the RFQ references any other materials including, but not limited to, reports, plans, drawings, samples or other reference material, the potential supplier is responsible for obtaining the referenced material and considering it in framing their quote. And provide it to the Company upon request.

11. Price Basis

Prices quoted must be provided as a fixed maximum price and show the tax exclusive price, the tax component and the tax inclusive price. The contract price, which must include any and all taxes, supplier charges and costs, will be the maximum price payable by the Company for Services.

12. Financial Information

If requested by the Company, potential suppliers must be able to demonstrate their financial stability and ability to remain viable as a provider of the Services over the term of any agreement. If requested by the Company, the potential supplier must promptly provide the Company with such information or documentation as the Company reasonably requires in order to evaluate the potential supplier's financial stability.

13. Referees

The Company reserves the right to contact the potential supplier's referees, or any other person, directly and without notifying the potential supplier.

14. Conflict of interest

Potential suppliers must notify the Company immediately if any actual, potential or perceived conflict of interest arises (a perceived conflict of interest is one in which a reasonable person would think that the person's judgement and/or actions are likely to be compromised, whether due to a financial or personal interest (including those of family members) in the procurement or the Company).

15. Inconsistencies

If there is inconsistency between any of the parts of the RFQ the following order of precedence shall apply:

(a) these Terms and Conditions;

(b) the first page of this RFQ; and

(c) the Schedule so that the provision in the higher ranked document will prevail to the extent of the inconsistency.

16. Collusion and Unlawful Inducements

Potential suppliers and their officers, employees, agents and advisors must not engage in any collusive, anti-competitive conduct or any other similar conduct with any other potential supplier or person or quote any unlawful inducements in relation to their quote or the RFQ process. Potential suppliers must disclose where quotes have been compiled with the assistance of current or former the Company employees (within the previous 9 months and who was substantially involved in the design, preparation, appraisal, review, and or daily management of this activity) and should note that this may exclude their quote from consideration. Potential suppliers warrant that they have not provided or offered any payment, gift, item, hospitality or any other benefit to the Company, its employees, consultants, agents, subcontractors (or any other person involved in the decision-making process relating to this RFQ) which could give arise to a perception of bribery or corruption in relation to the RFQ or any other dealings between the parties.

17. Jurisdiction

This Agreement shall be subject to the laws of the Jurisdiction. The Supplier and the Company will use their best efforts to settle amicably any dispute, controversy, or claim arising out of, or relating to this Agreement or the breach, termination, or invalidity thereof. If no agreeable settlement can be found, any dispute, controversy, or claim arising out of or relating to this Agreement or the breach, termination, or invalidity thereof, shall be settled by arbitration in accordance with the UNCITRAL Arbitration Rules in effect on the date of this Agreement. The appointing authority shall be the Secretary-General of the Permanent Court of Arbitration. The Parties will be bound by any arbitration award



rendered as a result of such arbitration as the final adjudication of any such dispute. The place of arbitration shall be the headquarters location of Company at the time the claim is filed and the language of the arbitration will be English. The relevant laws shall be the laws of the Jurisdiction.

If your quote is successful, you will be required to enter into the Company's standard contract for the types of services being provided. In the provision of the Services, you will be required to comply with the Company's policies, including (without limitation) its Business Partner Code of Conduct and any relevant Project Manual. Potential suppliers must also comply with the Company's Business Partner Code of Conduct in the submission of any quotes pursuant to this RFQ. If you are bidding as part of a joint venture, partnership or similar, please make this clear in your submission. Likewise, if you propose to subcontract any part of the services provision, then disclose this fact within your submission. The Company may require additional information from you and approval for subcontracting will not be automatic as subcontractors will be subject to Palladium's Due Diligence process.