

**CRDF GLOBAL
REQUEST FOR PROPOSAL (RFP)**

DPRK and Iran Sanctions Evasion Experts

Submission Deadline: 5:00 PM EDT September 18, 2023.

Summary:

CRDF Global organizes a wide variety of programming centered around **maritime sanctions evasion, cryptocurrency, cyber activities, UAV-related activities, and counterproliferation finance (CPF)**—including online training modules, multi-language presentations, and educational discussions—for a global audience. Programming and expertise include but are not limited to:

- Workshops to train port authorities to enforce UNSCR (United Nations Security Council Resolution) sanctions on the DPRK and/or Iran.
- Maritime sanctions evasions prevention topics such as ship-to-ship transfers, fraudulent flag carrying, vessel and port maintenance and inspection, or compliance for ship brokers and chartering services to prevent engagement with DPRK and/or Iran -linked activities.
- Financial institutions' and banks' responsibilities to comply with UNSCR sanctions, including building effective sanctions compliance frameworks, taking preventative measures to manage risk related to the DPRK and/or Iran's illicit financial activities or procurement networks, and conduct effective enhanced due diligence.
- Counterproliferation finance through fiat and/or virtual currencies, such as blockchain investigations and analysis and DPRK-related money laundering tactics and obfuscation techniques.
- Advanced Know Your Customer or Enhanced Due Diligence (KYC/EDD) investigations with compliance personnel and manufacturers of companies with sensitive or dual-use technologies. DPRK and/or Iran offensive cyber operations against financial institutions, cryptocurrency exchanges, universities and research centers, cyber hygiene for non-technical audiences, cyber incident response; cyber threat hunting; tactics, techniques, and procedures of cyberthreats; cybersecurity strategy development and enterprise-wide cybersecurity; and cybersecurity table-top/interactive exercise development.
- Create country-specific presentations and training regarding sanctions enforcement, illegal import of luxury goods, illegal commodity flows, dual-use procurement channels, counterproliferation finance, theft of sensitive intellectual property, or cyber operations.
- We expect any materials developed on the above topics to be high quality and presentable to an audience of professionals in the public and private sectors.

As such, CRDF Global requires on-going, flexible, and lasting partnerships with experts in the field.

Scope & Tasks:

RFP Subject Matter Expertise: Maritime sanctions evasions, UNSCR sanctions on the DPRK and/or Iran, illegal ship-to-ship transfers, ship broker/chartering service regulations and due diligence, UNSCR sanctions compliance for financial institutions and cryptocurrency exchanges, DPRK and/or Iran-related anti-money laundering, blockchain investigations and analysis, forced North Korean labor overseas, DPRK cyber-attacks on financial institutions or DPRK cyber-attack investigation and attribution, and luxury goods.

The selected Subject Matter Expert(s) (hereafter, “SME(s)”) would be expected to provide contracted services such as, but not limited to:

- a) Building, tailoring, and deploying curricula and interactive exercises for private and public audiences around the world, both in person and via online methods such as live/ webinars or via e-courses/asynchronous training methods.
- b) Researching and providing detailed reports on the DPRK and/or Iran’s sanctions evasion tactics and methods to circumvent laws and regulations.
- c) Developing tools and/or documents for relevant staff at targeted institutions related to strengthening their capacity to prepare for and identify DPRK and/or Iran sanctions evasions tactics.
- d) Communicating and collaborating with CRDF Global to develop and deliver related trainings around the world.
- e) Offering outreach assistance, such as leveraging SME networks and contacts to assist CRDF Global with participant recruitment and selection for global trainings.
- f) Leading training implementation, including delivering curriculum developed, answering questions from participants, and providing follow-up guidance as requested by participants.
- g) Assistance with developing daily readouts during events, e.g., providing short summaries and key points of each presentation and discussion.
- h) Delivery of an After-Action Report that summarizes observations, successes, lessons learned, and recommendations for future programming on the relevant topic
- i) Providing reporting, such as financial reports, with all supporting relevant documentation (e.g., receipts, invoices, travel documentation, etc.), weekly and/or ad-hoc check-ins by phone or video conference during project planning and implementation, and final project reports including recommendations for next steps.
- j) Attending and participating in regular meetings with CRDF Global staff, funder, and other parties as necessary to coordinate successful implementations. Also attending lessons learned calls to discuss how to improve future engagements.

Contract for Services:

Following selection, CRDF Global will negotiate a General Services Contract (hereafter “GSC”) with the selected SME(s).

While the GSC is not a guarantee of any work, the selected SME(s) on a GSC can be engaged by CRDF Global staff with an abbreviated selection process. This allows CRDF Global to potentially leverage the partnership with the SME for strategic initiatives, proposal submissions, and programmatic responses to urgent timelines.

The GSC will be structured to allow CRDF Global Agreement Officers to issue task orders to the SME(s) upon successful negotiation of the task order scope and budget.

The term of the GSC can be negotiated following selection but is generally expected to be 3 years with an option to extend for up to 2 years.

The GSC would seek to negotiate and lock in elements of pricing and cost that are agreeable to both parties.

Selection Requirements and Criteria:

CRDF Global prioritizes a safe and collaborative work environment in which diversity, equity, and inclusion is championed and discussed. CRDF Global provides equal employment opportunities to all qualified individuals without regard to age, race, color, religion, sex, sexual orientation, and gender identity, national origin, protected veteran, or disabled status. We are dedicated to creating and maintaining a respectful work environment that is safe, engaging, and comfortable for all. CRDF Global pledges to prioritize sponsorship of diverse events and panels of experts whenever possible.

Selection will be based on CRDF Global's evaluation of the SME's ability to meet any or multiple of the following requirements as well as factors such as competitive pricing, quality of proposal, past performance, and other intangible factors. While CRDF Global does not expect any SME to meet every single requirement listed, the proposal must clearly speak to the requirements that the SME does meet.

CRDF Global reserves the right to accept or reject any and all proposals, and to negotiate terms of any subsequent agreements at its own discretion.

General Requirements

- Has experience developing standard operating procedures (SOPs) and training plans.
- Has proven experience developing global networks within CPF, cyber sanctions evasion, maritime sanctions evasion, and related critical infrastructure institutions, particularly with members of the UNPOE.
- Has experience delivering trainings to audiences with live interpretation.
- Has experience delivering trainings in-person and online to relevant levels of customs officials, financial professionals, and cybersecurity professionals.
- Has a global network of port authorities, customs officials, financial professionals, and cybersecurity professionals who understand UNSCR sanctions related to the DPRK and/or Iran.
- Has experience working in / with port authorities, customs officials, financial institutions / cryptocurrency exchanges, and cybersecurity organizations in Southeast Asia, Sub-Saharan Africa, Latin America, and the United States.
- Has demonstrated expertise and experience working in maritime sanctions enforcement, cybersecurity, cryptocurrency, or countering sanctions evasion (especially as it pertains to DPRK and/or Iran activity) and has access to a deep pool of experts from the UN Panel of Experts (UNPOE) or a similar intergovernmental body.
- Has experience working with the U.S. and Canadian governments or has substantive knowledge of government objectives regarding maritime sanctions enforcement and counterproliferation programming.
- Has experience working with governments in Southeast Asia, Sub-Saharan Africa, and Latin America.

Maritime

- Has proven experience training key management and maritime stakeholders in public and private institutions across the world on how to best mitigate DPRK and/or Iran sanctions evasion related to exploiting oversights in the maritime industry.
- Is knowledgeable about the DPRK and/or Iran and affiliated threat actors, case studies of DPRK and/or Iran -affiliated attempts to evade maritime sanctions, and best practices for combating it.
- Has up-to-date knowledge of how actors take advantage of the global shipping system through ship identity laundering, tampering with Automatic Identification System (AIS) transponders, and other means to circumvent United Nations/international sanctions and the proliferation of weapons of mass destruction and missiles.

Cybersecurity

- Has demonstrated expertise and experience working in cybersecurity (especially as it pertains to DPRK cyberactivity), cyber incident response, cyber threat hunting; tactics, techniques, and procedures of cyberthreats, cybersecurity strategy development, and cybersecurity table-top/interactive exercise development.
- Is knowledgeable about DPRK and Iran-affiliated threat actors, case studies of DPRK and Iran-affiliated cyberattacks and other relevant cybersecurity threats, and cyberthreat mitigation.
- Has knowledge of how cyberactivity, including activity targeted towards blockchain/cryptocurrencies, can be used to circumvent United Nations/international sanctions and proliferation of weapons of mass destruction.

Unmanned Aerial Vehicles (UAV)

- Has demonstrated expertise in UAV supply chains, including how components are manufactured in or supplied through regions including but not limited to the Middle East, Southeast Asia, Sub-Saharan Africa, Central Asia, and Eastern Europe.
- Has knowledge in anti-UAV defense systems (AUDS) and other counter-drone systems or tracing technologies. Expertise in threat actors using drones with adversarial tactics, techniques and procedures, especially the sanctions evasion related activities of Iran are preferred.
- Expertise in dual-use technologies and goods relevant to UAV construction. Knowledge in cyber-physical vulnerabilities, drone component smuggling, and critical or vulnerable sectors owning dual use technologies is preferred.
- Ability to develop and tailor case studies relevant to ongoing and new developments in drone technologies by actors including, but not limited to, Iran, DPRK, China, and Russia.

Counter Proliferation Finance (CPF)

- Has demonstrated expertise and experience working in counterproliferation finance, anti-money laundering, counterterrorism financing, and sanctions compliance. Expertise in these areas must include developing case studies on sanctions evasion activities and interactive exercises relevant for a financial sector and compliance-related audience.
- Is knowledgeable of DPRK, Iran, and other sanctions evasion-related activities and how to combat such activities through strengthening counterproliferation finance, anti-money laundering, counterterrorism financing, and sanctions compliance.

- Has knowledge on fiat or cryptocurrency money laundering and obfuscation techniques, including transaction screening and monitoring, suspicious activity reporting, and identifying “red flags” associated with each of the aforementioned threat actors.
- Has background in anti-money laundering, financial intelligence analysis, or related area and holds related certifications (CAMS, CSS).

Proposal Requirements:

Proposal submission must be in English. Non-English proposal submissions will be disqualified.

Each proposal must include:

1. Statement of Interest and Technical Capabilities
 - Detailed description of the services offered in correlation with the RFP Subject Matter Expertise detailed under **Scope and Tasks** as well as the relevant Requirements met detailed under Selection Requirements and Criteria
 - List of recent experiences working with the U.S. and Canadian Governments and/or CRDF Global programming
 - CVs (no more than 2 pages each) of key contact(s)/project lead(s)/trainers
 - If applicable, examples of past content development in subjects related to the RFP subject matter expertise
2. Cost proposal (recommended, but optional)
 - Description of the pricing and cost factors (e.g. hourly rates, fixed-cost pricing on standard services, and etc.), that the SME would be willing to discount and negotiate under the GSC.
3. Completion & online submission of CRDF Global’s [Contractor Data Form](#)
 - Within the form, **Jason Cho** must be selected as the Procurement Representative.
 - This is only required for those that have not completed this form in 2023.
4. *[Required for U.S.-based orgs only]:*
 - Any Small or Disadvantaged Business Designations (Veteran Owned, HUB Zone, Women-owned, Disadvantaged Businesses)

RFP Timetable:

CRDF Global reserves the right to make changes to the RFP Timetable without providing explicit notification ahead of time.

Friday, September 1, 2023:	RFP Posted & Live
Friday, September 8, 2023:	RFP Questions Due
Tuesday, September 12, 2023:	RFP Questions & Answers Released
5:00 PM EDT; Monday, September 18, 2023:	RFP Submissions Due
Week of September 25, 2023:	Selected SME(s) Notified

Proposal Submission:

Proposals must be submitted as electronic documents in PDF, Word, and Excel format. Proposals should be submitted to Mr. Jason Cho (jcho@crdfglobal.org) and Ms. Amanda Gilliland (agilliland@crdfglobal.org), no later than: **5:00 PM EDT; Monday, September 18, 2023.**

CRDF Global reserves the right to disqualify any proposal submitted after the submission deadline.

The subject line of the email must read:

[Insert name of submitter] CRDF Global RFP Submission_Sanctions Evasion Expert

Background:

Founded in 1995, CRDF Global is an independent nonprofit organization that promotes international scientific and technical collaboration through grants, technical resources, training, and services. Based in Arlington, Virginia with offices in the Eurasia and MENA regions, CRDF Global works with more than 120 countries in the Middle East, North Africa, Eurasia, and Asia. In the past 25 years, CRDF Global’s work has expanded to address ever-changing global concerns, but our commitment to ensuring the success of our partners remains the same. We are a leading provider of flexible logistical support, program design and management, and strategic capacity-building programs in the areas of higher education, CBRNE security and nonproliferation, border security, cybersecurity, global health, technology entrepreneurship, and international professional exchanges.

More information is available at www.crdfglobal.org.

Solicitation Terms & Conditions:

Right to Select Suppliers. CRDF Global reserves the right to negotiate with and select all qualified suppliers at its own discretion and is not obligated to inform suppliers of the methods used in the selection process. CRDF Global reserves the right to dismiss any and/or all suppliers from the bid process and reject any and/or all proposals.

Obligation. This RFP does not bind nor obligate CRDF Global in any way. CRDF Global makes no representation, either expressed or implied, that it will accept or approve in whole or in part any proposal submitted in response to this RFP. CRDF Global may reward, in whole or in part, the proposal at its sole discretion.

Binding Period. Following the due date of submission of this Proposal, the pricing included in this RFP shall be binding upon the supplier for the duration of the contract.

Hold Harmless. By submitting a response to the RFP, bidder agrees that CRDF Global has sole discretion to select any and/or all suppliers. During or following the conclusion of this process, bidders waive their rights to damages whatsoever attributable to the selection process, materials provided, supplier selection, or any communication associated with the RFP process and supplier selection.

Transfer to Final Contract. The terms and conditions of the RFP, including the specifications and the completed proposal, will become at CRDF Global's sole discretion, part of the final contract (the "Agreement") between CRDF Global and the selected bidder. In the event that responses to the terms and conditions will materially impair a bidder's ability to respond to the RFP, bidder should notify CRDF Global in writing of the impairment. If bidder fails to object to any condition(s) incorporated herein, it shall mean that bidder agrees with, and will comply with the conditions set forth herein.

Exceptions. Any exceptions to the terms and conditions or any additions, which bidder may wish to include in the RFP should be made in writing and included in the form of an addendum to the applicable Section in the RFP.

CRDF Global Proprietary Information. Supplier agrees that all non-public information contained in this document and communicated verbally in reference to this RFP by CRDF Global shall be received for the sole discretion and purpose of enabling the supplier to submit an accurate response to this RFP. The information contained in this RFP and disclosed during the course of negotiations and communications are proprietary in nature and under no circumstances to be disclosed to a third party without prior written consent from CRDF Global.

Supplier Proprietary Information. Information contained in the response to this RFP will be considered proprietary in nature if marked "confidential" or "proprietary". Such marked documents will not be disclosed to third parties outside CRDF Global with the exception of retained consultants under contractual confidentiality agreements.