

## QUESTIONS & ANSWERS

**Date:** November 18, 2020

**Reference Request for Proposal Number: RFP-217772-WGDP-2020-0076 VPO**

Dear Offerors,

Please see below answers to the questions submitted to [catalyze.procurements@thepalladiumgroup.com](mailto:catalyze.procurements@thepalladiumgroup.com).

No	Question	Answer
1	Can you clarify whether this is an individual or a firm?	This is envisioned as an individual role.
2	<p>Can you provide more explanation around the expectation of travel to/from DR or being located in DR? In particular:</p> <ul style="list-style-type: none"> <li>• The RFP indicates there is detail in the Cost Proposal assumptions. However, those assumptions mention nothing about the expectation of travel to/from DR or being physically located there.</li> <li>• Are we to operate under the assumption that travel for US Government contracts will not be approved through Sept 2021?</li> <li>• Is the expectation that this person would already be based in DR? If all work is to take place in the DR, is remote work (non-DR-based) an option?</li> </ul>	There will be no travel for this role—while remote work is permissible, being in the DR is a distinct advantage given the challenges of COVID.
3	What is the anticipated monthly/weekly time commitment for this project?	We based the compensation for this role on 125 days for a technical director equivalent role. Adaptations and training within the bank can require a large time commitment and we would want to ensure that we fund have enough time for these responsibilities.
4	What is the ideal level of seniority, work experience and qualifications for this role?	Technical Director. The successful offeror must have extensive experience and considerable gravitas to spearhead the transformation of policies and lending approaches in the bank.
5	Can you provide any guidance on the day-to-day activities of this consultant? The TOR included is very high level, which makes it challenging to ascertain the specific role, duties and engagement required.	The consultant will work with the Bank to develop a flexible loans product, working on the Bank’s schedule and as and when needed—it is envisaged that in terms of time the role will take 5 days a month with some flexibility.
6	Based on the SOW provided, can you provide clarity on how this person will interact with the firm/individual hired under Catalyze RFP 0059 and the local consultant indicated in the RFP?	The consultant will report to the Palladium AMU, and work as part of a team with the international firms hired to bring the program to fruition.
7	How does this component (component 2) of the VPO program integrate and interact with component 1 (provision of Enterprise Growth Services ESG)?	The two components are complimentary, and both have been proven necessary to launch a VPO loan product
8	Is Spanish proficiency required?	Yes

No	Question	Answer
9	Could you please clarify whether the technical proposal only consists of the CVs of the team, or should it also include the methodology and process of carrying the SoW?	Just CVs and a cover letter.