

QUESTIONS & ANSWERS

Date: November 6, 2020

Reference Funding Opportunity Notice Number: FON-CATALYZE-Ethiopia-2020-0062 Youth Job Placement in Ethiopia

Dear Offerors,

Please see below answers to the questions submitted EthiopiaMS4G.Procurement@thepalladiumgroup.com.

No	Question	Answer
1	We are preparing to apply for the Youth Job Placement in Ethiopia fund and we kindly would like to know if securing employment for 2000 youth is a mandatory requirement with the fund given to an individual.	Yes, each awardee is expected to place 2,000 youth in decent jobs.
2	One question we had is it possible to submit interested as we are a security company? We have the capacity to employee 2,000 + people as requested.	We seek concept notes from bidders who can train and place job candidates in any sectors not prohibited by USAID. The expectation is that the jobs will continue beyond the initial 6-month retention period. The activity does not seek to place job candidates in temporary jobs.
3	We do however seek one clarification as to the number of youth our venture needs to employ, as our limited understanding currently we are not certain if our initiative needs to offer employment to all 2000 targeted youth or could that number be adjusted based on our need for our new venture?	Yes, each awardee is expected to place 2,000 youth. The 2,000 youth can be placed in a variety of sectors.
4	We are trying to secure DUNS numbers, but what is meant with GROSS INCOME (is this revenue?)	Yes, this is correct. Please refer to the guidance on https://www.grants.gov/applicants/organization-registration/step-1-obtain-duns-number.html for further information.
5	Place at least 2,000 youth in full-time equivalent, decent jobs in Addis Ababa or secondary cities in the Tigray, Oromia and Amhara Regional States of Ethiopia in a period of 6 months. Is this the objective of the program or is it expected to create this number of jobs per applicant?	Yes, each awardee is expected to place 2,000 youth in decent jobs.
6	Palladium anticipates a performance period of up to 9 months for each award. Can you please elaborate on what this means?	Each awardee is expected to complete the scope of work within 9 months of award.
7	In the FON you reference co investment which reads as a cost share requirement (10 – 50%) . Are you also open for some of the funds to be utilized in assisting SME start up ?	The FON seeks co-investment as leverage. It does not seek cost-share. The FON seeks innovative approaches to youth job placement which could include assisting SME start-up. In addition, co-investment in SME start-up would count toward the co-investment requirement.
8	On page 4 (bullet point 2 under – successful submissions will) you reference placement of youth in a period of 6 months. Is it correct to assume that you are referencing placement and retention of work for a 6 month period and not achievements within that time frame?	Yes. USAID defines successful youth employment as employment for at least 6 months.

No	Question	Answer
9	Can you clarify the time frame for the concept note or proposed intervention?	Concept notes are due November 20, 2020. The period of performance for awardees is 9 months from award.
10	Under the Concept Paper structure (pg 7) 3 and 5 are the same. Is anything missing?	Point 5 on page 7 should be disregarded. No additional information is added to point 3.
11	Early in the document you state that employment can be wage, salary or self-employment. However, in the remainder of the document much of the language is focused on job placements. Can you confirm the self-employment is of equal importance for this application?	Yes, self-employment counts toward the 2,000 target. The activity seeks decent jobs for youth, thus self-employment opportunities would need to offer decent opportunities aligned with decent job salaries and youth aspirations.
12	<p>We have a question regarding the eligibility of the firms. Under section 4: Eligibility Requirements, point number 2 states " Offeror is legally registered as a non-for profit or for-profit organization in accordance with the laws of Ethiopia and is in good standing, legally licensed and up to date on all applicable taxes".</p> <p>Does this imply that the bidding entity has to be legally registered in Ethiopia, or can be registered in any other country and only has to follow the generic laws put forth for enterprises operating in Ethiopia</p>	All bidders must be legally registered entities in Ethiopia.