

QUESTIONS & ANSWERS

Date: February 3, 2021

Reference Request for Proposal Number: RFP-CATALYZE-Edu-2020-089 EduFinance Tanzania Implementation Activity

Dear Offerors,

Please see below answers to the questions submitted to catalyze.procurements@thepalladiumgroup.com.

No	Question	Answer
1	<p>The RFP defines the Priority Sector as primary schools, secondary schools, and youth technical and vocational training and education centers.</p> <p>Does Palladium prefer this Activity to touch all three priority sectors with the 50% investment, or can the investment focus on an intervention in one of those Priority Sectors?</p>	<p>Any one, or a combination of, sector(s) included in the priority sectors will be considered as meeting the priority sector requirements.</p>
2	<p>Does Palladium expect the schools or training centers receiving both the investment and the quality support to be named in the proposal, or is the articulation of the model to deliver this Activity sufficient at this stage?</p>	<p>A final list is not required at this stage, however the bidders are expected to provide a pipeline, or an indicative list to demonstrate feasibility of the proposed approach.</p>
3	<p>Could Palladium kindly clarify which segments of technical and vocational education and training (TVET) can be supported by program funds? Specifically:</p> <ol style="list-style-type: none"> a. Is the program permitted to provide financing to post-secondary Technical and Vocational Education and Training Centers? b. Is the program permitted to provide financing to Technical and Vocational Education and Training Centers that provide services at both the secondary and post-secondary levels? c. Context: On page 10, section 7, the RFP indicates that all the activities funded through this initiative must be used for “Based Education” (presumably this is a typo that should read “basic education”), which according to the USAID Education Policy would include secondary TVET and TVET for out-of-school youth only. However, understanding that the program supports the USAID/Tanzania CDCS, including DO 2: Empowerment, productivity and engagement of Tanzanians aged 15 to 35 increased, suggests that USAID may also be interested in supporting the post-secondary TVET sector. 	<p>Activities funded through this initiative must be used for “Basic Education”, which includes secondary TVET and TVET for out-of-school youth only. Post-secondary TVET is not included.</p>

No	Question	Answer
4	<p>Regarding Objective 1 goals of mobilizing finance to “priority sectors” which are defined on page 10 as “Primary schools, secondary schools, and youth technical vocational training and education training centers,” could Palladium please clarify that the 50% of capital to be mobilized to priority sectors can be mobilized to any combination of primary, secondary, and TVT/ETC, regardless of the percentages within priority sectors, and that offerors may choose to mobilize the entire 50% to only one priority sectors?</p>	<p>That’s correct. Any one, or a combination of, sector(s) included in the priority sectors will be considered as meeting the priority sector requirement.</p>
5	<p>Is there a preference for partners submitting proposals for both RFPs? Or are you looking for different teams and ideas for each market?</p>	<p>There is no preference, all are invited to apply.</p>
6	<p>In regards to annual payments, how is the “yearly capital mobilization target” determined? Are there opportunities to propose back-ending for more innovative initiatives that take time to realize?</p>	<p>If the capital mobilization is expected to be back-ended then alternate ways of structuring the capital mobilization linked payment can be considered. The objective here is that payment mechanism appropriately incentivizes the offeror to accomplish a key program objective, i.e. mobilization of capital.</p>
7	<p>In regards to the expected result of Objective #1, what documents are required to demonstrate private finance mobilization (e.g., proof of commitment? term sheets?, etc.)?</p>	<p>Standard finance industry documentation that confirms funding commitment (e.g. signed term sheet, executed loan agreements, share purchase agreements, etc.) with appropriate red actions are expected. Final documentation will be determined at the contracting stage, when determining deliverable acceptance criteria.</p>
8	<p>What level of coordination and engagement has already been done by Palladium with the respective governments to sensitize them to this activity?</p>	<p>CATALYZE maintains a positive working relationship with relevant counterparts in Tanzania, including USAID Mission and MOE.</p>
9	<p>In regards to private finance mobilization, can the 50% which does not need to go to “priority sectors” be directed at anything else (provided it falls under the definition of “non-state education sector” and within the congressional guardrails)? For example, would premium schools or education for employment schemes qualify?</p>	<p>In principle, yes. Although premium schools would not be considered as ‘adhering to the congressional guardrails’. And if the education for employment schemes are directed at youth that have completed high education then they lie outside the ‘basic education’ definition.</p>