

QUESTIONS & ANSWERS

Date: 5/24/2021

Reference Request for Information Number: RFP-CATALYZE-Ethiopia-2021-0156

Dear Offerors,

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

No.	Question	Answer
1.	Please provide existing Market Support for Growth (MS4G) Work Plan, PWS and AMELP? Offeror can suggest the methodology only if the exact definition of MS4G Work Plan, PWS and AMELP is known upfront.	The documents will be provided once the work is contracted.
2.	What is the indicative budget in USD?	The budget should be provided in line with the experience and proposed approach of the bidder.
3.	Training will be required for maximum of how many people? Are these resources located at WDC and/or in Ethiopia? Please confirm if these are USAID as well as Palladium employees in Ethiopia and in WDC?	The number of individuals trained is a function of the training approach proposed by the bidder. MS4G team members who are Palladium employees are located in WDC and in Ethiopia. Primary USAID representatives with MS4G are located in Ethiopia.
4.	How many minimum numbers of training sessions are expected to be conducted?	The bidder should propose the training approach.
5.	What is the expected duration for each session? Will each session be for one full day length or a few hours in a day? How many hours?	The bidder should propose the training approach.
6.	One of the points in the Scope of Work is "Meet with MS4G technical leads to determine the current gaps and enhancements needed for the work	Confirming that because of COVID-19, no travel to Ethiopia will be required. How the offeror will conduct sessions with the Ethiopia Technical Leads depends on their training approach.

	plan". Please confirm that because of COVID-19 no travel to Ethiopia will be required and the offeror will conduct VC sessions with Ethiopia Technical leads?	
7.	What is the number of MS4G technical leads to be considered under this assignment in WDC and in Ethiopia separately? Are there any MS4G Technical leads located at other than these two locations?	The MS4G team consists of 4 technical leads and a Country Director, and hiring is ongoing. The MS4G Technical leads are all located in Ethiopia.
8.	Please confirm if the Feedback will be taken only from the MS4G technical leads only or are we expected to interview certain vendors/offerors? If yes, then how many vendors and at what locations? Interviewing offerors/vendors may help in obtaining insights on how MS4G is perceived outside Palladium/USAID, and common challenges experienced by offerors/vendors. Also, would it be possible to, in similar vein, interview beneficiaries/Ethiopian firms who obtain services.	The bidder should propose the approach to Feedback.
9.	If response to 9 is yes, and the vendors/beneficiaries do not respond to the offeror's communication then what kind of support will it receive from Palladium?	The bidder should propose the kind of support it would request in line with their approach.
10.	In addition to work plan, will the offeror also have access to historical data as follows: <ul style="list-style-type: none"> • Number of RFPs floated • Number of Offerors that responded • Profile of Offerors that responded • Which of these RFPs were successful in achieving the desired targets? 	The offeror will have access to the historical data needed to undertake the consultancy.

	<ul style="list-style-type: none"> Which of these RFPs failed miserably? 	
11.	<p>Please confirm if the vendor selected for this project will be able to bid on subsequent RFPs from Palladium or will it be treated as a conflict of interest? Offeror would not want to be inadvertently precluded from future opportunities.</p>	<p>The selected vendor is expected to be eligible to bid on subsequent awards from Palladium; providing of work planning and training is not expected to create a conflict of interest.</p>
12	<p>Please confirm if the timeframe for the project will be in exact number of Man Days or will it be between two specific calendar dates?</p>	<p>The consultancy is for a fixed price in line with specified deliverables.</p>
13	<p>Is the deadline still May 14th given that answers to questions are unlikely to be received before 10th or 11th May?</p>	<p>The deadline is extended to May 31 allow time to distribute answers to questions for offeror consideration.</p>