

## QUESTIONS & ANSWERS

**Date:** 24 June 2021

**Reference Request for Proposal Number:** FON-CATALYZE-Ethiopia-2021-0158

Dear Offerors,

Please see below answers to the questions submitted to  
[EthiopiaMS4G.Procurement@thepalladiumgroup.com](mailto:EthiopiaMS4G.Procurement@thepalladiumgroup.com).

<b>No</b>	<b>Questions</b>	<b>Answers</b>
1	What is Performance Based Contracting?	Performance Based Contracting (for example, Payment for Performance/Results/Success/outcome) is a contracting mechanism whereby payments will be done upon accomplishment of results rather than efforts to accomplish those results. In this arrangement funder sets financial or other incentives for an entity/individual to deliver predefined outcomes and rewards achievement of the results upon verification. In this workforce development funding opportunity, Market Systems for Growth (MS4G) Activity arranged prizes (financial rewards) up to US\$1.2 million in total for activities to be implemented with individual value of awards expected to be up to US\$400,000 for placing at least 2,000 youth in jobs, through an open and competitive process. This methodology encourages innovation and effective use of resources by development practitioners, spreads performance risk across multiple actors, facilitates alignment of interests among funders and implementers toward achieving development outcomes rather than focusing on inputs and facilitates procurement process, monitoring, and evaluation. However, there could be some concerns in relation to increased performance risk, unintended consequences, and insufficient evidence base for proving results for MS4G has put an appropriate mitigation scheme in place.
2	What does DUNS number refers to? How can we get DUNS number	DUNS stands for Data Universal Number System number. DUNS number is a unique nine-character number used to identify your organization. It is issued by US-based company, Dun & Bradstreet (D&B). Your firm can apply online to get DUNS number free of charge. DUNS number is a standard numbering system to identify businesses across the globe. It is a unique 9-digit identifier for a business created by credit bureau. You need to visit grants.gov and get registered to secure your DUNS number. For further guidance, the following link can be checked: <a href="https://fedgov.dnb.com/webform/displayHomePage.do">https://fedgov.dnb.com/webform/displayHomePage.do</a>

3	Is it possible to apply jointly with other organization?	As long as the business plan shows a clear strategy how the two organizations will work on the implementation of activities, finance and other related issues and deliver the expected results, MS4G is willing to accept the application.
4	Is it possible to only work on secondary cities and what do we mean when we say secondary cities? And how can we get the information for secondary cities with 300,000 residents or more?	It is possible to submit business plans fully targeting secondary cities as long as the plan shows an innovative and clear intervention mechanism to create jobs. Secondary cities are cities with residents of 300,000 or more. The target regions for MS4G are Tigray, Oromia and Amhara regions. But MS4G is willing to accept proposals in other cities other than the target cities depending on the business plan. The Business plan also could include Addis Ababa with 50 % of the plan being in the secondary cities. In addition to this, there are different documents/reports stating data on the number of residents in which applicants could refer to and it's up to the applicant to select the cities to work on.
5	Is it possible to submit business plan targeting 100% women?	Yes, it's possible to submit business plan targeting all women as MS4G also required business plans targeting 51% women participation and empowerment.
6	Are firms providing soft skills training and placement eligible for the call?	Yes, soft skills training provision is possible, but the training should be designed in a way which will support the youth in their career development and in the placement.
7	Is there an MS4G salary requirement to place the youth?	MS4G don't have a salary requirement to place the youth however, the youth should be placed in a decent job. A decent job we mean jobs that will support the livelihood of the youth either in the wage or self-employment.
8	What has been challenges observed with existing partners under MS4G?	The major challenge is tapping into the available employment opportunity. MS4G wants to have business plans with a clear strategy on tapping on those opportunities available in Ethiopia. In addition to this, we want to highlight that the workforce development component under MS4G is not only focused on training but on the placement and retention of the youth.
9	Is it possible to focus on one sector?	MS4G will accept business plan focusing on one sector as long as the plan shows a clear strategy to create jobs and equip the youth with the required skill (it could be both soft or hard skills). And MS4G is not sector specific rather the main focus is if the business plan is market led or demand driven both for Addis Ababa or secondary cities.
10	When is the submission date for the proposals?	As the RFP is rolling which means its open for an interested applicants until May 31, 2022 and MS4G will evaluate proposals submitted throughout the period mentioned.

No	Question	Answer
11	what it means "Offeror has certified that it is receptive to participate in learning opportunities and commitment to participate in capacity building" on the RFP	This section means your company or organization should be registered or licensed to conduct skills training, placement or related activities which relates to the announced RFP.
12	In the budget submission, what is the ratio for Admin and program cost?	As MS4G program work force development component is designed with an aim of building the capacity of the private firms/organizations working on skills training and placement, we don't expect the CSO approach of project budget allocation. However, applicants shall follow the budget template shared with this Q & A.
13	Is it allowed for a company to submit multiple proposal at different times for this FON?	Companies are advised to submit well thought proposal only once.