

## QUESTIONS & ANSWERS

Date: February 1<sup>st</sup> , 2021

Reference Request for Proposal Number: RFP-CATALYZE-Ethiopia-2020-0518 for Digitization opportunities in the Agriculture Value-Chain in Ethiopia. Questions from applicants and answers from technical team.

No	Questions	Answer
1	<p>Could you give us more details about the level of effort you have in mind? For the tasks required and the throughput period, we expected a team of three needed, with each around 20-30 working days. Due to the specific advanced expertise required, we would expect at least one very senior person with 10+ years' experience. Particularly for the value chain experience needed and the financial service providers and product development, we also expect international expertise to be required.</p> <p>We did not fully understand the maximum budget listed in the TOR. Could it be a typo, is one zero missing? Will financial proposals be fully assessed on total, or will you take into account the per-day fees?</p>	<p>The budget ceiling is \$10,000 USD. However, the final contract value will be based on the required Level of Effort and verified consultant billing rate. Hence, the contract value will vary depending.</p> <p>We will review all technical and financial proposals to determine whether budget submitted is appropriate.</p>
2	<p>I need few clarification - are costs related to transport and communication part of the financial proposal (10,000 US as indicated)? Is the technical and financial proposal have separate deadlines? I am planning to submit a proposal as a freelance consultant but want to include a colleague professional to be part of the assignment. Is it necessary to indicate his name in the proposal?</p>	<p>The total budget, including expenses cannot exceed \$10,000 USD.</p>
3	<p>On page 4 of the RFA under "Technical Proposal" the number of expected pages for the following sections are not provided:</p> <ol style="list-style-type: none"> <li>i. Past experience Information/Capability Statement</li> <li>ii. Technical Proposal &amp; Management Approach</li> </ol> <p>On page 4 of the RFA under "Key assumptions" the budget is supposed to be submitted in USD but payable in ETB. Is it possible for this to be paid in USD?</p> <p>The RFA specifies that, the financial proposal is expected not to exceed \$ 10,000. Is it possible for Palladium to consider adjusting this limit? SIDE ltd is proposing to use the services of its CEO and a support consultant from Ethiopia. In August 2021, the SIDE CEO was in Addis Ababa for 6 days and the logistical costs were USD 3,423.5 that included:</p> <ol style="list-style-type: none"> <li>i. Nairobi/Addis return economy air ticket,</li> <li>ii. Accommodation in Addis,</li> <li>iii. per diem in Addis,</li> <li>iv. COVID 19 tests in Nairobi</li> <li>v. COVID 19 tests in Addis Ababa,</li> <li>vi. Taxi to and from the airport in Nairobi and</li> <li>vii. Car hire in Addis Ababa.</li> </ol> <p>Two questions (i) Is it possible for Palladium to provide a separate</p>	<p>There are not stated limits but should be enough to provide adequate information to answer the questions.</p> <p>The fees are established in USD but payment is made in ETB based on the prevailing exchange rate at time of payment.</p> <p>The budget ceiling is \$10,000 USD. However, the final contract value will be based on the required Level of Effort and verified consultant billing rate. Hence, the contract value will vary depending</p> <p>We will review all technical and financial proposals to determine whether budget submitted is appropriate.</p>

	<p>budget to cover the logistical support (please note that costs associated with internet, telephone, stationary, and other admin support were not incurred in the above example due to the nature of the assignment) ? (ii) Is it possible for Palladium to adjust the consultancy fee from \$10,000 to minimum of \$ 18,000</p>	
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