

QUESTIONS & ANSWERS

Date: March 31, 2022

Reference Request for Proposal Number: RFP-CATALYZE-Ethiopia-2022-0263 WASH Sector Accelerator Program

Dear Offerors,

Please see below answers to the questions submitted ethiopiams4g.procurement@thepalladiumgroup.com and question raised on the bidder's conference conducted on March 24th 2022.

No	Question	Answer
1	Is it possible to contribute the 25% in cash?	Yes, it's possible as long as it comes from the accelerator or incubators.
2	Can 25% contribution be in-kind?	MS4G does not fully fund programs. Accordingly, MS4G intends to contribute 75% of the total project budget based on the alignment of the accelerator program with MS4Gs objectives. The Accelerator/Incubator and startup companies are required to contribute 25% of the total proposed budget.
3	There is 150,000 USD budget ceiling, can you please clarify and justify the rational behind this?	MS4G conducted assessment internally though various mechanisms to determine the ceiling amount.
4	The cross-cutting area for the two RFP is digital, so what kind of digital engagement is expected because the digital engagement of this accelerator program is a broad aspect	Depending on the sector where the start-ups are we defiantly require them to be digitally present by the end of the acceleration program in those specific sectors like the WASH and Food Security. Even for the other start-ups we expect them to be digitally present by the end of the incubation period.
5	5.1 How can we mitigate start-up companies' dropouts when we manage the performance of the 50 companies? 5.2 What happens if we don't get the minimum required number because there are moving parts, if it is decided to be in one cohort which is the timeline for all 50 companies needs to align, so it is not only the accelerator program determine that also the availability of the start-ups and then to get 50 companies to have exact the same timeline would be difficult? 5.3 Is it possible that the milestone/performance of the contract is not depending on the minimum number of start-ups and dropouts?	5.1 The reason behind the number of companies to be 50 in number is because we are planning to engage start-ups situated in secondary cities and in Addis Ababa. We want to engage 50% plus companies from the secondary cities. Based on the research and analysis MS4G conducted, it was decided that the program be 9 – 12 months to give time for the companies to scale up to the desired level by MS4G. 5.2 MS4G expects the start-ups early-stage companies to have an agreement/commitment with the accelerator, which reduce the chance of dropouts. 5.3MS4G expects the milestones for 50 start-ups at the end of the contract period.
6	Who is going to cover the cost for digital presence	All the activities listed in the RFP should be included in the

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	like branding and website development, is it the company that is going to be accelerated or it is the part of 150,000 USD budget?	150,000 USD budget. If the cost activities are beyond this budget, it should be included in the 25% contribution from the accelerator.
7	Those costs that can be covered by the companies which are being incubated can be considered as part of the 25% contribution or can we request the companies some amount of contribution to apply for this program?	That depends on the proposal model the way the accelerator program is functioning, so that will not be up to the MS4G, their business model and your model of incubation will not be requirements on these RFP. On the RFP it is stated that MS4G does not fully fund programs and MS4G intends to contribute 75% of the total project budget based on the alignment of the accelerator program with MS4Gs objectives. The Accelerator/Incubator and startup companies are required to contribute 25% of the total proposed budget.
8	Where is the assumption for the number of 50 start-up companies comes from & is it going to be the minimum requirement?	The reason behind the number of companies to be 50 in number is because we are planning to engage start-ups situated in secondary cities and in Addis Ababa. We want to engage 50% plus companies from the secondary cities.
9	Do you expect all the 50 start-ups to be in one cohort? Or multiple Cohort within 10 months are allowed?	All 50 start-ups are expected to be in one cohort within the 9–12-month program.
10	When do we expect to submit DUNS number? Before or after selection?	If the bidder already has a DUN’S number, it must be submitted with the proposal. If they do not have the DUNS number, they may submit it after a potential awardee is announced.
11	For the Financial proposal, are there any budget templates or can we use our format?	MS4G procurement has shared the budget template on the CATALYZE website and we can also share the template for anyone requesting it via ethiopiams4g.procurement@thepalladiumgroup.com
12	Concerning the 25% contribution of the total proposed budget, can we bring in another partner to cover the 25% or should this be only coming from our own budget?	It’s possible to bring in other donors and partners to cover the 25% contribution.
13	Is it possible to partner with incubators and accelerators outside of Ethiopia?	Yes, it’s possible as long as the lead firm is based in Ethiopia and legally registered in Ethiopia.
14	What kind of contracting mechanism will be?	MS4G will be contracting the accelerator on performance based/result-based partnership. Furthermore, payments will be upon submission of milestone or deliverable.
15	What is the geographical location for the accelerator program?	MS4G expects 50% of the implementation to be at secondary cities.
16	Can an accelerator apply for both RFPs?	Yes, it’s possible to apply to both RFPs.

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17	What is the Selection Criteria for the start-up companies?	The major selection criteria are: 3 years of actively launched product or service in the Food Security and WASH sector and 1 year of traction. However, the detailed selection criteria will be developed together with MS4G.