

## QUESTIONS & ANSWERS

Date: April 21, 2022

Reference Request for Proposal Number: FON-CATALYZE-217772-Ethiopia-2022-0279: Youth Job Placement in WASH Value-Chain in Ethiopia

Dear Offerors,

Please see below answers to the questions submitted [ethiopiams4g.procurement@thepalladiumgroup.com](mailto:ethiopiams4g.procurement@thepalladiumgroup.com) and question raised on the bidder's conference conducted on April 14<sup>th</sup>, 2022.

No	Question	Answer
1	Is there a possibility for one bidder to participate with two projects separately? One in WASH and in the Food Security ?	Yes, it's possible to apply for both RFPs if the company has experience in both sectors.
2	Payment Modality: how much percent will be paid for the first round and what is the base? Is it progress report or other ?	The details will be decided once the winner is decided but since the contracting mechanism is a pay for result(P4R) P4R method, you should expect the large amount of the payment to come at the later stage. And once contracted there will be a discussion on the milestone of the payments.
3	Can the business be in the secondary city and serve the rural area as well? Which cities are the priority in secondary cities? What are the criteria for selecting these cities?	MS4G expects the businesses to target urban cities, with more than 300,000 population but some activities might extend to semi urban and rural towns.
4	Job Placement: is it giving them the proper knowledge to be placed in jobs generally within the market generally or does it include the necessary understanding to create additional jobs? Meaning is it transfer of knowledge or creating the linkage between the market and the job? Or is it both? And how was the \$50/person taken into consideration?	Both the skill development and job placement with six months of retention is expected as an outcome from this project.  We expect the bidder to contribute to the financial cost either in kind, finance or facilitating loans. MS4G will be supporting/scaling existing initiatives the bidder may already have. So, MS4G is not expected to cover all costs of the project.
5	One of our companies have worked with development partners on job opportunities for women and youth in the Amhara Region. The question is our company qualified to apply?	yes, you can apply. However, please avoid working with the same beneficiaries who have already received support from your previous initiatives with other development partners at the same time.
6	Can we apply for the WASH RFP although we do not have previous experience working on WASH?	As it is clearly stated in the RFP, there should be a track record/experience of working in the WASH sector or WASH related activities to be eligible to apply.
7	Can the Malt company which is directly engaged in the manufacturing of alcoholic beverage apply for the Food Security RFP?	No, it cannot. Any value chain involved in the manufacturing of alcoholic beverages does not qualify to apply.
8	Does it mean 1500 youth employment in each award?	Yes, 1500 job creation is the minimum we expect from the businesses from each RFP, which means the total expected youth job creation from both RFPs are 3000but its also appreciated if they could go beyond that number.
9	We don't directly employ beneficiaries, but we give them wages of full-time employment equivalent and we move then from sales to entrepreneurs. Would that work?	We consider both wage employment or self-employment. The wage employment should be a consistent fulltime equivalent job and not seasonal or part time.

No	Question	Answer
10	Can MS4G fund be used to scale up other initiatives funded by other organizations? Does the \$50/person include the company's overhead cost or is it just for the project expenses?	No, it cannot be used to fund other program's initiatives with the same beneficiaries however it will help scaleup existing innovative solutions in Food Security and WASH value chain.  The budget can be used in a way that fits the organization but for MS4G the important thing is achieving the milestones and delivering the expected deliverables.
11	Do we have to submit two different proposals for skill development and job placement?	No, we expect one proposal to be submitted that includes all the skill development, job placement and retention. We don't expect to receive separate proposal for each category.
12	How long is the project?	As its mentioned in the RFP, it will be for 18 months
13	Is the 1500 job creation is for the each WASH and the Food Security Value Chains RFPs?	Yes, it is for each RFPs.
14	Can we prepare two project ideas in Food Security (in crop and animal husbandry) to create 1500 job opportunities?	Yes, you can have different ideas, but it has to be under one project (food-security value-chain) and it should be under one proposal.
15	How many proposals should be awarded? Is it a one-year project?	We expect to award two proposals. One for the WASH and another for the Food Security. It is an 18months project since we will be following up also the retention part of the youth and women placed for a minimum of six months.
16	From the FON, we understand that the assignment requires us to submit a business plan is to prepare and place at least 1500 youth/women, in Addis Abeba and secondary cities for employment, including self-employment through innovative and market-based approaches. Basically, the initiatives are capacity building (Training and work preparation and support that are linked with successful job placement. Does the MS4G funding include any support for seed money or starter (start-up) for engaging trainees for self-employment? Or for capacity building only? Once they trained, can we link them with other local finance service providers? What if we link them with employment agencies for future employment opportunities till, they secure the job? Can trainees contribute some amount from their own or family for self-employment modality?	MS4G supports business solutions with clear strategy to create youth and women job placement. The payment will be divided in different milestone which all will be based on training completion, job placement and job retention for at least 6 months. The job placement could be either in wage or Self-employment. In addition, if the partner has a plan to link the youth with loan finance, that's appreciated however, MS4G needs to see the youth job placement and retention within the contract period.
17	Ensure that employees or entrepreneurs/Self-employment retain the jobs for at least 6 months. What would occur the job opportunities available before the intervention at the different food value-chain actors are changing after the training or capacity development, as employers are not compelled to wait for us? which makes the retention period longer than anticipated?	The idea of at least "6-month retention" is after the job placement, which means the partner is expected to train and place 1500 youth and women. And after the placement the youth and women need to retain in the job for at least 6 months.
18	MS4G invites qualified, social enterprises, service providers, and knowledge institutions to submit business plans. Can these be a private or for-profit entity? Also, it was stated Be private sector led. Thus, we expect projects to include at least one private sector partner and at least one partner with a local operating presence. Does this mean a private enterprise exactly engaged in the food security value chain only? as it was stated above a knowledge institution can also apply for funding?	As the call is fully focused on Food Security and WASH value chain, the proposed business solutions shall be on this as well. And yes, the applicant shall be in private sector.

No	Question	Answer
19	No Cost sharing “..... offerors are required to contribute leverage of at least 1:1 in financial or in-kind contributions resources from their own private or local sources for the implementation of the proposed concepts. Does this “local sources “imply that we can meet and collaborate with any other potential partners (government or non-government) for soliciting support in any form (in financial or in-kind)? For instance, in the form of sponsorship, loan to youth & women, etc...?”	The contribution could be in kind, finance but the partnership shall be with a private sector not with government offices.
20	Co-invest. MS4G is focused on mobilizing private capital for job creation, training, and placement. The MS4G contribution will be no more than half of the total project budget. Successful projects will demonstrate co-investment, either financially or in-kind, in the initiative. This Awards may not exceed USD \$75,000 for Ethiopian organizations. Does this USD \$75,000 the maximum amount for half of the total project cost?	MS4G supports scalable and innovative business solutions with a potential to create youth and women job creation and MS4G will contributing 75,000USD for the scaling up. The contribution expected could be in kind, finance, experts,..e.tc.
21	Palladium strongly encourages applications/business plans from potential new partners’ initiatives (NPIs). NPIs are organizations which have never received funding from USAID directly or indirectly. On the other hand, it was stated that, “Preference will be given to Ethiopian organizations with previous experience implementing projects in the related activity area and showing tangible results and impact.” Aren’t these contradicting?	Its to say MS4G supports business plans which are not previously supported by USAID but has a good track record in the market with a potential to show result.
22	Does the funding opportunity need to be in partnership between a private sector company and another company with local operating presence? Can you please clarify for us?	MS4G supports local private sector working on youth and women skill development and placement. Hence, it’s advisable for the partnership to be private sector focused.
23	Can we include related WASH activities besides toilet construction?	Yes, any WASH activity can be included except solid waste management.
24	For a sector with food security involved, the amount of 50 USD per individual is very small. How is this assigned? We have made some assessments and want to add some technology to existing WASH projects, but the budget stated here is lower to operate in this kind of ecosystem. Is this something that can be negotiated?	MS4G has conducted a market assessment to decide on the individual cost and believes 50USD/person is enough to facilitate youth job placement in Food Security and WASH sector.
25	Is the payment to be made as a grant? As a tax paying company, we need to be sure of what type of payment it is and whether we will be required to generate a receipt for the funding.	MS4G follows a performance based or result based approach (P4R) in which payment will be made in milestone and based on achieved results. We don’t provide grant.
26	How is the fund distributed into tasks? It says 75,000 USD is the limit and contract value will be lesser depending on activities? Can we get an explanation on how the funding amount is assigned?	MS4G is using a fixed term contracting for this funding opportunity which means the funding per organization will be 75,000USD.
27	Is it mandatory to be at least one private sector partner and at least one partner with a local operating presence	It’s possible as along as the contracting with MS4G will be with the private sector.
28	Do we need experiences in WASH to bid for this call?	One of the criteria’s is for this bid is to demonstrate past experience WASH related activities and with achieved result, so yes, it’s a must.
29	The MS4G contribution will be no more than half of the total project budget. Is the applicant expected to contribute in cash or in kind / experts, any other?	As its mentioned on the FON MS4G aims to build the capacity of the partner as well as support sustainable business solutions, hence, the partner is expected to contribute for the program either in cash, kind or in any other form which should show in proposal.
30	Provide leverage of at least 1:1 in financial or in-kind contributions. Is it expected at each phase (reporting) or overall project?	It’s expected for the overall project not for each deliverable.

No	Question	Answer
31	Is it possible to operate in more than one secondary city to execute the plan, so that to benefit the minimum 1500 youth and women?	Yes, it's possible to consider more than one secondary cities.
32	Does the call (MS4G support initiatives) on the food security value chain which includes agriculture and food production include livestock sectors?	Yes, it includes agriculture, food production and livestock sectors and other areas in the value chain.
33	In the call, its says the successful submission ensure at least 50% of the jobs created to be in secondary cities. When they say at least, does it mean possible to submit the business plan focused in 100% secondary cities?	Yes, it possible to submit business plan focused more than 50% in secondary cities.
34	What does the statement "Submission of DUNS in the application unless exemption applies (awards less than \$25,000 performed by foreign entities overseas). (Offeror Willingness to submit the DUNS number if selected) mean? Is it also applicable to Ethiopian applicant?	DUNS number was (Date Universal Numbering System) to be submitted by any bidder to compete for bids with budget amount greater than or equal to USD 25,000. But this is changed to Unique Entity Identifier (UEI) by US government. It is updated on the CATALYZE website and bidders can visit for more understanding. Those bidders who does not already have this UEI, it is preferable to apply for it at <a href="http://www.sam.gov">www.sam.gov</a> while submitting proposals as to save the time of getting the UEI. Bidders are advised to mention they did the application on their proposal.
35	What is the Tax provision for this FON?	The TAX issue will abide to the Ethiopian law and the winner will be paid in accordance with their legal registration requirement.