

## QUESTIONS & ANSWERS

**Date:** August 23, 2022

**Reference Request for Proposal Number:** RFP-CATALAYZ-21772-MS4G-2022-0320

Dear Offerors,

Please see below answers to the questions submitted to [ethiopiams4g.procurement@thepalladiumgroup.com](mailto:ethiopiams4g.procurement@thepalladiumgroup.com) and questions raised during the bidder's conference conducted on August 17, 2022.

No	Question	Answer
1	Does this RFP look into sector specific producers SMEs and service providers?	Yes, this RFP is for private sector WASH businesses
2	How is WASH integrated in the proposal to these enterprises (1-15)- Ethiopian population, build community resilience, and strengthen rural-urban linkages in the areas of food security; Water, Sanitation, and Hygiene (WASH); and COVID-19 economic recovery?	<p>In MS4G, WASH businesses are:</p> <ul style="list-style-type: none"><li>• <b>Water</b> - Waste management, water treatment manufacturer, plumbing companies, water drilling, and construction companies, Distributors/retailers of water purification solutions, urban water tank operators, water manufacturers</li><li>• <b>Sanitation</b> - Sanitation product importers/wholesalers, masons and toilet service providers, sanitation product manufacturers, septic tank waste removers, residential and small commercial biogas installers</li><li>• <b>Hygiene</b> - Manufacturers of feminine hygiene products, handwashing facility manufacturers, detergent manufacturers, sanitizer manufacturers, non-medical mask manufacturers, mouth and tooth cleaning product manufacturers, shower service providers</li></ul>
3	<p>3.1 On the RFP the budget for the activity is illustrated using USD but it also states to prepare a financial proposal using Ethiopian Birr, please provide clarification in this regard.</p> <p>3.2 Do we submit the financial proposal based on the financial budget set on the RFP?</p>	<p>The budget determination per SME is in USD. But contract agreement and payment will be in ETB.</p> <p>Yes, offerors should base their financial proposal based on the budget outlined in the RFP.</p>

	3.3 Does the budget per SME indicated on the RFP include all logistical and administrative expenses?	Yes, the budget indicated on the RFP include all the costs per SME in providing the business advisory service.
4	The RFP indicates Hawassa, Bahir Dar, and Jimma as secondary city presence of SMEs, does this mean we are expected to look into those SMEs situated in the specific cities?	It is possible to look into areas in closer proximity to the cities mentioned under the RFP, however, we will be willing to explore secondary cities that are not indicated on the RFP considering the budget availability at the discretion of MS4G.
5	5.1 Is it mandatory to submit rent agreements in the secondary cities while we are submitting technical and financial proposals?  5.2 Do we need to have offices in all the three towns?	We would like to see engagement in secondary cities. But offerors can also provide service by engaging local BASPs in their system if they do not have a physical presence in the proposed city.  No. But, as indicated in the evaluation criteria of the RFP, offerors are advised to demonstrate their presence in a most practical way of providing the service to the indicated secondary cities.
6	Are we expected to provide the selected SMEs while submitting proposals or it is going to be decided later on in the contracting stage?	MS4G would like to see the BASPs to explore WASH SMEs' interests and bring a minim of five expressions of interest from SMEs.
7	What does clarify the past experience in WASH means, how are we supposed to explain our engagement, is it through submitting contracts, or recommendation?	Describe the type of services previously provided to WASH SMEs, the results of those services, and attach reference documents.