

QUESTIONS & ANSWERS

Date: August 3, 2022

Reference Request for Proposal Number: RFP-CATALAYZ-21772-Ethiopia-2022-0301 (Re-advertised)

Dear Offerors,

Please see below answers to the questions submitted to ethiopians4g.procurement@thepalladiumgroup.com and questions raised during the bidder's conference conducted on July 29, 2022.

No	Question	Answer
1	Why does the RFP focuses only on success fee as the service providers incur costs as well as the food security and WASH sectors and segments require a lot of works, to provide a support can MS4G consider a down/initial payment as a commitment fee to cover basic costs to be incurred by the service provider?	MS4G is a market systems program and does not pay for the full value of technical assistance provided. MS4G wishes to work with transactional advisers with existing active roster of clients. Clients usually agree to compensate transactional advisers a range of compensation. MS4G's success fee is designed to top up the existing fee arrangement with their clients by offering a 1% success fee on a Pay-for-performance (P4R) basis.
2	Is business license mandatory to participate in the bid?	No, individual applicants are not required to have a business license. The only legal requirement is that they obtain a TIN number. For those applying on behalf of a certain firm, the firm must be a legally registered entity in Ethiopia to provide such services.
3	Is there any platform to get additional information besides the information now we have had in this bidder's conference?	Yes, any developments in this RFP will be communicated to all potential bidders as well as the information will be available at our website http://catalyze-procurement.com/ and bidders are advised to visit the website frequently to get any additional information regarding to this RFP