

QUESTIONS & ANSWERS

Date: April 20, 2023

Reference Request for Proposal Number: RFP-CATALYZE-217772-Ethiopia-2023-019

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 April 20, 2023.

No	Question	Answer
1	When you gave us a brief explanation about the program, you mentioned a bootcamp. Are you referring to the event in the RFP described as “business investor/business linkage event”?	Yes.
2	What role does the private sector play in terms of fertilizer procurement and distribution in Ethiopia?	Chemical fertilizer procurement in Ethiopia is through the Ethiopian Agribusiness Corporation and distribution is through a network of cooperatives across Ethiopia. Recently, some agricultural One Stop Shops are allowed to distribute fertilizer. Additionally, a few commercial farms are allowed to import fertilizer for their own use.
3	What exactly is the RFP looking for in terms of the private sector role? Should the private sector propose now possibly manufacturing at the local scale?	The purpose of this RFP is to solicit service providers who will support the management and implementation of an upcoming Open Innovation Competition (OIC). A separate Request for Application (RFA) for the OIC will be announced soon to solicit proposals from entrepreneurs or enterprises with innovative business solutions for the WASH and fertilizer sectors who wish to participate in the competition.
4	Please clarify the level of involvement in the secondary cities. Do you require presence in all the secondary cities or a subset of them would suffice?	Activities are highly encouraged to be in secondary cities. Service providers will be expected to hold innovator outreach events in Jimma, Bahir Dar, and Hawassa.
5	You mentioned acceleration and incubation program for those who are selected from this competition. Are we expected to run that program or are we expected to bid in the future to be selected to host the incubation acceleration program?	It is expected that the service providers selected to organize and host the OIC will also have to capacity to provide some acceleration support to those applying to the competition.
6	Is this call only for private sectors? Are NGOs eligible to apply?	It is for private sector service providers.
7	The total timeline is 12 months and the support is 9 months. So, 3 months is for total competition?	The activity has a 12-month performance period, which will include planning and implementation of the competition and post award support to the competition winners. Please refer the deliverable table on page 9.
8	Please explain DBA and UEI?	Defense Base Act (DBA) insurance is worker's compensation coverage for employees in the event they are injured while working on a contract financed by the U. S. Government performed outside the United States. Bidders should not budget more than 0.75% of the total

No	Question	Answer
		<p>proposed cost for the service to be provided in repose to this RFP.</p> <p>Unique Entity Identifier (UEI) is the primary means of entity identification for Federal awards as the Federal Government. Bidders are advised to register on SAM.org and request a UEI number. If bidders secure a UIE number before the proposal submission deadline, they are required to mention on the cover page of the technical proposal, if not they are advised to submit a screenshot of their request to register for a UEI with their technical proposal.</p> <p>Bidders can red more using the link: https://www2.ed.gov/about/offices/list/fof/docs/unique-entity-identifier-transition-fact-sheet.pdf</p>