PRE- BIDD MEETING

Q&A

1 st Pre bid meeting – 21st February 2020

1. Which is the current deadline to present an offer?
   5th of March

2. Is the project home office located?
   It is home based but it requires a series of interviews with different potential users / stakeholders. Therefore it requires a human centered design approach.

3. In terms of the process, once the offer is submitted, when do you expect the kick off of the project?
   It will depend on the date the contract award will be awarded.

4. How many offers do we expect to receive?
   As many as possible considering this is an open competitive process.

5. How can we improve our chances to win?
   UNDP is committed to dedicate as much time as necessary to conduct a fair, open and transparent process. Information will be equally shared with all prospective vendors.

6. Do I come as a small business or as a big companies which includes more bureaucracy?
   The RFP states the documents and experience that the firms needs to present in order to be considered qualified for this work.

7. A second Pre bid meeting will take place on 27 th February 11 am NY time.

2 nd Pre bid meeting – 27st February 2020

With this project we are trying to tackle the lack of market intelligence on the investment opportunities that contributes to the SDGs in emerging economies. We developed an 8 step methodology in 2019 based on 17 data points and we need the data to be more investor facing and available, in a user- friendly and dynamic platform.

Our interest is to upload information/data that is populated in an excel sheet into a platform that would be dynamic that will enable the investors to learn the investment opportunity areas that is identified. The platform is envisaged to be user-friendly so investors can search the information by filtering in ways that is useful to them.

1. Do not have a direct question but finds useful if we can add information to the infographics and the number of visualization that is required from the platform.

The current layout that we developed allows the investors search by SDGs, country, sector and timeframe. However we are interested in other filters that would be useful for investors (which would be determined by human centered design approach) to be added

2. In terms of the map and the current location of the investments that would also be mapped and visualized? How detailed is the information in those maps?

In Brazil the model that we worked with were 21 opportunity areas that corresponds to specific subsectors and regions and the database relates to that. The models were very specific and the location was part of that.

3. What do you mean by economic factors? Do you mean socio-economic and demographic factors?

We have 17 specific data points. There are specific data we do collect, they relate to financial factors, regulations, SDG targets that they correspond to. Please see our mock up web page here:

https://toluodusanya.wixsite.com/website-1

At the end of the day, our interest is to show case the information by country, by SDG, by priority sector, etc. The filter areas should be defined building on interviews with the investors and their needs. Having said that there is a specific set of data that comes with each investment opportunity area that is part of this process.

4. This is a strategy, my understanding is that we are exercising this face and we are going to be doing some prototyping to test what the best model is. I am hearing a lot of technical questions on how are actually going to display things but my sense is that we are going to uncover how we are going to display things. Is that correct?

Yes, it is correct. We are interested in understanding how the user will be able to work with this data. Ultimately, we are looking for that visual design that will emerge. The whole client journey of how an investor or potentially a government officer will use this map and what would be an effective way to guide them through that.

We had a good sample of investors we are working with currently to pilot our product.

The short answer is yes, we are looking for guidance on how this working field should be before we actually develop that.

5. I realize that this is the investor´s map that we are looking at that you skilled from 6 to 20, are this existing opportunities you already have the data plan or there is also visualization or user experience of how opportunities add up to this platform?

For each country that we worked with, so in the case of Brazil we had 21 investment opportunity areas, each of which have the data points that I mentioned in the 6 categories and this is happening as we work across different countries. So, the average we are starting to understand is about 15 investment opportunity areas. We worked on maps in Jordan, and in Armenia and we are coming for Nigeria and China.

6. Is your expectation that the UX Design will be applicable across any country of the world, across any sector, across any SDG?

This is correct. We would like to have the user filter by any country, by any SDG, priority sector… We are starting to see although is early in the process that there is replication in every investment area. Ex. Infrastructure.

7. If we will responsible for building the data input of the site?

We have the data organized in an excel sheet. Our interest is uploading the data from that excel sheet to the user-friendly dynamic web page..

8. Is there an interface to upload that data?

What we have now is a comprehensive spreadsheet.

9. Regarding the demo site, what have you learned about what the challenges are?

It is not sophisticated enough, but what we learnt is that the interest in being able to sort by SDG and by priority sector is key and while there is tremendous interest in the economic factors such as the return on investments and that is the hardest data to collect.

10. How do you select companies to submit for the RFP?

Basically, according the selection criteria included in the RFP document published.

11. How many firms are participating in this RFP process?

This is an open international competition, so we expect as much as possible.

12. Regarding the deadline, why was extended?

It was extended to get as much offers as possible.

13. Regarding partnership to other companies are there allowed?

Yes. All details included in the RFP.

14. Is it possible to have a demo of the system created as a pilot?

Please find the link to the demo.

https://toluodusanya.wixsite.com/website-1

15. What key pieces are missing from the demo that you would like to include?

We are looking for advice on this demo. We think that perhaps the methodology does not come to life sufficiently. We´d like it to be a little more interactive and intuitive. One of the challenges is that the presentation of the investment opportunities was not intuitive or straightforward. So we are looking for how to share the information of this investment opportunity areas, improve the filters, compare the opportunity areas from one geography to another. This can only be done based on a human centered design.

16. In terms of the overall macro, you have a pilot version but I am struggling where the project stops and a full rolled out system comes into place.

For our purposes, having the framework and the prototype developed and so a direction on how to build that visual design so we can quickly start to upload some of these information. We are interested in a place to upload our information.

17. When you reference prototype now and in the RFP, in your mind, is a non-functioning prototype, meaning you are not entering data in it? Is it purely a visualization tool or you are expecting to enter data and manipulated live?

We do not expect it to have it live as of yet. That is a next step in the process so companies need to think about it and if necessary that functionality should be built in. For now we would like to enter the data that we have and to continue to upload data that we collect.

18. What is the budget of the project?

As per policy we cannot disclosure our budget. The scope of work has been shared.

19. We are a small firm formed in 2018. We do not meet the financial standing criteria and do not believe this to have relevance to our ability to deliver on the project. Does the UN consider exceptions? If not, how have you managed this in the past?

The selection criteria are stated in the RFP. Companies will be evaluated against them.

20. Can you expand around depth of the visuals and the complexity? What are you imagining? A single matrix or more involved, more interactive?

As part of the work, you will need to address to different stakeholders to analyze that. We expect that this tool would provide them with enough information to draw the attention to do the due diligence to invest.

31. Regarding investors communications will be phone conversations or we will need to travel?

The communications will be by phone. We can help facilitate that.

32. The investor and the content in there … will that all be finalized by UNDP?

UNDP will provide a set of information. Investors will use the information to originate more investment in the areas identified they have development priorities.

33. Do you have access to investors for research? Do the investors have to recruit their own participants?

We have a captive of relevant investors that we can make available.

34. Who the main point of contact in the Project?

Elizabeth Boggs- Davidsen and a New York support team.

35. Is e-mail submission allowed for the proposals?

Yes, but the offer has to be password protected.

36. Does the change of the deadline has an impact on the kick off of the project?

Yes, it certainly does. At this point we can not set a date yet. There is a contracting period.

37. If we have any follow up questions can we send them by email?

Yes, but please be advice of the time that it is stated in the RFP for that. We want to make sure that there is enough time to address the questions and share them to every interested company.

38. You mentioned the Demo, is there any other document that we need to see?

We can share the demo.

39. Are you collecting the questions to be shared?

Yes.

40. Do you have preferred software?

No. The demo was developed by WYS.com.

41. Who would design specifications and technical requirements will be handed on to at the end of the project?

There will deliverables of the project.