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Date:Wednesday, May 05, 2021Reference:**RFP/UNDP/IICPSD/2021/01**Subject:Clarification Letter 1Deadline:Friday, May 14, 2021

Dear Sir/ Madam,

Please be informed that, further to inquiries from prospective Offerors, we are sending both the clarification request received and the respective UNDP response to all Offerors which asked questions and posting on relevant procurement websites along with our standard practices.

Clari	larification Note: 1							
No:	Question			Answers / Corrections				
1	Primary RfP: selection of institutions that will be effective in providing consultancy services (mapping and problem solving stages) Secondary Bidding Process: We think that a structure in the form of a consultant company + partners that has completed the Primary RfP selection process will be effective in ploting, scaling and learning stages. However, we do not know how true it is. We wanted to benefit			Presenting a proposal alongside together with another entity (consultant company) becomes challenging from a procurement perspective at UNDP as a due diligence for both organizations would have to be conducted. It is expectable that BCtA might procure a consultancy firm to support your organization during the process – but this would be BCtA's responsibility.				
	from	your expertise Primary RfP (represented by this document) Primary RfP (represented by this document)	and guidance. Secondary Bidding Process(es) (to follow for companies selected as part of the Primary RfP process)					
	Purpose	Undertaken to select LTA-holders that will be eligible to submit proposals to provide consultancy services for specific replication projects in known sectors and areas of implementation (as and when demands arise from BCtA partner organizations)	Undertaken to select the appropriate LTA- holders for providing consultancy services to a specific project to be implemented in a known location and sector according to services requested by UNDP Country Offices and Regional Bureaux in the context of a specific replication project					
			26					
	Competition Structure	Open competition undertaken according to provisions outlined under this document	Closed competition undertaken according to a detailed ToR document that reflects the specific scope and type of work to be undertaken in supporting the replication of a business model in a specified market and location					
	Eligibility	Open to all businesses according to provisions specified under Section 2 of this document and the 'Minimum Eligibility and Qualification Criteria' provided in Section 4 of this document	Open only to LTA-holders selected in the primary RfP process					
	Required Documentation	Forms and documents specified in Section 6 of this document	Forms and documents provided in Section 6 of this document (with the exception that Section 2 of Form E shall be revised to provide a methodology for the specific location and sector for replication identified by the secondary bidding process documentation)					

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2	Please confirm, if we had already submitted the documents in response to the previous RFP, would those documents suffice for the current RFP submission?	No, you need to re-submit the documents again since there are a few changes.
3	 As we submitted our bids before the re-open the RFP process again, We would like to recieve a notice which explain: Our first submission documents were opened or not? 2- May you please share an information about the reason of the re-opening? 	 1-First submission documents were not opened and will not be opened. 2-We re-opened the case because there are a few changes from the previous RFP documents as we have decided to simplify some of the previous requirements.
4	Please specify criteria for "certified" financials. Can a company officer certify the financials, or it must be certified by a 3rd party? If the latter, please specify who would be acceptable (e.g. certified accountant).	A company officer can certify the financials, it does not have to be 3 rd party.
5	Can our team respond to more than one RFP?	Yes of course.
6	This RfP was originally posted on 22 March 2021 with a deadline of 15 April 2021. Then it was republished on 28 April 2021 with a deadline of 14 May 2021. Has the same RfP been republished? Is it because the tender process was not completed for the previous RFP? Please confirm.	We re-opened the case because there are a few changes from the previous RFP documents as we have decided to simplify some of the previous requirements.
7	Are consulting firms eligible to participate in the RfP for Capacity Building for the Replication and Adaptation of Inclusive Business Models in Technology-Enabled Agriculture, or is it only technology companies (originators) that are being considered for this LTA?	Currently only originators can apply to this specific RfP. Nevertheless, the Capacity Building for the Replication and Adaptation of Inclusive Business Models in Technology-Enabled Agriculture process will likely rely on RfP for consulting firms at a latter stage.
8	Can Agriculture Consultancy Organizations work with multiple Contracted Originator agri-tech-enabled companies to replicate and scale more than one type of model/solutions across Replicators?	Yes, it is possible to apply with a "combined solution"
9	The RfP mentions that the tasks "Mapping" and "Problem-Solving" will be undertaken by external individual consultants. Do external consultants include consultancy organizations too, or only individuals working as consultants.	It also includes consultancy organizations which will be procured by UNDP



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10	Has the RfP/selection process for external individual consultants started or is already complete? If it is planned in the future, can you indicate when the RfP for the same might be expected?	For the future RfPs we advise to regularly consult UNDP's website: <u>https://procurement-notices.undp.org/</u> <u>https://www.undp.org/careers</u>
11	For Bidders with global experience/presence, how should the exclusion on page 29 be interpreted - "Bidders should NOT provide a methodology and planned approach for implementing their model in a market or geography in which they currently operate"? Should all geographies where Bidders are currently operating be excluded? In which case, should the Bidder propose the methodology and approach for any random geography outside its operative areas?	Please submit a proposal for the areas you operate but also including a methodology for a geography outside of your operative area
12	Point 16 of Bid Data Sheet mentions: Password for technical proposal must not be provided to UNDP until the date as indicated in No. 14 (for email submission only). Please confirm if we need to password protect Technical Proposal as well in addition to Financial Proposal. If yes, please let us know by when do we need to share its password as we are unable to locate the date indicated in No. 14.	Yes, you need to protect your Technical and Financial proposals with passwords. The password for opening the Financial and Technical Proposal should be provided only upon request of UNDP. UNDP will request Financial password only from bidders whose Technical Proposal has been found to be technically responsive.
13	Who will conduct / own the implementation of the business model in the new market? Is it the local UNDP office?	Coordination between UNDP local office, Business Call to Action, bidder and local implementing partner
14	Who would fund the program implementation costs in the new market?	Business Call to Action
15	How will our role in the replication be branded/communicated?	Branding and communication will be discussed with the bidder to consider its preferences and UNDP branding guidelines.
16	- Would governments also be involved in the replication of the business model?	Yes the programme relies on government involvement. There is a lot of collaboration planed with local policy makers.
17	Is it possible to apply via e-mail?	Please submit your submission document via email: procurement.iicpsd@undp.org



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All other terms and conditions remain the same.

Thank you and best regards,

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