

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.

**E-mail:** [procurement.iicpsd@undp.org](mailto:procurement.iicpsd@undp.org)



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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 receive a notice which explain: 1- 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 <sup>rd</sup> 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: <a href="https://procurement-notice.undp.org/">https://procurement-notice.undp.org/</a> <a href="https://www.undp.org/careers">https://www.undp.org/careers</a>
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 planned with local policy makers.
17	Is it possible to apply via e-mail?	Please submit your submission document via email: <a href="mailto:procurement.iicpsd@undp.org">procurement.iicpsd@undp.org</a>



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All other terms and conditions remain the same.

Thank you and best regards,

Procurement IICPSD  
Istanbul, Turkey