



BIDDER'S CONFERENCE – MINUTES OF MEETING

RFP No.: RFP/UNDP/ IFL/180481/015/2022

Assignment Name: Blue Finance Impact Accelerator: Building Resilient Coastal Communities and Marine Ecosystems

Date/Time : **Thursday, 30 June 2022 / 10.00 AM (GMT+7)**

Place : **Zoom Online Meeting** (<https://undp.zoom.us/j/83515569587?pwd=swFTVeCqEGkzdPGWot-mw4lqGpgFzz.1&from=addon>)

Meeting ID : **835 1556 9587**

Password : **434912**

Closing Date:

*Please refer to the e-tendering system with event ID: **IDN10 0000012939***

Link to the recorder:

<https://drive.google.com/drive/folders/1OnYppdgQmM0-E2ZCxnj7dRN6kHDYl5Vu?usp=sharing>

TO ALL INTERESTED BIDDERS

No.		Introduction and Guidance
Information		<p>Bid Conference was opened with following agenda:</p> <ol style="list-style-type: none">1. Explanation on RFP document – administrative issue (closing date, submission & method, delivery place for submitting offer, contract award, etc.).2. Explanation on Annex 1: Description of Requirements3. Explanation on Annex 2: Form for Submitting Service Provider (Contractor)'s Proposal (pdf and word document)4. Explanation on Annex 3: Term of Reference5. Explanation on the Submission Forms6. Q & A (going through all sessions)
1	Q	Dear UNDP, Could you share with us why this RFP was re-tendered?
	A	The last tender we ended up by only 1 proposal and when we evaluated the proposal, it scored below the minimum. There's also some revisions in the ToR that will be explained later on in the meeting by the project colleague. The TOR is slightly different than the previous one, as it further highlights our Blue-sector focus (including targeted Blue sector areas), and other specifications including potential proposed training modules and curriculum under the Accelerator, screening criteria of participants, and detailed expected scope of work/deliverables for the Service Provider.
2	Q	Expected tangible output of the accelerator? pilot with government? funding by investors?
	A	The expected output would be providing funding by the investor to Accelerator

		<p>participants (startups/SMEs), through the Demo Day event itself. This Demo Day will be held by UNDP together with the expected service provider, where the Service Provider (in line with scope of work and deliverables) will assist in organizing including marketing, outreach and invitation of potential investors, funders/donors, or interested relevant network to the Demo Day.</p> <p>In terms of the pilot with the government, one of the expected outputs is to matchmake participating Startups/SMEs with local/provincial government counterparts for piloting and developing relevant Blue project pipelines together. Under the Blue Finance Accelerator program, ADB therefore will organize a separate training component specifically for involved government counterparts. Given this, the expected Service Provider should note that training curriculum for Startups/SMEs that the Service Provider will design and deliver, in line with their Scope of Work, may potentially merge training with government counterparts, wherever topics/sectors may be necessary to conceive pilot government projects. This will be in coordination with UNDP and ADB.</p>
3	Q	What is the reason for choosing both Startups and SMEs instead of only startups or only SMEs?
	A	We want to target both as we aim to build their capacity in parallel. Since we will also involve government counterparts, who will be trained under ADB, there is a expected target to match respective startups and SMEs with local/provincial government counterparts. This is an expected output of the overall accelerator
4	Q	And the stage of business of the startups / SMEs? Early stage, scaling up or mature stage as it will impact the content of the type and depth of the accelerator modules
	A	This will be elaborated later in the planning stages. We're currently mapping suitable SMEs and startups with a consultant in order to understand the sector/industry needs. This assessment will allow us to understand the landscape of the blue economy sector, its key players and issues.
5	Q	Can help explain about multiplier impact ?
	A	On multiplier effect, we mean that the selected participants should show impact contribution in a multi-level approach (i.e their impacts trickle down to secondary and indirect stakeholders/beneficiaries, broader socio-environmental issues, etc)
6	Q	For all social media campaign, will we managing dedicated Blue Finance Impact Accelerator social media, or just through our own social media platform?
	A	Service Provider will be managing campaigns through their own existing social media channels and networks, additionally content and publications created by the Service Provider will also be circulated to UNDP and partners platform (ADB, UNIDO, etc). This has been indicated under the Scope of Work (see for further details).
7	Q	Ok so basically, us implementer only giving the content plan & the content itself, correct?
	A	Yes, the service provider will be responsible for the content creation and the content plan
8	Q	Would it be possible to explain the project budget and how to submit the financial proposal?
	A	If you are referring to project budget as the budget ceiling for this RFP, UNDP does not disclose any budget information/ceiling in regards to how to submit financial proposal, the financial proposal should be submitted using the provided format in annex 2 and any additional information to support bidder's financial proposal, can be submitted as an attachment. the technical and financial proposal should be submitted through eTendering system for this RFP

AMENDMENT TO THE RFP:	
1	<p>Annex 3 Term of Reference : Blue Finance Impact Accelerator: Building Resilient Coastal Communities and Marine Ecosystems ; Article C. Objective of Assignment, Page 13 should read as follow :</p> <p>The objective of the assignment is to develop and implement the Blue Finance Impact Accelerator which aims to build the business and impact measurement capacity of min. 12 SMEs/Startups (min. 6 startups, 6 SMEs) with the focus on Blue Sector, including, but not limited to areas of: sustainable aquaculture and/or fisheries, marine conservation, marine debris and plastic waste management, maritime and climate change resilience. The Accelerator will take place for an estimated 7 (seven) months where Contractor is expected to organize and oversee the inception, implementation and post-activities of the Accelerator including: preparing and managing business and technology scaling aspects, while UNDP delivers inputs in relation to fundamentals of impact in SDG context, impact measurement and management and impact pitching.</p>