

Note of information 1

**Tender: Experts for Business Export
Coaching and Corporate Social
Responsibility, Institutional
Development and Sector Alignment in
the Fresh Fruit and Vegetables Sector in
Ethiopia**

Date: 6 August 2021

	Subject	Question	Answer
1	Award criteria	1. ¶36 provides a checklist table of the required documents that need to be submitted. The table indicates under “Award criteria”: “Tender, including a general response to the Tendering authority’s award criteria”. Can CBI indicate what needs to be included in this tender document, e.g. do we need to submit a project proposal including the project’s approach, activities, planning and team composition? Or is a general introduction sufficient? And is there a page limit for this document?	This document should include your response to the award criteria as described in Chapter 5 of the Tendering Document. You do not need to submit a project proposal. There is no page limit for this document.
2	experience required	2. ¶or Lot 2, specifically paragraphs 3.3, 4.3.2 and 5.2.4-5.2.6, no reference is made to either the ‘fresh fruits and vegetables’ sector nor to ‘Ethiopia’ explicitly. To what extent do experience and examples from the ‘fresh fruit and vegetable’ sector and ‘Ethiopia’ receive higher points in the evaluation process?	The Tenders will be assessed solely based on the award criteria and requirements as described in the Tendering Document.

3	reference data	Do you have a specific format for the Reference Data? And is there a page limit for each of the reference data examples?	This is free format without page limit.
4	core competences	At the top of p. 25, paragraph 4.3.2 “Core competences Lot 2” the following sentence is included “[...] and supporting local public and private business service providers”. However, in 5.2.5 (the box with the “assessment aspects”) only “Level of experience in identifying service needs of companies” is included. To what extent are examples of needs assessments of public service providers eligible under this award criterion?	Section 5.2.5 focuses on your experience in identifying service needs of companies, with a view to “subsequently linking potential providers and up-takers of the service” (paragraph 1 of section 5.2.5). Needs assessments of public service providers are therefore not eligible under this award criterion. The emphasis is on your experience in identifying the service needs of companies (that (public) service providers could then subsequently fulfil).
5	advantage local based consultants	To what extent do consultants that are based in Ethiopia have an advantage, also in the context of the ‘digital first’ strategy of CBI (as emphasized on p. 14 and p. 15), with the objective of reducing international (air) travel?	The Tenders will be assessed solely based on the award criteria and requirements as described in the Tendering Document.