



Memorandum of information European tender "Mali Business Support Programme".

Date: 28 October 2021

In this memorandum of information, the contracting authority provides answers to the questions asked and remarks posted in the context of the above-mentioned European tender. This memorandum of information forms an integral part of the tender document (with reference 202108007).

Question	Chapter the tender document	Question	Answer
1.		Is there a formal commitment of cooperation with the winning tenderer from FACEJ and EPEC?	No
2.		How and by whom will the assessment of the 'high potential' SMEs be done? What are the criteria / indicators?	This should be developed by the implementing partner in close collaboration with FACEJ and EPEC. Please include your approach in the offer.
3.		Are there any specific requirements on the competence of the mentors? Would it be acceptable to include coaching and training of mentors?	Yes, if needed, coaching and training of mentors can be included in the offer.
4.		The tender doc describes access to investors as a specific goal. The document does not mention who these investors are. Is this something the Netherlands and Danish embassy will facilitate, or do you expect the tenderer to contact the banks and investors for cooperation.	The tenderer is expected to facilitate and explore collaboration and cooperation with potential investors and (traditional) Financial Institutions. It is advisable to build upon the experiences and networks of FACEJ and EPEC.
5.		The document does not describe a specific geographic location. FACEJ is mainly active in urban regions, EPEC also in rural areas. Does the tenderer have the liberty to focus on certain zones? OR will FACEJ and EPEC inform us in which region the entrepreneurs are active?	The geographical focus of the programme will depend on where the selected entrepreneurs are active. Collective activities can be organized in certain zones chosen by the tenderer.

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6.		Entrepreneurs active in agriculture often have different Business Development Support needs. Do you expect agriculture to be part of the selected businesses. Is facilitation of regional trade / and export part of their needs?	Yes, agriculture will be a part of the selected businesses. As no businesses have yet been selected it is not possible to say whether facilitation of regional trade / export are part of their needs.
7.		Some information about EPEC (I couldn't find on internet) ? Or who to contact for this? What type of training are they providing? On which topics?	Halimatou Nimaga (EPEC, World Bank) hnimaga@worldbank.org
8.		Can we get recent information about FACEJ (on internet, last info is from June 2020 : Premier bilan au 30 juin 2020 - FACEJ)	Attached is the latest report.
9.		What is a « young entrepreneur	An entrepreneur between 18 and 35 years old.
10.		Also, what is a « promising entrepreneur	An entrepreneur with a business (idea) that shows potential for growth/scaling.
11.		Can we have access to the "Specific year Plan 2021" (EKN)?	No, this is not a document RVO can share, in this context.
12.		The beneficiaries' selection will be a capital step when the project starts. Are there criteria already developed in FACEJ and EPEC programs or in official institutions?	No, these should be developed by the implementing partner in close collaboration with FACEJ and EPEC. Please include your approach in the offer.
13.		Shall we select entrepreneurs / beneficiaries only from FACEJ and EPEC programs?	Yes, most from FACEJ.
14.		Page 8, chapter 2.1.2 « <i>This project is one of the foreseen I4Y activities ...</i> » => What are the other activities of this I4Y? Are they of any support or complementarity with this tender?	At this point in time the other I4Y activities have not yet been identified nor is it possible to say whether they will be complementary to this tender.
15.		In the framework of this project, is it possible to budget grants for entrepreneurs for short-term or mid-term studies (Bachelor, Master)? This might not concern the firm leader but employees (to strengthen skills on techniques, marketing, management and administration, human resources, ...)?	No, this falls outside the scope of this assignment.
16.		Page 10, chapter 2.1.4 « <i>... young entrepreneurs are trained and equipped with basic skills ...</i> » => What are these basic skills?	Basic entrepreneurial skills – the tenderer is required to elaborate on your understanding of these skills and how to train them in the offer.

Question	Chapter the tender document	Question	Answer
17.		What are FACEJ's conditions to provide a guaranty fund?	Please follow up with the implementing partner of FACEJ.
18.		What is SGBs (Result 2, page 11)?	Small and Growing Businesses
19.		Business Angel Network: on internet the last BAN situation is dated 2018 ((20+) Mali Business Angel Network Facebook) => What is the situation now? Is this network still active?	Yes -> Mali Angels is active. Check VC4A website for more information.
20.		Venture Capital Firm: have some VCF been identifies yet? Are they already partnering with FACEJ, are there some in the sub-region?	FACEJ is partnering with 4 banks, not with VCs. EPEC is working with a VC in Mali. There are numerous VCs active in the sub-region.

Additional information;

- The tenderers are requested to keep the project plan concise and legible, which is considered to be around 30 pages. This does not include annexes.
- We increase the budget from €401,868.-- to €480,000.—exclusive of VAT, this increase is mentioned to cover for additional security provisions and costs. The rating table of chapter 5.4 of the Tender Document with reference 202108007, is now as follows:

Total price offered (exclusive of VAT)	Points awarded
Offer is lower than 426,000	10 points
Offer is 426,000 or higher	9 points
Offer is 431,400 or higher	8 points
Offer is 436,800 or higher	7 points
Offer is 442,200 or higher	6 points
Offer is 447,600 or higher	5 points
Offer is 453,000 or higher	4 points
Offer is 458,400 or higher	3 points
Offer is 463,800 or higher	2 points
Offer is 469,200 or higher	1 point
Offer is 474,600	0 points
Offer is higher than max price 480,000	rejected

