



Memorandum of Information

Questions and answers for European tender: Experts for the execution of the CBI program 'Ethiopia tourism - Linking communities to markets'		
Date:	4 December 2024	
Question number	Question	Paragraph from Tender document
Question 1	I have been working as an inbound tour operator (owner), but the business is not active anymore since Corona (2020), although the legal business entity is still existing. I do not intent to re-start the actual business of exporting to international markets. Can I apply for the network position (lot 2)? What would be the conditions to do so as to comply with the non-conflict of interest criteria as mentioned under 3.1.3 (Independence and Conflict of Interest).	3.1.3 Tender document
Answer	All experts applying for this tender must act fully independently and without any conflict of interest as a representative of CBI in the tourism sector in Ethiopia. This entails, among others, that they should not be directly or indirectly contracted or employed by (or own) selling parties in Ethiopia or importing companies that trade in services from developing countries covered by this tender. Any expert under this tender should be able to act fully independently under the strict requirement that no preferential advise will be given to any company or organization which might favor the own interests of the expert. In case of potential risks of conflicts of interests during the execution of the tender, the tenderer can make these risks explicit in the tender application documents. In case of potential risk situations, the tender application documents need to show that 1. such risk for a potential conflict of interest is limited, and 2. that the expert has adequate mitigation measures in place in case a potential conflict of interest might arise. The tendering authority decides if the explanation is sufficiently plausible and if the two elements have been adequately proven in the tender application documents. In case a conflict of interest arises during the project implementation, RVO/CBI reserves the right to take adequate measures, for example relevant clauses in further contracting agreements, and/or restricting the activities.	
Question 2	Under point (5.3.2. Award criteria relating to competence in CBT product development) it stated that you can provide a maximum of 1000 words per question. The definition of "question" is however not provided. Is this the "award criteria" or is this the "item". In the example of 5.3.2. can we answer for each item 1000 words or 1000 words for the two items together?	5.3.2 Tender document
Answer	The word limit is 1000 words per question "item". For the two questions, this would result in a maximum of 2000 words for the two questions (maximum of 1000 words per question).	

Question 3	Can one expert apply for lot 2 and 3 and potentially win them both?	2.5 Tender document
Answer	Yes, tenderers may apply for multiple lots (if the labour capacity is available) and can therefore also be awarded multiple lots.	
Question 4	We intent to apply with two experts for Lot 1: one expert on local CBT product development and one expert for European market access. Could you confirm that this is possible? The Core Competences for lot 1 are however both focused on the local CBT development. Does that imply that we need to submit 2 reference assignments for the CBT development expert and zero for the EU market access expert?	4.3.2 Tender document
Answer	Yes, it is possible to apply with two experts for Lot 1. If you cannot carry out the assignment independently, you can set up a collaboration with other organizations. In article 7.3.17 is described how to submit a Tender in collaboration with other organizations. You need to comply with both Core Competences for Lot 1 individually or in collaboration with other organizations.	