

Date: October 20<sup>th</sup>, 2021

**Marketplace Lead**

**QUESTIONS AND ANSWERS MATRIX  
EXTENSION**

No.	QUESTIONS	ANSWERS
1	<p>In the scope of work it says: <i>“design and operation of the expert tables mechanism which aims to support the curation process for matching the CBEs business proposals with blended finance opportunities. These tables will bring experts from different fields including finance, sales &amp; marketing, value chains, among others, that will help improve the business proposition to access credits from the BFE”</i></p> <p>Do you expect the selected proposal to include experts in the mentioned fields? And if so, to work in all these fields?</p>	<p>The selected proposal does not need to include experts in the mentioned fields, but the organization should have a pool of experts that it can invite/subcontract and that will participate in these expert tables.</p>
2	<p>Are you expecting the selected proposal to also work on product development, or are all products ready to make market connections?</p>	<p>The selected proposal needs to bridge the gap between the products in the landscapes and the market requirements or needs. All products will require market connection and we are expecting the selected proposal to lead the development of new products according to market needs.</p>
3	<p>Since the call for proposal is expecting the project to have results in terms of commercial agreements and most of the time, we combine a fixed with a variable rate linked to the sales that we achieve with the organizations we work with.</p> <p>Is it feasible for CI to accept proposals that have this combination?</p>	<p>No, for the activities described in the terms of reference, we have a set budget and all the fees that will be charged through the life of the project, due to these activities, have to be included in this proposal.</p>
4	<p>The RFP mentions that the cost proposal must be provided with sufficient detail to allow for a complete analysis of each cost element or line item. In assignments like this, we work with an overhead rate that already includes various costs like services, rent, supplies, local costs etc.</p> <p>Costs for travel, meetings, special events however are presented separately in the budget. Please find attached a detailed budget proposal per item, per year and per budget category according to the published budget template on the CIMX website and kindly inform whether this budget is sufficiently specific to proceed.</p>	<p>We refrain from answering this very specific question because our answer may represent a competitive advantage over other competitors.</p> <p>A question about the reporting of the contract was made and published in our portal. It might help for the purpose of the proposal.</p>