



<p>RETURN BIDS TO : RETOURNER LES SOUMISSIONS À :</p> <p>Bid Receiving / Réception des soumissions</p> <p>Email / Courriel : urp-bru@international.gc.ca</p> <p style="text-align: center;">AMENDMENT #2 QUESTIONS & ANSWERS REQUEST FOR PROPOSAL</p> <p>Proposal to: Department of Foreign Affairs Trade and Development.</p> <p>We hereby offer to sell to Her Majesty the Queen in right of Canada, in accordance with the terms and conditions set out herein, referred to herein or attached hereto, the goods, services, and construction listed herein and on any attached sheets at the price(s) set out thereof.</p> <p>Proposition aux : Ministère des Affaires étrangères, commerce et développement</p> <p>Nous offrons par la présente de vendre à Sa Majesté la Reine du chef du Canada, aux conditions énoncées ou incluses par référence dans la présente et aux annexes ci-jointes, les biens, services et construction énumérés ici sur toutes feuilles ci-annexées, au(x) prix indiqué(s).</p> <p>Comments - Commentaires</p> <p>Issuing Office – Bureau de distribution Foreign Affairs, Trade and Development SPBC / Affaires étrangères, commerce et développement, SPBC 200 Promenade du Portage, Gatineau, QC</p>	<p>Title / Titre Fund Management Services for the "Outcome Fund for Education Results" (OFFER) Project in Colombia.</p>	<p>October 13, 2022</p>	
		<p>Amendment #2</p>	
	<p>Solicitation No. / N° de l'invitation 2022-P-002843-7440102</p>		
	<p>Client Reference No. / No. de référence du client(e) 2022-P-002843-7440102</p>		
	<p>Solicitation Closes / L'invitation prend fin At / à : 2:00 PM EDT (Eastern Daylight Time) On / le : November 4, 2022</p>		
	<p>F.O.B. / F.A.B.</p> <p>Plant-Usine: <input type="checkbox"/> Destination: <input checked="" type="checkbox"/> Other-Autre: <input type="checkbox"/></p>		
	<p>Destination of Goods and Services / Destinations des biens et services Department of Foreign Affairs, Trade and Development (DFATD)/ Ministère des Affaires étrangères, commerce et développement (MAECD)</p>		
	<p>Address Inquiries to : Adresser toute demande de renseignements à : Isabelle Doray Contracting Authority Email / Courriel: Isabelle.doray@international.gc.ca</p>		
	<p>Delivery Required / Livraison exigée</p>	<p>Delivery Offered / Livraison proposée</p>	
	<p>Vendor Name, Address and Representative / Nom du vendeur, adresse et représentant du fournisseur/de l'entrepreneur</p>		
<p>Telephone No. / No. de téléphone</p>			
<p>Name and title of person authorized to sign on behalf of Vendor (type or print) / Nom et titre de la personne autorisée à signer au nom du fournisseur (taper ou écrire en caractères d'imprimerie)</p>			
	<p>Signature</p>	<p>Date</p>	



REQUEST FOR PROPOSAL AMENDEMENT #2

This Request for proposal amendment #2 has been raised to:

- (A) Respond to questions regarding the Request for Proposal (RFP)
- (B) Identify changes to the RFP

(A) QUESTIONS AND ANSWERS

Question 1:

Do all members of a consortium or joint venture have to be incorporated organizations in Canada to be eligible to bid?

Answer 1: No

Question 1 a:

If the answer to the first question is "No":

Can a consortium member, not incorporated in Canada, use its corporate experience to meet the Rated Technical Criteria (RTC) for Category 1: Bidder Experience?

Answer 1 a: Yes, a consortium member can use its corporate experience to meet the Rated Technical Criteria (RTC) for Category 1: Bidders experience provided that the Bidder clearly specify which of the members of that consortium or joint venture were responsible for the management and implementation of the Projects cited as examples.

Question 1 b:

Can a consortium member not incorporated in Canada be appointed as the Consortium Leader (i.e. the respondent authorized by the other consortium members)?

Answer 1 b: Yes, a consortium member not incorporated in Canada can be appointed as the Consortium Leader.

Question 2:

Given the very short time frame for response, can the MAECD consider extending the submission date by 2 weeks?

Answer 2: The deadline for the Request for Proposals (RFP) will be extended by two weeks to November 4th, 2022.

Question 3:

What is the eligibility criteria for both Canadian and global entities to apply of this opportunity? Are they both eligible to apply?

Answer 3: Both Canadian and global entities are eligible to apply.



Question 3 a:

If a global entity takes the lead, is it required to go through a Canadian partner or not?

Answer 3 a: No.

Question 3 b:

If our organization offers this opportunity to our Global venture, would they need our support to contract with Global Affairs Canada and lead the partnership?

Answer 3 b: No.

Question 4:

What are the specific activities and outputs expected for the Component I: Fund Financial Administration? There are details for the rest of the components (from page 34-60), but not for this specific component.

Answer 4: Manage, execute, and report on all funds for this initiative; responsible for financial reporting to Canada and alliance partners; establish and manage a Trust Fund.

Question 5:

Is the Fund Financial Administrator expected to manage the outcome payer funds as well as the social financiers (investors) funds for each challenge? Or will this role be separated depending on the challenge?

Answer 5: Yes, the Fund Financial Administrator is expected to manage both.

Question 5 a:

Is the Fund Manager expected to fundraise for outcome payments as well as investment capital?

Answer 5 a: Funds have already been identified for outcome payments. Fundraising for investment capital will be a joint responsibility between the Fund Manager and OFFER's Executive Board.

Question 6:

Should the proposal be sent in English or Spanish or either one?

Answer 6: English or French only.

Question 7:

In page 30 of the RFP it says that one of the responsibilities of the OFFER director is "Planning and coordinating procurement plan of goods and services, including the procurement of verification agent(s), learning partner, financial manager and other team members and technical specialists as required".

> Should the costs of contracting or procuring the verification agent and the learning partner be included in the budget / financial proposal of the bidder?

Answer 7: This should be included in part B Technical Specialists of the base payment.

Commenté [AC--1]: This is our understanding. Can S-branch confirm?



Question 8:

In page. 79 of the RFP - RTC1, it says that one of the requirements is for each "project to have an overall project value of at least \$2M CAD".

> For "project value" do you mean just the contract value of the bidder with its client or the value of the entire project?

Answer 8: Project value refers to the value of the entire project.

Question 9:

In page. 79 of the RFP – RTC2, it says that "each project should be at least one year of duration".

> For "project duration" do you mean the duration of the contract between the bidder and its client, or the duration of the overall project?

Answer 9: Project duration refers to the duration of the entire project.

Question 10:

In page 81 of the RFP, Category 2: Qualification Delivering Project Methodologies, it says "The Bidder should present up to two (2) completed projects that demonstrate experience in designing a detailed approach and methodology, and how it took into account the complexity and scope".

> Those 2 projects should be the same presented for RTC4-RTC10? Or can there be two individual projects per RTC?

Answer 10: There can be two (2) projects per RTC.

Question 11:

In page 81 of the RFP – RTC4, it says that "points will be awarded for applying key national and international standards".

> What does "applying key national and international standards" mean? What are those standards?

Answer 11: Key national and international standards can refer to any best practices or national and international standards in fund financial management.

Question 12:

In page 86, Category 3: Proposed Team, point b) says "Additional five (5) points for professional certificate from a *relevant discipline up to a maximum of 10 points"

> Is the Masters Degree included in this category or in the "highest level education completed"?

Answer 12: A Masters degree is under category a) Highest level of education completed in university (graduate degree).

Question 13:

What qualifications are required from the rest of the team other than the OFFER director and lead?

Answer 13: Requirements are only specified for OFFER Director and OFFER Lead Challenge Manager. There are no requirements included in the RFP for other team members, rather, this is considered at the Bidders level and not the individual level.



Question 14:

The RFP mentions that the Fund Management Team should procure and coordinate with a Learning Partner for the Learning tasks and the Complementary Strategies and Learning Agenda (pg. 46-47).

➤ Can these Complementary Strategies and Learning Agenda be implemented by the Fund Management Team if it has the capacity to do so, or is a separate Learning Partner necessary?

Answer 14: Both options can be considered.

Question 15:

Does DFATD intend bidders adhere to specific page limits for our responses to the Rated Technical Criteria? We note this would often be required of prior Requests for Proposal.

Answer 15: No

Question 16:

With respect to RTC 11.1 (a) and RTC 12.1 (a) (pp 86 and 87 respectively), can DFATD please confirm that the points awarded for a university degree and a College or CEGEP degree are not cumulative and instead follow a graduated scale? If yes, should the total score of 35 for RTC 11.1 and RTC 12.1 each be revised?

Answer 16: No, the points in RTC 11.1 (a) and RTC 12.1 (a) are cumulative. For example, if the OFFER Director has a graduate degree (10 points) and a completed certificate in project management (10 points) the total would be 20 points cumulatively.

Question 17:

We note that RTC 11.1 b) and c) offer very similar definitions for additional points to be awarded. Can DFATD please clarify the difference between RTC 11.1 (b) and (c)? There may be some potential overlap between the noted trainings in a "relevant discipline" which applies to b) and those which are listed as applicable under c)

Answer 17: As indicated in RTC 11.1 (b) professional certificates include from relevant disciplines such as education, sociology, international development, political science, women's studies or other social sciences, business administration, public policy, statistics or public relations. RTC 11.1 (c), on the other hand, includes other training in the disciplines of project management, innovative finance, results-based payment programming and gender equality. Certificates included in b) cannot be repeated in c).

Question 18:

Section RTC11.1 b) and RTC12.1 b) both read "*Additional five (5) points for professional certificate in a relevant discipline up to a maximum of 10 points.*" Can DFATD clarify as to the total number of points available under this criteria?

Answer 18: Under sections RTC11.1 b) and RTC12.1 b), the total number of points available is 10 points.

Question 19:

The Mandatory Technical Criteria (MTC) 1 on pp 75 of the Request for Proposal (EN) notes that "The bidder MUST provide an OFFER Fund Management TEAM of qualified resources to accomplish the mandate. As part of its proposal, the bidder MUST provide the curriculum vitae of each proposed Team members. The bidder should identify each member of the TEAM by: the name and title; the telephone # and email address; the location; the role that each member of the team will play in this project; the structure and reporting relationships of the team members".



➤ With respect to the clause above, can DFATD please confirm that as part of the proposal, the bidder is only required to identify candidates, and provide the CV, and information related to contact details, respective roles, and reporting relationships for the OFFER Director and OFFER Lead Challenge Manager?

Answer 19: Yes, OFFER Director and OFFER Lead Challenge Manager only.

Question 20:

Can the bidder present the same project for more than one RTC?

Answer 20: Yes, as applicable.

Question 21:

In page 7 of the RFP, it says that in the “technical bid, bidders should demonstrate their understanding of the requirements contained in the bid solicitation and explain how they will meet these requirements. Bidders should demonstrate their capability and describe their approach in a thorough, concise and clear manner for carrying out the work.”

➤ We understand the technical bid will be evaluated for up to 499 points as detailed in Annex D-3. Are there any additional points or evaluation criteria related to the description of the bidders’ approach, or how will this part be evaluated since it isn’t detailed in Annex D-3?

Answer 21: No, there are no additional points related to the bidders experience outside of Annex D-3 (499 points).

Question 22:

The links presented throughout the RFP don’t work (specifically for the part 5 of Certifications and its attachments 1 and 2).

- Could you please share the links for the form mentioned in Attachment 1 - Part 5?
- Is this the link? <https://www.tpsgc-pwgsc.gc.ca/ci-if/In-form-eng.html>. We found it in google.

Answer 22: See tender document RFP 2022-P-002843-7440102 OFFER - Amendment #2

Question 23:

In order to complete Attachment 1 to Part 5 of the RFP, it says to use the form List of names for integrity verification form

➤ When filling the information required of the Bidder, for the Supplier’s Province/territory and Supplier’s postal code (Canada) (A1A 1A1), it only allows information for organizations within Canada, not in another country. Given our organization is registered in USA, which form should be filled?

Answer 23: See List of names for integrity verification form added to tender document RFP 2022-P-002843-7440102 OFFER - Amendment #2

Question 24:

How should the “Annex C - SECURITY REQUIREMENTS CHECKLIST (SRCL)” in pages 71-74 be completed since there are already some answers in the check-list?

Answer 24: There is nothing to complete in Annex C since there no security associated with this requirement



Question 25:

In part 5 – Certifications of the RFP, in point 5.1.7 page 11-12, it says to fill in the contractor's SIN, the BN or the GST/HST number. However, these numbers are for organizations to work in Canada, and our organization isn't registered in Canada.

> What information should we fill in instead?

Answer 25: Your Tax number

Question 26:

The RFP mentions Phase 1, 2, and 3 throughout the design and implementation OFFER. Can you please describe the expected goals and duration of each phase?

Answer 26: This information is available in the Terms of Reference Annex 2: Technical Guide upon request.

Question 27:

Page 80 RTC #3 of the RFP: in point e), the bidder receives the maximum number of points (10 points) per project (a total of 30 points) if it demonstrates its experience working in Blended Finance initiatives for more than 7 years.

> Does this mean that to get the 30 points, the bidder needs to demonstrate that each project lasted more than 7 years? Or how should the bidder demonstrate its "experience working with Blended Finance initiatives" just by presenting three projects as it is instructed?

Answer 27: Yes, in order to get 30 points each of the three projects would need to be > 7 years (10 points x3 projects = 30 points).

Question 28:

Task 2.2 in pg. 36 of the RFP states that one key activity will be doing fundraising beginning in phase 2.

> Can financial returns (not just reimbursement) be paid to investors/social financiers with the funds provided by the Alliance members once results are achieved?

Answer 28: GAC did set aside funds for outcome payments. Alliance members will also be called to contribute. There are no financial returns to social financiers envisaged under this initiative.

(B) CHANGES TO THE RFP

In order to adequately answer the questions raised 22 and 23, please

REPLACE the initial tender document 2022-P-002843-7440102 RFP OFFER

WITH the tender document entitled RFP 2022-P-002843-7440102 OFFER - Amendment #2

ALL OTHER TERMS AND CONDITIONS REMAIN UNCHANGED