

<u>Request for Expression of Interest Number: REOI16/07/20</u>		
<u>REOI description: OPTIMIZATION AND DIGITALIZATION OF IDC'S DEAL DEVELOPMENT PROCESSES TO SUPPORT THE OPERATIONS STRATEGY</u>		
<u>Question and Answers version 1</u>		

No.	Question	Type	Answer
1	Where can one find the document with the details and the eligibility criteria for this REOI?	Admin	The published REOI was issued together with the document which details eligibility on three platforms; i.e. IDC website, etender portal and AFD webiste.
2	Under paragraph 8 - Presentation of Respondent . Besides the Company Profile, Company Experience, Scope, Experience, do we need to include our approach to the project (high level and without costing) or will you only be looking at experience, references and our proposed team	Admin	The evaluation of this REOI will be based on the technical criteria1, 2 & 3 as provided for in the document. Additionally, APPENDIX 2 & 3 have been provided as a format in which references and team composition should be provided. This is what will be evaluated.
3	If we have queries, who should we be directing these queries to at IDC.	Admin	The document (REOI) provides a response to this enquiry with regards to where enquiries should be sent. Refer to paragraph 13 on page 10. Also note the dates when the enquiries should reach the contact person by and when we will provide responses.
4	On Page 4: Recommend a minimum of three (3) possible workflow systems/ IT solutions, to digitize the IDC processes that will achieve the following: Does this mean 3 separate solutions need to be proposed as options, or 3 systems as part of 1 solution?	Technical	These are 3 different solutions with cost benefit analysis. The IDC will then chose which one is best suited – which the consultant will recommend, post the assessment. We need to have options of which solution to choose rather than one.
5	We see that the project's is estimated to require 3600 man-hours over a period of five (5) months'. but on Page 5, the last point under '2.1 Objectives says 'The appointed service provider will be required to start immediately after signing the contract and the project must be completed within three (03) months from the date of signing the service level agreement. - Is project implementation duration three (03) months or five (05) months?	Technical	The paragraph should read; Five (5) months
6	Criterion 2 under the 'Technical Criteria' says 40 points against 'Respondent's similar and relevant experience in relation to deal development process (incl. mapping processes, data analytics and workflows in Commercial Banks and DFIs) Should the references for this criteria need to be strictly from the Commercial Banks & DFIs only or any similar and relevant experience would fetch us complete marks for this criterion?	Technical	Some of the references must be from those sectors specified (Commercial Banks and DFIs)
7	Criterion 2 under the 'Technical Criteria' says 'Respondent's similar and relevant experience in behavioural assessment on the deal development process and support functions' Query 1 - What does behavioral assessment mean here?	Technical	This means to gather, interview and analyze information of IDC staff in relation to the processes. After defining the behaviour, propose how best to develop a process to support a good behaviour towards adhering to processes. Thus, Assess organizational behaviour/culture on processes and technology to drive operational excellence

8	<p>For a Pre-qualified respondent to this REOI, to further participate in the RFP for this requirement, will 'Black Ownership or the 30% minimum subcontracting requirement to enterprises that are 51% or more black ownership be one of the eligibility criteria?</p> <p>Will B-BBEE Status Level of the Pre-Qualified respondent to this REOI hold any significance or carry points during the evaluation of the final bid for this requirement?</p> <p>Will registration on Central Supply Database (CSD) be one of the contracting conditions for a prospective bidder?</p>	Technical	Please refer to question 2 above and its response concerning what will be evaluated and how for this REOI.
9	What method of selection will be followed by IDC while evaluating the final bid for this requirement? Quality & Cost Based Selection (QCBS) or Least Cost Selection (LCS)?	Technical	Please refer to question 2 above and its response concerning what will be evaluated and how for this REOI; The RFP will address this enquiry.
10	How many number of seats or agent licenses of the proposed deal development solution would be required by IDC?	Technical	The number is not known at the moment.
11	<p>After submission of the response to this REOI on 21st Aug'2020, Friday, when can the announcement of the shortlist of Pre-Qualified respondents be expected?</p> <p>After the shortlist is announced, when can the RFP be expected to be shared with the Pre-Qualified respondents?</p> <p>Has IDC envisaged a timeline by which it expects the deals development solution to be live and operational?</p>	Admin	As soon as all the REOI processes are completed.
12	If experience of team members is being used, what is acceptable as a reference?	Technical	An acceptable reference will be where appendix 2 is completed that reflects the experience of the bidding entity.
13	Is international experience a mandatory criteria, it is not in the criteria but it is mentioned in requirement 8.	Technical	The evaluation of this REOI will be based on the technical criteria 1, 2 & 3 as provided for in the document. Additionally, APPENDIX 2 & 3 have been provided as a format in which references and team composition should be provided. This is what will be evaluated.
14	Please clarify whether this REOI only includes a review and assessment of the current deal development process, or if the approach should also include a design and implementation phase?	Technical	The approach is review the process and to propose an optimized process suitable for your technology.
15	Page 4, 2.1 Objectives, bullet 2: For the recommendation of 3 possible workflow systems / IT solutions, should this include specification / design work against which to evaluate the systems	Technical	We are looking for a cost benefit analysis of each system.
16	Other than providing financing, what will the Agence Française de Développement ("AFD")'s involvement be in this engagement	Admin	Only Financing.
17	Please confirm if it is the IDC's intention to provide any of the bidders deliverables or findings to the AFD and whether we as a bidder we owe the AFD a duty of care	Technical	Your response is to IDC and if successful you would not be answerable for anything to AFD.

18	Please confirm whether there are any restrictions in relation to future work based on the scope covered under this ROEI - i.e. will the successful bidder be prevented from implementation etc	Technical	A process to find a partner to implement the system will be open to all the prospective bidders.
19	Page 8 point 8 - With regards to the 10 page presentation, please confirm the following: o Should the 10 page presentation include the proposed approach and methodology? o Should the 10 page presentation include the information required in Appendix 2 and 3 as well as the board resolution and tax clearance?	Technical	Maximum 10 pages, inclusive of clear statements of type, property business scope, previous international experience of the Consultant and/or associated partners (if applicable).