

RFI Number: RFI22/05/21

Tender description: TO INFORM IDC ON A PANEL FOR BUSINESS ADVISORY AND TURNAROUND SERVICES IN THE MARKET

Question and Answers version 1

No.	Question	Type	Answer
1	Is the deep-dive required only on financial performance or operational performance as well?	Technical	Both financial and operational performance depending on the need
2	Are there limitations on the scope of the funding plan I.e. restructure of existing debt, new debt or equity options?	Technical	No, the funding plan must enable viable and sustainable turnaround
3	In working with the IDC Turnaround Specialists (3rd bullet point 2 page 7) - who has the ultimate decision on the proposed solution/plan?	Technical	The ultimate decision on the proposed solution/plan will be determined by the IDC
4	Please clarify your understanding of "systems and frameworks" on 3 page 7	Technical	Demonstrate your approach, methodology, resources and process to advise on Turnarounds
5	<p>Under Criterion 2 of the RFI, the respondents' Team Leads should have a minimum of ten (10) years experience in the Turnaround and Advisory Services and they need to be accredited and in good standing with industry bodies such SARIPA, TMA etc."</p> <p>Can you please confirm if an ESCA accreditation as a Registered Professional Engineer will be valid as one of the industry bodies"etc"?</p>	Technical	As long as it is recognised as an industry body that has members that provides Turnaround and Advisory Services
6	<p>I would like some clarity with regards to the information requested in appendix 1, in particular, "Portion carried out by the respondent (%)".</p> <p>We are and/or were appointed jointly in various matters including but not limited to Business Rescues, how do we apportion a percentage in these circumstances where the practitioners work in conjunction with each other even though in most cases our office would attend to the general administration.</p>	Commercial	Respondents should provide the % in respect of total project versus your allocated responsibilities
7	Is the IDC going to cap the number of advisors on the panel for this RFI	Commercial	The number will depend on respondents who technically qualify
8	Going forward, will all panel advisors receive relevant RFPs or will the RFP only be sent to those advisors on the panel who have demonstrated capability and capacity to service the size/complexity of the client as well as sector specialists	Commercial	The RFI document indicates that the IDC reserves the right, at its own discretion, to restrict any subsequent Request for Proposal to respondents of this RFI
9	<p>May you provide clarification regarding the detail requested in the last column of Appendix 3.</p> <p>"Please could you clarify what value we are supposed to include under this column"</p>	Technical	Please use Annual Revenue to demonstrate size of Business or Value of the project where turnaround services were provided