

Tender Number: T47/11/22

Tender description: APPOINTMENT OF A PANEL OF PREFERRED SERVICE PROVIDERS FOR CAPABILITY ADVISORY SERVICES

Question and Answers version 1

No.	Question	Type	Answer
1	Please clarify what is meant by "External Auditing consulting opinions"	Technical	Normally. All companies as per the Companies Act are required to have external registered auditors. There are instances where some IDC clients have financial results but they are not audited by a registered auditor. Or a new client would like our assistance to recommend auditor(s) for them who are vetted by the IDC. But such a service is really a "rare" scenario. But would like to resolve such gaps speedily when they arise by pooling suitable auditors to be in our panel to give us an opinion on certain client's financial status. Other scenarios will be transactions with an acquisition element. As such, registered accountants and auditors will assist by giving us or completing the financial due diligence exercise. In short, services might come three-fold from this stable: financial reports credibility, Financial Due Diligence (FDD) and corporate governance issues.
2	Do we have to respond to all the service/industry categories in the schedule as opposed to limiting our responses to those we know have the appropriate skills and experience	Technical	Only respond to or highlight the areas where your firm has capabilities to deliver solutions.
3	The approach to skills transfer will differ from engagement to engagement - what level of detail is required in describing our approach in light of this - can we keep our description at a principle/commitment level	Technical	Bidders are requested to indicate how skills transfer will be handled once appointed for an assignment and part of the bidders proposal must include at least one example where they had to transfer skills, the challenges they faced if any and the outcome of the intervention.
4	Please clarify what 'equipment' is referred to in the requirement outlined in section 2.6.3: Service providers with Specialised Services and Digital Transformation (Pg.16). Are there any specific requirements needed from service providers on said equipment's operational capabilities?	Technical	Largely refers to manufacturing equipment that is employed at the facility by the Business Partner (BP)
5	Please clarify if you require the services of an internal auditor or a service provider with the capabilities of providing internal controls improvement recommendations for business processes (Section 2.6.2. Service providers with expertise in specific functions (Functional Management Areas)	Technical	Refer to question one (1)
6	Is there an expectation to have consultants work on a secondment (meaning that the firm provides people to work under IDC's supervision) basis or purely on a project basis?	Technical	They work on a project basis under both the supervision of the client and the IDC
7	Regarding the required sector experience, does IDC require service providers who have experience at an operational level in the outlined sectors or at a business/ strategic level?	Technical	It can be a combination of both. But operational experience largely leads to quality solutions or deliverables given the deep insights that comes with operational or technical exposure. But at the same breadth a strategic exposure is not excluded.