

Date: **2 February 2016**

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Request for proposals (RFP 2016/PSF2)

Clarifications of RFP documents

As per section 3 of the RFP 2016/PSF2 for the Design and Establishment of an RFP Programme for Private Sector Funding of Micro, Small and Medium Enterprise Activities by the Private Sector Facility, the GCF is hereby communicating to all potential Proposers answers to the requests for clarifications received.

Proposer question	Answer
We have noticed that a similar RFP process was launched in 2015. Are there results from such process available? Is there a report on that work that could be released to the interested firms, so that lessons learned can be effectively incorporated in the new RFP?	RFP 2015/PSF2 and RFP 2015/PSF3 did not receive as many submissions as the GCF had hoped given short timelines for the submission process. The current RFP is a call for the same work, which has not yet been produced for the GCF.
Is there a ceiling in terms of available funds for the RFP-MSME to be designed?	The GCF has allocated a maximum of USD 200 million for RFP programmes for MSME activity. While there is no explicit ceiling on this first pilot RFP, the GCF considers USD 50 million a reasonable initial amount.
In the Terms of Reference (Part B.1 first paragraph), there is a reference to pilot programme(s). Is this meaning a reduced scope in terms of potential project evaluations? How many pilots and how many projects per pilot would you expect?	The term pilot programme in this case refers to the initial RFP that would be developed by the consulting firm. As this is the GCF's first attempt at sourcing projects via RFP it deems the RFP programme to be a 'pilot'.
Regarding Phase 2.7.i, Is the GCF expecting a team of legal counsels drafting legal provisions? If so, which is the relevant legal jurisdiction?	The GCF is not expecting a team of legal counsels to draft legal provisions. This clause refers to the fact the RFP delivered as a finished product to the GCF must be drafted according to GCF's standard RFP documentation, with GCF's standard legal provisions included. Our procurement team will work closely with the consulting team to ensure that they have all the necessary standard legal language and forms.
How this RFP-MSME would incorporate the view and implementation framework of Accredited Entities (AE), as we understand it is only through these entities that the GCF can mobilize funds. In other words, we take that this RFP must be coordinated with each AE's policies and priorities?	All proposals received for projects/programmes through this RFP process must be submitted by an Accredited Entity. The consulting team will need to screen projects to ensure that they have a proposed Accredited Entity partner, otherwise they cannot be accepted.
We take you considering variable remuneration based on approved project volumes, which depend on the	The GCF has requested variable remuneration based on approved projects to ensure that the consulting

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Board's views and timing. Shouldn't it be based on the number of projects evaluated?	team is focused on delivering proposals that fit the investment framework, mandate and appetite of the institution, not simply delivering a volume of proposals that may or may not fit.
We notice that there is other RFP process open to mobilize funds at scale, which share many elements and work scope. Should both proposals be handled separately or as a combined proposal?	The GCF will evaluate submissions for the RFPs separately. If the consulting firm can show cost and/or time benefits that result from taking on both contracts, the GCF will of course consider that when evaluating the responses.
Will entities that bid for both RfPs and entities that bid for only one RfP be evaluated together (PSF-2 and PSF-3)? This question is based on a previous GCF response that preference will be given to combined submissions.	The GCF will evaluate submissions for the RFPs separately. If the consulting firm can show cost and/or time benefits that result from taking on both contracts, the GCF will of course consider that when evaluating the responses.
Under point 2.8 and 2.9, it states that the GCF administrative procurement guidelines apply for this procurement process. Besides these guidelines, are there any other terms and conditions we need to accept?	No all of the required terms and conditions are contained in the GCF Procurement Guidelines.
We would like to clarify if we could append our own general terms and conditions as references in the proposal, or should this be left out until the actual contracting stage.	Unless your terms will materially limit the nature of the contract, this can wait until the actual contracting stage.
For successful provider, will contract signing have to be done in person by the provide? If yes, will this take place in Korea?	Contract signing can be done electronically.
Under Annex 2 Point 1, it was mentioned separate figures are needed for each functional grouping/category. Is there more clarity on how GCF expects this functional groups to be categorised?	No. This can be at the discretion of the contractor, depending on how they organize the work associated with the four phases.
It is mentioned that the financial proposal should include relevant estimates for cost-reimbursable items. Is it up to the bidding firm to detail and justify in the technical proposal where and for what activities these travels are expected?	Yes. Please detail and justify for what activities your cost-reimbursable expenses would be expected.
Is it reasonable to estimate that the timeline of Board Approval indicated for Phase III will take place by May/June earliest? This is tied to our assumptions made regarding the time span for supporting and executing Phase IV tasks.	Yes. It is reasonable to expect that Board Approval for Phase III will take place in May/June.
Under Page 16 of Annex 4 on "Partners", is it required to append the formal collaboration agreement if we are bidding as a team? Or a specific project-based teaming agreement will be sufficient?	No. You don't have to append the formal agreement. One primary contractor is needed.
Under Annex 5, it is mentioned that "your authorized representative must present a copy of this letter in order to observe the public opening procedure." Assuming we don't have any representative to witness this in person on 12th Feb when the technical proposals are opened, will there be any formal notifications on the receipt of the proposals?	Your authorized representative can present a copy of this letter electronically. The term 'observe' in this case means following the GCF's procedures, not witness in person. We will acknowledge receipt of your proposal.
What is the percentage of time GCF expects the consultants to working overseas versus home-based?	The majority of the consultant's work can be done from their home office. The GCF will look favorably on teams that spend time upfront at GCF in Songdo, South

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	Korea, to get to know the team, the procedures, and better understand the organization's priorities.
Could alternative / optional implementation models and costing be presented? For example in the Financial Proposal can we have different options to offer?	Yes you can. The overall score for submissions has 30% allocated to the financial proposal, and these will be price compared to other submissions. Seventy percent of the total score will be based on the technical proposal, and this should detail the scope of work you intend to deliver. If your team intends to submit more than one financial proposal, please indicate which one is designed for the description of work you have proposed in the technical proposal, and what is reduced/added in comparative models.
Can additional partners be brought in after the award of the project?	No. Proposals are judged in part on the partners who will do the work. We expect all partners who will undertake the work to be included in the original submission.

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