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Request for proposals (RFP 2016/PSF3)

Clarifications of RFP documents

As per section 3 of the RFP 2016/PSF3 for the Design and Establishment of an RFP Programme for Mobilizing Funding at Scale by the Private Sector Facility, the GCF is hereby communicating to all potential Proposers answers to the requests for clarifications received.

Proposer question	Answer
What is your definition of 'Funding at Scale'? Does this refer to the quantum of investment, the average project size, the average facility size, the size of the intermediary, the number of expected investments, the number of regions? What are the fixed parameters?	The GCF would like to see its contribution mobilize a minimum private sector investment that is 4x its own contribution, and preferably 6x. The GCF will look to the selected consultant's recommendations on the average facility size, size of intermediary, or number of expected investments.
Does Funding at Scale include direct investment or is it all intermediated?	The GCF is only able to disburse funds through its Accredited Entities, so investments are never made directly. For more information on the GCF's Accredited Entities please see the website: http://www.greenclimate.fund/ventures/accreditation
What is the total monetary value of the funding available?	The Board has allocated up to USD 500 million for disbursement under the life of this programme, although this first pilot RFP issuance is expected to result in between USD 125 and 150 million disbursed.
Developing countries are mentioned. What formal definition is used in this case?	The GCF is an operating entity of the UNFCCC's financial mechanism with 195 member states. Of these 195, 33 are donor states, and the remaining countries are recipient states. These recipient states, in the context of the GCF, are considered developing countries. GCF developing countries have a National Designated Authority (NDA) or Focal Point (FP) who reviews and approves GCF projects and programmes within their borders. You can find out more about NDAs and FPs on our website: http://www.greenclimate.fund/ventures/readiness#who-are-ndas
Phase 1 ii '...does create market disruption'. Should this read '...does not create market disruption'?	Yes. That is a typo and should read "does not create market disruption".
The RFP suggests investigating existing facilities and seeing how the GCF may participate in those. However, The Cancun agreements clearly specify	The GCF is committed to new and additional financing. This should not exclude the possibility of existing facilities, as the GCF's cooperation could expand or extend services to

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that the funds provided to the developing countries as climate finance, including through the GCF, should be 'new' and 'additional' to existing development aid. How is additionality being viewed in this case?	reach new markets or support environmental activity that could not be achieved without GCF support.
Phase 2 - is it within the scope of the RFP to propose changes to the GCF Admin procurement procedures if deemed necessary?	It is not within the scope of the RFP to propose changes to the procurement procedures. However, small changes to streamline the process will be considered if put forward during the development of the work.
What are the approximate number of NDA's, accredited entities, active observers and how often, in what format and location will the briefing will take place. Can this be done electronically and by written communication?	There are 139 NDAs/FPs, 20 Accredited Entities, and four active observers. They can be consulted electronically and by telephone, and follow-ups can be done via written communication. Please note that in the case of NDAs/FPs and Accredited Entities consultations can be based on a robust sample, as opposed to the entire cohort.
Phase 3: is a period of inactivity for the RFP consulting firm envisaged while the GCF waits for proposal submissions or will active promotion in country happen during this period? How long is it envisaged that this period will be?	Promotion is an important part of the contract and will be delivered by the consulting firm. This process is ongoing until the end of the negotiated contract. It is an active phase for the consulting firm, who should be ensuring the development of a strong pipeline of projects and programmes.
Who is and what is the legal status of the counterparty who will contract the consulting company?	The GCF Secretariat is the counterpart who will contract the consulting company.
How and when will consulting invoices be delivered and will there be any contingent or delayed payment on base fees?	This will be addressed during the contract negotiations.
GCF Private Sector team: what is the reporting line for the consultants to the GCF? How many GCF resources will be allocated to the project and how much time will each spend alongside the consultants? Where will these resources be based? What is the expectation on where the consulting resources will be based and the use of local resources?	The Private Sector Facility has one full time staff dedicated to coordinating the work between the consulting firm and the GCF. This staff person will be based in Songdo, South Korea. Consulting resources can be based in their own office, although GCF will look favorably on consultants that allocate time for some of their staff to attend the GCF headquarters in Songdo for a portion of the contract.
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/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-MFS to be designed?	The GCF has allocated a maximum of USD 500 million for RFP programmes mobilizing funding at scale. While there is no explicit ceiling on this first pilot RFP, the GCF considers USD 125 million to USD 150 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 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'.

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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 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-MFS 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	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 Board's views and timing. Shouldn't it be based on the number of projects evaluated?	The GCF has requested variable remuneration based on approved projects to ensure that the consulting 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.
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	No. You don't have to append the formal agreement. One primary contractor is needed.

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specific project-based teaming agreement will be sufficient?

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 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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