

## FREQUENTLY ASKED QUESTIONS - FAQs

As part of the preparation of our submission of technical and financial proposals for "THE CALL FOR BASELINE STUDY FOR THE INVESTING IN WOMEN PROGRAMME IN BENIN AND BURKINA FASO " (IIW-B&BF), we would like to have some additional information necessary for the finalization of our file?

1. We would like to kindly inquire whether organizations based in the Global North are eligible to serve as the lead applicant for this call for proposals. **It's an open tender; anyone can apply, but they need to share the mandatory requirements for both parties**
2. Kindly confirm whether a non-Kenyan organization is eligible to participate in the opportunity. **Yes, the assignment is open tender; anyone can apply.**
3. **Beneficiary Database**
  - a. Does the AECF have a consolidated list of beneficiaries already selected, disaggregated by country, window (SMEs, cooperatives, financial institutions), sector and location?  
  
**Businesses will share the lists of beneficiaries on a rolling basis. The locations and sectors of the businesses and their beneficiaries are known**
  - b. Will the consultant have access to the full contact details and profile data needed for sampling (size, turnover, legal status, seniority, etc.)? **All information available will be provided to the winning bidder.**
  - c. Is the existing data already disaggregated by gender, age and type of company? **Yes. All information available is generated by the investees and their disaggregated**
4. **Beneficiary selection procedure**
  - a. What is the operational procedure for the selection of beneficiaries (SMEs, women's cooperatives, financial institutions): call for proposals, competitive selection, investment committee, due diligence, direct selection based on criteria, random selection, etc.? **It's a challenge fund model. But this does not apply to this assignment**
  - b. Do the selection criteria include minimum thresholds for performance, gender or climate integration? **Yes. There is an evaluation criterion in the TOR for selection.**
  - c. Is the selection process the same in both countries? **Yes.**
5. **Sampling and intervention areas**
  - a. Should the study cover only direct beneficiaries or also non-beneficiaries for comparative (quasi-experimental) purposes? **The baseline will only be for beneficiaries, but we are open to other methodologies that will be suggested**
  - b. Is there a minimum number of observation units expected per window and per country? **The consultant will have to sample from the list provided. The sample must be representative of all the categories**
  - c. What are the areas of intervention of the project in each country? **Women in Agribusiness**
  - d. Are certain regions mandatory in the geographical coverage? **The project will mainly be in the main cities- sampling must be representative**
  - e. Does the program target specific segments (rural/urban, business size, specific sector)? **Women in Agribusiness**

## 6. Taxation for foreign firms

The ToR states that "the AECF is required by the Kenyan tax authorities to withhold withholding tax on the fees of service contracts and to ensure that VAT is invoiced where applicable". When it comes to a foreign (non-Kenyan) firm, what is the tax treatment/rate applied? **If not a US Citizen, tax and VAT are paid directly by the consultants in accordance with their national legislation. Ensure the cost is inclusive of everything when sharing the financial proposal**

7. What are the exact regions of targeted intervention in Benin and Burkina Faso? **Mainly in the main cities. This will be clarified during the kickoff meeting with the winning bidders.**
8. Do you have an estimate of the number of beneficiaries by category (SMEs, cooperatives, women entrepreneurs, MFIs, institutions)? **The portfolio is still under construction. Targets for BF are 2 MFI, 9 SME, and 5 cooperatives. For Benin: 2 MFIs, 4 SMEs, and 5 cooperatives. Sampling will be done for the beneficiaries**
9. Is the expected level of disaggregation of the data (gender, age, territory, type of activity, vulnerability, climate) standardised or left to the consultant's discretion? **The disaggregation of data includes (age, gender, and disability)**
10. What are the exact withholding tax and VAT rates applicable to Beninese/Burkinabe consultants? **If not a US Citizen, tax and VAT are paid directly by the consultants in accordance with their national legislation. Ensure the cost is inclusive of everything when sharing the financial proposal**