

FREQUENTLY ASKED QUESTIONS – EOI RBF KENYA & ETHIOPIA

As part of the preparation for the submission of technical and financial proposals for "THE EXPRESSION OF INTEREST INDEPENDENT VERIFICATION SERVICES FOR REACT 2.0, KENYA AND ETHIOPIA. See the FAQs below FAQs to aid in your bid submission

Eligibility of International Firms:

1. Is the call open to international consulting firms not registered in Kenya or Ethiopia but in consortium with local firms? **YES. However, the focus will be on the lead partner. Ensure all the requirements are met both in the EOI and the template**

Consortium / Joint Venture Participation:

2. Are consortium bids and/or joint ventures eligible to submit a proposal under this RFP? **YES, however, the partners must be registered and operate in their respective countries**
3. If eligible, can the mandatory requirements (e.g., relevant experience and technical capacity) be fulfilled collectively across consortium/joint venture partners, or must the lead firm meet all requirements independently? **Include all team members who may be involved. Also, comply with the rest of the other requirements.**
4. Please could we also request a 7-day extension, as we haven't received a reply? **An extension is not possible**
5. Specifically, we would appreciate confirmation on whether this requirement implies that the consulting firm must have a formally registered office or legal entity in Ethiopia, or whether operational presence through partnerships, local consultants, or project-based engagement within Ethiopia would be considered acceptable for the purposes of this assignment? **Open to all firms, but the partners must be registered and operate in their selected countries**
6. The tender notice mentions company profile + Trading license, Certificate of incorporation, Certificate of Registration, and other statutory documents + Valid Tax Compliance certificate + Bank statements, 3 years audited accounts, while the Eoi template mentions only the Detailed account statements. Should all documents be attached to the Eoi, or only account statements? **All documents mentioned in the EOI and template are to be included**
7. In case of a consortium, is it enough to mention the consortium composition in the applicant overview, with specific information of each consortium member, or is some other document or information required? Are account statements required only for the team leader, or also for other consortium members? **Focus will be on the lead partner. Ensure all the requirements are met both in the EOI and the template**
8. How is operational presence in Ethiopia and Kenya supposed to be assessed at the Eoi stage? **This is part of the eligibility criteria for participation. The firm should be operating in its selective countries, or international firms are free to partner with local firms**
9. Team composition: Do you confirm that the CVs are not required, as mentioned in the Eoi template, or Passport/National Identification & curriculum vitae (CVs) of the lead consultant and key personnel should be provided in annex at this stage? **Adhere to the requirements of both the EOI and template**

10. Who is supposed to sign the declaration? In our understanding, this is where the applicant's legal representative signs the application. Can you confirm it? **Confirmed**
11. Letters of reference - Is it mandatory to limit to three previous contracts, or is it possible to add other relevant assignments? Do you confirm that there is no minimum value requirement for the contracts to be included? **Include all**
12. Under the notice of the services under 3.0 Evaluation criteria, Eligibility criteria, it reads that the bidder **“Must have an operational presence in Kenya and Ethiopia”**:
Question: Do we assume correctly that “operational presence” relates to having implemented (past), or ongoing project work in the mentioned countries, and/or associated experts in those same countries, such as local or regional experts? **The firm should be operating in its selective countries, or international firms are free to partner with local firms that have a physical presence**
13. Demonstrated financial capacity- Bank statements, 3 years audited accounts (2022,2023 & 2024). Question: Do we assume correctly that a statement of reliance from a parent/sister company can sufficiently satisfy these criteria, if the bidder has been incorporated by such after 2022, and therefore, no audited bank statements are available at the point of submission of the EoI? **Focus will be on the lead partner. Ensure all requirements are met in both the EOI and the template. In addition, international firms are free to partner with local firms that have a physical presence in their selected country**
14. Question: What is the estimated starting date and length of the tendered services? **After the EOI stage, we plan to advertise the RFP as a restricted tender to the qualified candidates and contract as soon as possible due to the urgency of the assignment**
15. Under the eligibility criteria, you mention that bidding enterprises *must have an operational presence in Tanzania.* Could you confirm that this is a requirement for this assignment, given that the countries of focus are Kenya and Ethiopia? **This has been amended. Assignment is in both Kenya & Ethiopia**
16. Similarly, the eligibility criteria state that firms *must have (e.g.) their own proprietary software.* Could you please clarify which type of software is being referred to: data collection tools, verification platforms, or another category?
- Is proprietary software an absolute mandatory requirement, or is the use of established third-party platforms (e.g., KoboToolbox) acceptable? **The use of 3rd-party software is acceptable for data collection. The tools will, however, be approved by AECF before signing off.**
 - The ten, however, must be approved by AECF before sign-off, Trading license, Certificate of incorporation, Certificate of Registration, and other statutory documents + Valid Tax Compliance certificate + Bank statements, 3 years audited accounts, while the EoI template mentions only the Detailed account statements. Should all documents be attached to the EoI, or only account statements? **Attach all documents mentioned in the EOI and template**