

Responses to Questions - Tender No. HQ400



Tender No:	HQ404
Tender Name: De-Risking Mechanism to decarbonize humanitarian Response	Date Issued: 31st of May 2023

This provides answers to queries raised by bidders about the above subject tender. The responses are posted on website for access by all prospective bidders and does not disclose the source.

No.	Question	Response
1	The RFP references two workshops. Would those be in person and if so where would they be? Further, if the workshops are in person, what is the general format envisioned (an hour, a day, etc.)? And besides the consultant, would Mercy Corp or any other of the developers/potential participants in the structure be involved, such as GPA, the potential C&I developers, Shell Foundation, Ikea, etc. This will help with understanding the level of staffing necessary and if we should flag an additional travel budget for other participants.	<p>WS1: A stakeholder workshop to align on the facility type so we can dive into the design work in Part 2 – This will be REMOTE, the length envisioned would be no longer than 0.5 days, to be confirmed with proposal from applicant; the applicant will propose the stakeholders to take part, in consultation with MC and GPA</p> <p>WS2: Design and deliver a workshop, co-created and co-facilitated with the selected solution provider including presentations for the workshop – Depending on location, this might be remote or in person (or hybrid), it will include at minimum consultant, solution provider, MC, and GPA. If the workshop will be in person, costs will be externalized and not borne by the consulting firm directly. The applicant is expected to propose structure and length of this workshop, but tentatively it should not exceed one day.</p>
2	The RFP as written indicates what is needed from the consulting firm. However, there are several components in the development of the facility that will need the input from Mercy Corp and GPA. This input goes beyond a strategy discussion. For example, one of the bases of the decisions on fund structure is an identification of the expected investors in the fund. Currently that is outside of the scope of this mandate. Will Mercy Corp and GPA provide that information, or will the consulting firm be expected to develop the investor segmentation and preliminary investor targets?	The consulting firm is expected to propose potential avenues, in collaboration with MC and GPA.

3	Are there any page limitations for the technical proposal that we need to take into consideration?	No, but succinct yet exhaustive presentation is highly encouraged
4	<p>We believe that the estimated number of days (60 days) indicated is low for the described scope of work.</p> <p>On what basis (e.g., day rate) has Mercy Corps concluded that the appropriate level of effort for this assignment is 60 days? And would Mercy Corps consider proposals that include a higher number of delivery days?</p>	Time and budget constraints determine the estimation of 60 days. If the applicant envisions to work with a team and hence allocate more than 60 days of work in total, this would be acceptable however it must be considered that price offer is one of the criteria for evaluation of proposal
5	Are there any hard deadlines that we need to be aware of as we are developing the work plan?	Facility presentation (general terms) must be ready for COP28 (30 November – 12 December) and GRF (13-15 December 2023)
6	To what extent can Mercy Corps or GPA help facilitate expert interviews with relevant stakeholders? Lead times for expert consultations could present a challenge to the 6-month research and procurement timeline.	Mercy Corps and GPA will be able to share a list of key stakeholders to be interviewed, however it is expected that the consulting firm will conduct additional research. The consulting firm will be responsible for the arrangements of the interviews.
7	<p>What extent of involvement does Mercy Corps expect from us in the procurement of the third-party fund manager/solution provider? Is it expected that we conduct the entire procurement process (in accordance with Mercy Corps procurement rules) of the third-party fund manager/solution provider? Or, that we draft a scope of services to be procured and assist with the proposal evaluation of the third-party fund manager/solution provider, with Mercy Corps owning the procurement process, setting up of agreements, and due diligence</p>	The consulting firm will be responsible for a full scope of service and lead the proposal evaluation. The panel will also comprise Mercy Corps and GPA members. Mercy Corps Procurement Department will be responsible for due diligence and agreement finalization.
8	We note that Part 2 Section vi. <i>Prepare a draft Private Placement Memorandum for the fund to be the operational document to launch the fund, with a full description of the market opportunity, fund strategy, target size, team, competitive niche, etc.</i> requires us to draft the PPM. We would suggest this be changed to a review of the Solution Provider's Private Placement Memorandum, as this would be a usual activity for such an entity. Our role in reviewing the document allows for proper due diligence prior to issue.	Thank you for the remark, please consider "Review and validate the Solution Provider's Private Placement Memorandum for the fund to be the operational document to launch the fund, with a full description of the market opportunity, fund strategy, target size, team, competitive niche, etc."

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9	In Phase 2 of the project, the supplier will support the selection of a third-party solution provider to design the de-risking facility. Is it possible for the supplier for this project to also submit a proposal for the future tender request for the design the de-risking facility?	This would represent a conflict of interest as it would influence the design of the fund and tendering process, hence the same supplier cannot be considered for both tasks.
10	The tender request stipulates that “the engagement will be for a maximum of 60 days”, but the project timeline is 27 weeks (c. 135 days / 6.75 months). Are you seeking a maximum of 60 days of consultant work across that time period?	Yes
11	Would you be open to shortening the timeline to complete the assignments earlier than the proposed 27 weeks?	Yes
12	Will the consultant be expected to work closely with the Global Platform for Action on Sustainable Energy in Displacement Settings (GPA) and the “Decarbonising Humanitarian Energy Multi-Partner Trust Fund” (DHE) program over the course of the project?	The GPA is a partner in this current assignment, so a level of interaction is expected
13	Is this de-risking facility part of the DHE multi partner fund, or is this a separate initiative led by Mercy Corps?	The two initiatives are connected, and the consultant is expected to collaborate with Mercy Corps and GPA

All other terms and conditions in the tender remain unchanged.
