

FAQ

ANSWER TO PRE-BID QUERIES FOR TENDER FOR PROVISIONING OF INCUBATION SUPPORT FOR THE BUSINESS IDEAS FOR DEVELOPMENT (FOR-PROFIT SOCIAL START-UPS) FROM DIFFERENT SECTORS, SAP NO: 83359411

S.No	Query	Response
01	For the team/start-ups, what are the selection criteria/conditions?	The start-ups are chosen based on several factors, e.g. social relevance of the idea, background of the team members, their understanding of the market/target customers, economic sustainability of the business etc.
02	How many start-ups or teams will participate and win in the competition?	We invite annual applications for the programme. We invited 15 entrepreneurs this year for the pitch day and 7-8 entrepreneurs have been selected for the first cohort. The second cohort will be selected next year and is expected to have approximately the same number of entrepreneurs.
03	The tender document is floated for a contract of how many years. How many entrepreneurs/start-ups will be a part of the program? How many cohorts will be there?	The contract is for two years. There will be a total of two cohorts during the contract period. The first cohort, where entrepreneurs have already been selected, will have a total of 7-8 entrepreneurs, and the second cohort will have 7-10 entrepreneurs.
04	What is the expected outcome of the programme - both qualitative and quantitative?	The objective of the project is to help the start-ups get registered in India within one year of support and be in a position to run their operations smoothly. The contractor is expected to guide the start-ups through challenges that they may face with respect to legal and financial advice, product development, marketing strategy, stakeholder management, scaling up of their business, connecting them to the funders etc.
05	Are these software or hardware start-ups?	Most of the start-ups are technology based, but it can include both software as well as hardware start-ups.
06	Are the start-ups registered entities in India and/or Germany?	The selected start-ups are not registered yet, but they need to get registered in India during the one year of support period.
07	What is the support provided by GIZ to the team/Start-up?	GIZ is providing non-monetary support to the start-ups along with a lumpsum allowance of 5000 euros that can be used by start-ups for market exploration trips and for availing necessary advisory services.

08	List down the problem statements for which the start-ups/team are participating. Are these statements focused on social impact?	We have not limited the problem scope of the programme to any specific problem statement or any sector. We support business ideas that are socially relevant. The first cohort has ideas that aim to aid farmers in their decision-making process by means of technological intervention; aim at improving EV infrastructure and ecosystem; aim to target the vitamin D deficiency by means of vitamin D fortified products etc. The idea behind the programme is to generate social impact through businesses.
09	Will the contractor have a role in the problem statement curation/formation process?	Yes, the contractor will be included in all the discussions around the idea of social entrepreneurship and in the process of selecting the entrepreneurs. So, the local partner/contractor will play an important role in defining the possible problem statement.
10	Which partner organisations are involved in the programme and their roles?	GIZ organises the events that take place in Germany including the pitch day. GIZ has a partner agency in Germany (Kompass Frankfurt) that helps the entrepreneurs with refining their business models. We are looking for a local partner in India that will guide the start-ups through challenges that they may face with respect to legal and financial advice, product development, marketing strategy, stakeholder management, scaling up of their business etc.
11	Will few/all remain to be remotely during the programme?	The coaching will be on a one-to-one basis and can be done remotely. However, GIZ will try to organise some face-to-face sessions as well.
12	Does the Contractor need to have an FCRA?	No, FCRA is not needed by the contractor.
13	The document mentions an upper cap of 89 days for a resource to attend the events and coach the start-ups and provide advisory. The cost of doing the scouting, pitching and networking events will be directly borne by GIZ?	Yes, GIZ organises the pitch-day and other networking events that take place in Germany.
14	It is expected that each start-up is provided with a mentor to guide them through the incubation period. The mentor cost will be borne by GIZ directly?	The mentoring/coaching costs are included in 89 days of support provided by the contractor. There will be a maximum of up to 20 days required for travelling. The contractor is expected to utilize the remaining expert days for coaching and mentoring of the start-ups.
15	What is meant by “the bidder required to present and explain its approach to steering the measures with the project partners and its contribution to the results-based monitoring system.”?	The bidder is required to submit a short brief on how it would go about monitoring the progress of the start-ups, and what approach will it take to communicate the progress with the project partners including GIZ and its consulting partner in Germany.
16	What is meant by “the contractor has no claim to fully exhaust the days/travel/workshops/budgets.”?	If the contractor has not implemented certain activities, then it cannot claim the amount allocated for that particular activity in the contract. E.g. if the contractor is

		not able to fly to attend the events held in Germany due to Covid-19 or for any other reason, then the contractor will not be able to claim compensation towards travel costs.
17	The contractor personnel cost of travel to Germany - Is it part of the budget or will GIZ reimburse /arrange separately?	The cost of travelling for the team leader (up to 5 trips to Germany and up to 4 domestic trips until the end of the contract) has been included in the budget.
18	What are the objectives and deliverables of the project?	The objective of the project is to help the start-ups register themselves in India within one year of support. The contractor is expected to guide the start-ups through challenges that they may face with respect to legal and financial advice, product development, marketing strategy, stakeholder management, scaling up of their business, connecting them with funders etc.