14TH June 2016

F.A.Q

Tender for Assignment on developing partnerships between corporates and incubators'

Q1. With reference to financial support provided by corporates to incubators 'Section c. of Corporate Involvement on Page 13 of the Request for Proposal', what is the minimum threshold for financial commitment from the corporates to the incubators?

Answer:

There is no minimum threshold for financial commitment from the corporate. This would entirely be dependent on the need of the incubator and the capacity and willingness of the corporate.

Q2. **With reference to non-financial support provided by corporates to incubators 'Section c. of Corporate Involvement on Page 13 of the Request for Proposal', Is there a minimum time commitment from the corporates for their engagement with incubators?**

Answer:

For the project purposes, there should be an engagement for a minimum time commitment of 6 months, which will help conduct the impact assessment (as has been mentioned in the ToR including baseline and endline) of the partnership between corporates and incubators.

Q3. With reference to 'Corporate Involvement on Page 13 of the Request for Proposal', apart from interest and motive of the corporate in working with incubators and start-ups with social sector', Are there any criteria for selecting corporates to be engaged in the program? For example – presence of a CSR department, number of years in operation and geography.

Answer:

Our experience in the space suggests that it is not necessary for a corporate to engage with incubators/ starts only if they have a CSR department. Many corporates engage with incubators/ startups as part of their business development efforts. Also, it could be that a

corporate would have not engaged with incubators/ startups earlier but have a business or strategic interest now. Hence, number of years in operation, geography may not be mandatory criteria.

Having said that, we would expect the consultancy/ consortium to suggest other meaningful criteria for selection of corporates basis their experience in the space and sector.

Q4. With reference to 'Identification of engagement mechanism on Page 18 of the Request for Proposal', apart from the 20 engagement MoU facilitated between the incubator and corporate, are there any other quantitative metrics to determine a successful partnership?

Answer

No, for the project purposes, we would consider engagement MoUs as a metric to determine successful partnership.

Q5. What was the outcome of the previous tender? What were the key learnings from the previous tender? Our source of the tender last year: http://www.tendernews.com/free_tender/strategic-alliance.aspx

Answer

We have been able to identify and study various models of engagement between corporates and startups and corporates and incubators. The primaries with each of these institutions is over and we are in the process of drafting the report. We expect the final report to be out by mid-July.

The results, findings and database of each of the concerned institutions in the above study will be made available to the selected consultancy/ consortia once the assignment has been awarded through the tendering process.

Q6. Are there any minimum quantitative/qualitative expectations from the investees/social enterprises of the incubators under this project?

Answer

As such, there is no quantitative/ qualitative expectations from the investees/ social enterprises. However, these incubates should be open to participate in the impact assessment survey and provide relevant qualitative/ quantitative data to support the baseline and endline.

Q7. What are the measurement metrics for the program outcome?

Answer:

Each of the deliverables outlined in the ToR are the measurement metrics for the program outcome.

Q8. With reference to 'Formation of consortium on page 7 - The formation of joint ventures with a company, also invited by GIZ to submit a bid (in a two stage bid process), requires the prior written consent of GIZ', what is the last date to inform GIZ of the members of this group/consortium and lead partner considering that this is a single stage bid process?

Answer

You do need prior written approval for consortia formation from GIZ.

Q9. What is the budget allocated for the program?

Answer

It is a competitive tender with consultancy/ consortia required to develop feasible budget.

Q10. We would like to have certain changes / modification some clauses of General Terms & Conditions?

Answer

The General Terms & Conditions (GTCC) attached with tender package are non-negotiable and will be integral part of Contract.