

## **QUESTIONS AND ANSWERS**

### **RFP-NAI-0081 - Rwanda Listing Advisory Support**

**1.** Given the limited companies on the RSE and given the fact that all these listing have had different local Advisors in one capacity or the other, would one listing then suffice as a requirement in this case?

In light of the few listings that have occurred, we would require that the individuals on the team within the advisory firm to have the listing and transaction advisory experience rather than the company itself. Please detail any relevant experience that the team brings regarding listings and transaction advisory work.

**2.** Is it a must that the three proposed companies list by 31 January 2019?

We would need to see evidence of the advisory work done to support the companies on their listing journey. The companies are not required to list by this date but we would need a narrative supported by relevant documentation why the listing didn't go forward on each case.

**3.** Under No. 1 on Technical approach – It is stated that a technical review of the 3 selected companies and a full analysis of the gaps identified and the advisory scope of work required to support the firm to reach listing readiness. In addition a full cost analysis of the advisory work required.

How will this be done by the evaluation committee before a due diligence is carried out by the Advisor since one of the deliverables under objective and scope of work and main task is to identify existing gaps?

Please note that at the evaluation committee will be evaluating the applicant's Technical Approach to the assignment i.e. the proposed approach to the technical review of the 3 selected companies, analysis of the gaps identified, and development of the advisory scope of work required to bridge the identified gaps. The applicant's description of how they will conduct due diligence on the subject companies and determination of the existing gaps should be a key component of the proposal.

**4.** Successful listing of the 3 companies on the RSE would largely depend on the findings after reviewing each company, identifying gaps and steps to cover the identified gaps. It would be useful at this point to share details of the 3 identified companies to enable a proper assessment, this is if the scope of work at this stage also includes successful listing on the RSE, as expressed on the RFP.

Company names will not be disclosed at this stage to avoid any interference in the proposal stage. The information provided is sufficient to provide a costed proposal. Only the successful bidder will be given the company names. The only additional information we can provide is that the companies are seeking to raise funding of between 500,000 to 1,500,000 USD and are involved in the following sectors: agro-processing, waste management and financial services.

**5.** Data Universal Numbering System (DUNS) Number: All U.S. and foreign organizations which receive first-tier subcontracts/ purchase orders with a value of \$25,000 and above are required to obtain a DUNS number prior to signing of the agreement. Organizations are exempt from this requirement if the gross income received from all sources in the previous tax year was under \$300,000. DAI requires that Offerors sign the self-certification statement if the Offeror claims exemption for this reason.

a) We are not familiar with this requirement. Does this relate to this Offeror since we have not applied for any grants?

This requirement has been there and is a common standard world-wide and users include the U.S. Government, European Commission and the United Nations. In this case, the DUNS number applies to

all U.S. and foreign organizations which receive first-tier subcontracts/ purchase orders and grants with a value of \$25,000 and above.

b) It is also stated that a certificate for exemption from DUNS requirement is granted if Gross Income from all sources was under \$ 300,000. What therefore is the position, must we obtain the DUNS number or apply for an exemption?

This will be determined if your gross income received from all sources in the previous tax year is above or under USD 300,000. If the gross income in the previous year is above USD 300,000.00, you need to apply for a DUNS number by following the steps for the process of obtaining the DUNS number as shown on page 7-14 of the *Terms and Conditions* attachment in the website advert via the below link: [https://www.eatradehub.org/request\\_for\\_proposals\\_rwanda](https://www.eatradehub.org/request_for_proposals_rwanda)

On the other hand, if the gross income received from all sources in the previous tax year is under USD 300,000, then the firm will fill the Self Certification for Exemption from DUNS Requirement form on page 15 of the *Terms and Conditions* attachment.