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CLARIFICATIONS # 2

Contract name.: IPP and Energy Efficiency Project Accelerator and Pipeline Development Consultant: Demand-Side Training, Firm-Level Engagement, and Marketing Strategy		
Reference No.: RFP / MFK / QCBS / 2020 / No. 011		
Date: 29 April 2021		
No.	Question	Answer
1.	Section 4. Technical Proposal Forms, Tech-11, page 59: Can MFK confirm whether CVs are required for both key and non-key professional personnel?	Bidders do not need to provide CVs for non-key personnel, referred to in 'Section V. Terms of Reference', paragraph 4.4 'Other Personnel'
2.	Section 1.2. Implementation Arrangements, page 71: Can MFK clarify marketing activities to support KCGF and the new guarantee window: a. Can MFK confirm that the goal is to inform eligible entities (and stakeholders) generally about opportunities for financing RE/EE projects through commercial banks? b. Can MFK clarify if some of the marketing and outreach activities seem to be intended to support to KCGF marketing generally (e.g., enhancement of KCGF's website)?	a. Please refer to the Scope of Services in Section 2.0 of the TOR (beginning on page 73). There are several stated goals of the marketing and outreach work, including increasing awareness of available commercial bank financing for RE/EE projects. b. The Contractor will focus on KCGF marketing and outreach related to the new RE/EE guarantee product. Other more minor marketing tasks beyond the scope of this program, but closely related to the new window, may occur.

3.	Section 2.2. Scope of Services, page 74: Can MFK clarify how it envisions the division of work between (1) Renewable Energy Sector Training and Pipeline Development; and (2) Marketing and Outreach activities?	This is at the discretion of each Contractor. Bidders should propose a breakdown of work necessary to achieve the stated objectives. This may be refined during contract negotiations, and/or after the contract award during the work planning process.
4.	Section 2.2. Scope of Services, 4) Media and Online Engagement, page 77: Regarding the “online videos”, does MFK envision video shooting or animation? Confirm that these would be about opportunities for financing RE/EE projects generally, rather than the RE/EE guarantee window specifically.	MFK has no preference between filmed or animated videos. It depends solely on the strategy proposed by the consultant, in coordination with MFK Outreach team. Outreach content should focus on both the enticing the interest of private sector for the RE/EE investments as well as the new window itself / the benefits of the KCGF guarantee.
5.	Section 3.3. Reporting and Deliverables, page 81: Can MFK clarify if marketing materials need to be prepared in three languages (Albanian, English, and Serbian)?	All contractual deliverables and reports must be submitted in English. Certain marketing materials will also need to be presented and distributed in Albanian and Serbian.
6.	Section 4.1. Personnel Requirements, Introduction, page 82: Can MFK clarify the responsibilities and desired qualifications of the “Project Manager” position. Is this envisioned to be a home-office based person or based in Pristina? Also, is the position full-time?	<p>The desired qualification for the Project Manager/Team Leader are on page 83 of the RFP - 4.3 Qualifications of Key Personnel 4.3.1 Team Leader</p> <p>A resident team leader shall be required for the duration of this Contract.</p> <p>Team Leader should be full-time or near full-time.</p>
7.	Section IV. Financial Proposal Forms, page 62: Is local Value Added Tax (VAT) exempt?	Yes.
8.	Section IV. Financial Proposal Forms, page 62: Can MFK provide any guidance on what travel is expected given the COVID-19 travel restrictions?	Any local and international travel should comport with most updated guidelines issued by MCC/MFK and Kosovo health authorities (or other country from which an individual is travelling). Contractors should ensure they have sufficient flexibility to adapt to evolving circumstances related to public health guidelines and travel restrictions.
9.	Section VI. General Conditions of Contract, 18. Tax and Duties, Clause 18 (a), page 105: RFP states, “Except as may be exempted pursuant to the	Please find below the web link of the Threshold Agreement:

	Threshold Program agreement or another agreement related to the Threshold Program agreement, available in English at [insert web link],...” Can MFK provide the web link or a copy of the Threshold Program agreement?	https://millenniumkosovo.org/wp-content/uploads/2018/12/Kosovo-Threshold-Program-1.pdf
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