

Questions from tenderers and corresponding answers

N.B.: The questions and answers will form an integral part of the tender documents.

Transaction number: 83489395
Project processing number: 20.2284.6.002-00
Brief project title: Capacity building of MSMEs in the maritime sector in the Central Corridor
Country: South Africa, Lesotho, and Eswatini

Date: 23.06.2025

No.	Contract / Order No.	Questions/ Queries	Answer
1.	83489395	<ul style="list-style-type: none"> ToRs: section 5, the specified LoE is a total of 29 days. Is this correct? 	Yes.
2.		<ul style="list-style-type: none"> Are the 29 days in the ToR section 5 for the combined four Key Experts? 	Yes. <i>The anticipated days for each expert are as indicated. However, the needs assessment may reveal a different allocation of days which can subsequently be applied with approval of the client.</i>

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3.		<ul style="list-style-type: none"> Do the following tasks need to be concluded over 29 days: <ul style="list-style-type: none"> Conduct a comprehensive needs assessment; Develop and deliver a comprehensive training programme informed by the needs assessment; Conceptualise, organise, and facilitate two deep-dive webinars in both French and English; Undertake development and execution of training M&E, including post training follow up and evaluation; The selection, preparation, training, and steering of international and national STTAs and LTTAs undertaking advisory tasks. 	<p><i>29 expert days are available to undertake the tasks. This does not necessarily mean that the tasks must be undertaken over 29 consecutive calendar (and/or working) days. The extend of 'comprehensive' will be established in consultation with the appointed bidder, the client, the partner and the demonstrated needs.</i></p> <p><i>The webinars are envisioned to permit a follow up of subjects that could not be treated fully in the workshop but which arose as areas requiring deeper engagement. (This may also simply be a continuation of the subject matters.)</i></p> <p><i>The appointed bidder will be expected to have identified and presented the full complement of technical advisors for the tasks as part of their bid. However, the preparation and steering of the relatively small team will be expected as part of the Team Leaders duties.</i></p>
4.	83489395	<ul style="list-style-type: none"> Is the Needs Assessment required for all 60 MSME'S? 	<p><i>We expect a general needs assessment to be undertaken by the partner. However, if this is not ready, a the consultant will be required to undertake an assessment of all the MSMEs to establish general needs trends. It is presumed that this would be done through an online survey to guage what subject matters to focus the in-person workshop and webinars on.</i></p>
5.		<ul style="list-style-type: none"> Are there any other interventions besides the two-day training? 	<p><i>Yes: the webinars.</i></p>

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6.		<ul style="list-style-type: none"> Are the 60 MSME's already active in the Maritime Industry? 	<i>They have yet to be identified. There will be some in the maritime industry and others in the trade/logistics sector operating in a maritime and/or inland water transport context. A few may be in other sectors.</i>
7.		<ul style="list-style-type: none"> Please elaborate on the maritime finance experience required by the Finance Expert 	<p><i>The finance expert requires a total minimum of 5 years experience encompassing one or more of these specified areas (i) private sector financing, (ii) maritime financing, and (iii) financial structuring for MSMEs or (iv) finance of infrastructure projects. The 5 years may be in one of the 4 indicated areas or a combination of them.</i></p> <p><i>Maritime financing refers to financing activities, infrastructure, plant, equipment or businesses in the maritime and/or inland water transport sectors.</i></p>