



13 July 2021

**UNIDO CLARIFICATION Note No. 2**

**Request for Proposal (RFP) No.: 1100156143**

**PROVISION OF SERVICES RELATED TO STRENGTHENING THE MARKET SYSTEM FOR GREEN  
MSMES**

| <b>Questions</b>  | <b>Answers</b>   |
|---|--|
| <p>1. Regarding "Appendix 5 - financial statement and certification form", The form is required to be certified after filling, what we can do, is to certify it from the financial auditor who certifies our financial statements. Is this an acceptable certification authority from your side for this form? If not, can you suggest an alternative, noting that the firm deals with more than one bank, so we won't be able to certify it from the bank.</p>   | <p>As indicated in the instructions to bidders with regard to Appendix 5 - UNIDO Financial Statement and Certification, the Certification shall be normally provided by your bank, insurance company or any other authority customarily providing such certification according to the laws of your country. A financial auditor may also be authorized to provide such data.<br/>Name of Certifying Authority and data such as Telephone No And Fax No should therefore belong to the persons who certify the data declared therein.</p> |
| <p>2. In the ToR "Appendix 1 - page 5/10 - Work Package A - Activity 2", It is stated that: "Through the implementation of the four programmes, it is expected that 700 Thousand USD of investment/finance will be facilitated." Can you please clarify If these 700 thousand referred to in the sentence, targeted to be received by the supported firms from third parties financing agencies? Or these 700 Thousand USD are intended to be provided from the UNIDO for financing the programmes itself or as a finance for the firms?</p>  | <p>The amount indicated in the ToR refers to investment/finance from third parties (not UNIDO) for the firms supported through the four programmes. The Contractor will be responsible for facilitating the investment/finance.</p>  |
| <p>3. In the ToR "Appendix 1 - page 7/10 - Work Package C - Activity 7", It is stated that: "Through the institutional strengthening programmes, the target institutions shall support cumulatively, over the assignment's duration, at least 60 existing green MSMEs of which 20% are led/owned by women or employ a majority of women (excluding the firms directly supported by the project)." Are the excluded firms, are the firms who are supported "financially" by the 4 programmes in Work Package A? Or who just join the 4 programmes, even if they did not receive any financially support?</p> | <p>The firms that should not be counted towards the target mentioned in Activity 7 are those participating in the 4 programmes.</p>  |

|   |   |
|---|---|
| 4. In the ToR “Appendix 1 - page 6/10 - Work Package B - Activity 4”, It is stated that: “As a result, at least 1 principal firm shall increase their operations in the target governorates.” What do you mean by “principal firm”? | Principal firms are lead, anchor firms usually of medium/large size which play a key role in the development of value chains and clusters by means of effective vertical and horizontal linkages with and support to MSMEs. |
|---|---|

**Please be informed that the submission deadline is extended until **Friday 30 July 2021, 16:00 hours CET****

**To improve efficiency, kindly try to send ALL your clarification questions in one single communication.**

**Please also be reminded that request for clarifications, if any, shall be received two weeks prior to the offer submission deadline.**