

RESPONSE TO BID CLARIFICATION QUERIES
DIAGNOSTIC STUDY ON THE BANKING AND INSURANCE INDUSTRIES IN ETHIOPIA

No.	Question	Responses
1.	We wanted to clarify whether we shall submit an expression of interest document or proposals.	We are expecting submission of full proposals.
2.	a). We need to submit an Expression of Interest (as per the heading of the Terms of reference) or a full technical and financial proposal (as per para 7 and 8)	We are expecting submission of full proposals.
	b). If the answer to a) above is a full proposal, can you please confirm whether there is any flexibility in the timings for Deliverables in para 4, especially considering considerable travel disruption. Of course this can be discussed further as part of inception phase with the selected firm.	The timelines for the study are very tight. Consultants are therefore encouraged to work within the guidelines of this invitation regarding timelines.
3	Which Currency we should use for financial proposal e.g. USD?	GBP (£)
4	Do the NBE and/ or FSDA want particular countries to be used as comparators and, if so, which ones? Or would bidders be invited to suggest and agree these during the inception phase?	Consultants should indicate their proposed comparator countries and the justification, although we presume appropriate comparators will be selected on the basis of criteria such as size of economy, stage of development of the market etc. Country comparator choices can also be further refined during the inception phase. The NBE would have a preference for benchmark countries to include India, Kenya, Malaysia, and Nigeria for the banking industry and India, Ghana, Kenya, and Nigeria for the insurance industry. However, other well-reasoned comparators (based on relevance of context and well-documented success story in the regulatory framework and industry performance) put forward by the consultants may also be acceptable.
5	We are a group of professionals who would like to apply for the call a). The first question refers to your expectations about the outcome of the study. There are several topics to be covered in a quite short period of time. What level of effort do you expect? Concerning with this, how much support would you and the NBE provide for interviews and data collection?	The framing of the various topics to be covered the study is underpinned by the consideration that these topics are interconnected. They therefore should not be interpreted as disparate topics that require independent treatment. The consultants should therefore indicate in their proposal the amount of resources to be deployed so as to deliver within the indicated timelines. NBE will help to facilitate interviews and data collection although it will be

		important for your bid to be clear about how much support you would expect from NBE.
	b). The second question refers to the contract. We are not a firm but a group of individual consultants who have been collaborating together on different projects. In case we are selected, can each of us have an individual contract?	We would have a very strong preference for your consortium to have one lead consultant who would then sub-contract with others. If there are compelling reasons (e.g. value for money) why your bid needs to be structured using individual contracts, your bid should state the reasons for this.
	c). Third, we are supposed to work remotely. In our last work we have seen how challenging it is to collect data and plan a sequence of interviews without being in the field. Are you flexible about the deadline? And, if yes, how much flexible are you?	Given the response to Covid19, many organisations have now adjusted to remote working including responding to interviews and data requests. This is a property project for the NBE and the Ethiopian government which means there is very little scope for slipping the deadline. In particular, the requirement in the TORs for an advanced draft report, with completed analysis of primary data, be completed by end of March - is non-negotiable. Note - the draft report will need to be submitted (<u>and billed for</u>) by the end of March. Provided the key recommendations and conclusions are delivered in this way by end March, there may be some scope for extending the deadline for completion of the final report.
	d). Last, can you give us an idea of the budget available? Given the level of effort you have in mind, it can help in understanding better the number of persons that can be dedicated to this study.	It is not generally our practice to offer a guide price. Based on their understanding of the study's TORs, the consultants should be able to determine the appropriate resources to be deployed. Consequently, the consultants should determine the budget, which should be part of their submission. This is a substantial and important piece of work but, equally, value for money will be taken into account in assessing the bids.
6.	The interviews and survey will be conducted online using zoom/Google meet and appropriate web survey tools. Is there any restrictions on part FSD Africa or target organisations on this mode of data collection?	As a response to Covid19, many organisations have now adjusted to remote working including responses to interviews and data requests. Therefore, FSD Africa will have no restriction on this mode of data collection.
7.	Given Covid19 Scenario, no travel is planned to Ethiopia and all interaction will be conducted through online channels with FSD Africa as well target audiences and stakeholders in the study. Let us know your agreement on this aspect.	As a response to Covid19, many organisations have now adjusted to remote working including responses to interviews and data requests. Therefore, FSD Africa is agreeable to the interactions pursuant to this study being conducted through online channels.

8.	<p>Could you share prior research studies conducted by FSD Africa on Ethiopia on the same topic or study related economic outlook.</p>	<p>FSD Africa has not undertaken a similar study on Ethiopia. That is why we (and the NBE) are conducting this study. We will be happy to share relevant materials with the preferred bidder once selected. There are plenty of studies available on line on Ethiopia and its economic situation - we would expect bidders to use some of these to inform themselves prior to finalising their bids.</p>
9.	<p>Could FSD Africa facilitate interactions with NBE, local banks and insurance officials for interviews related to study.</p>	<p>NBE will help to facilitate interviews and data collection although it will be important for your bid to be clear about how much support you would expect from NBE.</p>