

No.		TOR No.		Startups Ecosystem	
Question				Response	
1	20.4	<p>Q1: What is the intended use of this list of start-ups? Is it to gauge potential in the specific city? Or to be showcased to key stakeholders? Or any other reason, please clarify.</p> <p>Q2: What is the total number of start-ups you envisage to be enlisted across 20 cities?</p>		<p>1. 20.4 is self-explanatory as successful bidder is required to identify top 20 cities in terms of technology entrepreneurship potential based and on basis of evidence identify existing startups in these cities as well. The intended use of list of startups is to know about the existing level of entrepreneurship in top 20 cities to be identified by the bidder.</p> <p>2. Bidder should scientifically gather all reliable and relevant information of top 20 cities.</p>	
2	20.6	<p>Q3: D&B has rich experience in conducting impact assessment studies, and evaluating the efficacy of government and private support programs and policies. This can be done in two ways, the more elaborate methodology which we usually follow is to interview beneficiaries (the start-ups). The second approach is more rapid, and involves connecting with the incubation centers and other entities and collecting data directly from them. Considering the timeframe and budgetary constraints of the project we propose method 2. Kindly confirm if using this approach is acceptable.</p> <p>Q4: Kindly confirm if 'verticals' in 20.6 is being referred to industries/ sectors.</p>		<p>3. Information related to proposed design and methodology may be submitted in proposal for evaluation.</p> <p>4. Yes.</p>	
3	20.7	<p>Q5: D&B Pakistan has conducted similar primary research during the pandemic and has learned from our experience that, it can be difficult to ensure participation of all the stakeholders at the same time and place for Focus</p>		<p>5. The requirement mentioned in 20.7 need to fulfilled by successful bidder.</p>	

		group. Therefore, we recommend conducting one-to-one interviews rather than focus groups. Let us know, if this approach would be acceptable.	
4	20.1 4.2	Q6: Considering the COVID-19 situation and the lockdown measures imposed by the government, can the sessions be conducted virtually if the government imposes restrictions on such events?	6. Requirement mentioned in the clause is self-explanatory. Any such eventuality will be decided accordingly later with successful bidder during the time of execution.
5	20.1 5.1	Q7: By 'economic analysis and business case', is the RFP referring to the viability for the new centers?	7. Policy recommendations for promotion of startups shall be based on complete business case and economic analysis and should cover all aspects. Not clear what the potential bidder means by viability of new centers. Business case is supposed to show the expected qualitative and quantitative impact/results of different incentives/benefits for startups and investors.
6	19 g	Q8: This section states that 20 top cities of Pakistan in terms of entrepreneurial potential need to be identified "(effectively 15 cities because Ignite has established NICs in 5 of them already.)" However, in other instances 20 cities have been mentioned. Please clarify what the expected number is.	8. Identify top 20 cities of Pakistan in terms of entrepreneurial potential. The requirement is identification of 20 cities.

Freelancing Ecosystem

7	1 & 1 (a)	Q9: The quantitative aspects (such as break-down of rural/ urban, age etc.in freelancers in Pakistan) will be done on a best effort basis as per	9. That will not be possible as these are external agencies with no link to either MOITT or Ignite. The bidder will have to collect data from external agencies on its own.
		data availability. We plan to collate the data through international agency reports, and other reliable sources already identified by the project team. For the remaining data, we will need help from international players (such as Fiverr and Upwork), as this is the only reliable way to collate the data. We will request help from Ignite and MoITT in	

		reaching out to these entities and requesting the data at a government level for strategic decision making. Kindly let us know if this approach is acceptable.	
8	1 h	Q10: Will Ignite assist in scheduling of these interviews especially with the 100 freelancers from Digi Skills? Since, the regulatory bodies are sometimes reluctant to share in-depth insights.	10. Yes
9	2 a	Q11: We will need support from trainees of Digiskills.pk in disclosing such information, will Ignite facilitate the process?	11. Yes Ignite will facilitate data gathering from trainees remaining within its parameters of confidentiality
Evaluation of Technical Proposals			
10	9.2	Q12: Under Technical Evaluation, it is mentioned that presentation by bidders is mandatory. Is this presentation supposed to be held in person or can it be conducted virtually?	12. Ignite will inform later about the mode and time of presentation to all participating bidders when its time comes. However, we will facilitate online presentations for bidders outside the city, and those outside Pakistan.
Queries in Emails			
11		Q13. Could you please explain the position of Banking/Investment Expert? Is a banker with a financial expertise of loans is considered or Expert in the Ecosystem who has access to Angel Investors? Q14. Secondly, Kindly specify the experienced considered for conducting Survey studies is for the Lead firm or Team Experience as a whole is considered for the project if we are applying as a Joint Venture?	13. A banking expert would be having indepth knowledge about international payment gateways, international remittances, banking related challenges for freelancers and freelancing ecosystem. Investment expert would have expertise and extensive knowledge about funding/investments related to startups at all stages for startup ecosystem. 14. Experience of Firms will be considered. In case, proposal is being submitted as a Consortium/Joint Venture, then experience of all firms who are part of the JV will be considered and evaluated.

12	<p>Q15. Can we propose to extend the timeline of the study from 150 days to 218 days?</p> <p>Q16. We strongly believe (based on our past experience with ecosystem studies) that 150 days is not sufficient time for a study of this scope and scale. Out of the two key components (i.e. ecosystem study and freelancing industry mapping), the latter is an entire report in itself and deals with a different population with some overlap.</p>	<p>15. Time lines mentioned in the RFP cannot be changed.</p> <p>16. Time lines mentioned in the RFP cannot be changed.</p>
13	<p>Q17. Does the time duration of 150 days imply only working days? If yes, this would amount to approximately 7 months.</p> <p>Q18. Would it be possible/make sense to do the study in phases scope wise? For instance, do the ecosystem study first and then the freelancing part?</p>	<p>17. 150 days include working days and weekends i.e 5 months approx.</p> <p>18. No that will not be possible.</p>
14	<p>Q19. If there is no wiggle room in terms of the timeline and ignite absolutely intends to stick to the existing duration (i.e., 150 days = 5 months), then is Ignite open to doing an ecosystem study first (Phase 1 to be wrapped up in 150 working days = ~ 7 months) and then a follow-on separate study on the freelancing landscape in Pakistan (Phase 2: 70 to 80 working days = ~ 3 months)?</p> <p>Q20. Bid Submission date Extension for at least two weeks i.e., till 29th July 2021</p>	<p>19. No that's not possible.</p> <p>20. No that's not possible.</p>