

## Procurement

- 1. Are International Organisations expected to sign a “Commercial Contract” as well? Could it be managed through “Funding Agreements” instead?**

While the document is referred to as a “commercial contract” it is actually FCO terms and conditions which contain UK government approved or legally required clauses. The contract provides greater protection than funding agreements in relation to the use of funds. The FCO Terms and Conditions will be published along with the ITT documentation for review.

- 2. What are the payment methods / proposals?**

International Wire Transfer

- 3. We are interested in bidding for a particular contract, but there are some sections we would not be able to deliver, as they are outside our range and/or area of expertise. Would we still be able to apply? What are our options?**

Where a tender has multiple lots, and unless otherwise stipulated in the contract notice, you can bid for a single lot, several lots or all lots. Each individual lot is assessed as a whole. It is therefore not possible to bid for part of a lot or to make your bid conditional on the award of another lot under the same procedure.

However, if there are no lots and it is a single project for delivery, you will have to enter a proposal that meets all the minimum requirements. ITT documentation will specify if Sub-contracting and/or consortia are permitted.

- 4. Is the Bravo platform the one used for the Cross-Whitehall Prosperity Fund’s Framework?**

Yes. BRAVO is the official FCO E-Sourcing portal. The framework is an opportunity being run in the UK for future projects. The Transitional Programme opportunities are projects for delivery this financial year (UK).

- 5. What is the difference between the Framework and the Transitional Programme that was presented?**

The Framework is related to 2018-2021 programme delivery, while the Transitional Programme comprises the 2017/2018 Financial Year. Since it is an ongoing tender, all questions related to the Framework tender must be submitted via BRAVO.

- 6. How is the staffing table calculated? If a contract has several lots, should we produce a staffing table for each of the lots advertised?**

As mentioned above, where there are lots, and unless otherwise stipulated in the contract notice, you will be bidding on individual lots which will be evaluated independently.

- 7. If we apply for more than one lot/theme, how is the staffing table calculated?**

See answers 3 & 5.

- 8. Do Transition Funds (FY 17/18) comprise staff fees? Or just activities?**

Contract values contemplate all costs associated to project delivery, including staff fees.

**9. Could alliances between different implementers be made?**

Yes, but ITT documentation will specify if sub-contracting and/or consortia is permitted on the relevant opportunities.

**10. Is there a limit as to how many contracts can a single implementer/consortia bid for?**

No, but you should have the capacity (time, resources, staffing, etc.) to deliver.

**11. Is a single proposal by different implementers possible? Or should a single implementer bid for the contract, and then sub-contract others?**

Yes, there should be one single point of contact, project delivery and payment. The contact should be responsible for the subcontractor and relevant information required.

**12. Our parent company in the UK is already registered in Bravo. If a subsidiary in Mexico wants to submit a bid for a Mexico-specific process, should the subsidiary register in Bravo too?**

That will depend on your company's internal policies etc. but there is nothing stopping a local subsidiary also registering.

**13. How can the money awarded be used? (I.e. staff salaries, consultants, travel, etc.)**

The response to this question is project & delivery dependent.

**14. When referring to consortia, is it necessary that all firms have an established presence in Mexico?**

No.

**15. Is potential consortia membership limited only to those who were invited to the event?**

No.

**16. Could we collaborate with partners from other cities/countries who were not in attendance?**

Yes.

**17. If suppliers form a consortia, who should upload the proposal onto the system?**

There should be a single point of contact, to be decided by the consortia. They can also look to form a single entity.

**18. What are the proposal submission deadlines?**

All information will be available on BRAVO with the proper documentation, including deadlines.

**19. How long is the procurement process likely to be once the Invitation To Tender (ITT) is issued?**

It depends on the complexity of the project and legal requirements. E.g. standard OJEU and WTO required timelines will apply where relevant. All information will be available on BRAVO with the proper documentation, including deadlines.

**20. Could the Prosperity Fund team request implementers to submit integrated proposals after the submission period ends?**

No; before the award date, the tender is still live and no communications neither counter offers should be in place. Your proposal should be the Most Economically Advantageous according to Tender.

**21. Can a proposal be submitted without one of its expected components?**

A bid will be disqualified if the proposal does not meet the minimum requirements.

**22. Is co-funding preferred?**

It is neither favoured nor disfavoured.

**23. Is it recommended to submit a proposal in synergy with a NGO or Civil Society Organisation?**

It is neither favoured nor disfavoured.

**24. Is the implementation period strictly set to begin on late October and end on March 2018? Or are these dates flexible?**

Activities will start once contracts have been formalized. We expect this to happen in the first 2 weeks of December 2017. We expect all activities to be completed by March 2018. This will not be negotiable.

**25. Will the budgets herein presented will be assigned only to carry out the specific contracts and topics presented or whether you will also be considering other proposals and in such case when should we be submitting proposed lines of work?**

We will only accept proposals that deliver the outputs specified within the Invitations To Tender. Unrelated proposals are not being considered for this programme.

**26. It sounds as though smaller, local suppliers should not bid for the Framework Agreement for the year 3-5 programme, is this correct?**

Procurement for the Cross-Whitehall Prosperity Fund Framework Agreement is an open competition. All questions on should be submitted through Bravo.

## Energy

**1. For the Regulators theme, will the three outcomes (report on Clean Energy Certificates, report on HVDC, and roadmap on Energy Efficiency) be covered by a single contract?**

Yes – the three outputs will be covered within one single contract. But potential suppliers are welcome to bid as consortia or form a supply chain to deliver the three outputs within one single contract.

**2. Could one institution submit several proposals for the Energy sector?**

Yes – the same institution could submit proposals for the two different contracts that are likely to be published for the energy strand.

**3. Will there be flexibility for choosing cities and/or states to work in?**

We are keen on working with Campeche and Tamaulipas for the skills strategy project. We'd be happy to take views from potential suppliers, but our main focus will be in those two states.

## Future Cities

**1. The Future Cities tender is not yet on Bravo, we can only see the large tender for “prime managers”. When is the digitalisation bid expected to be open?**

The digitalisation bid will go live shortly (and before most of the other bids). We will notify potential suppliers through email when the competition is open (for the digital project and for all the other projects that will be tendered as part of our Year 2 activity).

**2. For Infrastructure and Mobility, are all outcomes expected to be covered in a single contract?**

Yes – the four outputs for the infrastructure and mobility project will need to be covered through one single contract. But please remember that potential suppliers are welcome to bid as consortia or form a supply chain to deliver the four outputs within one single contract.

## Financial Services

**1. If I am interested in applying to the Lot 1: Fintech component, do I have to submit a proposal for the entire Financial Mechanisms contract? Or could I apply only to this particular Lot?**

The Financial Services project will be procured through one contract only. A proposal for the entire Financial Mechanisms contract should therefore be submitted. For the Financial Services strand, you will not be able to bid for a single lot.

## Business Environment

**1. What is supposed to be understood by Lot 2's “A peer to peer review mechanism according to the NACS”? Are there any further insights about this specific project?**

A self-monitoring mechanism to be developed with UNODC and the Coordination Committee of the National Anti-Corruption System to support the Technical Secretariat & the Citizens Participation Committee in its efforts to keep record of the implementation process at the Local level. The mechanism ideally should allow for peers (States) to evaluate other peers as it happens with the P2P mechanism of the UNCAC. The mechanism should

support the NACS to evaluate at the Local level the implementation & enforcement efforts/achievements/challenges of the System and Mexico's commitments at UNCAC & the Global Anti-Corruption Summit.

**2. Lot 1: Security and Justice. How many states need to be included in the scoping paper on investigative police trainings? Are field trips mandatory?**

The paper should consider all the relevant states where training for investigative police has been conducted in the last 5 years. We expect the supplier to conduct both desk-based research and field-research methodologies.

**3. Lot 1: Security and Justice. How many crimes would have to be integrated in the proposal? (I.e. Kidnapping, sexual assault, hate crimes).**

The Embassy has been focusing on serious and complex crimes, i.e. organised crime, homicide, kidnapping, disappearance, money laundering. The scoping paper on investigative police trainings shall mainly focus on the general trainings delivered to the investigative police; we will welcome the revision of specialised trainings for the mentioned serious and complex crimes.

**4. Lot 1: Security and Justice. Do we need to contact authorities in the UK, or would the Embassy provide assistance in contacting them?**

In terms of logistics, the supplier will work independently in setting up their own meetings with key stakeholders in Mexico and in the UK, arranging logistics etc. Where appropriate, the FCO's Programme Team at the British Embassy Mexico City may assist in accessing government agencies or other key, senior stakeholders if this should prove necessary.

**5. Lot 1: Security and Justice. Is it possible to contact a British university that could help us with the implementation?**

Yes, it is possible to partner with British universities and/or organisations to support the implementation of the project.

**6. Lot 1: Security and Justice. Is it possible to include other cities in which Community Policing has been implemented?**

No, this occasion we are focusing only on General Escobedo, Nuevo Leon and Morelia, Michoacán which are the municipalities where a pilot funded by the Prosperity Fund was implemented last financial year.

**7. Lot 1: Security and Justice. Who would be in charge of organising the Mission to the UK?**

The supplier will be in charge of organising all the activities related to all outputs, including missions, organising meetings and logistics arrangements. Where appropriate, the FCO's Programme Team at the British Embassy Mexico City may assist in accessing government agencies or other key, senior stakeholders if this should prove necessary.

**8. A specific evaluation component of the proposed contract could imply a conflict of interest for us. What are the options to ensure that there is no conflict of interest?**

You can partner with other organisation in other to deliver that component. We welcome consortia proposals.

**9. What are the starting and closing dates to apply to Lot 1?**

This is subject to procurement timelines; this information will be available once the tender is advertised. However, we expect activities to start once contracts have been formalized. We expect this to happen in the first 2 weeks of December 2017. We expect all activities to be completed by March 2018. This will not be negotiable.

**10. Will you be able to share more detailed information about both Lots?**

All the specific information will be on the Terms of Reference. For transparency purposes we will not share more information than the one published there, please do not contact British Embassy staff for this purpose.

**11. Are the 'Business Environment' Outputs related to: a) Final Beneficial Ownership Registry; and b) the National Digital Platform (SNA) are new and different to the activities already conducted this financial year on these subjects?**

Yes, these outputs will be a follow up of the activities implemented from June to September 2017 by the British Embassy.

**12. Has the Embassy already secured buy-in from key stakeholders for the 'Business Environment' Outputs, or will suppliers be responsible for securing this independently, as part of the bid preparation process?**

The suppliers should ensure government buy-in during the preparation process. Separately, the Embassy has secured buy-in with the relevant authorities.

**13. Although the slide indicates that there will only be one ODA contract for the Business environment Lot, it was mentioned that there may in fact be two. When will this be clarified?**

The Business Environment strand has two lots, and potential suppliers can send proposals covering both lots and proposals covering only one lot. This means that there could be one contract if the winning proposal includes both lots; or up to two contracts, one for each lot, if the winning proposals are for only one of both lots.

**14. Will there be flexibility for choosing cities and/or states to work in?**

Proposals of cities/states are welcome; however they will need to be discussed with the British Embassy staff before starting the implementation of the project.