



Date: 19/10/2021

**UNIDO CLARIFICATION NOTE NO.1**

**REQUEST FOR PROPOSAL (RFP) NO. 7000005103**

**ACTIVITIES AND THE MODALITIES TO ACHIEVE BUSINESS CASE  
DEMONSTRATION PROJECTS IN PHILIPPINES THROUGH A QUALIFIED  
FINANCIAL INSTITUTION**

**Please find below technical questions raised by potential bidder(s) and UNIDO's replies thereto. Kindly consider when preparing your bid.**

<b>Question</b>	<b>UNIDO Answers</b>
<p>1. On the 20% loan portion of the project, will this be protected by a guarantee facility? This is to understand the value add to the financial institution.</p> <p>2. On the technical side, will we be the ones to design the financing scheme?</p> <p>3. Will we be able to charge a portion of the project team's salary (based on man-hours committed to the project) to UNIDO?</p>	<p>1. The 20% loan would follow the normal internal procedures that are implemented by the financial institution for similar loans. If the internal procedures entail a protection by a guarantee facility, the proposal submitted to UNIDO would need to include this and interpret this condition in monetary terms if applicable (i.e. how much would meeting this condition cost for the applicant enterprise). The 20% loan portions will be subject to the interest rates imposed by the financial institution for similar credit lines.</p> <p>2. The financial institution will be receiving a request for funding a demo technology. The financial institution is expected to cover 80% of such technology from the grant portion and 20% through a credit line. The proposals will be submitted to the financial institution by the Project Management Unit PMU.</p> <p>3. All costs related to the administration of the contract that will be signed between the financial institution and UNIDO shall be calculated and included in the financial proposal as a lump sum (with the details explaining the figure of the lump sum).</p>
<p>Important note – All inquiries and clarification request shall be submitted in writing via email to UNIDO Procurement Office.</p>	

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