

## Question and Answers to SDC’s Call for Proposals “Scaling up Social and Impact Entrepreneurship”

Questions/answers from [round 1 in green](#) and from [round 2 in blue](#)

### Questions related to “definitions”:

<p>In section 2.2, “market based SIEs (not for-profit with revenue models not excluded)” are mentioned. What does SDC mean by the term in brackets? Could you please provide an example?</p>	<p>This means that the legal form is not relevant, i.e. a SIE can have the legal status of a non-profit organization. See also SDC's guide "Achieving Development Outcomes with Social and Impact Enterprises" (page 7).</p>
<p>What is the definition of SIEs in the priority countries? Would it be possible for you to provide an inspiring example of a success story from a previous program?</p>	<p>A (broad) definition, including a link to the SDC's guidance paper on "Achieving Development Outcomes with Social and Impact Enterprises", is provided in the Call for Proposals document (see "Introduction and Context"). The Call for Proposals also clearly states that SDC's ultimate target groups for this project are low-income households and vulnerable people, including migrants and/or forcibly displaced persons, and that working with SIEs is a means to this end. Annex 1 provides a list of previous (and ongoing) programs with links for examples/inspiration, if needed.</p>
<p>How does SDC define “vulnerable people” in the context of this request for proposal (RFP)?</p>	<p>Vulnerability depends on the (geographical) context. In general, vulnerable populations are defined as those groups of people who are typically excluded, disadvantaged or marginalized due to their economic, environmental, social or cultural characteristics and their environmental circumstances. Typical examples in development contexts, other than people living in extreme poverty and migrants, refugees and internally displaced persons, are often women or persons belonging to national, ethnic and/or religious minorities. Migrants in vulnerable situations are migrants who are unable to effectively enjoy their human rights, are at increased risk of violations and abuse, and who, accordingly, are entitled to call on a duty bearer’s heightened duty of care (IOM Glossary on Migration, 2019).</p>
<p>How does SDC define “social cohesion” in the context of this RFP?</p>	<p>Social cohesion is a concept with multiple definitions and uses in the development community. It generally includes social inclusion</p>

	(creating solidarity in society) and social capital (social organization, networks, norms, trusts that facilitate coordination and cooperation for mutual benefit). The promotion of social cohesion can be understood as the process of improving the ability, opportunity, and dignity of people disadvantaged on the basis of their identity, to take part in society and enjoy fundamental social and economic rights.
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Questions related to the “project approach”:

Can the project be multi-platform, i.e., working with different co-funders in different sectors (e.g., one partnership supporting agricultural SIEs and another working with SIEs selling menstrual hygiene)?	In general, yes.
How important is it to include a focus on migration? Does including a focus on migration subtract or add points?	Please read the Call for Proposals document, especially “2.2 What kind of project can be funded” 2.4 “Funding” and “4.2 Evaluation”. Support of migrant-centred SIE is a must and its approach needs to be described in the proposal. Support of migrant-centred SIE includes the specific targeting of migrants and/or forcibly displaced as part of the project’s end beneficiaries. The project, however, does not need to focus exclusively on migrants and/or forcibly displaced persons. The SDC cannot and does not wish to provide an assessment of specific project ideas/approaches at this stage.
On SIEs targeting migrants and/or forcibly displaced persons, should it be their main area of focus (e.g., can SIEs operating in countries with high percentages of migrants fit in the scope)?	
Climate resilient Agriculture is a one sector that we see as very aligned with the objectives of this proposal. Is this a sector under consideration for SDC or an appropriate target sector?	Please refer to “2.2 What kind of project can be funded” in the Call for Proposals: “SDC originally envisages a sector-agnostic project. However, if the selected organisation(s) feel that a sectoral focus is appropriate and has the expertise, network and/or co-financing for a particular sector, this can be brought forward in the call for proposals as long as the target group remains the same”.
Is there a preference for sector agnostic solutions to reduce poverty or for solutions that focus on particular themes (i.e. health, agriculture, etc.) as pathways to reducing poverty?	SDC cannot and does not wish to provide any assessments of project ideas/ approaches at this time.
Nous accompagnons des bénéficiaires migrant.e de retour, membre de la communauté en entrepreneuriat en lien avec les emplois verts et nous voudrions lié le système de cofinancement à nos activités en cours pour aller dans une plus grande échelle de développement et d’impact en lien	This round of questions relates to the clarity and understanding of the Call for Proposals. The SDC cannot and does not wish to provide an assessment of project ideas/approaches at this stage.

<p>avec les changements climatiques, les emplois verts, le développement local avec l'implication de la diaspora et du secteur privé. Nous avons même dans un sens un grand forum que nous souhaitons organiser en novembre 2024 et voudrions par cela comme exemple d'activité de cofinancement. Est-ce que cette stratégie est faisable avec cet appel ?</p>	
<p>What type of capacity building is expected on impact measurement (e.g., training of the SIE staff, small-scale impact studies to help pivot their business models, large-scale studies possibly leading to result-based finance)?</p>	<p>This round of questions relates to the clarity and understanding of the Call for Proposals. The SDC cannot and does not wish to provide an assessment of project ideas/approaches at this stage.</p>
<p>When it comes to fostering ecosystem support for SIEs, it is essential to acknowledge the complexity of SDC's priority countries. To truly excel in this area, it would be beneficial to establish synergistic relationships with local, regional, and other existing ecosystem support programs. How do you perceive the potential for collaboration between SDC's initiative and European funds-based ecosystem support programs as well as regional ecosystem support programs?</p>	
<p>Is SDC anticipating that the project's outputs will include unique insights from original research (such as landscaping of SIE needs and support systems gaps), which aims to inform the project approach but also creates a public good that enhances the ecosystem's collective knowledge?</p>	<p>See answer above</p>
<p>Does SDC hope that one ideal output of this engagement includes case studies of SIEs' impact on end-beneficiaries realized as a result of this program?</p>	
<p>SDC expects this project to address the crucial aspects of strengthening impact management and measurement (IMM) capacities and establishing standards that incorporate gender transformative approaches and a migrant-centered lens. To what extent does SDC seek to actively incorporate IMM and gender transformation at each of the two intervention levels – the ecosystem level and SIE support level?</p>	<p>The Call for Proposals states: "Impact measurement and management of SIEs, as well as access to finance for SIEs, are topics that SDC considers particularly relevant. However, additional or different topics, with the exception of gender transformation, which is mandatory, are welcome to be proposed in the call for proposals." How and to what extent the topics are integrated into the ecosystem(s) and/or SIE support is to be proposed by the applicant(s). See questions/answers above.</p>

<p>Pathways to strengthening ecosystems: Are there examples of ecosystem support that you could provide?</p>	<p>The SDC wishes to contribute to the strengthening of ecosystems, and therefore the ideas in the Call for Proposals should be submitted by organizations with expertise in this field. For a broad definition of ecosystem support please refer to the SDC's guidance paper on "Achieving Development Outcomes with Social and Impact Enterprises", which is provided in the Call for Proposals document ("Introduction and Context").</p>
<p>Recognizing that "SDC does not have a pre-defined vision/idea with respect to ecosystem support," does it necessarily require direct financial support to ecosystem actors, such as through subawards, or could exclusively non-financial support satisfy this approach?</p>	<p>As the SDC does not have a pre-defined vision, the approach is left to the applicant and must make sense in the context of the overall project in order to achieve impact.</p>
<p>What is your definition of ecosystem in the frame of the project tender and in regard to migrants/displaced people?</p>	<p>See questions/answers above. Also, for clarification, this is not a tender for a mandate, but a call for proposals for a project contribution.</p>
<p>Would SDC be open to also financing other relevant ecosystem players (besides ESOS) such as academic institutions or industry networks, that are usually key to strengthening an ecosystem?</p>	<p>The choice of ecosystem players (ESOs or others) and their geographic location depend on the approach proposed by the applicant(s) and must make sense in the context of the overall project's proposed theory of change in order to achieve impact in ODA eligible countries. See also question/answer below.</p>
<p>To what extent is it preferred that the two interventions (i.e., ecosystem level and individual SIE level) occur in the same geographies?</p>	
<p>The preliminary results chain explains outcomes and impact this project aims to achieve in preliminary form. From the perspective of individual SIEs or a portfolio SIEs, it is evident how some of this impact can be operationalized measured (e.g., income increases generated and jobs created). How does SDC define impact on an ecosystem level? Does the SDC have preferred methods and/or KPIs to measure outcomes and impacts on the (SIE) ecosystem?</p>	<p>SDC's general assumption is that an improved ecosystem will (also) lead to more effective and impactful SIEs. As ecosystem(s) support is only broadly defined within this Call for Proposals, SDC leaves the definition of outcomes/outputs as well as methods and/or KPIs (if available) open to the applicant at this stage. Measuring impact at the systems level is obviously not an easy task. Many methods and approaches exist, but more progress needs to be made. A good overview/starting point can be found here: <a href="https://beamexchange.org/resources/1334/">https://beamexchange.org/resources/1334/</a> SDC is happy to help thinking this through during the joint project development process. See also other questions/answers related to "ecosystem" above.</p>
<p>What does SDC envision measured success in ecosystem interventions looks like?</p>	

<p>By 3.2 Documents to be Submitted: 2.a. “ii approach with respect to supporting intervention lines related to SIE ecosystem(s) and <u>a portfolio of selected individual SIEs</u> or similar;” Do you mean describing the approach to be used to support individual SIEs or do you mean submitting the list of selected individual SIEs?</p>	<p>Applicants are expected to describe their approach to selecting and supporting individual SIEs. If a portfolio of individual SIEs is already identified, a list can be provided, too.</p>
<p>Does SDC have a view on the allocation (financially) that should be given with respect to supporting the ecosystem vs. Supporting the SIEs directly?</p>	<p>No.</p>
<p>Is this program expected to generate the pipeline for impact-linked finance programs?</p>	<p>No, this is not expected, i.e. not a criterion for evaluation, but could be an outcome. See also Call for Proposals document “strategic linkages”.</p>

Questions related to the “geographic outreach”:

In “2.2 What kind of project can be funded” in the Call for Proposals, the following information with respect to the geographic outreach is provided: *The project should be global in scope, covering at least five ODA-eligible countries, at least two of which must be SDC priority countries, located in at least - but not necessarily exclusively - two regions of the global South, at least one of which must be [among the three] regions where SDC is active in bilateral development cooperation, i.e. North Africa and the Middle East, Sub-Saharan Africa, or South and South-East Asia. The aim is also to promote learning, knowledge sharing and networking between regions/countries.*

Geographical outreach is one of the "4.2 Evaluation" criteria and SDC has realised that the information provided in the Call for Proposals document may not be clear enough. Therefore, SDC would like to add the following information:

- For this project, SDC funds should only be spent to achieve impact in ODA-eligible countries.
- At least two countries in which the project is active must be SDC priority countries in which SDC is active with a bilateral development cooperation country programme. A list of these countries can be found in footnote 7 of the Call for Proposals: *Afghanistan, Bangladesh, Benin, Burkina Faso, Chad, the Horn of Africa (Somalia, Ethiopia and Kenya), Mali, Mekong Region (Cambodia and Laos), the Middle East (Syria, Lebanon, Jordan and Iraq), Mozambique, Myanmar, Nepal, Niger, North Africa (Egypt, Tunisia and Algeria), the Occupied Palestinian Territory, Tanzania, the Great Lakes Region (Rwanda, Burundi and DRC), Zambia, Zimbabwe.*
  - ➔ This list does not include countries in Latin America and the Caribbean, as SDC is withdrawing bilateral cooperation from these countries. It also excludes countries where SDC is active through its cooperation with Eastern Europe and the CIS and its contribution to the enlarged EU, as this is not the focus of this project. However, this is a global project and activities/interventions in non-priority countries, including countries in these regions, may be supported as long as at least two of the above countries are involved and the project is active in two regions of the Global South (one of which must be an SDC priority region).

<p>SDC priority countries: are all the countries listed on the <a href="https://www.eda.admin.ch/deza/en/home/countries/schwerpunktregionen-iza.html">https://www.eda.admin.ch/deza/en/home/countries/schwerpunktregionen-iza.html</a> eligible or is there a preference for the listed countries in the footnote on page 5 of the call for proposals?</p>	<p>See explanation above. Eligible are all countries on the webpage, if they are ODA-eligible. At least 2 countries from the list above (i.e., footnote 7 on page 5) need to be targeted.</p>
<p>Will SDC give full scores to all applicants fulfilling the minimum criteria for geographic scope, or does higher diversity of included countries/regions and/or inclusion of a larger number of priority countries lead to higher scores?</p>	<p>The minimum criteria described above need to be fulfilled. Better alignment with SDC priority countries/regions score higher. However, geographic outreach is only one of the points listed under evaluation criteria C2, which evaluates the overall approach and hence the country selection needs to make sense within the proposal.</p>
<p>We wanted to confirm that a regional focus on East and West Africa (including SDC priority countries of Kenya, Tanzania, Uganda and</p>	<p>Yes, Ethiopia, Kenya and Tanzania are on the list above.</p>

<p>Ethiopia), Columbia and India – that this would be acceptable with the multi-country focus requested in the Call for proposals.</p>	<p>With three regions from the Global South, you cover more than the minimally requested two regions. For SDC Eastern and West Africa are considered as one region (“Sub-Saharan Africa”). South and South-East Asia is another SDC priority region with bilateral cooperation country programmes. Latin America is a region from the Global South.</p>
<p>As described in the Call for proposals ‘the project should be global in scope, covering at least five ODA-eligible countries, at least two of which must be SDC priority countries, located in at least – but necessarily exclusively – two regions of the global South’. Could you please confirm that a project covering, for example, Niger, Burkina Faso, The Gambia, Senegal, and Guinea Conakry would be accepted?</p>	<p>Please read the explanation above. Your example meets the criteria of 5 ODA-eligible countries, two of which are SDC priority countries. However, all the countries you propose are in Sub-Saharan Africa, i.e. you only cover one region of the global South, not two. Therefore, such as proposal does not meet the overall criteria on geographic scope and is not eligible.</p>
<p>Since India is an ODA country but not an SDC priority country, would inclusion of India in the proposal add or subtract points in SDC’s evaluation?</p>	<p>Neutral, as long as the geographic criteria are fulfilled.</p>
<p>In section 2.3 of the Call for Proposals, priority regions are listed and Latin America is not included. If one or more Latin American countries were included in the proposal with a limited project budget allocation, would that be viewed as positive, negative or neutral when the proposal is being evaluated?</p>	<p>Neutral, as long as the geographic criteria are fulfilled.</p>
<p>Solicitamos que se nos pueda aclarar si es elegible la participación de Bolivia, en asociación con otros países de la región latinoamericana y en una red de colaboración con países prioritarios para COSUDE.</p>	<p>Yes, Bolivia is not included in the list above, but can be targeted as long as the other geographic criteria are fulfilled.</p>
<p>Quick confirmation. As Colombia is part of ODA-eligible countries, it then can be part of the global scope you require?</p>	<p>Yes, Colombia is not included in the list above, but can be targeted as long as the other geographic criteria are fulfilled.</p>
<p>Chile is not an ODA-approved country, however, could the northern part of the country, which is close to the border between Argentina, Peru and Bolivia be considered eligible for the call? If not, could Chile be part of the pitched project as a "sixth" potential country to be also considered as a "de-risking" country if money is kept in Chile, but spent in five other countries?</p>	<p>Unfortunately, not.  For this project, SDC funds should only be spent achieving impact in ODA eligible countries.</p>

Could you also provide a bit more guidance on what weight of Latin America in the project/budget you'd be comfortable with when forming a consortia?

In general, no, as it depends on the overall approach of the proposal and estimated impact at the level of the beneficiaries. For different reasons, the beneficiaries should be at least to a certain extent living in SDC priority regions and countries as defined above. The budget allocation should reflect this accordingly. Just adding SDC priority countries to the list in order to fulfil the geographic criteria of a project that is focused on Latin America would therefore not score high in the evaluation of the proposal.



Questions related to “funding”:

<p>Will SDC allocate the CHF 7.8 million to one organisation/consortium for one selected proposal, or could the funds be split between different applicants/proposals?</p>	<p>Please read the Call for proposal document, specifically “Funding” and “Evaluation decision”:</p> <ul style="list-style-type: none"> <li>- “SDC expects to have only one contractual partner” and</li> <li>- “...SDC will make a final decision and may select one of the proposals.”</li> </ul> <p>If you are looking for organisations to build alliances and partnerships, please refer to Annex 3.</p>
<p>Is SDC set on selecting 1 submission or could SDC imagine funding 2 submissions, if both could be funded within the CHF 7.8 million available for the first phase?</p>	
<p>Concerning the total cost of the project, what is the minimum amount in CHF that can be considered?</p>	<p>SDC has not foreseen a minimum amount, but believes that for an impactful project of global scope (see questions about geographical outreach) a total minimum budget is necessary of about CHF 8 million (to which SDC would contribute maximum 50%, i.e. CHF 4 millions).</p> <p>Also, be aware of the questions and answer above related to the number of project proposals selected and number of contractual partners.</p>
<p>As described in section 2.4 "Funding", in terms of amounts (cash) in CHF, could you confirm that the 50% as SDC's contribution will be based on the total cost of the project submitted by the selected partner organization (for example, if the total cost of the project is CHF 2 million, SDC would contribute CHF 1 million)?</p>	
<p>Is a minimum contribution (expressed in USD) fixed on the part of SDC funding. For example. If we budget a project amount of USD 100,000 and apply to SDC for USD 50,000, is this possible or is there a minimum amount per project?</p>	
<p>What is the minimum and maximum contribution for any co-financing by the SDC?</p>	<p>Please read the Call for proposal document (“Funding”). Maximum 50%, no minimum.</p>
<p>If the project to which SDC contributes amounts to around 7M euros, can the SDC co-financing still be 7.8M CHF?</p>	<p>No. SDC co-finances maximum 50% of the total costs (see question/answer above), so this would not work at the current exchange rate.</p>
<p>As the indicated budget is very limited compared to the number of countries, is the buy-in from SDC offices a guarantee?</p>	<p>The way this question is formulated is not clear to SDC, i.e. what is meant by “buy-in”.</p> <p>The total budget (with a 50% co-financing) could be over 16.5 million over 4 years for a minimum of 5 ODA countries. Since the project and the countries, still need to be determined, the “buy-in” in form of additional financial (and/or HR) resources from SDC offices as described in section 1.1 and 1.3 is not guaranteed at this stage.</p>

<p>Does the recipient (social entrepreneur) have to pay back the financing from the project partner, which comes from the private sector, or can this also be counted as a "donation"?</p>	<p>If the proposal foresees financing of social entrepreneurs, the conditions of this financing depend on the project partner. We assume that non-repayable grants, e.g. by the private sector, can be counted as “donations” for the social entrepreneur.</p>
<p>Does "technical assistance" from SDC funding also include materials needed to achieve the project objective? Tools, means of transportation, hardware, etc.</p>	<p>Technical assistance for SIE and/or players of the ecosystem is meant to support them with respect to a development need or problem. This can include, e.g. tools, means of transport or hardware needed to improve their business. The total budget costs to run the project may include budget lines related to tools, means of transportation, hardware etc.</p>
<p>What types of co-financing are applicable (e.g., grant, equity, debt)?</p>	<p>Please read the Call for proposal document (“Funding”). In-kind, cash and investment. The investment can be debt, equity or anything in between.</p>
<p>Section 2.4 of the Call for Proposal states that acceptable means of co-financing are: i) cash contributions, ii) contributions in kind, and iii) investments in SIEs that are attributable to the project. What is the approximate expected/acceptable ratio of these three co-financing categories?</p>	<p>There is no expected ratio. Cash is usually the easiest to measure and value. Contributions in kind are much more difficult to determine. Investment is difficult to determine because of the need for attribution.</p>
<p>We are unsure if we understand the contribution logic in the call for proposal. In 2.4, it is highlighted that 'investments in SIEs that are leveraged by and attributable to the project' can be used to cover up the 50% funding that are not financed by SDC. For illustrative purposes, if the total program budget proposed is of CHF 6m (of which 1m would be considered as 'implementation costs' to run the program) and consists of various components such as TA to ESOs, TA to SIEs, SIINC, program costs, etc., and as a direct consequence SIEs are able to raise investments in the same amount (either through SIINC or through dedicated funds investing in companies that received TA through the program) would this fulfill the contribution requirements as stated in 2.4? Or is SDC to only cover up to 50% of the implementation costs and the partner must cover the remaining CHF 50%, in addition to leveraging</p>	<p>See answer above how investments can be counted – if they are fully attributable to the project. In the case of Social Impact Incentives (SIINC) this would imply that there is financial additionality, i.e. the investment would not have taken place without SIINC. This means that in your illustrative example, the investments directly leveraged by the program (for instance, as a condition precedent for the impact-linked outcome payment) would fulfil the co-financing requirements. However, it must be clear that if SDC is the outcome payer of the SIINC payments, these outcome payments cannot be counted as co-financing. SDC does not understand the question, “funding that would for example be spent to work with the ESOs”? If funding means expenditure to support ESOs, e.g. for capacity building, collaboration, policy dialogue, advocacy, etc., then these are project</p>

<p>(third-party) funding directed to these SIEs of an amounting to total of CHF 3m (total amount brought in by the organization would be CHF 0.5m of implementation costs + CHF 2.5m of funding directed to the SIEs)?</p> <p>If the second argumentation is true, we would be surprised to hear and it would be difficult to come up with a co-funding approach, that takes into account costs financed and investments leveraged. We would also need to understand the concrete definition of costs, does this only include implementation costs to run the program or also funding that would for example be spent to work with the ESOs?</p>	<p>costs. If funding is understood as investment, then the above-mentioned answers to investment apply.</p> <p>Another way to look at the total “costs” of the project is to include all the necessary funding/expenditures that are linked to the expected outcomes and impact of the program.</p>
<p>If SIINC are considered a component of the targeted co-financing, how much of the leveraged private sector investments can be attributed as per contribution logic (in %)?</p>	<p>See answer above, and also read the answer to the question “Is this program expected to generate the pipeline for impact-linked finance programs?” in the section “Questions related to the “project approach””.</p>
<p>In the case of in-kind co-financing, could you give examples of the types of in-kind contributions and the conditions for assessing their value in monetary terms? How will you value and measure in-kind contribution?</p>	<p>See also answers and questions above. SDC is aware that there is no standardized way to value in-kind contributions. It is up to the applicant to suggest a conservative and plausible valuation of the in-kind contributions. A typical “in-kind contribution” could be working time, e.g. if a project foresees a certain number of days to be worked for the project and the supplier only bills half of them, the other half would be an in-kind contribution. The rate could then not be higher for these days than the one used for the project budget. In theory, 100% in-kind contributions are acceptable if the valuation is conservative and plausible.</p>
<p>As described in section 2.4, acceptable means of co-financing are cash, in-kind and investments in SIEs that are attributable to the project. Is it acceptable for the selected partner organization to co-funding 50% of the total cost of the project in in-kind contribution only?</p>	
<p>Is there a timeframe for the co-financing target? E.g. does the co-financing need to be secured at the project inception stage/ prior to contract signing or can it be by the end of the project?</p>	<p>In principle, the co-financing should be committed / secured by the time of the signing of the contract with SDC, since it will be legally binding. The disbursement timeframe of the “co-financing” component should take place within the duration of the project.</p>
<p>What level of certainty do you expect regarding partners' commitment (e.g., letter of intent, ongoing discussions)?</p>	<p>For the Project Proposal and project development process: The higher the certainty, the better the rating when it comes to the respective evaluation criteria, see Call for Proposals document “Evaluation”. A letter of intent is better than a statement from the</p>

	<p>proposal submitter that discussions are ongoing. An already financed and running project would score even higher.</p> <p>For the signing of the contract, see question above.</p>
<p>Are we allowed to submit a project if the matching funding is still in the process of being secured/fundraised for, with nothing yet guaranteed by the project's main donor?</p>	<p>Yes, that is allowed (see questions/answers above and below), provided that disbursement timeframe of the “co-financing” component takes place within the duration of the project. Please note, however, that SDC may include contractual clauses linking its instalments to the effective disbursements of the expected match funding.</p>
<p>With regards to the question of level of certainty of partners' commitment, you mentioned that an already financed and running project would score higher than a letter of intent for a co-financing partnership. Does this mean that you favour already funded and ongoing projects over new, additional co-financing, ideally from private sector partners?</p>	<p>The proposals are evaluated against different criteria with different weighting listed in section “4.2 evaluation” of the Call for Proposal document. Only with respect to criteria C6 “Percentage and reliability/likelihood of co-financing”, a financed and running project would in normally generate a better score than a proposal where co-financing is not secured at all.</p> <p>See also questions/answers above.</p>
<p>Are there any restrictions on the type of potential private co-funders (e.g., extractive industries)?</p>	<p>Some private sector partners are excluded, others are delicate and need to be justified. This is described in SDC's “General Guidance on the Private Sector in the context of the International Cooperation Strategy 2021–24” and in more detail in “SDC Handbook on Private Sector Engagement”. The link to the website with the documents is provided in the Call for Proposals document (“Funding”, Footnote 8).</p>
<p>With regard to funding from the private sector. Can we also use funds from foundations?</p>	<p>Yes, if the foundations are private. This is described in SDC's “General Guidance on the Private Sector in the context of the International Cooperation Strategy 2021–24” and in more detail in “SDC Handbook on Private Sector Engagement”. The link to the website with the documents is provided in the Call for Proposals document (“Funding”, Footnote 8).</p>
<p>Est-ce que l'appel est ouvert à toutes les agences des Nations Unies y compris l'OIM ? Si Oui Etant une agence des Nations Unies, nous avons un pourcentage de 1% à budgétiser dans nos projet pour une participation</p>	<p>Yes. The overhead cost and levy need to appear in the overall budget, which can only be financed up to 50% by SDC.</p>

<p>direct aux nations unies qu'on appelle 1% UN LEVY mais aussi un OVERHEAD de 7% non lié aux activités et voudrions savoir si c'est applicable dans le cadre de ce financement ?</p>	<p>The organization, just like any other organization, needs to fulfil the requirements stated in “2.1 Who can apply”. Of particular importance is the also “2.4 Funding”, determining that SDC’s contribution will cover up to 50% of the total project costs. It is expected that the selected partner organisation(s) will co-finance the remainder. This “remainder” cannot be financed through other SDC funds.</p>
<p>I am reaching out to you to know whether 'International Organization for Migration' (IOM), is eligible to apply.</p>	
<p>ILO Sri Lanka is presently engaged in the implementation of the Safe Labour Migration Project, funded by SDC and scheduled to conclude on August 31, 2024. I am seeking clarification on whether ILO Sri Lanka is eligible to apply for the current call.</p>	<p>In general, yes, if it fulfils the other requirements incl. co-financing (see answers above, i.e. the project already financed by SDC cannot be used to co-finance this new project).</p>
<p>I would like to ask a quick question if UN agency is eligible for this call?</p>	<p>Yes, if they fulfil all other requirements (see answer above), including co-financing.</p>
<p>We would like to better understand if the tender targets predominately at local or international entrepreneurship support organizations, or if also consulting companies are considered suitable to apply and implement. It was not really published, but rather sent to a selection of organizations and experts. Or is it foreseen for a Swiss organization (as Swisscontact was present in the preparation of the ToR)?</p>	<p>All organisations that fulfil the requirements and submit a respective proposal are eligible to apply. For clarification: This is not a tender for a mandate, but a Call for Proposals for a contribution contract, obliging different rules. The general contracts concerning federal contributions for project and standard contract templates can be downloaded <a href="#">here</a>, i.e. the same website the Call for Proposal was published on. Neither Swisscontact nor any other organisation was present in the preparation of the ToRs. Please read the introduction and context as well as Annex 3 of the Call for Proposals.</p>
<p>If one of the partner organizations is only an implementer, can its fees be paid by the project's budget?</p>	<p>Yes, see also answers above. If there is enough co-financing from other partners/third parties: Any overhead costs related to engaging an implementing organisation need to appear in the overall budget, which can only be financed up to 50% by SDC. However, within a consortium, not every single organization needs to finance at least 50% of its share.</p>
<p>Could you please confirm that capital leveraged by companies that receive support from the program could count toward co-financing? E.g., If we put CHF500K into Company A, and they raise CHF1M from</p>	<p>In principle, yes to this set-up; however, this would have to be determined case by case and depends on the specifics of the proposal and – if selected – on the project development process.</p>

<p>another investor or funder that can be attributed to our initial investment, this CHF1M can be considered co-finance.</p>	<p>In any case, these companies need to be aligned with the development goals of this Call for Proposals, the capital leveraged needs to be plausibly attributed to the program and the leverage needs to take place within the timeframe of the project.</p>
<p>Are there any limitations to using the grant funds for investment capital for SIEs?</p>	<p>The way this question is formulated is not clear to SDC. In general, capital investments into any company should be treated as “investments”, and not as “grants”. Grants could be used primarily to facilitate/enable investments by absorbing some risks or specific types of costs. If the question pertains to whether it is possible to use SDC grants as source of funding for making investments into SIEs, the answer is that it depends on the status of the potential implementing partner. In such a case, the implementing partner would need to have appropriate processes and systems in place, as well as the necessary expertise and track record to use investment instruments.</p>
<p>Could you please clarify if it is permissible to use SDC funding under this award to expand an existing program into new countries? More specifically, is it possible for SDC funding to cover 50% of overall program costs, while being the sole funding source for the program's activities in the new countries?</p>	<p>In principle, yes. A contribution means that the project is owned by the partner(s) and not SDC. If you have a running project that fits with the Call for Proposal, the expansion to new countries is possible.</p>
<p>Does each of the selected countries need to have its own 50% co-financing or is it a 50% co-financing for the whole programme?</p>	<p>50% co-financing for the whole programme (see also questions/answer above).</p>
<p>Could the SDC finance seed projects to de-risk further investments from partner organizations in case of success?</p>	<p>The way this question is formulated is not clear to SDC and depends on the approach of the project proposal and the role of these “seed projects”. The idea of contribution is that the project is owned by the partner(s), i.e. SDC contributes up to 50% to a project where others are “on board”, also financially. It is not excluded that there is some form of asymmetries in spending, i.e. some front-loading from SDC, a higher percentage than 50% in beginning. However, contractually, over all co-financing</p>

	of a minimum of 50% is required (see answer above related to the timeframe for the co-financing target). A portfolio/funnel of “seed projects” being 100% financed by SDC and then not being financed by anybody else would not work.
Are early-stage projects, requiring a relatively small budget for the first year of pilot with uncertainties on financing disbursements for the subsequent years, eligible?	Again: The way this question is formulated is not clear to SDC and depends on the approach of the project proposal and the role of these “early-stage projects”. See answer above. Early co-financing would be necessary. However, disbursement costs may vary over the years.
In relation to the requirement that 25% of SDC funding be allocated towards migration/forcible displacement activities, is it necessary for this to be a cross-cutting theme throughout the entire program? Alternatively, can this funding be concentrated in specific geographies where migration/forcible displacement is more contextually relevant?	This is not determined. It needs to make sense in the project’s overall approach that is proposed by the applicant and the respective impact generated.
With regards to the requirement that CHF 2 million should be spent on interventions with/of SIEs targeting migrants and/or forcibly displaced persons. This can be achieved through two different approaches: Vertical - with a specific project component of the program concept or; Horizontal - an integrated inclusivity-lens applied throughout the project. Is there a preference by SDC on either of the two approaches?	See answer above
Does SDC have a number or range in mind of how big the portfolio of supported SIEs should be (as in ratio of financing provided)?	
How much funding per SIE would SDC envision?	



Questions related to “documents to be submitted”

Besides what is described in the Call for proposals, are there any other specific prerequisites for an intergovernmental organization intending to submit a project proposal to SDC?	No.
Other annexes are generally not allowed, but Lol's with co-financing partners can be attached to the proposal (cf. call for proposal p. 7) without page limitation. Is this correct?	Yes, letter of intends can be attached without page limitation.
Cover letter instructions: CVs of experts who are available for the project development process should be included. However, chapter 5.2. does not specify any criteria for the experts. Can you provide more details on the required expertise?	Evaluated criteria C1 (see Call for Proposals’ “4.2 Evaluation) includes “Capacities of the proposed expert(s) for the project development process”. However, SDC has not specified any minimum requirements or details, because this depends on the proposed approach of the organization(s).
Should experts from the proposed project countries also be listed in the proposal (cover letter) and their CVs added as well? How many CVs do you expect and how many do you accept as a maximum at the proposal stage?	Experts in project countries maybe listed in the cover letter, however the Call for Proposals (see “Documents to be submitted”) states that only “the name(s) of the expert(s) who are available and responsible for the project development process” are required and hence only their CVs should be attached and will be evaluated (see section “4.2 evaluation” and question/answer above). The number of CVs depends on how many people the organization(s) puts at disposal for the joint project development process with SDC (see 5. Full project proposal development and timeline).
Do you have technical and financial format to fill it out?	No, also see questions/answer below.
Do you have a template for the financial proposal that we should use (also in terms of the level of detail required)? And if so, how does this template affect the total number of pages allowed in the financial proposal (to still allow for a narrative section on the financial proposal).	No, there is no template. Three pages for the total financial proposal is the maximum as stated in the Call for Proposals document (“Documents to be submitted”).
Could we receive more information with respect to the financial proposal template? Are we supposed to follow the SOR budget model?	SOR budget models are used for SDC mandate projects. However, this is a Call for Proposal for your own project, whereas SDC likes to contribute to up to 50% of your project budget.
Will a financial proposal based on deliverables be accepted, meaning that SDC disbursements and payments would be subject to meeting pre-agreed deliverables?	For the financial proposal within this Call for Proposals, this is generally acceptable. The disbursement and payment mechanisms are however subject to



	<p>further discussion as part of the joint project development process with SDC, including the elaboration of the final budget needed for contract signature.</p> <p>While it is generally possible, it is rather unusual within a contribution setup to exclusively have payments that are linked to deliverables, especially for complex project implementations.</p>
<p>What would SDC like to see as the relation of estimated costs to expected outcomes of the project proposal?</p>	<p>In general: The higher the better. However, SDC is aware that quantifications of outcomes have their limits, especially if a project is still being developed. Not everything can be quantified (with reasonable effort). See as well question on the definition of impact with respect to ecosystem support (in the section “questions related to the “project approach”):</p>
<p>In the section about the financial proposal, could you please clarify what you mean by “Relation of estimated costs to expected outcomes of the project proposal” (page 7, section 3.2, point 3.c.)?</p>	<p>SDC therefore expects conservative, plausible quantitative estimations enriched by qualitative ones.</p>
<p>In which currency shall the budget be submitted?</p>	<p>Not determined, but preferably USD, EURO or CHF.</p>

Other questions:

<p>From our reading of the <i>call for proposal</i> and the described <i>joint project development process</i>, the partnerships and roles only fully become clear once the project is developed further in collaboration with the SDC and (potential) partners. For example, once the geographic focus is clearly defined. Given this uncertainty, to what extent do the partners' roles have to be defined and budgeted in detail in the proposal already? And to what extent is it rated higher the more “fixed” a suggested composition of partnerships and roles are?</p>	<p>SDC agrees with your assessment. The definition of roles should be as plausible as possible. There is no criterion like “fixed” composition. The proposed approach must make sense and lead to impact.</p>
<p>Are there specific constraints as to the starting date of the projects submitted? (i.e. should already be running, committed start date before end June, end December...).</p>	<p>Contributions to new projects and initiatives together with other funders and/or contributions to ongoing projects are eligible as described in the Call for Proposals document (“who can apply”). The contribution/co-finance part from SDC can only start after all contracts are signed, i.e. the earliest in quarter 3 2024, more realistically in quarter 4 2024, also depending on the project development process, see «timeline» in the Call for Proposal document.</p>
<p>In Section 2.3 (Duration), it is described "the project proposals to be submitted under this call shall only cover the first phase, i.e. take a four-year perspective". Kindly clarify if a project with a duration less than four years during the first phase could be accepted? If so, what is the minimum implementation period to be considered?</p>	<p>SDC asks the applicants to take a four-year perspective for the project proposals, as this is our preferred option for global projects and eases comparability of proposals. If a proposal for a shorter duration will be submitted, the reasons for the shortening of the project duration need to be put forwards. SDC estimates that for an impactful global project with sustainable results, a minimum of three years duration would probably be required. Also: this project should ideally become an SDC flagship project with a long-term engagement and hence the possibility for multiple phases as stated in section 2.3 (Duration). Please also consider the answer above.</p>
<p>Could you please confirm the proposal submission deadline is 29 February 2024 at 23:59 CET?</p>	<p>Yes.</p>
<p>Could you please clarify if the selected partner organization would be able to receive and manage the SDC’s contribution in accordance with its regulations, rules, directives, policies, and procedures?</p>	<p>In general, partner organisation’s regulations, rules, directives, policies, and procedures incl. audit principles need to be in line with SDC’s requirements. For certain (multilateral) partners, there exist</p>

<p>Could you clarify that SDC's contribution will be subject, in accordance with the audit principle, exclusively to the internal and external audit procedures set out in the Financial Regulations of the selected partner organization, as well as in its rules, directives, policies and procedures?</p>	<p>pre-negotiated agreement/contract templates which stipulate special conditions, including on financial regulations. These agreement templates would probably also apply for this current project. The general contracts concerning federal contributions for project and standard contract templates can be downloaded <a href="#">here</a>.</p>
<p>In the Call for proposals, it's stated that SDC has deliberately left the design of the project open. Could you clarify if the selected partner organization will be allowed to use its own templates (e.g. for the project proposal, reporting, etc.) when sending documents to SDC? If not, are there any templates required?</p>	<p>As for the documents that need to be submitted as part of this Call for Proposals, applicants can use their own templates as long as they fulfil the requirement provided in the Call for Proposals' ("Documents to be submitted").</p> <p>As this is a contribution setup, the project owner can use its own formats and templates. However, they would need to fulfil some reporting requirements of SDC. This can be further clarified during the joint project development process. For certain (multilateral) partners, there exist pre-negotiated agreement/contract templates which stipulate special conditions, that can cover areas of reporting and project documentation. These templates will also apply to the current project.</p>
<p>Can SDC share the document 'Tanzania: Innovation for Social Change' (link does not work on call for proposal)</p>	<p>Sorry about that. You can just google it or use this <a href="#">link</a> to SDC's project database, the factsheet is at the end of the page.</p>
<p>Can one organization join more than one consortium of partner organizations, effectively co-creating and signing onto more than one proposal?</p>	<p>Yes.</p>
<p>Do you by any chance have a list of organisations that could potentially be interested in partnering for the project?</p>	<p>Please read the Call for Proposals document, especially Annex 3.</p>
<p>By mistake Upaya Social Ventures details got missed out in the list of organisations who want to participate. I had shared our details and this email ID during the regional webinar. Would it be possible for you or the team to update the document so that potential partners can also approach us?</p>	<p>We are sorry about this mistake. SDC prefers not to update the document at this stage, but as interested organisations have access to the questions and answers in this document, they can reach out to Upaya Social Ventures.</p>