

Question 1: We are not clear on the requirement to address and strengthen the Economic Value Proposition of the partner businesses. Kindly provide clarity on the expectations regarding this requirement. The assumption is that this value will be enhanced by improving the operational and institutional capacity of the partner businesses concerned by upskilling the teams in identified developmental areas, but would appreciate confirmation or clarity.

Response 1: Your assumption is correct. Ultimately, we want our partners to be able to deliver value to customers, doing so efficiently and effectively.

Question 2: With regard to the International Business Acumen area of focus, would it be possible to develop a specific intervention for this once the diagnostic has been done? This is to ensure that we address the specific needs of the organizations that participate.

Response 2: Yes, that would be appropriate. Please outline your plan for this in the proposal.

Question 3: Due to the diagnostic being used as the basis for the way forward, and the lack of current clarity on the number of days training that will be required, how should we present this in our proposal?

Response 3: An estimate is fine, and you can include information on how you will determine the appropriate number of training days.

Question 4: [We are] a women owned business, but we do not have SBA certification as we operate from South Africa, could I submit our registration document as proof of ownership?

Response 4: Yes, that would be fine.