

Expression of Interest for Design and Development of Innovative Sanitation solutions for Incontinent People and Young Children – Frequently Asked Questions and Answers (FAQs)

1. What is the definition of private sector in the context of this project?

The scope of private sector includes both for profit and not-for-profit organizations. These may include, but is not limited to:

- a. For-profit businesses that are not owned or operated by the government
- b. Business associations, coalitions and alliances
- c. Employers' associations, cooperatives, and industry and cross-industry initiatives where the participants are for-profit enterprises
- d. Corporate foundations and foundations that are directly funded and/or governed by business
- e. Privately-owned organizations (e.g. Family and private foundations)

2. Is it possible for NGO to participate through a joint venture?

- Yes, a non-governmental organization (NGO) may participate in a Consortium/Joint Venture/Association. NGOs can also apply as a single applicant as long as their link to the private sector is clear. IOM will review these specific applications case by case if/where there is lack of clarity.

3. Will it be possible to apply as an alliance/consortium?

- Yes. It will be possible to apply as a joint venture/consortium/association. The lead applicant shall be a private sector organization, either for-profit or not-for profit organization. For joint venture/consortium/association, there shall be an agreement that clearly states who will be the lead applicant and the roles of the other partners. This contract between partners will have to be formalized before IOM can engage with them. Contract will be signed between IOM and the lead applicant.

Please note that all the organizations that are part of the consortium/joint venture/association will be required to fit the description of [private sector provided in item 1.](#)

4. Is this call open to national and international organizations alike?

- Yes. This Request for Expression of Interest is open to both national and international organizations able to operate in Ethiopia. National and international organizations can choose to collaborate to submit a bid. Each organization needs to have at least 3 years

(36 months) of relevant experience. Please note that all the organizations that would be part of the Consortium/Joint Venture/Association should fit the description of private sector.

5. How many years of experience and what type of experience is required from the organization to bid?

- Each organization needs to have at least 3 years (36 months) of relevant experience. Although a 3-year experience is indicated as a requirement, this should not deter entities from expressing their interests as the assessment will not only be based on years of experience but also take into consideration other requirements as provided in the REOI document.
- The company does not need to be an expert or have experience in all the three areas highlighted in the REOI. Rather, the company may choose an area that they feel confident they can deliver based on their experience. Capacity building function is an accompanying requirement and will only involve training a select few (at least 5 groups) on how to produce the solutions. The logistics of this training will be facilitated by another partner to be engaged separately by IOM.

6. In case of a consortium/joint venture, do all members need to have local presence or is it sufficient that one member has a local presence in Ethiopia?

- Even though a local presence is strongly encouraged when activities suggested in the proposal need to be implemented in the resettlement sites with direct interaction with the communities, there is no firm obligation for the members of the consortium/joint venture/association to have a local presence in Ethiopia. The company should however be able to operate in Ethiopia and be able to adequately engage relevant stakeholders including the government entities as well as trial and pilot the interventions in country.

7. Is this limited to companies who can provide the solutions only?

- Products and services are both accepted as solution(s), as long as they respond to at least one of the three functions specified, and to the challenges being addressed.

8. Can an entity apply to different functions?

- Yes. An entity can apply to more than one function. Please clearly state which function(s) you intend to bid for.

9. What is the target goal or number of beneficiaries for the project in general and/or by function?

- For the scope of this project, IOM is looking at first, identifying solutions which will then be trialed and piloted among 1,000 individuals with incontinence and children below 3 years old in 2,000 households across the two targeted locations of Gambella and East *Hararghe zone* and *Dire Dawa* in Ethiopia.

10. We could potentially be a good private partner for developing products for incontinence, unfortunately we do not have the capacity to perform education, promotion and awareness campaign locally.

- Capacity building in the context of this project include training and provision of starter kits for a selected local groups (at least 5 local groups). The private sector Company's (companies') main role will be to train the groups on production of solutions using the design they will have helped develop. Capacity building will not include provision of education, promotion and awareness creation campaigns. The provision of starter kits will be provided to the local groups after the training. These will be provided separately by IOM and not the private sector company.