

Question. Point ‘a’ of section 9.4 “Program Activities” states that PO is expected to “Map and identify primary producers/groups and women, BIOs, SMEs, ABSPs, enabling institutions (Govt departments, Associations/Unions, Projects/Programs, Donors/NGO, etc) and support market”. Does this lead to the postulation that primary producers are already organised and BIOs/SMEs/ABSPs etc exist in the project areas?

PPAF Response: The BIOs/SMEs/ABSPs exist in the market; the PO has to organize / Reorganize them.

Question. About section 7, “Instructions for the Preparation of Technical Proposals”, kindly advise whether CVs of the proposed project staff include in the limit of 50 pages of the technical proposal?

PPAF Response: CVs can be submitted in addition to the 50 pages.

Question. There are 04 clusters of Sindh where value chains will be supported. We want to apply for 03 clusters of Sindh province. Will we have to submit 03 projects (one project for one cluster) separately or 01 Project covering all of the 03 clusters?

PPAF Response: You can apply for only 02 clusters, and for each cluster you must submit separate Technical Proposal (Technical Approach & Methodology, Work Plan, and Organization & Staffing) and Financial Proposal as per instructions given in RFP.

Question. Do we need to develop one combined technical and financial proposal of **cluster 3** or we develop **two separate proposals** (one for Sindh and one for Balochistan districts)

PPAF Response: Only one proposal for one cluster, if applied for 2 or more clusters, there should be separate Technical and Financial Proposal for each cluster.

In case if in any potential PO is applying for both Provinces (Sindh and Balochistan) then they must submit separately complete proposal.

Question. Given seven (07) **beneficiaries targets** are at UC level, or district level or at cluster level

PPAF response:

Target	Sindh		Balochistan	
	Total Target	Per District	Total Target	Per District
Small / Primary Producers (women/men) including rural women entrepreneurs, small BIOs, public and private ABSPs	3000	300	1500	170
Partner Institutions and Business Support Organizations (BSOs) (Includes Community Institution such as Village Organisations, Community Organizations and Local Support Organisations)	5	Please identify at least 1 per district	5	Please identify at least 1 per district
Farmer Organizations	200	20	100	11
Matching Grant Scheme for BIOs	22	2	20	2 or 3
Matching Grant Scheme for small primary producers/small BIOs	100	10	90	10
In-kind matching grants facility	11	1 per district and this also include Karachi as main hub	10	1 per district and this also include Quetta as main hub
Medium SMEs in each value chain for Matching Grant	8	This is including Karachi and	8	This is including Quetta and the business plans will be review and finalized by the

	<p>the business plans will be review and finalized by the independent panel. However, you can identify and select 1 per district or the number depends on the need</p>	<p>independent panel. However, you can identify and select 1 per district or the number depends on the need</p>
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Question: Kindly convey us the Marking criteria for eligibility for technical proposal.

PPAF Response: Please check point 11. Evaluation Criteria on page 15 and 16 which satisfies your query.

Question: Reference to the beneficiaries table (small/primary producers (women/men) including rural women entrepreneurs, small BIOs, public and private ABSPs (9.6, page # 14) is mentioned the quantity in all serial numbers (1 to 7) for Sindh, kindly share the bifurcation of aforesaid quantity (serial number 1 to 7) for districts/cluster.

Question: Reference to introduction (9.2 Page #12) kindly share the bifurcation of UCs district and cluster wise because in your content it is mentioned that's 11 districts and 50 UCs so, SRSO need details and if there is any targeted UCs selected by PPAF for program intervention kindly share that information also.

PPAF Response:

Target	Sindh	
	Total Target	Per District
Number of UCs	50	5 per district (excluding Karachi) <i>Selection of UCs is under progress and the list will be shared once finalized.</i>
Small / Primary Producers (women/men) including rural women entrepreneurs, small BIOs, public and private ABSPs	3000	300 (excluding Karachi)
Partner Institutions and Business Support Organizations (BSOs) (Includes Community Institution such as Village Organisations, Community Organizations and Local Support Organisations)	5	Please identify at least 1 per district (excluding Karachi)
Farmer Organizations	200	20 (excluding Karachi)
Matching Grant Scheme for BIOs	22	2
Matching Grant Scheme for small primary producers/small BIOs	100	10 (excluding Karachi)
In-kind matching grants facility	11	1 per district and this also include Karachi as main hub
Medium SMEs in each value chain for Matching Grant	8	This is including Karachi and the business plans will be review and finalized by the independent panel. However, you can identify and select 1 per district or the number depends on the need

PPAF Response: As a policy of PPAF – participation of women should be 40% to 50% and persons with disabilities (PwDs) 5%. PPAF-GRASP will encourage participation of transgender in the project.

Question: Value chains for livestock and horticulture are different for Baluchistan and Sindh and Grasp is supporting 7 value chains. The number of supported value chains is different in Sindh and Punjab for livestock and horticulture. Is there any minimum/maximum number of value chain to be support in each district/province?

PPAF Response: No there is no number. Please find the attached file of potential value chain in different districts.

Question: Is the Orientation and selection of beneficiaries, MSMEs, primary producer, women Producer/entrepreneurs, at the UCs level based on the 7 value chains or is there any other criteria as well?

PPAF Response: Orientation and selection of beneficiaries, MSME, primary producer, women Producer/entrepreneurs, will be at the UCs level. However, medium level SMEs could be district level and Large SMEs at Provincial Capital Level.

Question: Can we have a list of technical trainings to be delivered by the GRASP partners?

PPAF Response: No technical training will be conducted by PPAF – GRASP or its POs, POs will mobilize target beneficiaries for technical trainings and liaise with GRASP partners for training delivery.

Question: Is there any specific criteria for Identification and selection of Micro Small and Medium Enterprises (MSMEs), Agribusiness Services Providers (ABSPs), produces/farmer groups/women entrepreneurs, etc?

PPAF Response: PO should suggest the selection criteria. However, it will be finalized by PPAF with the consultation of ITC.

Question: *Refer to the Instructions* given in the RFP document for the *Preparation of Technical Proposals guidance note C organization and Staffing “maximum load per credit officer”*. As in the RFP document there is not any mention of the “credit” therefore this point may kindly be clarified in more detail.

PPAF Response: *Please ignore this position.*

Question: *Refer to clause 9.4 (a) Program Activities:* In the case of union councils are pre-selected the names of the UCs may kindly be shared. In the case Partner Organization has to select. the criteria selection of UC may kindly be shared.

PPAF Response: *List of UCs will be shared once finalized by all Implementing Partners (PPAF, ITC, and FAO).*

Question: *Refer to Beneficiaries 9.6 classification serial # 2.* The given target for Sindh is 5, it may kindly be elaborated what does 5 mean.¹

PPAF Response: *Total 5 number of partner institutions and Business Support Organizations (BSOs) at provincial level will be selected to support and facilitate to improve their services to women entrepreneurs (Includes Village Organisations and Local Support Organisations) connections to market, entrepreneurial skills and access to finance.*

You can include in your strategy and work plan to identify and select 1 LSO or Community Institution per district.

Question: *Refer to Beneficiary targets at 9.6:* It may kindly be shared as to what quantum/limit of matching grant is required BIO, SME and small primary producers.

PPAF response:

Type of Grant (PKR)	Total Number	Average Grant	Per District
Matching Grant Scheme for BIOs	22	2,500,000	2

¹ 9.6 Beneficiaries: Partner Institutions and Business Support Organizations (BSOs) (Includes Community Institution such as Village Organisations, Community Organizations and Local Support Organisations)

Matching Grant Scheme for small primary producers/small BIOs	100	500,000	10
In-kind matching grants facility	11	2,500,000	1 per district and this also include Karachi as main hub
Medium SMEs in each value chain for Matching Grant	8	30,000,000	This is including Karachi and the business plans will be review and finalized by the independent panel