

Clarifications Call for Proposals

UGA22003-10040

No	Question	Response
A	Objectives and Results	
1	If we believe that much higher targets can be achieved in that time and with the available budget, does that affect appreciation of proposed action given the overall targets of the call?	Applicants are free to propose targets as they see fit. The overall targets of the call take into consideration the option of financial support to the target groups under the conditions set for sub-grants. The evaluation committee will assess whether the proposed action will ensure value for money, quality and impact considering the proposed scope, volume and duration of the action.
B	Admissibility of actors	
2	In relation to registration, is it a must to be registered in Uganda to be eligible? When submitting documents, do all the applicants have to be registered?	Yes. Whether applicants are legal entities established in Uganda or abroad, official registration in the country at the time of application is a condition for admissibility. The same condition applies for lead and any co-applicants.
3	Does the entity have to be a public or non-for-profit entity? How about the private for-profit companies, companies registered as limited by shares? If the lead is a non-profit, is it possible for the co-applicant to be a private entity?	Yes, aside from other admissibility conditions applicants must be either a public entity or a non-profit entity or foundation. If an entity is registered as a company limited by shares, then it can only be admissible if its constitution or articles of association explicitly state that no profits are distributed to members or shareholders but are reinvested in its operations or in social causes. The same condition applies for lead and any co-applicants.
4	Why is there a limitation excluding private for profit entities given that the emphasis is on private sector development?	Enabel's grant procedures adhere to Belgian and European law which restricts directly awarding grants/subsidies to entities for which profit maximization is the primary objective.
5	There are fears that in case there are local and international organizations applying, preference will be given to the international organizations. Why do you open up to international entities as this will affect the chances of local entities?	The selection and evaluation committee does not consider the local or international nature of admissible applicants in its evaluation. The evaluation procedure considers the relevance and effectiveness of the proposed action in relation to the objectives of the call and the capacity of applicants. The project team recognizes that for the scope of this call, both local and international expertise is available in Uganda.
6	Is one allowed to take on both lots? Is it permissible to submit a unified proposal for both Lot 1 and Lot 2, or must separate proposals be submitted for each?	Applicants can apply for both lots. If applicants wish to apply for both lots, they are required to submit a separate application for each lot; they cannot submit one application referring to both lots. Applicants cannot submit more than one application <i>per</i>

		lot.
7	Can associates or contractors also be beneficiaries?	It is not possible that beneficiaries of the action be also nominated to participate in the action implementation as associates or contracted as contractor as this might constitute a conflict of interest situation
8	Is the mandate for the co-applicant going to be designed by the Enabel team?	If an applicant acts with one or two co-applicants, then the co-applicant(s) must sign the mandate. The mandate template is included in part B of annex A of the guidelines, which has to be filled by applicants invited to submit a proposal (second stage).
9	On the procurement guidelines, you indicate that we should follow PPDA?	Selected public applicants must follow PPDA; selected private entities must follow the procurement principles described in annex VIII of the grant agreement (see annex E of the applicant guidelines).
10	Why would you require NSRF and tax clearance from start-ups?	This is not a requirement for beneficiary companies targeted by the call but for applicants. The KYC documents do not have to be provided at the concept note stage, only applicants invited to submit a proposal/proceeding to the second stage and only those being provisionally selected in the second stage will be required to submit the KYC documents.
11	Is this call aimed at entrepreneurship support organizations, such as hubs and innovation accelerators?	Yes. Aside from other admissibility conditions, applicants must be business development service providers and must have minimum 2 years of local experience in delivering incubation (lot 1) or acceleration (lot 2) services to dynamic start-ups or scale-ups in the start-up ecosystem.
12	Do we need to have physical presence in all 3 targeted regions?	It is not required to have physical presence in all the targeted regions.
13	Provide clarification on the registration number to be filled in the legal entity file?	This refers to the number of the entity's official registration in Uganda. The legal entity file (annex D) is to be accompanied by a copy of the entity's official registration document.
C	Eligibility of actions	
	Geographical coverage	
14	Is one allowed to spread in more than one region or you have to select one?	Under both lots, proposed actions must target enterprises operating in all 3 targeted regions. Selected applicants are encouraged to actively source participant enterprises in all 3 subregions during implementation. Selected applicants under lot 1 must aim for a distribution of 70% of participant enterprises operating in Kampala metropolitan area and 30% in Busoga and West Nile regions. Selected applicants under lot 1 may consider as well supporting enterprises in other districts than the ones listed within the subregions of focus, if envisioned outcomes in terms of growth and decent job creation are significant and well-justified, and if there are opportunities for market

		<p>linkages or employment creation in the prioritized districts.</p> <p>Selected applicants under lot 2 might consider as well supporting enterprises operating in other, surrounding subregions, if envisioned outcomes in terms of growth and decent job creation are significant and well-justified, and if there are opportunities for market linkages or employment creation in the prioritized sub-regions.</p>
15	So 15% Busoga / 15% WN is better than 30% Busoga for example? Or just the same for you and your targets?	There are no further restrictions relating to the distribution between Busoga and West Nile under lot 1. Selected applicants are to actively source participant enterprises in all 3 subregions, aiming for a distribution of 70% enterprises operating in Kampala metropolitan area and 30% enterprises operating in Busoga AND/OR West Nile.
16	Does this mean, a partner cannot work in only one geographical region?	Indeed. See response to question 14.
17	About Lot 2, if the enterprise is out of the selected regions but seeks to target market linkages in the prescribed regions, is this possible?	Yes. See response to question 14.
Duration		
18	What is desired duration? Short/long?	Applicants are free to propose the duration of the proposed action, as long as it is within the minimum and maximum prescribed in the call guidelines. There is no preference for shorter or longer duration; the duration that applicants set need to consider the scope of the proposed action and the volume requested. See also response to question 1.
Target groups		
19	<p>I see no activities about selection. Have enterprises already been selected by Enabel or we are to select?</p> <p>Do you already have pipeline of businesses from previous projects you have implemented that you want us to tap into? Or should we build completely new pipeline?</p>	<p>The design of the selection procedure and selection of enterprises is the responsibility of applicants and should be in line with the objectives and admissibility conditions of actions described in the call guidelines.</p> <p>The guidelines promote targeted outreach and awareness strategies and application of selection criteria that integrate elements relating to alignment with the Green and Circular Economy, innovation and scalability, and capacity and commitment of the entrepreneur/founding team.</p>
Priority sectors and themes		
20	Confirm no sector focus?	<p>The call targets incubation (lot 1) and acceleration (lot 2) of young, innovative and dynamic enterprises in the Green and Circular Economy (CGE), which aims to reduce environmental risks and ecological scarcities while driving sustainable development. The targeted businesses in both lots are therefore to encompass demand-driven solutions to environmental, social or economic challenges, while generating a positive impact on human wellbeing as well as a reduction of environmental risks and scarcities through:</p> <ul style="list-style-type: none"> • Contribution to healthy and sustainable eco-systems (Protecting biodiversity, conserving ecosystems, and promoting nature-based solutions that contribute to environmental sustainability); • Reduction of carbon emissions, pollution and waste in production and consumption; • Promotion of energy efficiency, saving of natural

		resources, and regenerative systems; and/or • Production of green goods and services.
	Admissible activities	
21	Provide some more clarity on the sub-grants, the 8 points to be elaborated?	<p>Applicants proceeding to the second stage/invited to submit a full proposal and proposing sub-grants will be required to elaborate in their full proposal (in Annex A, Part B):</p> <ol style="list-style-type: none"> 1. The description of the objectives and results to be achieved with these subgrants, the fundamental principles, the key concepts, the mechanisms, the actors and their role in the management process; 2. The criteria and modalities for the allocation of grants, accessibility conditions sub-beneficiaries, conditions for the admissibility of sub-projects, eligibility conditions for activities, costs and expenses; 3. The procedures for examining and awarding applications; 4. The maximum amount that can be allocated by sub-beneficiary; 5. The terms of contractualization with the sub-beneficiary; 6. The procedures and modalities for disbursing resources; 7. The procedures and modalities for technical and financial monitoring; 8. The procedures and modalities of control. <p>In this elaboration applicants must respect and integrate the conditions for sub-grants per lot that are provided in the call guidelines and further elaborate them to fully demonstrate the alignment of sub-grants, and the systems provided for the proper management of sub-grants.</p>
22	How is Enabel looking at sustainability? If the sub-grants are non-refundable, then it affects sustainability as these are removed from some form of revolving fund?	<p>The procedure adheres to Belgian and European Union policies which restricts financing of loans or revolving funds through grants/subsidies. The strategy is to support sustainable development by providing financial assistance that does not need to be repaid.</p> <p>All expenses within a grant agreement must be final. If any financing is coming back to the applicant, then the proposed action must clearly demonstrate that this will either be reimbursed to Enabel or to be used for expenditures that happen within the project duration.</p> <p>Enabel considered as well the following:</p> <p>Under lot 1, seed funding is considered to be more relevant for the target group compared to loans, given the stage they are in.</p> <p>Under lot 2, loan-matching grants can link with loans obtained by participant enterprises through a (regulated) revolving fund. In that sense, such grants can serve as a catalyser for the revolving fund.</p>
23	Can the loans raised by the entrepreneur be from the applicant (ESO) themselves or it has to be another financier who is not an implementor?	-The loans raised from an ESO may also be considered if the ESO has trading certificates and licenses to engage in the business of providing loans (money lending) and can demonstrate to Enabel that there is no conflict of interest between its roles as an implementing partner and a money lender. Such lending activity operated by an ESO must be

		<p>registered as a distinct entity than the one implementing Enabel activities.</p> <p>In any case, the grant cannot be used to finance loans.</p>
D	Eligibility of costs, type of costs, cost estimation, value for money	
24	<p>How do you go about the exchange rate?</p>	<p>Applicants themselves must determine the exchange rate with reference to the market. At the concept stage, you can detail the estimates only and then at proposal stage, a detailed budget template will be provided where each activity will have to be broken down and costed accordingly. Budget denomination is to be in Euro.</p> <p>Financing given via this grant may not give rise to a direct profit from the contracting-beneficiary. Any interest earned as part of the grant must be reported and can only be utilized after approval from Enabel.</p>
E	Concept note application form and procedure	
25	<p>Are you planning to select different partners per lot? How many applicants do you expect as successful applicants? If you need only 1 or 2, then why do you open up the process?</p>	<p>A call for proposals is a competitive process and thus allows any admissible applicant to submit an admissible application. The number of selected applications per lot cannot be known and will depend on the final ranking and the amounts requested by the selected applications.</p>
27	<p>Are there any learnings from previous calls that you can use to formulate advise?</p>	<p>What is important is to familiarize yourself with the guidelines. Applicants must assess admissibility before applying for equal and fair treatment, no exceptions will be made to the admissibility conditions.</p> <p>Important also to prepare all required documentation (templates, annexes) when submitting an application. Enabel holds the right to seek clarifications. We can ask missing documentation but we can also decide to exclude all applications that are incomplete.</p> <p>In the online application form, applicants should follow through to ensure that they actually submit the application not remain in draft form.</p>
28	<p>There is one call reference number, yet you are saying they are 2 lots?</p>	<p>Yes. This call has two lots, two funding windows which each a maximum volume that can be awarded. See also response to question 6.</p>
29	<p>Can applicant use the previous account in 'Submit' (online portal) that it used for submitting an application in another call?</p>	<p>Yes. You can use the same account, but make sure to submit your application for the correct call using the link provided and using the templates foreseen only for this specific call.</p>