

## Call for Proposals under SAWA II:

### *“Strengthening the productive capacities of existing medium enterprises in the West Bank to enhance their sustainability, economic resilience and competitiveness”*

**Reference Number: PSE21003-10039**

#### General Clarifications

This document constitutes the official response to all questions received through all channels, including the information session. In the event of any discrepancy, the information provided in this document shall prevail, and any contradictory information communicated during the information session should be disregarded.

#### Definition of MSEs:

With reference to the official classification of the Ministry of National Economy, MSEs are classified based on the number of employees and annual turnover, where:

**Medium Enterprise has a number of employees from 20 to 49, provided that the turnover does not exceed 2,000,000 USD**

#	Question	Answer
<b>Sunday, 26/04/2029</b>		
1.	<p>Global Communities is a US-based 501(c)(3) organization with a long-standing presence in Palestine. We have a registered country office with the Ministry of Interior and have been operating in Palestine since 1994.</p> <p>One of the key eligibility criteria we would like to clarify as Global Communities is the requirement to “be established in Palestine.”</p> <p>We are very interested in this call, as it aligns closely with our current work in Gaza and the West Bank, particularly in supporting MSMEs. However, clarification on this criterion is essential for us to confirm our eligibility before proceeding.</p>	<p>International NGOs can form a consortium with a local organization and apply as a co-applicant. The lead applicant has to be a local non-profit entity or foundation established in Palestine. The co-applicant can be an international non-profit organization or foundation that is registered in Palestine.</p>
<b>Monday, 27/04/2026</b>		
2.	<p>Could you please clarify whether a for-profit consulting firm is eligible to submit an application for this tender?</p>	<p>Only not-for-profit organizations are eligible as both applicant or co-applicant.</p>

#	Question	Answer
	In case this is not permitted, would it be acceptable to participate through a consortium with a non-profit organization?	
3.	Danish Refugee Council (DRC) in Palestine to kindly inquire whether we would be eligible to apply as a co-applicant for funding under the Call for Proposals. We are exploring this funding opportunity which strongly aligns with our mission and want to confirm our eligibility before proceeding with an application.	International NGOs can form a consortium with a local organization and apply as a co-applicant. The lead applicant has to be a local non-profit entity or foundation established in Palestine. The co-applicant can be an international non-profit organization or foundation that is registered in Palestine.
4.	The Guideline for Applicants mentions the following: <i>The co-applicant(s) must satisfy the admissibility criteria which apply to the applicant itself.</i> As such, we wanted to confirm if the below rule has to apply for the co-applicant or if it's mentioned solely for the proposal applicant: <ul style="list-style-type: none"> <li>proven experience in Palestine in supporting MEs</li> </ul>	Both, the applicant and co-applicant must have proven experience in Palestine in supporting MEs.
5.	Is it possible to include organizations as <u>sub-implementing partners</u> and not as co-applicants, associates or contractors under this call for proposal.	There is no sub-implementing partner, it is a co-applicant, the associate and contractors are not the same, they could be included in the budget at the 2 <sup>nd</sup> phase
<b>Tuesday, 28/04/2026</b>		
6.	What is your adopted definition for medium and small enterprise?	<b>This call targets medium enterprises only, not small and medium.</b>  20–49 employees, turnover ≤ USD 2M, per Ministry of National Economy
7.	We have a question about the division of the Lots into the North, Middle and South governorates. Can we take 1 or 2 sectors and, in all Lots, or we have to decide and chose only one Lot and then only work with the SMEs in this governorate and Lot, thanks	Please refer to section 2.1.3.3. Sectors or themes on page 8 of the guidelines;  <b>This call targets MEs only not SMEs.</b>  Preference will be given to actions targeting the highly prioritized sectors, particularly the top six sectors. However, actions in other sectors may also be considered, provided that a clear and well-justified rationale is presented demonstrating their relevance, viability, and contribution to the objectives of the Call. Check the sectors priority ranking in the guidelines.

#	Question	Answer
		<p><b>Applicants should ensure that the sectors they select allow them to reach the minimum required number of targeted MEs in the relevant lot/geographical area, taking into account the availability and distribution of MEs within each selected sector.</b></p> <p><b>Target groups</b> The final beneficiaries of this Call for Proposals are 204 existing Medium Enterprises (MEs) operating in the West Bank, distributed across the three lots as follows:</p> <ul style="list-style-type: none"> <li>• Lot 1 (Hebron &amp; Bethlehem): 67 MEs</li> <li>• Lot 2 (Ramallah &amp; Al-Bireh, and Jericho): 50 MEs</li> <li>• Lot 3 (Nablus, Tubas, Salfit, Jenin, Tulkarem &amp; Qalqilya): 87 MEs</li> </ul>
8.	Is Jerusalem area covered? specifically Jerusalem Governorate? If yes, which lot should it be referring to? 1 or 2 or 3?	No, Jerusalem Governorate is not targeted under this CfP. There are other projects at Enabel targeting Jerusalem Governorate.
9.	Can we apply to two lots with a co-applicant?	Please refer to the guidelines, section 2.1.3.10. Number of requests and Grant Agreements per applicant Page 18.
10.	Should the concept note cover all results mentioned in the cfp?	Yes
11.	Will both the LEAD and CO-applicant receive funds or will you grant the funds only to one of them?	As per <b>Section 2.1.1</b> of the Guidelines, funds are granted to the applicant only, who upon award becomes the <b>contracting-beneficiary</b> and serves as the main point of contact with Enabel. The contracting-beneficiary is responsible for representing all other beneficiaries and coordinating implementation. Co-applicants become beneficiaries of the action alongside the contracting-beneficiary, and costs they incur are eligible in the same way as those of the applicant, but funds are transferred to and managed by the lead applicant (contracting-beneficiary) only.
12.	Regarding lot 2, which means Jericho and Ramallah, is the proposal going to be joint or each area can give its own proposal?	As per Section 2.1.3.10 of the Guidelines, applicants must submit one separate and complete application per lot. As an example for Lot 2, which covers Ramallah & Al-Bireh and Jericho Governorates, a single proposal must be submitted covering the lot as a whole. <b>Applicants are encouraged, though not</b>

#	Question	Answer
		<b>obligated</b> , to ensure geographical coverage across all governorates within the lot, provided that the minimum target of 50 MEs is met.
13.	Please elaborate on a criterion of being established in Palestine.	Per <b>Section 2.1.1</b> of the Guidelines, the lead applicant must be established in Palestine, meaning the organization was created by an act of Palestinian law and its registered office is situated in Palestine.  Co-applicants, however, have a broader eligibility, and per the same section may be either local or international organizations, provided they are established or registered in Palestine. Establishment is determined on the basis of the organization's articles of association, which must clearly demonstrate compliance with these requirements.
14.	What is the definition of Medium Enterprises MEs?	20–49 employees, turnover ≤ USD 2M, per Ministry of National Economy
15.	Does this mean that international NGOs cannot apply independently and must partner with a national NGO or CSO, even if they are established in Palestine?	Yes.  Please defer between established in Palestine and registered in Palestine.
16.	Can you please clarify the mechanism of the division of grant for each lot, where you joined 2 governorates in one of the lots, is the grant divided equally for each governorate	Applicants have the flexibility to distribute resources across the governorates within their lot based on the actual needs, number of eligible MEs, sectoral priorities, and geographical realities of each area. What is mandatory is that the overall minimum number of MEs to be supported across the entire lot is achieved, as outlined in <b>Section 2.1.3.3</b> . Applicants are therefore expected to justify their proposed geographical distribution within the lot in a clear and evidence-based manner in their application.
17.	Other sector outside the 15?	Please refer to section 2.1.3.3. Sectors or themes on page 8 of the guidelines;  Preference will be given to actions targeting the highly prioritized sectors, particularly the top six sectors. However, actions in other sectors may also be considered, provided that a clear and well-justified rationale is presented demonstrating their relevance, viability, and contribution to the objectives of the Call.

#	Question	Answer
18.	Are the sectors listed ranked according to priority?	Yes.
19.	The ME in each LOT are divided into more than one grant in each Lot?	No. As per Section 2.1.3.10 of the Guidelines, applicants must submit one separate and complete application per lot.
20.	The 2011 Palestinian Cabinet decision design for ME is different from what is shown (10-19) with 200,000-500,000\$	For this Call for Proposal we use the official classification of the Palestinian Ministry of National Economy as published on the ministry's website: <a href="#">classification.pdf</a>  This classification defines a Medium Enterprise, as an enterprise that has a number of employees from 20 to 49, provided that the turnover does not exceed 2,000,000 USD
21.	How do you evaluate/quantify the priority sectors in the CN?  Is it an eligibility criterion prior to the evaluation?	The priority sectors are not assigned a separate numerical score or automatic additional points in the evaluation grid. However, sector relevance will be considered as part of the overall assessment of the action's relevance and alignment with the objectives of the Call.  Please also refer to section 2.1.3.3. Sectors or themes on page 8 of the guidelines.  Sector prioritization is not an eligibility criterion and will not result in the rejection of a concept note at the admissibility stage. Rather, it is considered as part of the quality evaluation of the concept note.
22.	What is the division of the number of MEs that benefit from this grant for each governorate	<b>Target groups:</b> The final beneficiaries of this Call for Proposals are 204 existing Medium Enterprises (MEs) operating in the West Bank, distributed across the three lots as follows: <ul style="list-style-type: none"> <li>• Lot 1 (Hebron &amp; Bethlehem): 67 MEs</li> <li>• Lot 2 (Ramallah &amp; Al-Bireh, and Jericho): 50 MEs</li> <li>• Lot 3 (Nablus, Tubas, Salfit, Jenin, Tulkarem &amp; Qalqilya): 87 MEs</li> </ul>
23.	Kindly elaborate on section 2.2.1 point 2 on page 20 of the CfP (An external audit report produced by an approved auditor, certifying the applicant's accounts for the last available financial year where the total grant amount requested is above EUR 200,000 (not applicable to public contracting-beneficiary). Any co-applicants	Any Budget Proposal that exceeds the EUR 200,000 should allocate a dedicated budget line under Management Cost for an external Audit.

#	Question	Answer
	are not required to submit an external audit report).	
24.	The MEs in each LOT are divided into more than one grant in each Lot? so they reach the total? or you want the applicant to work with all?	No. Per <b>Section 2.1.3.10</b> of the Guidelines, only one grant agreement will be awarded per lot, and applicants must submit one separate and complete application per lot. Each selected applicant is expected to work with and achieve the minimum target number of MEs for their respective lot in its entirety, as specified in <b>Section 1.2</b> .
25.	Can the lead applicant be a co applicant in another proposal? Meaning, how many opportunities can be provided for any organization per proposal?	No. Applicants must maintain a consistent role across all proposals submitted under the different lots. <b>An organization may participate either as a main applicant or as a co-applicant, but not both.</b>  An organization applying as a main applicant in any proposal <b>must act exclusively as a main applicant in all proposals</b> in which it is involved, regardless of the lot. Likewise, an organization participating as a co-applicant must remain a co-applicant in all proposals.  <b>Failure to comply with this requirement</b> in any submitted proposal will result in the <b>exclusion of the organizations concerned from all proposals</b> in which it is involved. Consequently, any proposal containing such a non-compliant applicant or co-applicant will be rejected in its entirety.
26.	15k minimum and 17k max? Or 70k	No minimum amount is specified.  Based on Section 2.1.3.8 of the guidelines, the financial support to final beneficiaries (MEs) is set at an average of €15,000 per ME with a maximum ceiling of €17,000 per ME.  Average must be respected as this could lead to disqualification.
27.	Please confirm the % for women MEs target if any in this proposal.	40% of the project outreach.
28.	The subgrating ( the amount) will be given directly to the selected beneficiaries or the implementing organization will be responsible for the purchasing and then given to the beneficiaries. Thank you	The financial support can be directly transferred to the beneficiary ME, but with procurement oversight by the implementing partner. The implementing agency can decide to make a bulk purchase in case, for, several beneficiary plan to buy the same type of equipment to reduce costs. However, keeping in mind that ownership should stay with the

#	Question	Answer
		<p>beneficiary and leading the procurement process is also a learning opportunity.</p> <p>The Implementing Partner is responsible for providing all necessary support and guidance to the beneficiary. The IP shall also provide Enabel with quarterly reports outlining the progress of implementation and the related expenditures. Furthermore, the IP remains the frontline responsible party for any ineligible costs identified during the implementation of the project.</p>
29.	<p>Your colleague said before no HR cost, and only for MEAL staff? but I see here it is possible, is there a percentage under section A for HR costs</p> <p>I mean a max besides the Operational other costs</p>	<p>HR costs are eligible as direct costs when directly linked to the implementation of the action, as outlined in <b>Section 2.1.4</b> of the Guidelines. However, salary bonuses are explicitly listed as ineligible costs under the same section. Additionally, per <b>Section 2.1.3.8</b>, limited staff costs provided as operational support to final beneficiaries (MEs) may only be considered on a case-by-case basis where clearly justified and directly linked to business continuity or scale-up, and must not constitute the main purpose of the grant.</p> <p>There are two main HR categories in the budget:</p> <ol style="list-style-type: none"> <li>1. General Means under Operational Costs; Any operational staff directly linked to the project implementation should be budgeted under General Means.</li> <li>2. Management Costs; Any indirect or support staff, such as the Finance Director, Procurement Officer, or other administrative/support functions.</li> </ol>
30.	<p>Can a co-applicant participate in more than one application in the same lot?</p>	<p>Yes. A co-applicant may participate in more than one application within the same lot, provided they remain the same co-applicant across all submitted applications.</p>
31.	<p>Is it possible for the organization to submit more than one proposal?</p>	<p>Yes. Per <b>Section 2.1.3.10</b> of the Guidelines, an applicant may submit one application per lot, and may apply for one or several lots. However, the applicant may not submit more than one application per lot, may not be awarded more than one Grant Agreement under this Call, and may not simultaneously be a co-applicant in another application.</p>

#	Question	Answer
		<b>An organization may participate either as a main applicant or as a co-applicant, but not both.</b>
32.	Are their higher score for certain sectors?	No. The priority sectors are not assigned a separate numerical score or automatic additional points in the evaluation grid. However, sector relevance will be considered as part of the overall assessment of the action's relevance and alignment with the objectives of the Call.
33.	How many organizations will be provided with grants	Based on the evaluation score, 1, 2 or 3 grants might be awarded.  Applications shall be evaluated separately for each lot, in accordance with the criteria set out in these Guidelines.  Where the same applicant is selected for more than one lot, the contracting authority will require the consolidation of the selected proposals into a single action, with a consolidated budget, logical framework and contract, including any justified adjustments reflecting economies of scale, notably in management, coordination and other shared costs.
34.	And how many MEs does the implementing organization have to support minimum and maximum? Numbers of MEs supported	Minimum numbers of MEs per lot are specified in the target groups section.  Maximum numbers are not specified.
35.	Will there be an opportunity for Palestinian organizations to receive funding? In the previous round, there was competition from international organizations, and it was difficult for Palestinian organizations to participate as the lead.	Yes. As per the admissibility criteria, the applicant must be established in Palestine. This means that INGOs cannot participate as a lead applicant under this call.
36.	Could you please clarify whether there is a recommended or preferred number of sectors to be included per lot in order to ensure coherence, feasibility, and effective implementation of the action?	No, there is no specific number of sectors. However, applicants should ensure that the sectors they select allow them to reach the minimum required number of targeted MEs in the relevant lot/geographical area, taking into account the availability and distribution of MEs within each selected sector.
37.	Could you clarify if affiliated companies within the same investment group legally separated entities can participate in the	No. Enterprises selected as final beneficiaries (MEs receiving financial support) are distinct from the implementing partners (applicants/co-applicants)

#	Question	Answer
	same project where one applies as an SME beneficiary and another participates as a partner?	who manage and deliver the program. An affiliated company within the same investment group, even if legally separated, participating both as an ME beneficiary and as an implementing partner would constitute a direct conflict of interest and is not permitted under this Call for Proposals.
38.	What is the point of giving funds of 15,000 EUR to MEs? if any ME makes 1 mil USD annually in turnover, divided by 365 days, it would mean that they make in one week the same amount that they would be receiving (15K EUR). Do they really need it?	The €15,000 grant is only one component of a comprehensive support package that includes advanced business training, legal support, BDS coaching, and access-to-finance awareness and facilitation, whose combined value far exceeds the grant amount itself.
39.	Also, how many MEs are of more than 20 employees are there in all of Hebron and Bethlehem governorates to select 67 final MEs?	Numbers can be sought from PCBS.  This should be considered by the applicant when selecting the sectors in the proposals  Applicants should ensure that the sectors they select allow them to reach the minimum required number of targeted MEs in the relevant lot/geographical area, taking into account the availability and distribution of MEs within each selected sector.
40.	A minimum of 15,000 per ME would only leave less than 30% for admin in addition to capacity building, no?	This is a valid budgetary observation, based on lessons learned and prior experience, this budget is sufficient to implement all required activities. Many capacity building topics are cross-cutting across beneficiaries, allowing shared themes to be addressed efficiently using the same resources, thereby reducing costs. Applicants are expected to design their non-financial support model and HR setup as efficiently and cost-effectively as possible, leveraging organizational capacities and partnerships, and to reflect this balance carefully and realistically in their proposed budget
41.	What's the minimum or maximum number of co applicants? Can it be more than 2?	No limitations and no preferences.
42.	Many villages in the Jerusalem Governorate are in the West Bank, can they be included in the project?	No, Jerusalem Governorate is not targeted under this CfP. There are other projects at Enabel targeting Jerusalem Governorate.

#	Question	Answer
43.	Could you please clarify whether there is a recommended or preferred number of sectors to be included per lot in order to ensure coherence, feasibility, and effective implementation of the action?	No. However applicants should ensure that the sectors they select allow them to reach the minimum required number of targeted MEs in the relevant lot/geographical area, taking into account the availability and distribution of MEs within each selected sector.
44.	One organization or leading organization can work in the 3 lots.	Yes. The applicant may be awarded 1, 2 or 3 lots, under one grant agreement.  Please refer to section 2.1.3.10 Page 18 of the guidelines; Number of requests and Grant Agreements per applicant:  - The applicant may not be awarded more than 1 Grant Agreement under this Call for Proposals. Where an applicant is selected for more than one lot, a single Grant Agreement will cover two, or all three lots.  - Where the same applicant is selected for more than one lot, the contracting authority will require the consolidation of the selected proposals into a single action, with a consolidated budget, logical framework and contract, including any justified adjustments reflecting economies of scale, notably in management, coordination and other shared costs. It shall be strictly limited to the harmonization of the selected proposals, the removal of duplication, and the strengthening of implementation coherence and efficiency. It may not alter the essential elements, objectives, target groups, intervention logic, scope or nature of the actions as selected following the evaluation.
45.	Can universities apply?	Yes, if they meet admissibility criteria.
46.	Can a co-applicant participate in multiple applications and/or lots?	- Yes. As a co-applicant in all proposals;  - A co-applicant may participate in more than 1 application under this Call for Proposals with different applicants for the same lot or different lots.  - A co-applicant may be awarded more than one Grant Agreement(s) for different lots under this Call for Proposals.
47.	Is funding divided equally among governorates within a lot?	No. Please refer to section 1.3 Amount of the financial allocation provided by the contracting

#	Question	Answer
		<p>authority, Grants amounts on page 6 of the guidelines.</p> <p>Grants amount</p> <p>Any grant application under this Call for Proposals must fall between the following minimum and maximum amounts:</p> <ul style="list-style-type: none"> <li>- Minimum - Maximum amount for Lot 1: EUR 1,000,000 - 1,350,000</li> <li>- Minimum - Maximum amount for Lot 2: EUR 750,000 - 1,000,000</li> </ul> <p>Minimum - Maximum amount for Lot 3: EUR 1,300,000- 1,740,000</p>
48.	Are priority sectors mandatory?	<p>No. Please refer to section 2.1.3.3. Sectors or themes on page 8 of the guidelines;</p> <p>Preference will be given to actions targeting the highly prioritized sectors, particularly the top six sectors. However, actions in other sectors may also be considered, provided that a clear and well-justified rationale is presented demonstrating their relevance, viability, and contribution to the objectives of the Call.</p>
49.	Is sub-granting allowed?	<p>No; as per the guidelines</p> <ul style="list-style-type: none"> <li>- Applicants cannot propose sub-grants to sub-beneficiaries to help achieve the objectives of the action,</li> <li>- Applicants must propose financial support to final beneficiaries to help achieve the objectives of the action.</li> </ul>
50.	Is external evaluation required?	<p>No. Applicant organizations should not include an external evaluation in their project budget, as the projects will be evaluated collectively at the overall SAWAII project level.</p> <p>Here, “external evaluation” refers specifically to the end-of-project external evaluation conducted for results monitoring purposes in line with the DAC criteria, and not to the financial audit requirements.</p> <p>For external financial audits, please refer to Question #23.</p>
51.	Communication budget requirements?	2% to 6% of total budget is an advisory guideline

#	Question	Answer
52.	Should needs assessments be done at concept note stage?	It is up to the applicant to decide.
53.	Do applicants need to use Enabel's MIS system?	Yes. Applicants will use the SAWA II MIS system as the electronic platform for managing and monitoring project implementation without the need for any additional supporting platforms or tools. Through the system, the contracting beneficiary (awarded organization) will be able to define and follow the different stages of the project including the submission and tracking of enterprise support applications, the submission of complaints and follow-up on their resolution, the signing of support agreements, the monitoring of financial disbursements to beneficiaries, and the follow-up of implemented training programs.
<b>Wednesday, 29/04/2026</b>		
54.	Regarding the number of MSMEs to benefit from the project, could you please confirm the exact target value?	<b>Only MEs are targeted under this call.</b> <b>Target groups:</b> The final beneficiaries of this Call for Proposals are 204 existing Medium Enterprises (MEs) operating in the West Bank, distributed across the three lots as follows: <ul style="list-style-type: none"> <li>• Lot 1 (Hebron &amp; Bethlehem): 67 MEs</li> <li>• Lot 2 (Ramallah &amp; Al-Bireh, and Jericho): 50 MEs</li> <li>Lot 3 (Nablus, Tubas, Salfit, Jenin, Tulkarem &amp; Qalqilya): 87 MEs</li> </ul>
55.	It was noted that the 15,000 euros are obligatory to let's say 67 MEs in lot 1 which takes around 1,005,000 euros and leaves only 345,000 euros for the rest of the activities such as capacity building in addition to the admin costs for the applicant and co-applicant including the requested 6% for communication, MEAL staff and other admin costs including overhead. This is insufficient for a project this big so can you please advise on this?	Based on lessons learned and prior experience, this budget is sufficient to implement all required activities. Many capacity building topics are cross-cutting across beneficiaries, allowing shared themes to be addressed efficiently using the same resources, thereby reducing costs. Applicants are expected to design their non-financial support model and HR setup as efficiently and cost-effectively as possible, leveraging organizational capacities and partnerships, and to reflect this balance carefully and realistically in their proposed budget.