

Week 5- Questions pertaining to the RFP for the Selection of Transaction Advisors

	Document	Reference	Clause	Query	SRU Response
1	RFP	2.2.3.B	Prequalification document and /or Evaluation Report based on the bidding criteria.	Is it subject to government procurement guidelines? Is there a particular format that have to be prepared for such documents?	No, it is the responsibility of the consultant to develop such criteria in relation to the entity to attract a reputed investor with strong financial capacity. No particular format to be followed.
2	RFP	2.7.5	Assist the Client with the preparation of the Cabinet Memorandum	Clarification on who's responsibility is it to draft such cabinet memorandum?	The responsibility lies with the State-Owned Enterprise restructuring Unit. The Consultant will be required to assist in the drafting.
3	RFP	3.7.3	Submit a closeout report with final synthesis.	What do you mean by close out report?	Overall synthesis of the scope of work carried out in each stage, and suggested final decisions supported by positive and negative implications
4	EOI			Is there a format or page limitation on the EOI document	There is no format for the EOI and there is no page limitation.
5	EOI			Can the EOI document be in a slide deck (landscape) format?	Please provide expression of interest in letter, but any supporting information to be submitted can be in slide format
6	EOI			Is it acceptable to duplicate information which will be included in the RFP documents as well? (In particular with respect to transaction track record and team accomplishments?)	Please provide all details pertaining to firm and transaction record only to satisfy criteria 4 in the EOI. Team details can be include as per technical attachments in the RFP.
7	EOI			Does a copy of the EOI document also need to be included in the submission?	Yes, as per clause 11 in the EOI:11. The EOI must be submitted in one original and a copy and clearly marked as "Original" and "Copy".
8	Attachment 4			Can staff members digitally sign their individual staff experience?	Yes digital signatures are allowed
9	Attachment 6			Can the financial proposal be digitally signed? (Especially in the case of foreign advisors). Who can be nominated as an authorized signatory to sign off on the submission?	Yes, digital signatures are allowed. In the fulfillment of Clause 7.6 of the RFP, the lead entity must take full responsibility in carrying out the assignment, and thus should sign all pages of the RFP. This can be an e-signature. However, if the lead entity provides a letter stating that the local partner shall sign on behalf of the foreign entity, this would be acceptable as well.
10				Should the attachments be presented in the exact format that is shown in the RFP?	Yes
11	Attachment, 2,3 and 4			To what extent do the details of the outsource legal, financial or technical advisory firms need to be included?	Please include already firm up and potential engagements to be therested into with external consultants or JV partners etc.
12	Attachment 04			Are there any specific role or structure that government expects?	Please propose your team org structure.
14	Attachment 5			Does the transaction advisor have to follow the steps and deliverables as provided in section 2 & 3 in the RFP?	If the Consultants can propose a more time and cost effective process, that achieves the desired result we are willing to consider such proposals.
15	Attachment 9			Does the legal, financial and technical partners/ advisors to the consortium have to sign the conflict of interest?	Yes
16			Does the "Copy" version of RFP to be submitted have to be photocopies of the original or can it be a duplicate print?		Photocopies is fine.
17			Does the soft copy of the proposal submitted have to be a scanned copy of the original or can a PDF of the verion printed be submitted?		The soft copy must be a scanned copy of the original document.
18	RFP	2.1.2	Market research and surveys : can these be outsourced and claimed under reimbursables? Or can they be carried out as desk research by in-house staff?		cannot be claimed under reimbursables. Instead it should be included in the all inclusive fees quoted in the proposal. It is at the discretion of the lead advisor to assign the relevant tasks to the consultants or JV partners based of the skills and qualifications of such professional. Such activity
19	RFP	2.4.3	Bid Preparation Stage : Granting access to Data Room	Can we propose to provide access after initial shortlisting of potential bidders? If we do not do this, many parties without the required pre-qualifications to bid may request access, resulting in unproductive engagements by the TA and causing accessibility issues to the Data Room / delays in granting access due to limitations for concurrent user access at a given time.	The transaction advisor may propose the appropriate methodology for carryoing out the preferred method. Please propose your options or the the transaction process deemed fit for the transaction.
20	RFP	Attachment 9		XYZ firm are the auditors for Sri Lanka Insurance Corporation. Would this factor be considered as 'conflict of interest' that will disqualify BDO for bidding for the position of TA for SLIC?	BDO has to show clear seperation in roles between the audit and advisory practice. Furthermore, BDO has to confirm that the proposal submitted does not take into account any non-public information that the auditor is privy to.