Grant funding window: Support for Impact Investing and Inclusive Business Ecosystem Development in Myanmar.

Answers to potential proposers questions

28 September, 2018

1. The timeframe for this project is one year. What is the budgetary framework in which the concept note should be developed?

The DaNa Facility is not specifying a grant budget amount for Concept Notes. We encourage applicants to consider the documentation carefully, including the required core activities and outputs (i.e. scope of work), as well as the selection criteria. The competitiveness of the budget proposed by applicants, including any cash or in-kind co-funding, for delivery of this scope of work is part of the shortlisting criteria (see section 3).

2. It mentions in the RFP (on top of page 8) that the concept note template comprises sections A - E. Unfortunately, a description of section E ('capacity to implement project concept') seems to be missing.

Thank you for bringing this to our attention. We can confirm that there is **no "Section E" required** as this information is covered in part D.1. of the Concept Note template.

3. Can we have details on the reporting expected (including finance)? Is an audit requested?

Greater detail will be provided in the second step of the application process. However, as a guide, we would expect reports to be prepared on a quarterly basis. Narrative reports will focus on work plan progress, achievement of scheduled deliverables, learning points and risk updates. Financial reports will focus on budget utilisation and forecast revisions. Grants will be cost reimbursable, i.e. payment will be for actual expenses incurred, supported by receipts, timesheets, payslips, etc. An external audit will be required at the end of the 12-month project period. Audits will be paid for directly by the the DaNa Facility and **do not** need to be included in your concept note budget.

4. What safety margin should we use for the budget in the concept note?

We are not able to advise on budget safety or contingency margins.

5. What is meant by the "Facility Priority Thematic Areas"?

This refers to fintech, agritech, healthcare, education, women's economic empowerment, etc. The final priority areas will be selected following contracting, depending on policies at the time as well as the grantee's areas of expertise.

6. Is the Inclusive Business (IB) Market Assessment, as referenced in the Application Guidelines, available for perusal?

A summary is available as attached.

7. Can the DaNa Facility provide a definition of Inclusive Business (IB)?

Inclusive business (IB) is the approach through which the private sector contributes to inclusive economic growth by creating and expanding economic opportunities. Inclusive businesses are commercially viable companies whose core business is to provide – at scale – innovative and systemic solutions for poor and low-income people. IB models serve the interests of companies (higher profits and less risk), the poor (improved

income and services), and governments (reduced poverty and inclusive growth). Simply working with the poor is not enough; IBs engage the poor as suppliers, producers, employees and customers, thereby offering sustainable solutions to the problems they face.

8. In section 2.4 regarding Key Output #1 which states, "Ten enterprises whose activities fall within the DaNa Facility Priority Thematic Areas generating revenue post-incubation / acceleration stage," How does the DaNa Facility define the post-incubation / acceleration stage? And do these activities need to fall within the 12-month timeframe?

In general, "the Ecosystem Builder" will follow their own program; whether it is called an "incubation" or "acceleration" by the Ecosystem Builder is not important. What is important is that the enterprise going through the respective program is capable of generating revenue. Yes, as much as possible, activities should fall within a 12-month time frame.

9. After the completion of the 12-month program, is there a subsequent plan or program in place to carry on the initiative?

The DaNa Facility reserves the right to support further successful initiatives to promote Inclusive Businesses, including via follow-on funding support to Ecosystem Builders. There is no specific plan or commitment at this stage. The core activities and key outputs (i.e. scope of work) listed in the application guidelines include the development of proposals for potential follow-on activities, which will be considered by the DaNa Facility and subject to a range of factors including suitability of proposals, learning from the first year, availability of funding, etc.

10. Can the DaNa Facility provide a definition as to what size and stage the enterprises should be in, as referenced in the Application Guidelines?

We prefer to leave it to the Ecosystem Builder to determine size and stage of enterprise, in accordance with the business model of the Ecosystem Builder.

11. On page 6 the deadline for inquiries is set at the 21st of September, and on page 7 as the 19th of September.

A correction was posted on the DaNa Facility website. We confirm that all enquiries submitted by close of business on the 21st will be responded to.

12. Is it possible to have a foreign company (structured as a private limited organization) in the lead?

The DaNa guidelines state: *The lead partner (contracting entity) needs to be able to demonstrate proof of registration as: a) a legal Myanmar firm or entity; or b) a similar international entity with the legal ability to operate in Myanmar*.

The spirit of this is to have a locally established organization lead the project. We believe this has better implications for sustainability, tighter local tax and employment compliance, and is a better optically. If proposers have several possibilities, we suggest they present options accordingly.