

**RFP01/2020 Digital solutions provider for the Afghan  
Renewable Energy Sector**

**QUESTION & ANSWERS**

**N°1 – 23.11.2020**

**Q1:** *We are considering including subcontractors in our proposal. Is this allowed? And if yes: should they also deliver CVs?*

**A1:** *Yes, sub-contractors are allowed and yes, their CVs are necessary. We will assess all CVs of the proposed experts according to their function (see annex 05\_Evaluation-Grid: 1.4.3 and 2.).*

**Q2:** *Are there any bandwidth limitations we need to consider for the website being used in Afghanistan?*

**A2:** *Our target group is in classrooms (see also Q3) and Kabul, where a good and solid internet connection without bandwidth limitation is possible. However, we do not want to hinder people accessing the website from their homes. Thus, it would be useful to have a “high-end-solution” as well as a light version. Also for the digital products, an offline version would be advantageous.*

**Q3:** *Where will the digital products be used? In people's homes, in classrooms, outside, ...?*

**A3:** *As partly answered in Q2 above, peoples’s homes as well as the outside are not the primary users’ location. The idea is to integrate the products into existing educational formats, such as lectures at e.g. Kabul University or in other trainings. Thus, the targeted location of applying the products are classrooms.*

**Q4:** *Do you prefer a mix of technologies (e.g. VR and AR) for the digital products in order to be able to compare the learning effect/impact?*

**A4:** *From our point of view, comparing different technologies in their success of the learning effect would allow us to focus our future activities and projects on the “more efficient” technology in terms of knowledge management.*

*However, if bidders already have the information/knowledge that AR or VR is better suited for our intention, we would highly appreciate if studies showing a certain preference of a technology when delivering trainings are shared. In this case, a focus on the “more efficient” technology is possible.*

*Eventually, we will assess the argumentation delivered by the bidders and why a mix of, or a focus for one or the other technology has been suggested. Thus, we can be convinced by any approach if clearly shown in the bid. Focusing on one technology could open up synergies between the topics that we as Skat Foundation cannot foresee yet, but which we would very much appreciate (cost – benefit – ratio). Thus, it is up to the bidders to present ideas that are consistent either as a mix of technologies or with a technological focus. For us, it is a combination of three aspects that we take into consideration:*

- *efficiency of the products for delivering knowledge to Afghanistan*
- *usability*
- *financial implications*

**Q5:** *We have a question concerning the appendix 02a. sect. 7 (Documents comprising the proposal / bid / offer) where it’s written: “Technical proposal incl. bid security”. What is meant by bid security?*

**A5:** *The bid security refers to point 10. “Validity of the Proposal” of the same document (02a\_General-Provisions). Thus, the proposal shall be valid up to thirty (30) days after the submission deadline.*