**Questions & Answers to RFP#014 - Strategic Market Entry and B2B Engagement for Kosovar ICT Joint Venture in Switzerland**

1.      The RFP mentions "companies that have access to the Swiss market." Does this specifically mean that applicants must be based in Switzerland, or can firms operating internationally but with Swiss market experience apply?

**Answer: It is strongly recommended for potential applicants to have a presence in Switzerland to ensure the sustainability of the planned activity. A local presence will also provide a better understanding and contextualization of the Swiss market. Therefore, we encourage applicants to form a consortium with an entity that is based in Switzerland, if such a presence does not already exist.**

 2.      Regarding the B2B meetings, do these need to be conducted in person, or would virtual meetings suffice? If physical presence is required, would it be necessary to send a team member from our agency to represent us at these meetings?

**Answer: Answer: The B2B meetings are initially planned to be conducted in person. However, if both counterparties agree on an alternative format, the joint venture partner companies are open to considering other meeting modalities, such as virtual meetings. If in-person attendance is preferred, it would be advisable for a representative from your agency to participate**

 3.      Are there any specific licensing or legal requirements for non-Swiss firms that we should be aware of when considering this opportunity?

**Answer: Considering that the RfP is primarily focused on selecting a Swiss-based entity or a potential consortium including the latter, there are certain legal requirements, depending on the nature of their activities. The specific eligibility criteria are outlined in the RfP. Partnering with a Swiss entity could also assist in navigating these legal requirements more effectively.**

4. Should travel and accommodation expenses for JV companies for travel to and within CH be included in the cost proposal?

**Answer: Travel and accommodation expenses for JV companies should not be included in the cost proposal. These costs are managed separately.**

5. Should venue and catering costs for implementing the meetings be included in the cost proposal?

**Answer: The cost for conducting such meetings should be included in the cost proposal, but it should not significantly outweigh the cost of technical activities. Meetings can also be held at the offices of the identified and relevant Swiss-based counterparties, which may help manage venue-related costs.**

6. Are online meetings between CH and KS acceptable?

**Answer:** **The B2B meetings are initially planned to be conducted in person. However, if both counterparties agree on an alternative format, the joint venture partner companies are open to considering other meeting modalities, such as virtual meetings.**

7. The Foundational Analyses section highlights four key industries: Fintech, Pharma, Manufacturing, and Healthcare. Are we limited to these sectors, or can we explore others as well?

**Answer: The noted industry verticals—Fintech, Pharma, Manufacturing, and Healthcare—are mentioned as potential sub-industries due to the diversity of projects implemented by the JV companies. However, specific industries will be selected based on the expertise and experience of the JV companies. Other industry verticals may also be explored as go-to market ones, provided they align with the past experience and digital expertise of the JV companies.**

8. The proposed timeline for activities is from October to December 2024. Given the Christmas holidays, we think that it should be allowed to extend the work into January and February 2025 to allow for successful implementation of foreseen activities?

**Answer: Subject to a strong rationale for extending the timeline, an extension into January and February 2025 can be considered to ensure the successful implementation of the planned activities. This would be conditional on mutual agreement and alignment with the overall project objectives and the JV partners.**