

LinkSME RFP-002-2021

Request for Proposals – Questions & Answers

Conduct activities to Support SMEs to enhance their capacity to access finance and reduce debt

Issue Date:	15 April 2021
Closing Date for Proposals:	06 May 2021
Closing Time:	5:30 p.m. Hanoi time
Project Title:	Supporting SMEs to enhance their capacity to access finance and reduce debt
Bid Reference Number:	LINKSME-RFP-002-2021

1. Questions and Answers

The below questions were received for the referenced RFP by the deadline listed in the RFP. Please find the accompanying answer underneath each question. As the due date for submitting questions has passed, no further questions will be answered.

- Question:** Please kindly clarify if an international consulting firm based in Vietnam, is qualified to submit a proposal.

Answer: As stated in the Request for Proposal (RFP-02-2021), section 3, Scope Statement, IESC is seeking a qualified Vietnamese consulting firm or other organization, so if your organization is legally registered in Vietnam, you are qualified to submit the proposal.
- Question:** Section 7, page 4, in the first item of the table "Deliverables and Due Dates", are we right in thinking that 3 key contents of the report are repeated again in the phrase "Include 3 main issues.....creative products to SMEs"?

Answer: In the survey for the credit institutions, we would like to survey 3 main issues (i) the policies for lending after COVID-19 (ii) The products offered for SMEs (iii) the new and creative credit loan products for SMEs.
- Question:** Still in the table "deliverables and due dates", item 7 (page 5), we think we need more information as we are not fully understanding the part you were saying about the contents of the 2 phases of training. Could you please tell us a bit more about "general principles" and "SME evaluation"? We are really aware of the overall objective of the training sessions which is to improve SME capabilities in negotiating restructurings of debt and/or access new lines of credit. Then, if we are understanding

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correctly, you are referring to principles / terms of conditions applied by financial institutions for SMEs who want to apply for debt restructuring and access to new lines of credits, and to the ways that financial entities evaluate their application. Are we correct?

Answer: In order to receive approval from the credit institutions, SMEs must understand how the creditors evaluate them and what they look for. For example, the creditors have the credit policies, credit scoring system, credit documents application, credit appraisal system. If the SMEs understand the risk appetite of the creditors the time required to prepare credit documents will be reduced and the SMEs will be more likely to succeed in obtaining approval from the creditors. The first training session will focus on analyzing the financial situation of the SMEs, the cause and potential solutions.

4. **Question:** You mentioned "the 3 regional training sessions", but did not specify the 3 target regions / areas of the LinkSME project. We really appreciate your clarification on this point so that we can specify more the activities and prepare best the cost estimate.

Answer: We will organize 3 training sessions in the North, Central and the South. The location will be in Hanoi, Da Nang, and Ho Chi Minh City.