

# Questions and Answers on REoI

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## DGGF Academy: Community Management

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### ON THE ACADEMY ITSELF

**1) Main objective of the first phase of the Academy, i.e. this assignment?**

It is expected that by implementing the first phase of the Academy over the course of six months, a beta version of the DGGF Academy will provide a unique ecosystem of emerging market MSME (non)-finance support knowledge. The outcomes of the first phase of engagement – captured through the levels of engagement, learning and satisfaction of target audiences - will inform the Academy's long-term strategy and business model.

**2) Target audiences to engage in this first phase of the Academy?**

The target audiences of the Academy reflect DGGF's client base. Given the diversity of target audiences and the demonstration objective of this first phase, it is suggested to focus on mezzanine providers, venture capital fund managers, angel investors and ESO managers (currently representing 60+ organizations). The list of contacts of target audiences and introductions will be provided by DGGF to the selected CM.

**3) Implementation approach of the Academy?**

The virtual platform is to facilitate as much of a blended learning approach as possible.

**4) What already exists considering the Academy?**

On the content side, the Academy will aggregate and build on DGGF's knowledge and technical assistance content developed to date. Considerations on knowledge gaps and aspirations were captured through surveys and roundtables, the outcomes of which will be made available to the selected CM to coordinate with the DGGF team which new content needs to be developed and assign this to relevant experts.

Considerations around off the shelf vs white label vs tailor made platform alternatives have been tested against existing platform options, the outcomes of which will also be made available to the selected CM.

A draft high-level business plan has been developed and will be provided as a starting point to the selected CM.

### ON THE BUDGET

**5) Budget estimate for the assignment?**

The budget available for this six-month assignment is EUR 66,000 (excl. VAT) which is expected to cover all consultancy fees and any travel or other expenses (although travel and other expenses are not anticipated to be needed during this assignment) for the CM itself.

Existing content adjustment and creation of new content is expected to be done by content experts and learning design experts and hence falls under another budget line. Another budget line is dedicated to the platform itself.

### ON ELIGIBILITY AND SELECTION CRITERIA

**6) Is a consortium of firms eligible?**

Yes

**7) Do qualification criteria (par 2) apply to each team member or collectively as a team?**

The criteria apply to the overall team, not each individual has to meet every single criterion.

**8) "Availability for a full time engagement during a six month period starting in October 2021" is for the team and not its single members?**

Individuals matter, the individuals suggested as part of the team should be available in the designated period.

**9) Is there a maximum of team members that can be proposed?**

No