

Request for Proposal to Tender No. (19W2020)

General Response for All Raised Questions

Taking into consideration the requirements outlined in the TOR and ROEI and this Q&A document, bidders need to respond based on their experience in projects of similar size and scope

Q1	Will MoDEE consider references related to Business Process Re-engineering (BPR) and Enterprise Resource Planning (ERP) consultations as relevant digital transformation references for this project? In other words, will BPR and ERP consultation projects be considered as “similar assignments” ?
A1	No
Q2	Can you please confirm that our company is classed as an "eligible consultant"?
A2	Please note that eligible companies are companies that meet and demonstrate all the company criteria in the TOR
Q3	Given the COVID-19 environment are there any requirements as to on the ground / in-office versus remote working sessions?
A3	The bidders must demonstrate an efficient approach to ensure the achievement of the project objectives
Q4	We are currently running similar assignments in multiple MENA countries, would a description of these projects considered or only completed projects with letters of completion from the clients?
A4	Completed projects only, unless the client can provide the bidder with satisfaction letter highlighting substantial achievements.
Q5	<p>“Undisclosed Company Name” is a technology consulting company specialized in the field of Big Data, data science, machine learning and digital transformation. Although we have not directly done any work with governmental entities, we have extensive experience in digital transformation strategy development and implementation with large enterprises, such as the largest telcos and banks in Europe, North America and South-East Asia, serving 60 million consumers nationally. Similarly, we have experience working with private equities, retail and digital marketing entities on digital transformation strategy development and implementation.</p> <p>“Undisclosed Company Name” has a proven track record of successfully developing and executing digital transformation strategies across various entities. We are very confident of our ability to execute the deliverables in the advertised ToR and would like to demonstrate our experience with governmental bodies to help the GoJ achieve it’s mission of a digitally driven government.</p> <p>With that in mind, would we still be eligible to apply for the advertised opportunity?</p>
A5	Please note that eligible companies are companies that meet and demonstrate all the company criteria in the TOR
Q6	Is the scope of this initiative limited to building a roadmap for the existing Jordan Digital Transformation Strategy 2020 Strategy Enablers? Or are you looking to identify additional enablers and/or modify the existing ones?
A6	Upon the revision of the existing strategy, new enablers can be identified or modified
Q7	How many 'concerned entities' will the consultant need to facilitate stakeholder sessions for? Can we get the names of the entities?
A7	This should be proposed by the bidder
Q8	Is there an existing roadmap for the Jordan Digital Transformation Strategy 2020 that you can share?

A8	No
Q9	Are there any inflight or completed initiative in the Jordan Digital Transformation Strategy 2020?
A9	There are initiatives under implementation
Q10	When do you expect the consultant to produce the preliminary finding report?
A10	Within the first 3 weeks, as the by the 4 th week a revised Jordan Digital Transformation Strategy with key performance indicators (KPIs) must be delivered.
Q11	On the REOI page No. 2 Point number 7 “List of relevant stakeholders consultations and engagements activities in the last 5 years”, could you please clarify more about the expectation from this point ? is this related to the credentials mentioned in point 3 from the same page?
A11	This should reflect the bidders specific experience in handling such activities as it is considered crucial for the success of this project
Q12	Is there any specific templates shall be utilized to develop the EOI?
A12	The company should provide documentation that meets the EOI package requirements, using their own templates.
Q13	Is it possible to extend the EOI submission deadline for one week?
A13	It is not possible
Q14	In the Request for Expressions of Interest, there are a number of qualifications and items to include in the EOI, including number of years of experience and Letter of Completion, while the ToRs identifies team member experience—do these apply to the firm or team member? Will an individual team member’s experience and a letter of completion to a team member suffice in lieu of applicant firm experience and a letter of completion from the applicant firm? Does this also apply to the ‘list of relevant stakeholders consultations and engagement’ and ‘government public sector modernization’ requirements?
A14	There should be a differentiation between the required experiences of the proposed team members and the required experiences of the company.
Q15	The EOI states that consultants should demonstrate 10 years of experience in digital transformation strategy development and implementation, while the ToRs note only 7 years—which applies?
A15	What is in the EOI refers to the company’s experience, while what is mentioned in the TOR refers to the proposed team members to implement the project
Q16	When referring to the ‘measures’ in the ToRs, it is mentioned that each measure should have (a) “who is in charge of this measure” and (b) “references”—can you kindly clarify what these requirements encompass?
A16	The types of measures are described in the TOR. “who is in charge of this measure” refers to the actual implementation of the measure. “references ” highlights any national, international, or MoDEE documentation that refers to the measure
Q17	To what extent will MoDEE support in facilitating the engagement sessions?
A17	This will depend on the bidder proposed methodology for stakeholders engagement
Q18	What taxes are applicable on the consultant?
A18	For Jordanian companies, any taxes applicable as per the Jordanian laws apply
Q19	The ToRs state that “The consultant will provide biweekly updates of implementation progress by email to the PMU”—does ‘biweekly’ mean twice a week or once every two weeks?
A19	Once every two weeks
Q20	Will MoDEE consider additional staff on the project aside from the Team Leader and Key Expert? Is it possible to submit additional biographies of consultants, and will they be taken into consideration in the evaluation of EOIs?

A20	Yes
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