

QUESTIONS AND ANSWERS RELATED TO “Licitación para la prestación de servicios de gestión del Programa Desafía Nórdicos”

1. What are the specific requirements for the format of the submitted material (Word/PowerPoint/PDF)? Are there length requirements (number of characters or words)? Can images and/or models be included?

There is no specific format for the submitted material or requirements about the length. Images, models, etc... can be included.

2. Is there a template for reporting the CV of the Project Manager and additional team members?

No, there is no template for the CVs.

3. Do the requirements for additional team members also apply to experts such as PR advisors etc.? And in that case, which is more important: The expertise or the requirements concerning incubation programs, start-ups, etc.?

Talking about the requirements among the additional members of the team, there must be member/s with at least two years of experience in PR, accelerator and incubation programmes and fundraising networks. One additional member of the team can prove at least 2 years of experience in all the different areas, or different members would be needed if the proved experience on the different areas comes from different professionals. Leaving aside the requirements and moving to the assessed criteria (scoring), there are no points to be assessed on the PR experience of the additional members of the team, but details about coordination of innovation and incubation programmes and involvement in investment fund operations for startups, according to what is said in page 5 of the RFP, are important and needed (for the scoring)

4. At what level of detail should we include a proposed immersion program? If specific dates and/or timelines are preferred, when should the process then start?

The timing could be relevant to external occasions, such as political meetings or media events. The details of the proposed immersion program are very important, but the specific dates for the immersion is something that can't be fixed in the proposals. We will decide with the final awardee about the final dates for the immersions taking into account all the information for having the best dates for the immersion. What is really important are the details of the immersion programs: what kind of working visits, to which counterparts, any kind of workshop?, would the Spanish startups have a DEMO day with local funds?, etc.. a potential schedule of the activities for the immersion program is also relevant. Details about the communication and marketing plan and the strategic partnerships that could engage with Spanish startups, are also

very important. It is also important the details about what the potential providers consider as unique and innovative for an immersion program of Spanish startups on digital health into the Nordics, included in the provider's proposals.

5. On page 10 of the tender documents, reference is made to "*Annex 5-Minerva*" regarding *Legal Entity and Real Ownership.xlsx*". However, there are only 4 annexes. Is it missing or does it refer to Annex 2 regarding the Request for Information on beneficial ownership (page 16)?

The annex 5- Minerva "*regarding Legal Entity and Real Ownership.xlsx*" is not finally included in this stage of the tender. It will be filled in by the providers sending proposals before the deadline, and the annex will be shared after the deadline.

6. Is an oral presentation of the submitted pitch material expected?
No, there is no oral presentation of the submitted pitch material, we will just work on the valuation of the written documents submitted before the deadline.

7. What comes to the kick-off meetings prior the programs, is the awardee allowed to use ICEX venues, or should the awardee rent their own?

For the kick-off meetings in Madrid, the awardee is allowed to use ICEX venues, in fact, all the kick-offs of DESAFIA programs in Madrid are at ICEX or Red.es. So, there is no cost for that.

8. When is the awardee expected to organize the first immersion program – before or after the summer holidays? Schedule wise, e.g. the Desafia London call for Cohort 3 deadline for applications is 15th of March, and the program commences 13th of May. (In the Nordic countries, summer holidays start usually from the 3rd week of June and last until the end of July.)

The specific dates for the first immersion program is something that can't be fixed in the proposals because it depends on the timing of our process to award the project. We will decide with the final awardee about the final dates for the immersions taking into account all the information for having the best dates for the immersion. We will try to have this first immersion program before June 20th but if it is not possible we will move it after the summer. ICEX, the Economic and Commercial Office the final awardee will decide together about the best dates for developing the first immersion of the program.

9. Which format do you prefer the offer documents to be in, Microsoft Word or PowerPoint?

There is no specific format for the submitted material.

10. The tender document states that “all bidders must complete all requested data in ANNEX 5- Minerva. “Legal Entity and Real Ownership. xlsx”.” Where can this document be found?

The annex 5- Minerva “*regarding Legal Entity and Real Ownership.xlsx*” is not finally included in this stage of the tender. It will be filled in by the providers sending proposals before the deadline, and the annex will be shared after the deadline.

11. On page 8 of the tender document, it states that “Financial solvency: All competing bidders will be required to provide a solvency report, including their financial accounts for the best of the last three accounting (3) years. The minimum annual total income requirement is an amount equivalent to 1.193.163 DKK, **in the best of the past three (3) accounting years (2022, 2021 and 2020).** ” However, on the page 9 in the same document it is stated that the bidders should provide “Financial accounts **for the last three tax years (2020, 2021, 2022).**”

1. Just to clarify, would you like us to provide the financial account(s) best of the last three accounting years, or for all the three accounting years?

Just the financial account(s) best (in terms of incomes) of the last three years (2020, 2021 and/or 2022). At least one of these financial accounts must show an annual total income equivalent to 1.193.163 DKK.

2. What do you exactly refer to with the financial solvency report? The solvency report is just the pages in which the potential providers include the best of the last 3 accounting years. There is no need for extra info in this point