

DESAFIA SCIENCE 2026

EXPLANATORY NOTE

Questions & Answers - Request for Proposals

This Annex compiles the questions and queries submitted by potential bidders in relation to the Request for Proposals (RFP) for the management of the DESAFÍA SCIENCE 2026 programme, together with the official responses provided by ICEX.

The purpose of this document is to ensure equal access to information and transparency for all interested bidders.

How many people will represent each Spanish startup?

As a general recommendation, we suggest that no more than two (2) people represent each Spanish spin-out during the programme.

For the two-week immersion phase in particular, it is advisable that the same representative(s) remain throughout the full period, in order to ensure continuity, maximise engagement, and derive full value from the personalised agenda and meetings arranged.

That said, rotating representatives is permitted, should a company consider it necessary for internal operational reasons.

Document 1 is requested to include copies of accounts – can these be provided as appendices rather than included in the main body of this response section?

Yes, copies of the financial accounts may be provided as appendices within Document 1, rather than included in the main body of the response.

Please can you advise if there are any word or page limits for the Technical Response?

There are no prescribed word or page limits for the Technical Proposal. Bidders are encouraged to ensure that their submission is clear, structured and proportionate to the scope of the contract.

Team information – the proposal requests that anonymous CVs are provided – are we correct to assume that within Document 2 Technical Response, if the team are referenced beyond the CVs that any mention should also be made anonymously?

Yes, you are correct. Any references to team members within Document 2 (Technical Proposal), beyond the anonymised CVs, must also be made anonymously.

Is it acceptable to include an Executive Summary in Document 1?

Yes, it is acceptable to include an Executive Summary in Document 1, provided that all required administrative documentation and evidence of compliance are clearly presented and easy to identify.

Is Annex A (evaluation template) for internal guidance purposes?

Yes. Annex A (the evaluation template) is provided for informative and guidance purposes only, to help bidders understand the evaluation approach of Spanish participants. It is not a document to be completed or submitted as part of the proposal.

The RFP states that bids must be submitted exclusive of taxes and that financial proposals will be evaluated on that basis. However, the template includes a column titled “GBP (with Taxes included).” As a UK-based supplier providing services under the B2B reverse charge mechanism (with ICEX’s VAT number quoted), we are under the assumption no UK VAT would be charged. Could you please confirm whether, in this case, we should: Enter the same amount in both the “excluding taxes” and “with Taxes included” columns (with VAT shown as £0.00), or leave the “with Taxes included” column unchanged?

As a UK-based supplier you should enter the same amount in both columns.