

Questions and answers II

Question 1:

The table p. 6 of the tender document presents a list of the industries that can be selected for the "dummy proposals" to be developed for scenario 1 and scenario 2. Do you have a preference on which industries will require:

- a) An analysis of type 1, i.e. study on the basis of desk research (no substantial field research needed)
- b) An analysis of type 2, i.e. study with substantial field research through interviews or surveys

Answer:

The call for tender indicates on p. 5 that the analytical approach for the studies should be based on the bidder's experience with specific industrial sectors. The studies under the framework contract could involve any industrial sector, so it may be relevant for the bidder to demonstrate a broad capacity. Beyond this, we do not have specific preferences as to which industries should be subject to analysis of either type 1 or type 2.

Question 2:

In the Technical proposal (Section Four), bidders are asked how they intend to build on and link with previous activities (p. 20 of the tender document). By "link with previous activities", do you refer to:

- a) Tools/Methodologies and best practices developed by the bidder based on past experiences
- b) Previous activities conducted by the unit *Industrial Competitiveness Policy*
- c) Past reports developed by the consortium Ecorys for the DG Enterprise & Industry

Answer:

The "link with previous activities" refers to the capacity of the bidder to perform the tasks requested. The bidders should therefore mainly demonstrate how their own past activities and experience would be relevant and applicable for the tasks, as suggested under point a) in the question. It should be noted that this may also include demonstrated familiarity with the activities under the previous framework contract, and the activities of the Directorate-General for Enterprise and Industry.