



Version of 6 August 2012

Open Call for tender EAC/10/2012
Pilot Project "Economy of Cultural Diversity"

REPLIES TO QUESTIONS RECEIVED FROM POTENTIAL TENDERERS

The following replies to questions received by the Commission from organisations potentially interested in submitting bids pursuant to the above mentioned Call for Tender are hereby drawn to the attention of all potential Tenderers.

The document will not be updated further.

QUESTION 1

Are you only planning to commission one project or will you choose a bunch of projects?

ANSWER

As indicated under 3.1.1 of the Terms of reference, "the European Commission will select one contractor in charge of the specific tasks described under 3.2". There will therefore be only one contract.

QUESTION 2

Some queries relating to the Public Open Call for tenders: EAC/10/2012 - Pilot project "Economy of cultural diversity":

- Could you please confirm that the funding to deliver the selected 10-15 ideas does not come from the contractors budget?

- Could you also please confirm what the anticipated level of funding is likely to be for these 10-15 selected ideas, if they are later implemented as projects? The size and scope of the ideas and how they might later be taken forward will affect how we structure our consortium and tender.

ANSWER

Regarding your first query, as indicated in the Terms of reference under "2.3. Deliverables", the Contractor will have to ensure the definition and the implementation of promotion plans for each of the 10 to 15 selected ideas.

As further specified under "3.2 Specific tasks", *"the promotion plans will contribute to help ideas promoters to refine and develop their ideas into solid technical and conceptual frameworks as well as pitch them among various stakeholders (cultural institutions, SMEs specialised in virtual reality, IT providers and potential investors) in various Member States"*. They will consist *"in the Contractor lending assistance to all ideas promoters selected from a conceptual, technical, financial and legal point of view"*.

All activities and associated costs corresponding to the concrete implementation of the promotion plans of all selected ideas will therefore have to be budgeted by the tenderer. The implementation of the promotion plans are indeed an essential element of the overall project.

Regarding your second query:

- It is up to each tenderer to suggest the most appropriate allocation of resources between the various tasks to be performed, and to explain the choice in its application. The Commission can't give any piece of advice in this regard;

- The aim of the project is to help ideas develop into "solid technical and conceptual frameworks". As explained under 3.2 of the Terms of reference, this may *"imply experts being invited to meet ideas promoters or idea promoters moving to see potentially interested stakeholders and/or attend relevant professional events in Europe (such as conferences, important professional gatherings or fairs) etc. [...]. The costs incurred by this mobility will be covered by the contract"*. It stops there. The proper implementation of these "frameworks" as viable projects does not fall within the scope of the pilot project.

QUESTION 3

Does the budget need to include funding for the 10 or 5 "ideas" selected or are these ideas separately funded?

ANSWER

Please see question to question 2.

QUESTION 4

A question about Annex 6 - Analysis of the Economic and Financial Capacity. Can you clarify whether the table on page 3 of the Annex 6, has to be filled in and signed separately by each of the partners in the Consortium or it should be filled in as a calculation of all the 3 partners' data by the group leader?

ANSWER

The table on page 3 of this annex has to be filled in separately by each of the partners in the Consortium.

Such annex has to be signed by the leader of the group.

However, if the leader of the group prefers each annex be signed by the legal representative of each partner of the consortium, the Commission has no objection.

QUESTION 5

We are interested to know whether an organization from Macedonia can participate in the program as applicant organization or we can be just partners.

ANSWER

In accordance with the Stabilisation and Association Agreement between the European Communities and their Member States, of the one part, and the former Yugoslav Republic of Macedonia, of the other part concluded on 23 February 2004, the former Yugoslav Republic of Macedonia is fully eligible for funding from the EU programmes.

QUESTION 6

Is the contractor expected to provide (presumably rent) the conference rooms for the panel sessions, awards ceremony and final seminar or will these take place in installations provided by the EU?

ANSWER

The organisation of events within this project is in principle managed and taken in charge by the contractor including provision/renting the conference/meeting rooms.

QUESTION 7

Call for ideas: the Terms of Reference seem to foresee a one-step selection of ideas by the panels provided the ideas meet the eligibility criteria's set forward in the call itself. We are considering a two steps selection which would prequalify the ideas submitted through the call in order to limit the number of applications to be reviewed by the panels, filter multiple submissions of the same idea and overall ensure the quality and potential of the applications to be reviewed. Is this evolution of the ideation process a possibility that can be introduced ?

ANSWER

The Commission cannot take a position regarding your offer. The bidder should propose an approach which allows to fulfil the contract objectives and expected results as specified in the Terms of Reference. Please note, however, that in accordance with article II.1.9) of the Contract notice, variants are not allowed.

QUESTION 8

Ideas selection: a range of '10-15' is used consistently across the Terms of Reference as for the number of ideas to be selected and promoted. We believe the promotion, assistance and mobility costs vary as a function of the number of promoters/ideas selected and therefore would like to see the range converted into an actual figure. We recommend to limit the number of ideas to 10 but would need the Commission's opinion on such restriction.

ANSWER

As it is difficult to have a precise idea at this point in time of the quantity and quality of ideas which will be received for selection and promotion, the Commission does not wish to commit itself at this stage of the process to a specific number.

QUESTION 9

Idea promotion: can we read from the Terms of Reference that the contractor will have an obligation of means only with respect to the promotion and assistance to the idea promoters. It is unclear whether the Commission has set objectives with respect to the actual conversion of idea into an actual project or enterprise within the scope of the Contract. Further clarification of the objectives would help sizing the effort and ambition of this important phase.

ANSWER

We confirm that there are no set objectives with respect to the actual conversion of ideas into an actual project or enterprise within the scope of the contract.