

FAQ		
Skills Initiative for Africa (www.skillsinitiative-for-africa.com)		
New Deadline: July 31st 2017		
No.	Question	Answer
1	<p>In part D of the application template it says: <i>'Please provide project concepts notes, conceptual design, cost estimates, technical planning, operation and maintenance concept etc. as annexes'</i></p> <p>Do you have certain expectations on how the "cost estimates" are presented? Is it expected to develop a detailed budget by year and line item in a specified format? What further guidance can you provide?</p>	<p>It is expected that the submitted proposals include a detailed cost breakdown for the individual measures/items which allows an appropriate analysis of the financial and economic feasibility and the sustainability of the project. A specific format for the cost estimate will not be provided. Interested parties are to submit a format which is deemed suitable for their purpose.</p>
2	<p>In part D of the application template it says: <i>' Please provide a signed letter indicating your commitment to provide counterparty funding to the amount of at least 30% of the overall investment costs (including costs for technical planning and supervision)'</i></p> <p>Are there criteria for what constitutes counterpart funding? Is it possible to provide "in-kind" funding plus a per-person training stipend of a local governmental authority promising to provide it. Are these acceptable types of counterpart funding?</p>	<p>Kindly provide a detailed breakdown of the counterparty funding with your proposal which shows a total of minimum 30% of the overall investment costs. We will carefully evaluate all options of counterparty funding (including in-kind funding but no general overhead costs). Kindly provide the underlying pricing estimates which you use to calculate the in-kind portion to make it transparent.</p> <p>For applicants that are NGOs, a counterpart contribution through additional funds from a local government would be possible but we would require a firm commitment letter stating the exact amount which will be made available by the authority. If the submitting party manages to secure additional funds from local authorities, we have no objection, but it must be sure that these funds are available for drawdown and are not subject to lengthy approval which may lead to a potential financial shortfall later on.</p>
3	<p>Who can be considered as national and national skills development partner; can a governmental agency or the government itself be considered?</p>	<p>Yes. Governmental agencies as well as the government itself can be considered.</p>
4	<p>In part D of the application template it says: <i>'Please provide financial records or audited reports for both the International Applicant and its National Partner (2014, 2015 and 2016 (if audit should be in process, management accounts signed by the management will be accepted))'</i></p> <p><i>The National Partner we would be proposing would be the Ministry of Employment. Is there a need to provide any such financial records for governmental authorities?</i></p>	<p>No. The necessity of providing financial records or audited reports is not applicable to governmental authorities.</p>
5	<p>Is it possible to have more than one national partner?</p>	<p>Yes. Kindly provide respective documentation for each of them or nominate a lead partner.</p>

6	What happens after the timeline after July 30 submission date?	<p>For the selection process, kindly refer to the Call for Proposals (downloadable from the website: www.skillsinitiative-for-africa.com).</p> <p>'The Financing Facility will review the application material and undertake a preselection of promising projects. These projects may be contacted to provide more comprehensive information or may be invited for a (video) interview. Site visits may also take place. Based on the available information, the team of the Financing Facility will evaluate applications and will send a report to the Investment Committee, which is headed by the NEPAD Agency.</p> <p>Winning projects will be made an offer with attached conditions for funding. If accepted, an implementation agreement, which will formalize roles and responsibilities for the planning and implementation of the selected projects and the rights and obligations of the contracting partners will be concluded between the applicant and the NEPAD Agency.'</p>
7	When will implementers be notified whether their project was a success?	Implementers will be notified in writing, once a decision has been made (see: answer No. 5). We estimate an evaluation period of 8-12 weeks after the submission date.
8	If successful, at what point would you expect the project team to start work?	After evaluation a formal implementation schedule will be decided between NEPAD as Project Executing Agency and the successful applicant.
9	If the project is selected for funding, how would the company ultimately get paid? In short, who would the company sign a contract with?	NEPAD as Project Executing Agency is the responsible party for the implementation of the Skills Initiative for Africa and will sign implementation agreements with successful applicants. Procurement contracts within the project will be concluded by the applicant. Payments for these contracts will be directly forwarded to the suppliers by KfW or channeled via the NEPAD project account upon presentation of invoice.
10	Has a program of this kind been run before in any other country?	Similar, but not exactly the same as far as we know
11	For the 30% counterpart funding, is it acceptable if funding is provided by the national partner/ skills development partner?	Please see answer No. 2.
12	Can the national partner be considered for two roles for national partner and national skills partner and vice versa?	The two terms are understood synonymously.
13	Can the counterpart funding be offset by equipment, labor and services costs?	Please see answer No. 2.
14	Who is the interface for your organization in South Africa, Johannesburg?	The New Partnership for African Development (NEPAD) acts as the Project Executing Agency for the Financing Facility.
15	Can a national partner join Window 1, Window 2 and Window 3?	Subject to the fulfilment of the conditions, there is no restriction in joining several funding windows. It has to be ensured, however, that sufficient capacities are available in order to successfully manage several projects at a time.
16	The target group is specified to be young Africans from disadvantaged background in general and women in particular. What are the guidelines for selection and recruitment?	The precise definition of the target group is to be provided by the applicant. The focus on young women and on young Africans with disadvantaged background is understood as a general guideline.
17	Once application is submitted when will the outcome be published? Is it allowed to amend application and resubmit?	It is allowed to amend and resubmit the application until the deadline in case you would like to update the original submission. Please note that the submissions will only be evaluated after expiry of the deadline. For further information kindly refer to answer No. 6 above.

18	Is this a one-off project or will it be continuous?	For now, one call for proposal will be launched for each of the three funding windows. Whether further calls for proposals shall be initiated at a later time will depend on available funding.
19	What are the training objectives and how many participants should be catered for?	Please refer to the information provided in the Call for Proposals on the website: www.skillsinitiative-for-africa.com .
20	How is the funding management done? If service providers (not partners) are engaged in the process: Who will be responsible for paying them?	Funds will be channelled directly from the Financing Facility to the service providers based on the invoices certified by the applicants and the Financing Facility and according to the progress of the project.
21	In our project, there is a need for a project manager on site to coordinate all the trainings and liaise with the ministry during project implementation. Can the salary and standard employee benefits (required by national labor law) be covered by the grant?	Please refer to the information provided in the Call for Proposals: Operating and maintenance costs cannot be financed through the financing facility. Thus, the project manager's salary could not be covered by the grant.
22	Can the rent of a project office which hosts trainers, training and staff be covered by the grant?	Please refer to the information provided in the Call for Proposals: Operating and maintenance costs cannot be financed through the financing facility. Thus, the office rent could not be covered by the grant.
23	Can the cost of equipment used by trainers to conduct the training be covered by the grant?	Please refer to the information provided in the Call for Proposals: Operating and maintenance costs cannot be financed through the financing facility. Thus, the equipment can only be covered by the grant if it remains for the long term at the disposal of the training institution as an investment into the training facility.
24	Is it possible to co-finance the project through other financial programmes financed by German Federal Ministry of Economic Cooperation and Development (BMZ)?	No, the cofinancing shall be provided by the applicants to demonstrate their commitment to and ownership of the project.
25	What is the exact project amount for this first phase ?	Please refer to the information provided in the Call for Proposals: Funding requests of 1.0 to 1.5 million Euro will be considered. In addition to this amount, at least 30% counterpart funding will be required by the international partner applying for funding.
26	What is the exact necessary structure? One document speaks about an international company outside of Africa and a local partner, in one other document they speak also about a local office in the African country. Do we as Germany company need to have our own office in [country] or is a local partner enough?	Please refer to the information provided in the Call for Proposals: Funding for large investment projects for skills development will be provided to international partners in cooperation with national partners. A German firm does not have to maintain an office in [country].
27	Can we as manufacturer of [training materials] participate in the project and bring in our products as participation / count it as counterpart funding?	Please see answer No. 2. In-kind contribution is generally acceptable as counterpart funding.
28	There is no period of duration stated in the provided information. Is there any time limit given to implement the project?	We are seeking to award projects which are in a ready-to-be-implemented stage and can be realized quickly in order to see an impact of the Skills Initiative soon. Those projects will be given a higher priority than projects which are in early planning stage. Generally, the overall implementation time should not exceed 2-3 years, shorter implementation times are preferable.

29	Can a national partner be a local sub-organisation or subsidiary of an international partner?	Please refer to the information provided in the Call for Proposals: Eligible international entities are understood as those, who a) do not have their headquarters in the project country or b) are local sub-organisations or subsidiaries of a large international company having their headquarters located outside of Africa. These eligible international entities will have to enter into a partnership with a local partner. This local partner cannot be a local suborganisation or subsidiary of an international partner.
30	Question No. 4 above mentions the Ministry of Employment as national partner. Is there no conflict of interest? Are governmental authorities eligible entities for this kind of funding?	The local partner can be any public or private entity engaged in skills development domiciliated in the respective country, including government and government agencies (see question 3), with the exception of a subsidiary or sub-organisation of an international entity (see question 29).
31	What exactly is meant by "ready-to-be-implemented" projects? Does the timely implementation with quick and visible results refer to infrastructure measures only?	As mentioned in answer No. 28 we are seeking projects which will lead to an impact soon. This certainly implies that infrastructure (as a visible result) needs to be constructed quickly and trainings shall commence as early as possible. Projects which will show an impact quickly will be given preference.
32	Could you please explain further what costs are included in operating and maintenance costs? Would the daily salary plus benefits for international partners involved in providing skills training and an international project coordinator's daily salary plus benefits during work on the project both be considered operating costs?	Please refer to the information provided in the Call for Proposals and Question No. 21: Operating and maintenance costs include salaries and benefits of and can therefore not be financed through the financing facility.
33	What if the items are not lab equipment / instruments but general centre refurbishment and set-up so that a classroom is in fully functional order? Would these be eligible, taking into account that all assets would then be expected to be used in perpetuity by the TVETs for the purpose of training	Please refer to the information provided in the Call for Proposals: the proposal would be eligible, if the proposed investment was required in order to create functionality.
34	Can I charge internal staff costs to the project, at least for co-funding as employees of the company	Please refer to the information provided in the Call for Proposals: Operating and maintenance costs include salaries and benefits of and can therefore not be financed through the financing facility.
35	What do you expect from our local partner with regards to their participation? Do they also have to contribute financially or is the relationship we currently have sufficient for the application?	The local partner is not required to contribute financially. The share of the local partner's contribution will be determined by the applicant.
36	Does our 30% contribution have to be part of the 1.5 million Euro investment or can it be additional to the 15 million investment?	The 30% contribution is to be added to the 1.5 million investment. The project size, being named at 1.3-2 million EUR will be deducted by 30%, hence arriving at the 1-1.5 million which is the maximum grant contribution.