

OPEN CALL FOR BIDS

GLOBAL STARTUP PROGRAM - 3rd EDITION COOPERATION WITH U.S. BASED INCUBATORS/ACCELERATORS, SAN FRANCISCO / SILICON VALLEY

CIG: 9177544CE2

FREQUENTLY ASKED QUESTIONS

Question n. 1: Section 3.d - what does it mean?

“Provide ITA a non-binding assessment of the compatibility of the Startups selected within your company’s mission”

Answer: The partner is requested to provide an assessment for every startup assigned to the program.

Assessment must evaluate the compatibility between:

- the single startup, according to parameters that can include and are not limited to the target industry, the technological innovation, the value proposition for the US market, the stage and more;
- the incubator/accelerator, according to parameters that can include and are not limited to the track record, the network of mentors involved in the program, the expertise available for that specific project, the program designed for the 8 weeks, and more.

Question n.2: Section 7. Eval process, what does this mean?

“Please note that: The amount of US\$ 20,000.00 per single Startup constitutes the basis of the auction with an obligation to offer a discount. Therefore, only offers at a discount compared to the auction base will be accepted.”

Answer: The amount of US\$ 20.000 per single startup is the starting value for the economic offer. Any offer must offer a discount of any % on this starting price, in order to be considered eligible.

Question n. 3: Bidding submission - must be physical, not electronic, correct?

Answer: As stated on the bidding instructions (chapter 8 - page 7) the offer must be submitted in one single closed and sealed envelope. There is no electronic option for the offer to be submitted. The deadline, as stated on the submission deadline (chapter 6- page 5) is Friday April 29th, 2022, no later than 12pm PST.

FAQ April 26, 2022
P. 0051173/22 /22

Question n. 4: We noticed this section of the RFP (below) and wanted to get more clarity around needing to have specific space available in SF or would we be able to leverage ITA SF's space or a partner space?

Answer: The partner is requested to provide a dedicated space in San Francisco / Silicon Valley to host the startups during the 8 weeks program. Detailed information about the space must be included in the offer, as requested in the RFP.
The Italian Trade Agency cannot be considered among the partners who can provide the space.

Question n. 5: For the submittal of the proposal before April 29th, can we send via Fedex or submit the proposal online, or does it have to be sent via USPS?

Answer: As stated on the bidding instructions (chapter 8 - page 7) the offer must be submitted in one single closed and sealed envelope. There is no electronic option for the offer to be submitted. Any carrier can be used to submit the proposal.
The deadline, as stated on the submission deadline (chapter 6- page 5) is Friday April 29th, 2022, no later than 12pm PST.

FAQ April 27, 2022
P. 0051748/22

Question n. 6: Re: Insurance + G&L” Provide proof of Insurance policy covering property and general liability coverage within accelerator’s premises at contract signing;” Would our team need to provide this upon submission or would we be able to provide this when we sign the actual contract with ITA? Does this need to be included in our proposal?

Answer: As indicated at chapter 3 “Program Requirement – Technical Offer” (lett. “o”, pag. 4) The proof of Insurance policy covering property and general liability coverage within accelerator’s premises must be provided at the contract signing.

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