

## OPEN CALL FOR BIDS

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

CIG: 9177544CE2

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## 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.