

Los Angeles Office

**OPEN CALL FOR BIDS
GLOBAL STARTUP PROGRAM – 4th EDITION
COOPERATION WITH U.S. BASED INCUBATORS/ACCELERATORS
LOS ANGELES
CIG: 9915752169**

FREQUENTLY ASKED QUESTIONS

Question n. 3: We have an inquiry regarding Section (c) of the Open Call for Bids: A written statement with a firm commitment to organize, plan, supervise, and implement of an 8-week long training program in person to startup companies of at least 30 hours per week that must include at minimum the following services, (this list is not exhaustive):

- Provide mentoring and coaching on pitching;
 - How to protect intellectual property rights;
 - How to set up and run a business in the US;
 - How to market innovative products and other topics relevant for the Startup in the US.
- Can you please elaborate on this requirement?**

Answer: The program presented by the bidder must cover at least 30 hours per week for the 8 weeks of the program, as requested in the Open Call for Bids.

During each 30 hours week, the program is expected to include at minimum the service listed in the bid:

- Provide mentoring and coaching on pitching;
- How to protect intellectual property rights;
- How to set up and run a business in the US;
- How to market innovative products and other topics relevant for the Startup in the US.

We confirm that this list is not exhaustive, meaning that other activities can be included in the program of 30 hours per week:

- mentoring and coaching on specific topics (as per section 2 letter c);
- networking event/events (as per section 2 letter e)

Questions 4: Is the winning bidder to deliver at least 240 hours (8 weeks x 30 hours/wk) of scheduled programmatic activities?

We do interpret there are a variety of activities, such as workshops, mentoring, networking/pitching events, etc. that will be evenly distributing throughout the 8-week period. However, we wanted to hear further detail on the exact number of hours that the winning bidder is responsible for.

The winning bidder has to deliver at least 240 hours (8 weeks x 30 hours/wk) of programmatic activities that can include the whole variety of activities mentioned in the Open Call for Bid.

Question n. 5: With regards to the LA ITA proposal we had a quick question. [...] Would it be possible to hand the envelopes in person at your LA office before the deadline on July 24th 12pm? We saw the 1900 Avenue of the starts address listed.

Answer: Hand delivery is allowed within the deadline.

Question n. 6: Can you please clarify where this information should be submitted? and the format for the following? We are under the assumption that all of these would go under the technical envelope?

Should this be under the 25 pages? Given the sensitivity of the financial information, our CEO is interested in sending the financials in another sealed envelope directly? What do you advise? Should all documents be printed out or would a link, DocSend Link or QR code suffice for financial track record purposes?

- a) Provide company certificate of incorporation/formation in the jurisdiction of formation and operations; company bylaws; shareholders table; complete board of directors/officers list.
- b) Provide updated financials for the last three (3) years.
- c) Provide a detailed description of relevant, qualified, and documented experience in holding acceleration programs in the high-tech sectors, hosting domestic and foreign based startup companies for the last four (4) years. Previous significant experience in holding similar programs in partnership with foreign entities and governments is a plus. Please provide supporting material, if available, and program description;
- d) Provide a detailed description of your network of mentors and investors that will be involved in the Program. Please provide relevant insights and data on this matter, including but not limited to the number of investors in your network, the range of their skills and backgrounds, and the overall amount of capital deployed by investors in the last four (4) years for the benefit of startup within your incubator (please report only capital effectively deployed and not simply committed by each investor);

e) Provide a detailed description of your track record of funds raised, JV, exit opportunities or other similar business benefits. Please provide the number of startup companies financed by your accelerator, average funding raised, and number of exits and/or scaleups in the last four (4) years;

Answer: All the documentation required must be printed out and inserted in the envelopes as described in the Open Call for Bids. No link, QR code or any other format will be accepted. We confirm that the documents listed in Section 3 letter a) to e) must be included in the Envelope B – Technical Offer. Regarding the documents listed in Section 3 letter a)

“Provide company certificate of incorporation/formation in the jurisdiction of formation and operations; company bylaws; shareholders table; complete board of directors/officers list.

The number of documents pages will not contribute to reaching the limit of 25 pages requested for the technical offer.