

Georgia Student Loan Pilot Call for Ideas FAQs* (as of October 5, 2018)

Frequently Asked Questions

1. Is there a local or nationality criteria or can organizations from different countries respond to this Call for Ideas?

Answer: *MCA-G does not maintain any nationality requirement. However, all firms must be from countries eligible to receive US funding and/or not prohibited for any other reason from the Government of Georgia or the Government of the United States to do business and/or work in Georgia.*

2. Will there be any additional outreach events?

Answer: *No, at this time no additional outreach events during the open window for idea submissions are planned. Though MCA-G may decide to do conduct a second session outreach session after it has reviewed the call for ideas and has a chance to review and assess.*

3. Would it be possible to meet with MCA-Georgia representatives to obtain further information?

Answer: *MCA-G will publish future information on this initiative through the MCA-G website so as to be fair and transparent to all parties.*

4. We are willing to share ideas, concepts, and strategies as long as we can be afforded the opportunity to participate in the eventual funding or procurement opportunities. What guarantees exist of our continued participation if we share our ideas or our ideas are eventually selected?

Answer: *MCA-G envisions an eventual procurement after this call for ideas. The procurement(s) will be funded through an open, competitive process which will be open to all eligible parties. Even if your idea is selected verbatim for funding, firms will still need to compete in this process and there are no guarantees that you will win the procurement or contract.*

5. How will MCA-G protect an organization's intellectual property or proprietary knowledge as part of the Ideas or Concepts that we have been submitted?

Answer: *MCA-G is not responsible for your proprietary knowledge. However, MCA-G is respectful of respondents and takes great care to ensure that concepts submitted are treated with the utmost discretion and confidence.*

6. Will MCA-G countersign mutually agreeable Non-Disclosure Agreements (NDAs) with parties who submit Ideas or Project Concepts?

Answer: *The parties, who submit Ideas and Project Concept have to sign the NDAs.*

7. Are we required to send a feasibility report? Are there additional requirements?

Answer: *No. We do not envision the need for any feasibility or third party assessments. Though should supporting documentation be available, those may be submitted as supporting documentation. At this time we are asking for participation by submitting documentation outlined in the Call for Ideas language.*

8. Can you explain how the Ideas will be evaluated?

Answer: *MCA-G has published a set of criteria in the Call for Ideas. This was designed to express our priorities and interests. The intent is not to evaluate submissions against one another but to review so as to better understand the role MCA-G can play in catalyzing a student loan pilot. Our intent is to garner market feedback, validate internal assumptions, and help MCA-G refine a planned procurement.*

9. Could MCA-G share additional information on how the next stage will work?

Answer: *MCA-G will use the information received under this Call for Ideas to inform final internal decisions on whether there is adequate interest in participating in a student loan pilot, the market resources required, and the potential catalytic role for MCA-G to play. As stated above, the call for ideas will help inform MCA-G's understanding of appropriate funding levels, project scope, budget, implementation approach, and timeline. If approved, a separate open solicitation for proposals will be conducted at a later date, which we envision to be before year's end after MCA-G Board approval.*

10. What is the planned procurement timeline following closure of the Call for Ideas solicitation?

Answer: *Likely before end of Calendar Year 2018 with a potential award in early 2019. Procurements (if decided upon) would occur after successful MCA-Georgia Board approval.*

11. Can those that didn't submit a concept note still bid on the eventual procurement opportunity?

Answer: *Yes, there is no exclusion should firms or organizations choose not to submit ideas. However, MCA-G invites interested parties and organizations to submit information and brief project concepts to help MCA-G make the most informed decisions and understand the interest of potential parties.*

12. Please confirm if the participating organizations can/are expected to form partnerships at this stage of the process? What types of partnerships or consortiums are expected to submit ideas? If the partnerships are proposed in the concept, is it necessary to submit a letter of partnership from the partners?

Answer: *Partnerships and consortium are not required or preferred, however, if viable, MCA-G welcomes all approaches, and would welcome (as much as it would welcome all individual approaches) a consortium approach should firms believe that approach is beneficial to the success of a student loan program. Concept notes can take on any form that sufficiently addresses the opportunity of a viable student loan pilot and adequately delivers services in the Georgian market. MCA-G values ideas driven by local partner organizations. To the extent that participating organizations view partnerships as an essential element of a concept submitted, that information should be provided to help establish requirements for potential project solicitation in the future. It is not necessary to submit letters of partnership at this time, though should organizations, feel inclined, they are welcome to do so.*

13. May participating organizations submit more than one concept?

Answer: *Yes they may should they feel that a second and/or alternative proposal is unique enough.*

14. Are budgets allowed to have a budget line for "Indirect Costs"/"Management Fee"? If so, is there a cap on the percentage? (For example the EU has a strict 7% cap)

Answer: *Participants should present the most realistic budget associated with successful execution of the proposed idea. However, no separate line items for "Indirect Costs"/"Management Fee".*

***Additional Questions may be submitted to info@mcaGeorgia.ge prior to October 12, 2018. Responses will be posed by October 16, 2018.**