

Prosperity Fund Years 3-5 Market Engagement Mexico City (Feb 27 / March 1)

Questions & Answers

ENERGY

- **Define the involvement that FCO team would have during the project execution (i.e. facilitating meeting rooms/staff when interviews are part of the scope)**
- The respective responsibilities of the FCO and the bidders will be set out in the ITT with detail. Nevertheless, consider that the FCO's role in project execution, will vary and depend on team members to distribute activities not limited to: establish timelines and deadlines, manage budgets and resources, monitoring and reporting, coordinate actions, approve/disapprove changes, document actions, take strategic decisions, etc.

- **On Framework Suppliers relationship with members of the consortia or subcontractors, how this mechanism will be working regarding legal figures or schemes?**
- FCO does not have legal thresholds or schemes for the Framework suppliers to implement with their subcontractors/consortia. It will be up to their own criteria to establish how those relationships will work and under what terms. If deemed necessary, when a subcontractor is approved by the FCO team, it may be a requirement or part of the KPIs the timeliness the Framework provider has to pay their subcontractors, but this will depend on each strand and contract.

- **Which will be the investment of the consortia for development of project and by the members of these?**
- The budget will be set out in the ITT documentation as will the commercial evaluation methodology and payment schedule. Payment will be made following the successful delivery of agreed milestones.

- **How the strand and specific activities for the oil/gas sector is to contribute for capacity building and certification in accordance with updated regulations in E/H/S (Environment, Health and Safety)? Is it feasible to propose best management Practices / Certification procedures as a way for capacity building in these segments of oil/gas?**
- The Energy programme is looking for a supplier who can deliver the outputs detailed in the Statement of Requirements. We expect the supplier to use their expertise to propose an innovative solution (including specific activities) to deliver these outputs and to achieve the objective of the programme.

- **What type of renewable energy will the energy programme be focusing on and at what level? Need some indication of this to prepare properly targeted proposals as each type of renewable energy has its own set of regulatory and capacity issues.**
- The Programme is still in its final development stages and more detail information will be available in the Statement of Requirements.
- **Is there a theory of change for the Energy programme? At the moment it is not clear how the programme is going to achieve its proposed goals within the budget available (can't do everything).**
- The programme is still in its final development stages. More information will be available in the Statement of Requirements. We do expect a ToC to be included in the information available to participants.

FUTURE CITIES

- **Are there particular UK transport systems from which specific skills and/or knowledge transfer strategies would be needed? Or this is up to the implementer/consortia to decide?**
- The programme's Statement of Requirements that include the business case as an attachment specify in further detail the UK best practice that the Authority (British Embassy in Mexico City) would expect the successful supplier to use throughout the programme. However, the information included in the business case is not prescriptive and we would therefore be willing to understand from the suppliers with which UK organizations they would propose to work for the delivery of the programme. After the successful supplier is selected, there will also be a negotiating stage in which we would determine the specifics that would be in interest for both parties. As a reference, we have worked with Transport for London in the past with very successful results.
- **Lab para la ciudad is a city level Governmental area. Since we are attached to the government structure (although we are the creative arm and experimental department of the city) is it possible for us to form a consortia or even become a framework supplier?**
- It is possible for the organisation to form a consortium/act as a sub-contractor. It is not possible to add providers to this framework though. If the organisation has direct governmental links any COI would have to be declared.
- **Market size? Do we have UK based companies willing to invest in MX?**
- Information on market size and UK exports in Mexico can be found in the following website: <https://www.gov.uk/government/publications/exporting-to-mexico/exporting-to-mexico>. One of the key roles of the Department of International Trade offices in Mexico is to promote British trade and investment in Mexico.

- **Is there room for adaptation projects at a local / community scale, as part of the resilient - future city agenda? How local government's involvement could be recognised?**
- The Authority will place significant emphasis in the replicability element of the projects that will be delivered via the large interventions (mobility) and the activities in the incubator (infrastructure/digitalisation). The funding of the Future Cities strand will be channelled through specific activities in certain cities, but it will be key for the Authority to understand the potential of how the proposed activities could be replicated. There will not be a specific element of resilience through this programme.
- **What is the envisaged budgetary split between electro mobility and digitisation?**
- The budgetary split is not definite at this point, and the Authority will welcome feedback from suppliers on what could be the split to ensure a successful programme delivery. The large interventions will be focused on mobility (not solely on electro mobility) and would account for around 70% (subject to change) of the overall budget. The digital elements related to mobility will be considered in the large interventions. There will be however, a smaller amount of funds for the wider digital sector through the incubator (the total of the incubator will account for approximately 30% of the overall budget – subject to change).

FINANCIAL SERVICES

- **The annual cost of the UK Sandbox - Number of headcount working at the UK Sandbox.**
Suppliers may wish to complete market engagement and relevant research in order to inform programme design and forecasting, based on the requirements outlined in the Statement of Requirements.
- **How many behaviour change consultant firms are in the UK? Would they be willing to do business in Mexico?**
Currently, the FCO can't provide this information accurately. It would be expected that if the Financial Services SoR needs a strategy that requires behaviour change consultant firms' interventions, the FCO and the selected provider combine network contacts and intelligence in order to find out how willing these consultant firms are to do business in Mexico.
- **Which framework providers are working on each strand? Segmented list.**
A Prosperity Fund Framework launch event will be held in London on Tuesday 8th May 2018. During and after the event, strand specific framework providers lists will be published. The purpose of the event is to formally launch the framework, provide further details of individual programmes and provide an opportunity for suppliers to network, including with regional/local suppliers.
- **How will be the performance evaluated?**

Performance measures will be clearly set out in the ITT

- **There are strong linkages between the future cities programme and financial services programme in terms of 'big data'. Will the prosperity fund be supporting the development of legislative frameworks/implementation of associated regulations to protect data?**

The Financial Services programme will continue to strengthen a supportive regulatory environment for the Fintech sector in Mexico. This will include a rollout of standards for data sharing within the Mexican Financial Services Sector. All interventions in all strands should incorporate UK and international best practice on data protection, as well as comply with Mexican data protection regulation. Details will be available in the Statement of Requirements.

- **Who are the envisaged partners for green finance? Will the incubators be regionally or locally focused?**

Partners are welcome from across the board – including from the public and private sector and non-governmental organisations. The incubator may operate at federal, state or local levels depending on the intervention and the supplier will be required to design a regional strategy for each intervention as part of the six month inception phase. Details will be available in the Statement of Requirements.

- **Financial inclusion and insurance – is this targeting just formal workers? Or should informal workers be included?**

This information will be defined in the Statement of Requirements. Suppliers should design the programme as per the information outlined in the Statement of Requirements, and where the largest impact will be realised.

BUSINESS ENVIRONMENT

- **Requirements for consortia conformation, terms of contract with international organisations**
- FCO does not have legal thresholds or schemes for the Framework suppliers to implement with their subcontractors/consortia. It will be up to their own criteria to establish how those relationships will work and under what terms. If deemed necessary, when a subcontractor is approved by the FCO team, it may be a requirement or part of the KPIs the timeliness the Framework provider has to pay their subcontractors, but this will depend on each strand and contract.
- **Could you give more information about the process to become a subcontractor related to a framework supplier? How can we create consortia? Could you give more information about the process to submit projects to be part of the incubators?**
- *A link will be provided shortly for interested parties to register their interests and enable framework and non framework providers to find out more about the wider framework, the specific requirement and the sub contract arrangements.*

- **Which industries/businesses/supply chains will the programme focus on? This affects where the programme will operate, which aspects of justice and security it focuses on.**
- The BE programme will support the increase of capabilities of the law enforcement agencies to identify and investigate serious crime and corruption cases. Further details on the specific stages of the identification and investigation processes, will be disclosed in the SoRs.

GENERAL (NOT STRAND SPECIFIC)

- **Which are the specific KPIs that will be evaluated / audited in each strand?**
- Will be set out in ITT
- **It was mentioned that there will be 4 contracts awarded in Mexico for FY 18-21. Regarding this I have two questions: 1 Can one provider participate in the bid for two or more strands? 2 How will the process work to participate in each strand (not for the particular projects)?**
- 1) Yes, providers can bid for more than 1 strand, we don't have any limitations on this topic.
- 2) All the process to participate for each strand, will be carried out through Bravo portal, and restricted to those in the Framework to be able to participate. An invitation to tender will be issued for interested companies to bid. Companies that are not part of the Framework, will be able to express their interest to participate along with Framework suppliers as subcontractors or forming consortia.