

**OPEN TENDER**  
**RISP - Implementing RCEP Commitment on Rural E-commerce Empowerment Project**  
**Summary Questions and Answers**

<b>No</b>	<b>Bidder Question</b>	<b>RT4D Response</b>
1	<i>Will the consultant be directly responsible for developing/coding new platform features, or mainly providing specifications and working with the existing CambodiaTrade.com technical team?</i>	We expect the consultant to be responsible for developing and coding new platform features, as well as providing technical specifications to the CambodiaTrade.com team. However, this will be contingent upon the actual arrangements/coordination by MOC/RT4D
2	<i>Will the 10 rural MSMEs be pre-identified by MOC/RT4D, or should the consultant design the selection criteria and identify the locations for the pilot?</i>	The consultant is expected to propose a pilot plan and selection criteria to MOC/RT4D for consultation and approval
3	<i>When making considerations for what constitutes 'rural' does RT4D have an established geographic guideline for which cities / provinces / regions fall under the domain of this project?</i>	The target areas should be located outside the capital. The definition of "rural" within the selected provinces will be determined in consultation with MOC/RT4D. Ideally, the businesses should have the potential to engage with e-commerce and have not been yet in the platform, with consideration given to the GEDSI lens
4	<i>The ToR sets a target of 200 sales transactions during the pilot. Is this a strict benchmark for success, or can it be adjusted depending on the product type and market readiness of the selected MSMEs?</i>	As outlined in the MEL framework, a target of 200 total sales transactions as an outcome indicator for the pilot cohort- which is a strict benchmark
5	<i>Will there be report templates to comply with specific for RT4D? Many thanks.</i>	Yes, RT4D will provide the report template (PCR). Please refer to the table of content attached for your reference.
6	<i>Could you clarify the process and turnaround time for deliverable approvals (sequential vs. parallel reviews by RT4D, MOC, and DFAT)?</i>	The turnaround time is flexible, with an internal review by MOC/RT4D one week (in parallel), and up to two weeks for DFAT's review and approval
7	<i>Could you clarify the expected level of support for MSMEs (e.g., branding, packaging, logistics support, financial literacy, legal compliance)?</i>	The consultant will provide tailored support to 10 selected rural MSMEs, addressing key barriers to e-commerce readiness based on each enterprise's market potential. Support areas may include: <b>Branding &amp; Packaging:</b> Product identity, storytelling, and packaging aligned with market standards and cultural appeal.

No	Bidder Question	RT4D Response
		<p><b>Logistics:</b> Guidance on delivery options and connections to logistics and financial service providers.</p> <p><b>Financial Literacy:</b> Training on digital payments, pricing, budgeting, and basic financial management.</p> <p><b>Legal Compliance:</b> Not in the scope.</p>
8	<i>Will venue, catering, and logistical support for workshops/events (such as the closing ceremony) be provided in-kind by RT4D/MOC, or should the consultant budget for these?</i>	<p>As outlined in the financial proposal template, MOC will offer the ministry venue.</p> <p>The consultant is required to propose a budget package for workshop organization, covering expenses such as snacks, lunch, backdrop design and printing, workshop materials, equipment rental, translation and interpretation services, MC, event moderator, photography, and other associated costs</p>
9	<i>Beyond the general value for money guidance, does RT4D have a preferred format/template for financial proposals, or is bidder discretion acceptable?</i>	<p>The financial proposal template is embedded in the RFP available at this link <a href="https://regional-trade4dev.org/participate/request-for-proposal-implementing-rcep-commitments-on-rural-e-commerce-empowerment">https://regional-trade4dev.org/participate/request-for-proposal-implementing-rcep-commitments-on-rural-e-commerce-empowerment</a>. Please click on the 'FPT' link to access it. Note that the link may expire after the closing date.</p>
10	<i>We would like to bring on board a highly experienced international consultant to advise and lead the development of the rural e-commerce roadmap, this will require provisions for travel to and from Cambodia – can this be included in our financial proposal?</i>	<p>Yes, this can be included. (It references DFAT's Adviser Remuneration Framework for international advisers)</p>