

Bidder Questions:

1. You mentioned that this programme is based on lessons learned from previous Campaigns. Can you please share this information so that our proposal is better aligned with the previous phase 1 of the campaign?

The lessons learnt from the Phase 1 was used by the team when defining the Scope in the Annex 2. The routes which were not that much of an impact were taken out and areas which showed success has been emphasized.

2. Is there a template that we need to use to submit the economic proposal?

No there is no template for this proposal. You can either make this a part of your powerpoint or send us a separate excel document. However you feel comfortable.

3. When looking at the Annex 2, there's a table of services named "Client contribution to campaign". We understand that you have the insights and capacity to implement these activities, but would you like us to not include our Implementing Body services in those activities? Or is it just that we can count on your support based on your experience?

The items that are listed as "client contribution to campaign" in the Annex 2 are the activities that will be implemented by Naturland. Accordingly, the Implementing body does not need to consider the costs for these activities in their offer.