

RESPONSES TO QUERIES

REQUEST FOR PROPOSALS - CONSULTING SERVICES

CONSULTING SERVICES: GENERATION OF 60 INVESTOR LEADS, CONNECTORS, SITE SELECTION ADVISERS AND INFLUENCERS AND THE SECURING OF THEIR PARTICIPATION IN THE OUTSOURCING TO THE CARIBBEAN CONFERENCE (OCC) 2017

Received on 7 June 2017

Question 1: When it is said that the consultant must 'deliver 60 attendees for the meeting'; does this mean individuals who are willing and able to pay to attend the meeting or will the participants be funded.to attend the meeting in question?

Response: We are anticipating that 70% of the targets will pay their own way.

Question 2: The reference to 'leads' and 'connectors' refers to whom may I ask?

Response: Leads means investor leads, that is, investors who are interested in investing in the Caribbean. Connectors are those who can connect the Investment Promotion Agencies to investors or key stakeholders in the outsourcing sector. This may be a site selection firm, a law-firm, an accounting firm....

Received on 12 June 2017

Question 3: How possible is it to obtain a copy of the data on the outsourcing sector in the Caribbean which was collected in 2016?

Response: We can share the sector study that was done (see attached) and you can browse the following website for additional sector information:
http://www.ceintelligence.com/foreign_investment/insights/country_snapshot

Question 4: Is there a particular format (template) within which the submission must follow?

Response: No.

Received on 19 June 2017

Question 5: We would like to know if the hosts will offer any kind of incentives to encourage companies to attend the conference (special airfare, accommodation, etc.)

Response: Our aim is to cover accommodation for the guests, if they request it. Airfares, no.

Question 6: Do you have the programme of the event?

Response: The agenda is still being developed.