

Responses to questions related to the RFP:

SECURING THE PARTICIPATION OF INVESTOR LEADS AT THE CARIBBEAN INVESTMENT FORUM
IN DUBAI IN MARCH 2022

Please note that the responses to questions are highlighted in red.

1. Can you please provide any sector documents that you currently have for the priority industry sectors? This will show us the degree to which it will be easy or difficult to present a compelling proposition for potential investors and participants to attend at the investment forum. Thank you.

Available sector documents can be found at: www.investincaribbean.org

2. Can you please tell us what kind of long-term partnerships is absolutely essential for you to develop with contacts in Dubai and the Middle East in general? This is important for us to know so that we can make sure we focus our efforts as strongly as possible on opening doors and making these connections. We would not wish to find out our proposal and subsequent efforts are misplaced and are providing opportunities that are of no interest to you for the long term.

Caribbean Export focuses attention on trade and investment promotion with a focus on private sector development in the Caribbean. Long term partnerships at the public and private sector levels that help us to achieve our mandate is our goal.

3. Is there any fee involved in attending the Caribbean Investment Forum? **No**
4. Are there going to be any upper number restrictions for this event? **None for registration but in order to provide a suitable venue and refreshments yes**
5. Do you accept that registration information will be limited through online registrations? **I do not understand this question**
6. Also, do you accept that registrations may only occur on the last day or two prior to the event? **We will require that there be a cutoff for registrations as we will need to provide a suitable venue for attendees.**
7. How will you accept registrations for a “virtual” event? **This event will be in person. Registrations will be done online via an event webpage and all persons registering will be allowed to participate in the online event should the in-person event not be possible.**

8. What plans are you making for registrations in the event that travel to the UAE is prohibited or heavily restricted due to Covid or other unforeseen events? **In the case that travel is prohibited, we will switch to a virtual event.**
9. Please can you send us the website link to which the event details can be uploaded for the duration of the promotion and post-event? If that is not available, are you expecting the consultants to propose, budget and develop a complete mini website for this event?

Yes- we are requesting that the consultants develop a registration site for this event. This site will be linked to the CAIPA website and the Caribbean Export website.

10. Please can you provide the definitions for what you believe to be a “qualified lead”? **A qualified investor lead is a prospect who has been identified and evaluated by the lead generator as a firm or person with the ability to invest and who fits the profile of one who has an intention to invest**
11. Can you also please provide information on the Haiti/Dominican Republic Border Zone Projects, so that we can understand the degree of interest that we can raise for this region? **The projects are primarily focused on manufacturing in free zones. A catalogue is being developed.**
12. Can you please provide here an indication of the Caribbean delegation senior officials that are looking to conduct these meetings with potential investors or partners from the UAE/Dubai? Please be as specific as possible. If the delegation is very senior then the opportunities to set up meetings will be a little easier to arrange. **We are anticipating the participation of a Caribbean President or a Prime Minister as delegation lead. The other officials will be heads or senior officials from Caribbean IPAs and Caribbean Export.**
13. Also, can you please confirm the definition of what you believe to be a collaborative tie? For example, are you expecting that meetings with investors will deliver an outcome in the form of an MOU, MOA or some other formal collaborative agreement? Or are you satisfied with a verbal commitment to continue the dialogue and for email communication to confirm this outcome? **We are comfortable with both. We would like to sign a MOU with a Chamber of Commerce but dialogue with other stakeholders is sufficient.**
14. We await your advice regarding the website requirements, requested in Q 4) above. Also confirmation about the contingency plan (Q 3) for holding this event when travel to Dubai is limited or not possible. **Responses already provided**
15. Please can you explain what is meant by "the resource mobilization leads"? **The identification of partners who are willing and able to provide funding for investment and trade promotion and private sector development in the Caribbean. These may be private or public sector donors with whom meetings will be held.**

16. May we please receive the most recent copy of the catalogue of investment opportunities in the Caribbean. This will give us a better indication as to the challenges and opportunities for delivering on this project, and therefore the likely resources required and cost involved.

The most recent catalogue focused solely on the Agribusiness sector and can be found at:

www.investincaribbean.org

17. Is the expo an event organized by stakeholders in Dubai which will be attended by businesses and interest groups from other regions, or is the event been organized by your organization on behalf of regional businesses to be held in Dubai. **Your question is not clear. By reference to Expo do you mean Expo Dubai? This event is organized by the Government of the UAE. If by Expo you mean the Caribbean Investment Forum, this event is a 1 day event that is being organized by Caribbean Export in collaboration with CAIPA. The Investment Forum targets attendance by businesses and potential investors from the UAE.**

18. Kindly provide information on CAIPA one of the beneficiary groups and also the Caribbean beneficiaries that are been targeted for the above Consultancy assignment/project. I am interested in finding out about the membership and any particulars of their businesses. **Please visit the CAIPA website at: www.investincaribbean.org**

19. Deadline for receipt of queries: **We are open to receiving questions up until Friday of this week.**

20. The TOR states that the event will take place on March 22, 2022 can you please confirm that the investment forum itself will only be 1 day? **Confirmed**

21. Will you require on the ground support during the entire trip or just during the Investment Forum? Can you please confirm how many days you would anticipate for the delegation to be in Dubai? **On the ground support will be required for the business meetings that form a part of this RfP. At the moment the delegation plans to be in Dubai for one week.**

22. Can you please confirm if the Lead Generation meetings are to take place during the Investment Forum or rather in Dubai before or after the conference? Is a combination of both possible? **In response to the last question, yes.**

23. For the venue can you please confirm if in addition to securing or suggesting the venue you would also need the consultant to assist with the logistics of the event such as the decorations, food etc.? **No – once we have secured a hotel, we can make arrangements re food and décor**

24. Will the cost of the event venue and food need to be included in our financial proposal or will the CAIPA group incur those costs directly in addition to our proposed consulting fees? **The cost of venue and food is separate. We are only requesting consulting fees for this proposal**

25. Can you give us an idea of the overall budget for the project? **Unfortunately no – we will base our selection on the proposal that meets our needs technically but one that is also cost effective.**