

## *WE Act*

### *Business Network Strengthening Opportunities*

#### *Responses to the Questions for Business Network Strengthening Opportunities*

1. Does the target group with the age range between 15-18 years old need to own any businesses?

*Answer:* *No. WE Act understands that the target group within this age range (15-18) may not have any businesses yet, but it is useful for them to build entrepreneurship spirit and to provide more options to them whether they want to start business or to work for others in the future. We anticipate reaching this target group via high school-based activities.*

2. What are the focus activities of WE Act under this RFA? Do they focus on capacity building, advocacy, etc.?

*Answer:* *The focus activities are expected to strengthen business networks in one or more of the following focus areas:*

- *Ensuring **inclusive representation** of YWEs; providing opportunities for a diverse group of YWE to become meaningful members of relevant business networks*
- *Increasing opportunities for YWEs to be **active participants and influencers** within the business networks and in their decision-making processes;*
- *Increasing **effective mentorship and coaching** opportunities for YWEs through the networks.*

*Examples of types of activities that might be considered; but we encourage potential partners to take a creative approach to these:*

- *Identify and implement engagement strategies for a wider and more varied group of YWE based on their needs;*
- *Identify and implement communication strategies to support outreach activities;*
- *Identify and implement strategies to include a more varied group of YWE as members to the network; and consider what changes are needed to cater to the diverse set of needs, backgrounds and aspirations of the YWE;*
- *Identify strategies and implement ways of engaging more members in decision making, giving them the opportunity to share their needs, fears and dreams and take those into account when designing future services;*
- *Identify new and innovative ways of providing YWE with relevant and demand-driven mentorship and coaching opportunities.*

3. What are the criteria to define the quantity/ target young women entrepreneurs to receive funding from WE Act?

*Answer:* *In this RFA call, there is no limitation for the criteria of the number of young women entrepreneurs to reach. However, WE Act primarily target young women between the ages of 15 and 35 in urban and municipal geographies starting in Phnom Penh and Siem Reap. Rather than numbers, WE*

*Act is interested in how more women can be a part of a business network that is meaningful to them. The team will keep cost/impact in mind when evaluating the concept note.*

---

4. Do WE Act support urban based women only? Or can the urban group further work with local people in rural areas that supply products to urban business? Ex: we support group in Battambang urban area, and that group works to support the local community group. Is it eligible? The activities are supporting small business development, and it is national network program.

**Answer:** *Our first call focuses on business network strengthening. The focus is on urban-based entrepreneurs, but if there is a strong network that also includes women entrepreneurs based in rural areas, we could consider. The concept note needs to focus on strengthening the network and making it more inclusive for young women entrepreneurs; give them more voice and/or offer coaching and mentoring.*

---

5. Do WE Act have funds to support businesses of women entrepreneurs who are the members of the network?

**Answer:** *Under this RFA, WE Act will support existing business networks by partnership with potential partners, not individual entrepreneurs. The individual can benefit from the improved network of which they are member.*

---

6. Does this RFA call focus only existing entrepreneurs? or include startup? or those who want to start up?

**Answer:** *This RFA does not focus on whether the members of networks are existing entrepreneurs, startup, or those who wish to start their business. This call focuses on strengthening business networks. It depends on each network's strategy and criteria for members enrollment. What WE Act focuses on is to strengthen how those networks works in responding to the needs of young women by actively participating in the network.*

---

7. What types of business that WE Act support to network's members? Is it focus on only business related to environmental issue?

**Answer:** *WE Act is not required to limit the types of business of network's members, yet the business should not be against the law or related to crime.*

---

8. Do WE Act have needs assessment related to young women entrepreneurs? Can you share the report?

**Answer:** *WE Act has conducted a number of studies to understand and analyze the barriers, needs, opportunities, and key stakeholders in relation with young women entrepreneurs to help us design our project and services that fit with them. Key part of the findings was shared to participants in the launch of WE Act on 6th March 2019 to highlight the voices of young women and mentioned in this RFA description. We understand that not all young women entrepreneurs have the same needs depending at what stage they are in their business venture, their background, the kind of business they run and their aspirations, and that they may seek different types and levels of support. In short, key opportunities highlighted in our reports include access to capital, networking opportunities, increased business training and mentoring programs tailored for women and delivered in Khmer language, improved*

---

support from Government to provide accessible information related policies, compliance and regulations for small-medium businesses. The full report will be published in our website soon.

---

9. Does non-registered entity need to join with other registered entity to apply for this call?

**Answer:** *In this call, there is no prohibition for non-registered entity to join with other registered entity. If they see that their work is more relevant and complementary, they can join with each other.*

---

10. Currently, my organization has a project funded by another donor and is similar to this call. Can I use the funding as co-project design with other donors or for scaling up?

**Answer:** *Yes. If your organization is selected, you can use this funding for co-design or for scaling up to be complementary with each other. However, your organization **cannot double charge** on the same activities from two different donors.*

---

11. Can applications be submitted as a joint venture with other organization?

**Answer:** *Yes. You can join with other organization to apply for this RFA. Please explain the relationship between these two organizations.*

---

12. How many percentages as women and men?

**Answer:** *Although WE Act focuses on women, it doesn't mean the existing networks that target both male and female cannot apply for this RFA. In fact we encourage both female only, and business networks that work with both women and men to apply. The aim of this RFA is to give the women in the networks more input in decisions (voice), is more inclusive (activities are organized around her needs) and/or coaching and mentoring activities are particularly focused on young women's needs.*

---

13. Does the applicant need to address all focus areas of WE Act in this call?

**Answer:** *The applicant can address one or all focus areas of WE Act, depending on organization's own strategies, experiences, expertise, and areas of strength. In addition, the applicant should make sure that the proposed activities demonstrate impact that benefits young women entrepreneurs.*

---

14. What stage and funding amount should I apply for?

**Answer:** *Subject to the availability of funds, Pact expects to award individual grants to networks that may range between \$50,000 and maximum \$ 200,000 USD. The award amount is flexible and will be finalized based on the final and agreed to scope of work. Pact will consider multiple grants to different networks and will consider both small and larger networks.*

---

15. How much percentage of overhead cost can applicant include in the application?

**Answer:** *If you have experience with previous donor-budgets, you can apply the same Overhead rate as before. In concept note, we will not focus on the detailed budget, we need only one-line budget. We will focus firstly on the quality of the idea in the concept note. During the co-creation, we will work together in designing activities and the details of the budget.*

---

16. How many organizations are supposed to receive this funding opportunities?

**Answer:** *WE Act estimates that there are at least three organizations to be selected for this RFA. However, it depends on the proposed funding size from each organization. If the proposed funding size does not exceed the average grant amount of this round, the number of selected organizations may be increased.*

---

17. Does this call support funding on yearly basis or 5 years round?

**Answer:** *All award activities must have a period of performance of no less than 12 months and up to a maximum of 36 months, starting not earlier than June 1st, 2019 and must conclude no later than May 31st, 2022.*

---

18. What is the nature of this grant? Is it money or other in-kind support?

**Answer:** *Pact anticipates these awards will be cost-reimbursable and will be agreed to and discussed during the co-creation. Grant type will be based on the program description and the results of the partner's pre-award risk assessment, which Pact will conduct prior to issuance of the award.*

---

19. Does concept note need to include yearly activities, or just one-off activity? Our program is conducted twice a year, and we do it every year.

**Answer:** *Under this RFA, WE Act will support on-going activities to strengthen existing business network. One-off activity can be added to the proposed on-going activities.*

**Important notes:**

*If one-off activity is subject to increase participation from young women, you can add it in the concept note; WE Act encourages you to think about the impact that one-off activities create to make networks more inclusive, gives women voice and/or gives opportunities for ongoing coaching and mentoring.*

---

20. Can I submit more than one application per round with different calls?

**Answer:** *Yes. Your organization is welcome to apply to both (RFA & APS) given that the minimum eligibility criteria are met. If selected for both awards, your organization must demonstrate that it currently has (or has the capacity to hire) sufficient personnel resources; as well as sufficient financial capability to track and manage funding from both grants separately.*

---

21. When can we expect to receive funding and start working?

**Answer:** *From June 1st, 2019 onwards.*

---

22. Each step from concept notes selection to pre-award, will you reduce the number of applications?

**Answer:** *Yes.*

---

23. Is the target group with the age of over 35 years old able to benefit from program?

**Answer:** *The target group with the age over 35 can benefit from our program indirectly if they are part of a larger network. However, WE Act aims to empower young women between the age range of 15 and 35.*

---

---

24. To be involved with the project, do all entrepreneurs' businesses need to be registered?

**Answer:** *No, registration of the businesses is not needed.*

---

25. Can I still ask question by calling or email to you about the call after this session?

**Answer:** *Yes, interested applicants may submit questions electronically to [procurementcam@pactworld.org](mailto:procurementcam@pactworld.org) . The deadline for questions is **March 29th, 2019 at 11:00 p.m.** Cambodia time. The email subject line should read **“Questions –name of organization submitting application.”** In addition, you can ask questions by making calls to Pact Cambodia office at 023 217 855 by referring your questions to either program or grant team.*

---