

A/A	CLARIFICATIONS AI FACTORY Q&A	
1	Please confirm that legal documents (e.g.representation certificate, Articles of Association, tax and social security certificates, etc.) and declarations can be submitted in Greek language.	Confirmed
2	Please confirm that the deliverable D3 is limited to the functional specification of the underpinning contracts, and does not include any legal drafting, legal review , or provision of legal advice	We confirm that D3 is limited to the functional specification of the underpinning contracts and does not include any legal drafting, legal review, or provision of legal advice.
3	Given that the RfP does not include a draft contract, please confirm that the interested parties can include in their proposal a draft contract adapted to the nature of the project, which will constitute the basis for good faith negotiation with Growthfund in case of award of the project	Please note that the inclusion of any draft contract in the proposal is not a requirement and does not bind Growthfund in any way.
4	Which Dossier should include project team composition and structure? Is it both Dossiers B & C, as indicated in page 9 of the RfP?	Yes
5	Section IV, page 6 references the phrase “inclusive of any potential extension in terms of time”, which appears to conflict with the defined project duration of 12 months. Could you please clarify under which conditions time extensions may be applicable?	As it is already stated in the RfP, an extension may be required/ approved by Growthfund “with the aim the Contractor to complete the project”
6	Section IV, page 6 also states that “The selected Contractor will be required to deliver and invoice Deliverable D6 separately from the other Deliverables (D1 to D5).” Could you kindly clarify or provide an indicative timeline for the invoicing of each individual deliverable?	As it is already stated in the RfP, all deliverables are required to be submitted within the first 6 (six) months of the contract, with revisions/updates expected for the remaining 6 (six) months of the contract’s duration. Invoicing will follow the submission of deliverables by the Advisor and their acceptance by Growthfund.
7	Please confirm whether the required experience must be demonstrated collectively by the consortium or whether it is sufficient for a single consortium member to meet the experience criteria independently.	The technical competence criterion may be covered either independently or collectively by all of the consortium members.
8	Regarding the project team, could you please clarify whether having a local presence in Greece is considered a positive evaluation factor? Furthermore, could you confirm if the submission of anonymized CVs—i.e., without names and limited to qualifications and relevant experience—is acceptable?	The evaluation criteria are all stated under par. VI, i.e. under project team, methodological approach and financial proposal. Yes, anonymised CVs are acceptable. Nevertheless, the project team members must declare that they do not have any conflict of interest (par. VII. of the RfP).
9	Deliverable 2 (D2): Our hypothesis is that the operating model of the new entity, includes the design of the organizational structure and the definition of the business functions. Could you please validate our hypothesis?	As stated in the RFP, D2 will provide a proposed thorough specification of the operational model of the entity, including the organizational structure and business functions.
10	Deliverable 6 (D6): Could you please provide some examples of the term "non-technical operations" of D6, to better understand the definition? Our hypothesis is that the non-technical operations refer to the support functions of “Pharos” such as Finance, Procurement department etc. Could you please validate our hypothesis?	As stated in the RFP, the non-technical operations associated with all products and services of Pharos refer to the design of streamlined business operations, processes, and workflows of the product and service portfolio to enable consistent delivery, customer satisfaction and retention (operational support, charging and billing mechanisms, SLAs, third-party contracts etc.)
11	Deliverable 6 (D6): Our hypothesis is not only to design a Framework but also to design processes and workflows for key non-technical operations. Could you please validate our hypothesis? If our hypothesis is valid, we expect to provide workflows / processes for a selected perimeter of the non-technical operations. Please clarify if there is any specific area to be examined within the selected perimeter.	Again, as stated in the RFP, the non-technical operations associated with all products and services of Pharos refer to the design of streamlined business operations, processes, and workflows of the product and service portfolio to enable consistent delivery, customer satisfaction and retention
12	Could you please clarify why Deliverable 6 (D6) is charged separately from the other Deliverables? Is there a specific reason for this distinction? Would it also be possible for the other Deliverables to be charged separately?	D6 being invoiced separately is due to relevant terms of the Grant Agreement. The Grant Agreement does not impose such terms to other Deliverables.
13	We would appreciate if you could kindly clarify whether submission of the company’s legal documentation in Greek language is acceptable	Yes, it is acceptable