



ԵՎՐՈՊԱԿԱՆ ՄԻՈՒԹՅՈՒՆԸ ՀԱՅԱՍՏԱՆԻ ՀԱՄԱՐ
EUROPEAN UNION FOR ARMENIA



Գերմանական
համագործակցություն
DEUTSCHE ZUSAMMENARBEIT

Implemented by
giz Deutsche Zentrale für
Internationale
Zusammenarbeit GmbH

EU4Business “Innovative Tourism and Technology Development for Armenia”

Co-funded by the European Union and
the German Federal Ministry for Economic Cooperation and Development (BMZ)

Implemented by German Development Cooperation GIZ
under the umbrella of the Private Sector Development and TVET South Caucasus Programme.

EU4Business “Innovative Tourism Action Grants in times of Covid-19”

Call for Proposal

Questions & Answers During Application Period

1. Can two different organizations with the same director be included in the same consortia? Will it be considered as a conflict of interest?

If those two companies are operating in two different areas (for example an IT company and a hotel) and they have the same leveraging idea then, yes, you can form a consortium.

2. Will GIZ provide ownership (responsibilities, assignments) regulation principles among consortia members on the contract negotiation stage, or is the leading applicant free to decide on this question on its own, based on the negotiations between consortia members?

GIZ will provide ownership regulation principles among consortia members when concluding the contract.

3. What does the 6th table of the Project Description Submission Form (technical approach and methodology) mean exactly?

Technical approach is the overview of the problem statement long with the project description including goals/objectives, project activities / steps. The methodology serves as a bridge between the big idea of your proposal to the reality of how you will make it happen. Here is where you get into the details of your plan and the steps to achieve it.

4. Does GIZ provide sub-contract templates in case the consortia involves a third party for specialized works?

In general, the local contract templates can be used, but GIZ can also provide with templates.

5. If the leading applicant of the consortia signs the contract with GIZ, does this mean that all the assignment distribution, responsibilities and financial arrangements will not be monitored by GIZ?

The whole implementation process will be closely monitored by GIZ.

6. Whether projects/organizations that are in their relatively earlier stages of development are eligible to apply or are you looking for more mature businesses.

New businesses are eligible to apply as long as the other eligibility criteria stated in the call are in compliance.

**7. Regranting:
If a business or consortia is granted with this round (window 1 or 2), does this increase or decrease their chances of applying and being granted in next rounds of calls under the EU4Business "Innovative Tourism and Technology Development for Armenia" fund?**

No, it neither increases, nor decreases your chance.

- 8. Could the engineering / technology start-up company apply for a grant for Window 2 (with an IT-based tourism development program) with the involvement of a consortium and an individual tourism expert with an experience in the field?**
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Yes.

- 9. Apart from the proposed format, could the applicant provide other information at his / her discretion in order to better express his / her application description?**
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It is preferred to always follow the guidelines and the application form.

- 10. In order to submit a precise budget form, we would like to know if the calculations should include the VAT as well.**
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As it is stated in the announcement the financial proposal must be submitted in AMD. Based on the Decision of the RA Governance Nr. 1112-Ն of 23.09.2009 GIZ is VAT exempted. The budget should be submitted without VAT.

- 11. If in the course of time there comes a necessity for changes in the budget what percentage deviation from the initial calculation can there be?**
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Budget deviation is from 10-20%. It will be set in the contract with the winning companies.

- 12. Is it possible to send two proposals?**
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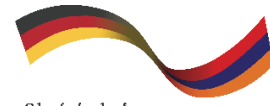
Yes, you are welcome to apply with 2 proposals only if they are very distinct from each other.

- 13. Արդյո՞ք հնարավոր է միջնույն տուրիստական ընկերությունը երկու տարբեր ուղղություններում՝ մեկը առանձին հայտով, մյուսը կոնսորցիումով դիմի երկու տարբեր գաղափարներով:**
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Այո, մեկ առաջարկի դեպքում որպես անհատ դիմորդ, իսկ մյուսի դեպքում՝ որպես կոնսորցիումի անդամ:

- 14. The Applicant's Manual states that "only applications that contribute to the tourism development in Tavush, Lori, and Shirak regions will be considered". Will our application be considered, if our activities contribute to sustainable tourism development in all regions of Armenia, including Tavush, Lori, and Shirak? In case we apply as Existing Tourism Businesses, can the budget be used for a program that targets all the tourism businesses in Armenia?**
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EU4Business Innovative Tourism and Tech Development Project's objective is to ensure shared and balanced inclusive growth in tourism and innovative industries in the three Northern Regions Tavush Lori Shirak, therefor proposals will be accepted only for the project designated regions.



15. Should the project necessarily support existing businesses, or a new business can be created as a result? Can that new business be a social entrepreneurship within the applicant NGO?

New business as a result of this Grant will be highly appreciated if this is an adjacent product to an existing business. For example, if you are a hotel and you want to establish a new carpet weaving show room in the hotel as an experiential product for your hotel guest this is very much acceptable. And yes, that business can be a social entrepreneurship.

16. In case of applying by consortia; is the minimum number of members determined?

Minimum 2 members and max 5

17. Will the lead-applicant and one co-applicant be considered as consortia?

Yes

18. Is it necessary for the member/members of the consortia to be a functioning business?

Yes, it is a must

19. Can one organization apply as a lead-applicant or co-applicant within different consortiums?

Yes, one applicant can be lead applicant in one consortium and a co-applicant in the second consortium.

20. We want to apply as a consortium, but one of the companies is temporarily suspended because of the Covid-19 pandemic. The company is not in liquidation and is not bankrupt, but just suspended temporarily. Can it still be part of the consortium and does it meet the requirements.

Yes, the company that suspended the activities due to COVID-19 is eligible to apply. Please present the suspension document along with the application.

21. And can we apply as a consortium consisting of two companies?

Yes, consortium can be formed from 2-5 members.

22. If we can include the expenses "Development of new page(s) on the website" and "Facebook Ads" in the clause 2.2.1 of the budget?

Yes.

23. Since some goods will be purchased from the market/artisans, if we need to submit the receipts to GIZ?

Official back up financial information such as receipts, contracts are required.

24. If the venue of the project will be a historical building which needs cosmetic renovation works, should we mention all related spending as supplies, instead of rental costs allowed.

Please, in your budget state all the expenses that you plan on.

25. Արդյոք կարող է Հասարակական կազմակերպությունը, որի գործունեության ոլորտներից մեկը նախ զբոսաշրջության զարգացումն է, դիմել «Նորարարական տուրիզմի և տեխնոլոգիաների զարգացում Հայաստանի համար» ծրագրի կողմից հայտարարված դրամաշնորհի Առաջին Պատուհանին / ի նկատի ունեմ մինչ 8000 եվրո դրամաշնորհը/:

8000 եվրո դրամաշնորհին կարող են դիմել գործող զբոսաշրջային բիզնեսները: ՀՀ-ով կարող եք մասնակցել երկրորդ պատուհանին :

26. If we represent a microenterprise, which of the windows we can apply for?

If you apply alone individually with one company then Window1, if you want to form a consortium and apply with from 2 to 4 companies, then you are welcome to apply to the Window2.

27. Business development costs, i.e. marketing and sales, legal advice, accounting, other services and expenses Does this refer to the ongoing accounting service costs or only for consultancy for example particularly for this project?

The costs that cover expenses incurred due to this project.

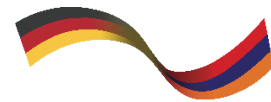
28. We are working on attracting tourists willing to travel to Georgia, to come also to Armenia and to travel in the Northern regions. Will that service be in the frames of this grant?

Regional tourism is one of our priorities, it depends how you relate this to the three provinces in the North, which is the geography and only implementation area of the EU4Business Innovative Tourism and Tech Development project.

29. From March 2020 the operation of the company is in a temporary halt due to the State of Emergency. Does this affect our ability to participate in the program?

Yes, you can participate as long as the business is not in liquidation or bankruptcy process and you can carry out all the admin processes through the reopened company.

30. Կարո՞ղ է դիմել նոր գրանցված, սակայն մոտ 3 տարվա բովանդակային գործունեություն ծավալած ստարտափ՝ առաջարկելով տուրիզմի զարգացման ինովացիոն ծրագիր 3 մարզից մեկում: Այդ դեպքում պետք է ներկայացվա՞ծ լինի արժեշղթան, ըստ որի, այլ միավորեր կամ կազմակերպություններ (կոնկրետ անուններով) չս պետք է ստանան նոր աշխատատեղեր բացելու հնարավորություն: Այնպես, ինչպես նախատեսված է կոնսորցիումի դեպքում:



Այո, նոր գրանցված ընկերությունը կարող է դիմել, հատկապես երբ ուլորտում բովանդակային փորձ ունի:

31. In case if there are tourism business entities that have the same shareholders/owners but those are different legal entities and deal with different sub-sectors in tourism (e.g. tour operating, technology, sustainable tourism, etc.), can such companies submit individual applications/proposals for different and non-related projects as they are totally independent business entities? If yes, shall this be indicated in the applications?

Yes, if the concept of the proposal is diverse then you are welcome to apply with 2 proposals.

32. The 10th of Feb 2021 is set as the completion of project. Is this also considered as the last date for making payments and occurring expenditures or for making commitments while the payments can be still effected after this date against the commitments made before 10 Feb 2021?

10th of Feb 2021 is the closing date of the whole activities and admin duties.

33. Մենք առայժմ չունենք իրավաբանական անձ, սակայն ունենք թիմ ակտիվ երիտասարդներից բաղկացած (բազում նորարարական մտահաղացումներով): Հնարավոր է մասնակցել ծրագրին և հաղթելու դեպքում պարտավորվել հնարավորինս սեղմ ժամկետներում լուծել իրավաբանական անձ լինելու խնդիրը: Ներկայացնելու համար ծրագրի օրինակներ կամ ձյաչափ ունեք որպես ուղղորդիչ: Ինչ ընթացակարգով է այդ ամենը իրագործվում:

As it is mentioned in the eligibility criteria, the applicant should be a registered entity in Armenia at the time of submitting the application.

34. Could we present our proposal to carry out training in order to develop human resources in incoming tourism?

Yes, improving skills and qualifications is one of the objectives of this call

35. Does in-kind (not monetary) contribution considered as an asset and should it be presented in the budget?

In-kind contribution is considered as an asset and you are welcome to mention about it in the proposal, but not in the budget.

36. Please also clarify if it is required to submit a hard copy other than send the proposal via email.

As it is mentioned in the announcement, the complete application package should be sent by email to tourism@tourismtech.am.

37. Will you be open to giving a grant to a start-up?

Yes. The aim of our project is to support existing and new, more importantly innovative ventures.

38. In case the grant does intend to support start-ups, which window (up to €8,000 or up to €20,000) can a start-up expect to receive funding from, if it's a single entity (no consortium)?

As a single entity you will apply for window 1 (8,000 EURO). For the consortium you need at least one more or up to 4 more partners to form up a consortium (20,000 EURO).

39. If start-ups are eligible, is the 6-month period expected to cover the full implementation cycle? For an existing business it may be a sufficient timeframe to implement a program, but the start-up obviously cannot achieve the same expected results.

It is essential that the winning applicant meets the deadlines stated in the call.

40. We have partners in all of the mentioned regions who could be involved and organize the recruitment and training according to the guidelines.

The call is encouraging partnering therefor we designed the window 2 for consortium. So please apply with the partners, if you plan so and if all applicants are registered businesses in Armenia.

41. We collaborate also with an environmental organization which can assist with sustainable solutions.

This is an imperative advantage to any tourism development project worldwide to observe sustainability of the product.

42. I remember that GIZ might have another grant for ITs in Tourism, if we apply to this, are we permitted to apply to the other one too?

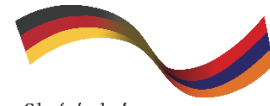
Please follow our news and apply to the appropriate grants and other cooperation announcements.

43. We are going to cooperate with State Non-Commercial Organization. Therefore, we want to clarify whether we can include SNCO as a co-applicant? If not, can we consider them as a partner and major stakeholders? Do we need to present any confirmation of cooperation, e.g. MoU?

Regarding the question on SNCO, if you are applying for the window 2 – Consortium, then it is preferably to engage the SNCO as a major stakeholder and yes, please submit an MOU along with your application.

44. I would like to know if your grant offer is open for existing businesses or we can apply for a new or right-opened tourism organization?

As it is mentioned in the Applicants' Manual the call for window 1 is for existing businesses and Window 2 is for consortium of Tourism businesses, NGOs or Foundations. Hence, it should be an existing business at the time when the call was announced.



**45. We are in preparation to organize a tourism event in Shirak Region (2021/2022).
Could we use the fund for preparations meetings and transport costs?
Could we apply for the fund or our partners from Shirak region must apply ?**

As it is stated in the Applicants’ Manual (under the article VI – Eligibility requirements and eligible costs), the applicant should be registered as legal entity in Republic of Armenia and applicants / team members must be Armenian citizens or have permanent residence in Armenia.

Regarding the actual concept of the proposal, which is organizational support to the event in 2021 / 2022, this will be left at the final decision of the steering committee. Yes, the proposed concept of the festival follows the grant overall objectives; increased productivity and competitiveness, optimized business processes, new products and marketing activities, skills and qualification, however this Action Grant is designed to support quick recovery measures. Moreover, in the given situation of COVID-19 crisis escalation it is risky for us to approve a project which will be held in 2021. With this we encourage you to apply and leave the decision to the selection committee.

46. I have a question regarding the call under window 2: tourism business. What kind of businesses can be eligible under it? touristic agencies, hotels, B&B? does the call have any specifications under tourism business?

The target groups for the Grant Scheme’s two windows are:

- Existing tourism businesses
- Consortia of tourism businesses, NGOs or foundations

Travel Agencies, Tour Operators, B&Bs, Hotels any entity that designs, produces and sells tourism services are eligible for this call.