



Clarification Document #1

Title:	Establishment of a single party framework agreement for the provision of support to Enterprise Ireland in the research, analysis, evaluation, and design of measures to support economic development of Irish businesses and delivery of strategic objective. Initial Contract under Framework A strategic research study to assess the need for state-supported export credit insurance and/or trade finance product(s) to drive market diversification for Irish businesses
Issue Date:	23 rd April 2026
Deadline for receipt of queries	Tuesday 21 April 2026 @5pm (Irish Standard Time)
Procedure	Open

Question 1

At the bottom of page 13 of the tender, in the methodology section, there is a single reference to quantitative analysis.

Does Enterprise Ireland envision a survey as part of this research or are there economic documents that will need to be analysed?

Could Enterprise Ireland elaborate on this expectation (i.e. will Enterprise Ireland supply the data needing to be analysed or is the supplier expected to gather this information through a survey)?

Answer 1

Enterprise Ireland does not necessarily expect a survey as part of the assignment, but consultation is a necessary aspect. If a robust survey would benefit the assignment, and is deliverable in the timeframe indicated, this can be proposed in bids. Enterprise Ireland collects data from some ~3.5k Irish businesses on their sales, exports, locations, and more, which can be made available to the successful bidder in aggregated terms where it can be shown to benefit research, analysis, and recommendations.

Question 2

As part of the tender response, you must provide a proposed team. Can the team composition change for any future contracts commissioned under the Single Party Framework?

Answer 2

As per 6.2 in the Framework Agreement Terms & Conditions "Where the successful framework member proposes to replace a nominated person, the replacement must be of equal or better qualifications and expertise than that of the original person. Any replacements must be notified in writing to the Client and must be agreed by the Client prior to their commencement of any work under the framework."

Question 3

Please can you clarify the proposed timeline for the first contract? The ITT states that the contract is envisaged to be in place for six months, yet the final report is to be delivered by the end of July 2026.

Answer 3

A final and agreed report and presentation is expected to be delivered by the end of July 2026.

Question 4

Are there any page or word limits for the responses in the Tender Response Document?

Answer 4

No.

Question 5

We have a question regarding this tender - there are many references to a framework agreement and this tender is the first contract as part of it.

If for some reason we decided not to tender for this piece of work, does it preclude us from other more quantitative briefs that Enterprise Ireland might issue?

Answer 5

Yes. The single party framework agreement will be established following this competition for a strategic research study to assess the need for state-supported export credit insurance and/or trade finance products. Only the successful provider appointed to the framework will be eligible to be considered for any subsequent contracts issued under the framework