

Form C: Financial Proposal Form

RFP reference no: RFP/2025/58913

Name of Offeror: Startup House

Table 1a: Cost breakdown per deliverable/output (with Scenario 1 - Virtual)

Item No	Deliverables	Percentage of Total Price (Weight for payment)	Price (USD) (Lump Sum, All Inclusive)
1	Deliverable 1: Logbook of contacted eco-innovators, including details of outreach channels and activities undertaken	10%	50,584
2	Deliverable 2.1: Orientation curriculum, materials, and digital toolkit	20%	25,292
	Deliverable 2.2 (Scenario 1 - Virtual): Bootcamp curriculum and facilitation report		30,350
	Deliverable 2.3: Summary of matchmaking activities and outcomes		20,234
	Deliverable 2.4: Communications training and networking for the shark tank event		25,292
3	Deliverable 3.1: Individual 12-month support & milestone report for each grantee (6–10 total)	40%	202,336
4	Deliverable 4.1: Tailored 6-month technical assistance and mentorship report for each awardee (6–10 total)	10%	50,584
5	Deliverable 5.1: Monthly Check-in Calls: Facilitate and participate in monthly coordination calls with UNOPS PIU to discuss progress, challenges, next steps, and emerging lessons to be captured in case studies. Deliverable 5.2: Periodic Progress Reports: Submit	20%	101,168

	progress reports by the end of each phase, documenting activities, outputs delivered, challenges faced, and any necessary adjustments. Deliverable 5.3: Lessons learned and best practices (includes 20 brief case studies) report and PowerPoint summary		
Total financial proposal USD		100%	505,841

Table 2a: Cost breakdown per component

Cost component	Qty.	No. of Personnel	Remuneration per Unit	Total Rate for the Period
Key Experts				
Project Director	80	1	1,300\$	104,000\$
Project Manager	225	1	450\$	101,000\$
Senior Technical Specialist 1	40	1	600\$	24,000\$
Senior Technical Specialist 2	40	1	600\$	24,000\$
Senior Technical Specialist 3	40	1	600\$	24,000\$
Senior Technical Specialist 4	40	1	600\$	24,000\$
Junior Analyst	225	1	350\$	78,750\$
Non - Key Experts				
Investment readiness consultant	14	2	600\$	16,800\$
Access to finance consultant	14	2	600\$	16,800\$
Commercialisation and Go-to-market strategy consultant	14	2	600\$	16,800\$
Sustainability and Impact Assessment consultant	14	1	600\$	8,400\$
Business modeling consultant	15	1	600\$	9,000\$
Sub-total personnel costs				447,800\$
Travel Costs - Vienna	2	3	550\$	3,300\$
Travel Costs - Shark tank	1	3	550\$	1,650\$
Travel Costs - Missions	3	2	550\$	3,300\$
Daily allowance - Vienna 1	3	3	325\$	2,925\$
Daily allowance - Vienna 2	3	3	325\$	2,925\$
Daily allowance - Shark Tank	3	3	325\$	2,925\$
Daily allowance - Missions 1	4	2	199\$	1,592\$
Daily allowance - Missions 2	4	2	177\$	1,416\$

Daily allowance - Missions 3	4	2	378\$	3,024\$
Communications				4,984\$
Access-to-Finance & R&D Pipeline Support (Focus Country Winners)	10		3000\$	30,000\$
Sub-total other expenses				58,041\$
Total financial proposal [USD]				505,841\$

Table 1b: Cost breakdown per deliverable/output (with Scenario 2 - In-person)

Item No	Deliverables	Percentage of Total Price (Weight for payment)	Price (USD) (Lump Sum, All Inclusive)
1	Deliverable 1: Logbook of contacted eco-innovators, including details of outreach channels and activities undertaken	10%	59,958
2	Deliverable 2.1: Orientation curriculum, materials, and digital toolkit	20%	23,983
	Deliverable 2.2 (Scenario 1 - Virtual): Bootcamp curriculum and facilitation report		59,958
	Deliverable 2.3: Summary of matchmaking activities and outcomes		17,987
	Deliverable 2.4: Communications training and networking for the shark tank event		17,987
3	Deliverable 3.1: Individual 12-month support & milestone report for each grantee (6–10 total)	40%	239,832
4	Deliverable 4.1: Tailored 6-month technical assistance and mentorship report for each awardee (6–10 total)	10%	59,958

5	Deliverable 5.1: Monthly Check-in Calls: Facilitate and participate in monthly coordination calls with UNOPS PIU to discuss progress, challenges, next steps, and emerging lessons to be captured in case studies. Deliverable 5.2: Periodic Progress Reports: Submit progress reports by the end of each phase, documenting activities, outputs delivered, challenges faced, and any necessary adjustments. Deliverable 5.3: Lessons learned and best practices (includes 20 brief case studies) report and PowerPoint summary	20%	119,916
Total financial proposal USD		100%	599,579

Table 2b: Cost breakdown per component

Cost component	Qty.	No. of Personnel	Remuneration per Unit	Total Rate for the Period
Key Experts				
Project Director	80	1	1,300\$	104,000\$
Project Manager	225	1	450\$	101,250\$
Senior Technical Specialist 1	40	1	600\$	24,000\$
Senior Technical Specialist 2	40	1	600\$	24,000\$
Senior Technical Specialist 3	40	1	600\$	24,000\$
Senior Technical Specialist 4	40	1	600\$	24,000\$
Junior Analyst	225	1	350\$	78,750\$
Non - Key Experts				
Investment readiness consultant	14	2	600\$	16,800\$
Access to finance consultant	14	2	600\$	16,800\$
Commercialisation and Go-to-market strategy consultant	14	2	600\$	16,800\$
Sustainability and Impact Assessment consultant	14	1	600\$	8,400\$
Business modeling consultant	15	1	600\$	9,000\$

Sub-total personnel costs				447,800
Travel Costs - Vienna	2	3	550\$	3,300\$
Travel Costs - Shark tank	1	3	550\$	1,650\$
Travel Costs - Missions	3	2	550\$	3,300\$
Travel Costs - Bootcamp Staff	1	2	550\$	1,100\$
Travel Costs - Bootcamp Participants	1	50	550\$	27,500\$
Accommodation catering and other expences	1	50	1,200\$	60,000\$
Travel Costs - Management fee 10% (Via Travel subcontract)	1	50	55\$	2,750\$
Daily allowance - Vlenna 1	3	3	325\$	2,925\$
Daily allowance - Vlenna 2	3	3	325\$	2,925\$
Daily allowance - Shark Tank	3	3	325\$	2,925\$
Daily allowance - Missions 1	4	2	199\$	1,592\$
Daily allowance - Missions 2	4	2	177\$	1,416\$
Daily allowance - Missions 3	4	2	378\$	3,024\$
Daily allowance - Bootcamp Staff	6	2	199\$	2,388\$
Communications				4,984\$
Access-to-Finance & R&D Pipeline Support (Focus Country Winners)	10		3000\$	30,000\$
Sub-total other expenses				151,779\$
Total financial proposal [USD]				599,579

Name : Fedor Coopmans
 Title : Executive/General partner
 Date : 02.10.2025

Signature : 