

# Moderated Discussion

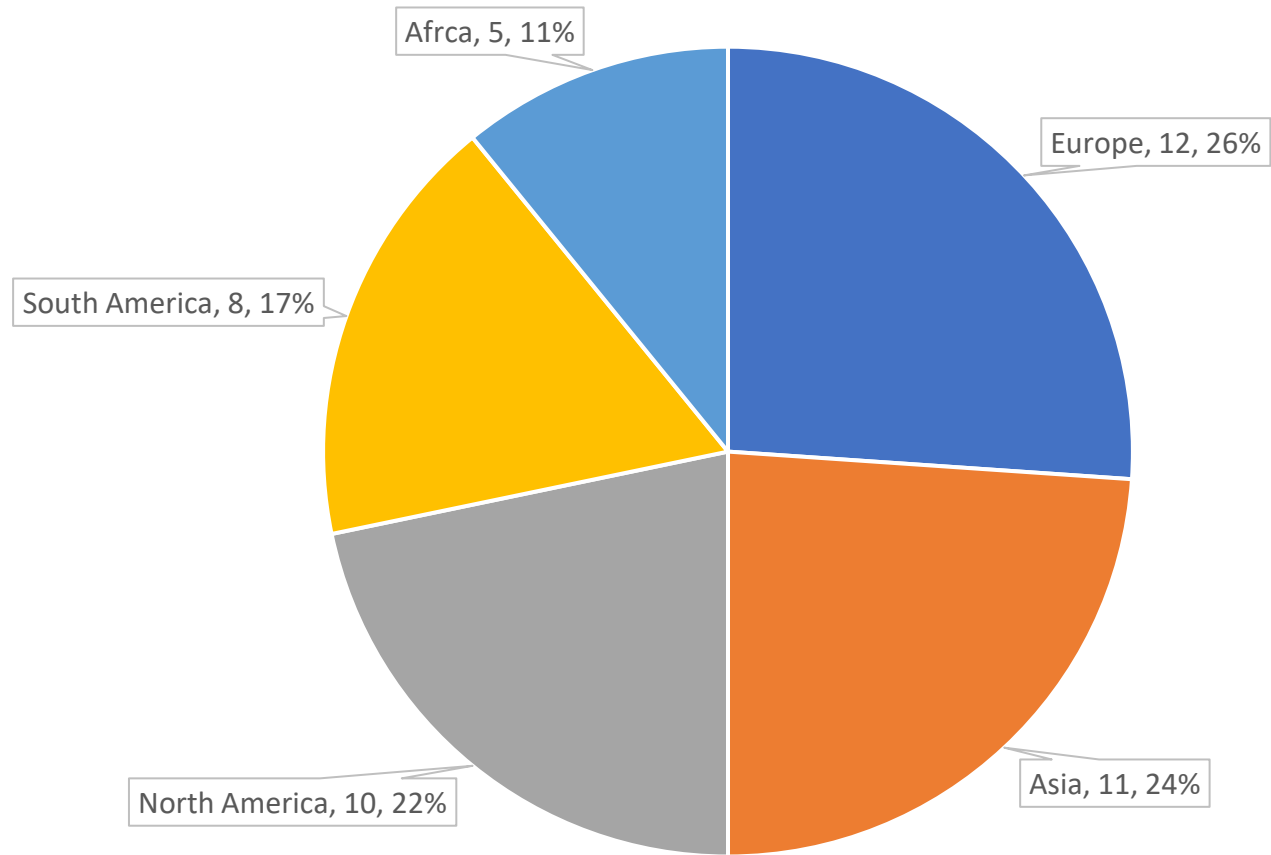
Henrique Schneider

BINGO representative CTCN AB

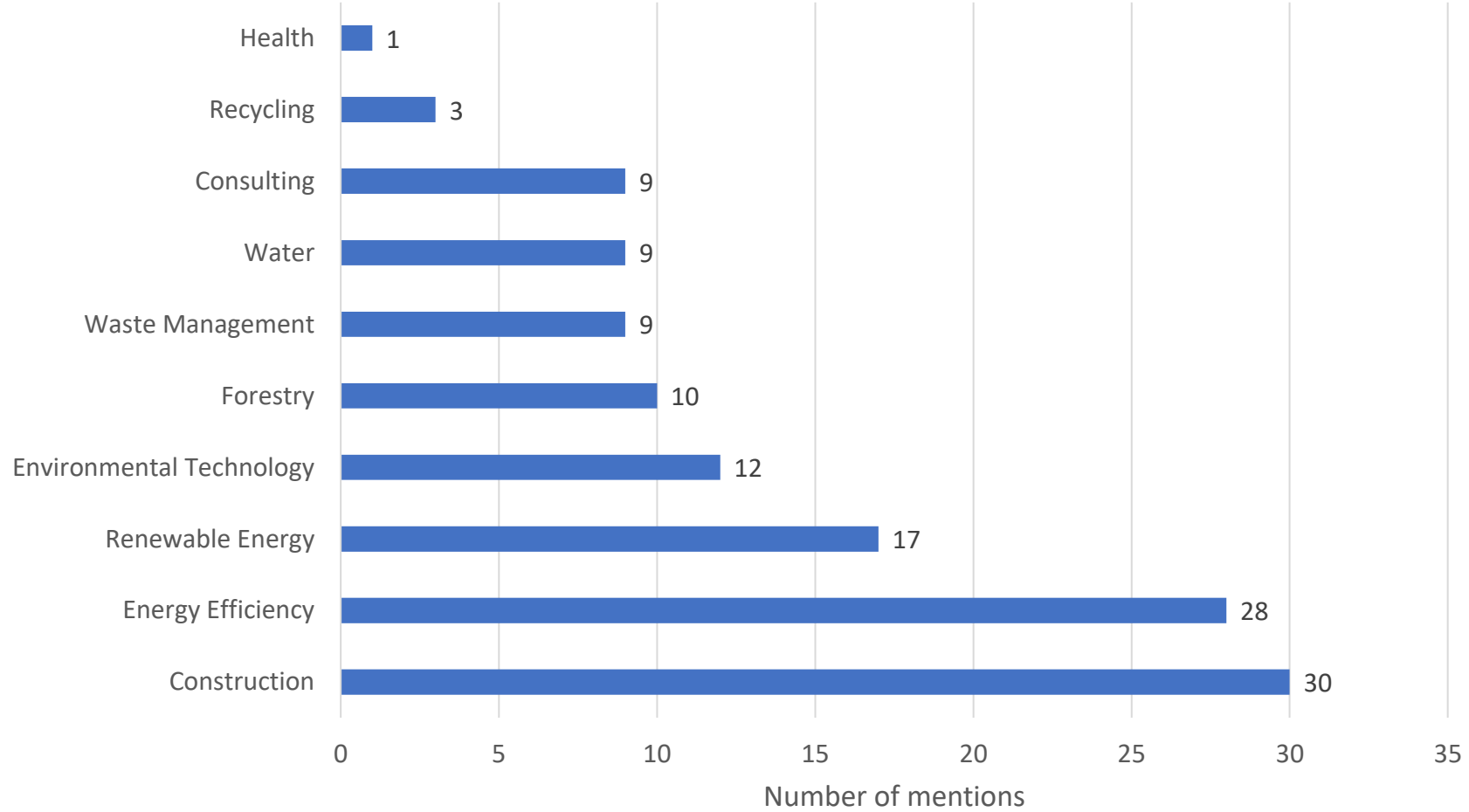
# What do business want?

- Small-scale survey among network members and non-members
  - conducted in September 2018 and March 2019
  - within the BINGO network
  - 53 contacted, 46 responded
  - Contact per email
  - Semi-structured
- Larger-scale survey among network members
  - Conducted as a follow up by the CTCN secretariat

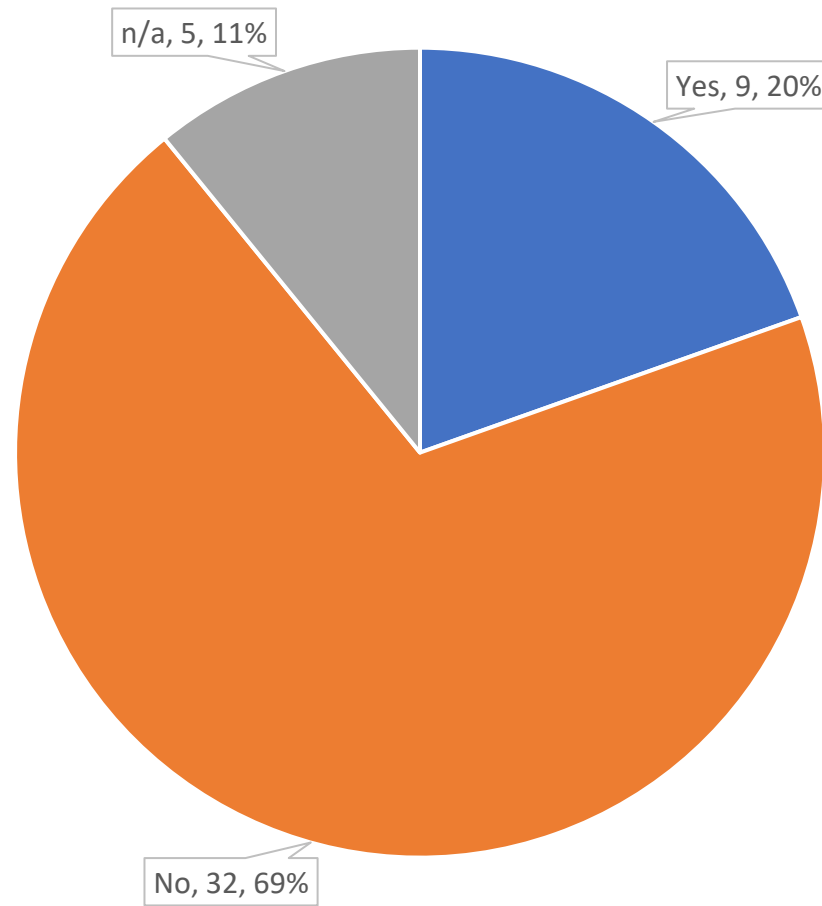
Participants by geographical distribution  
(n=46)



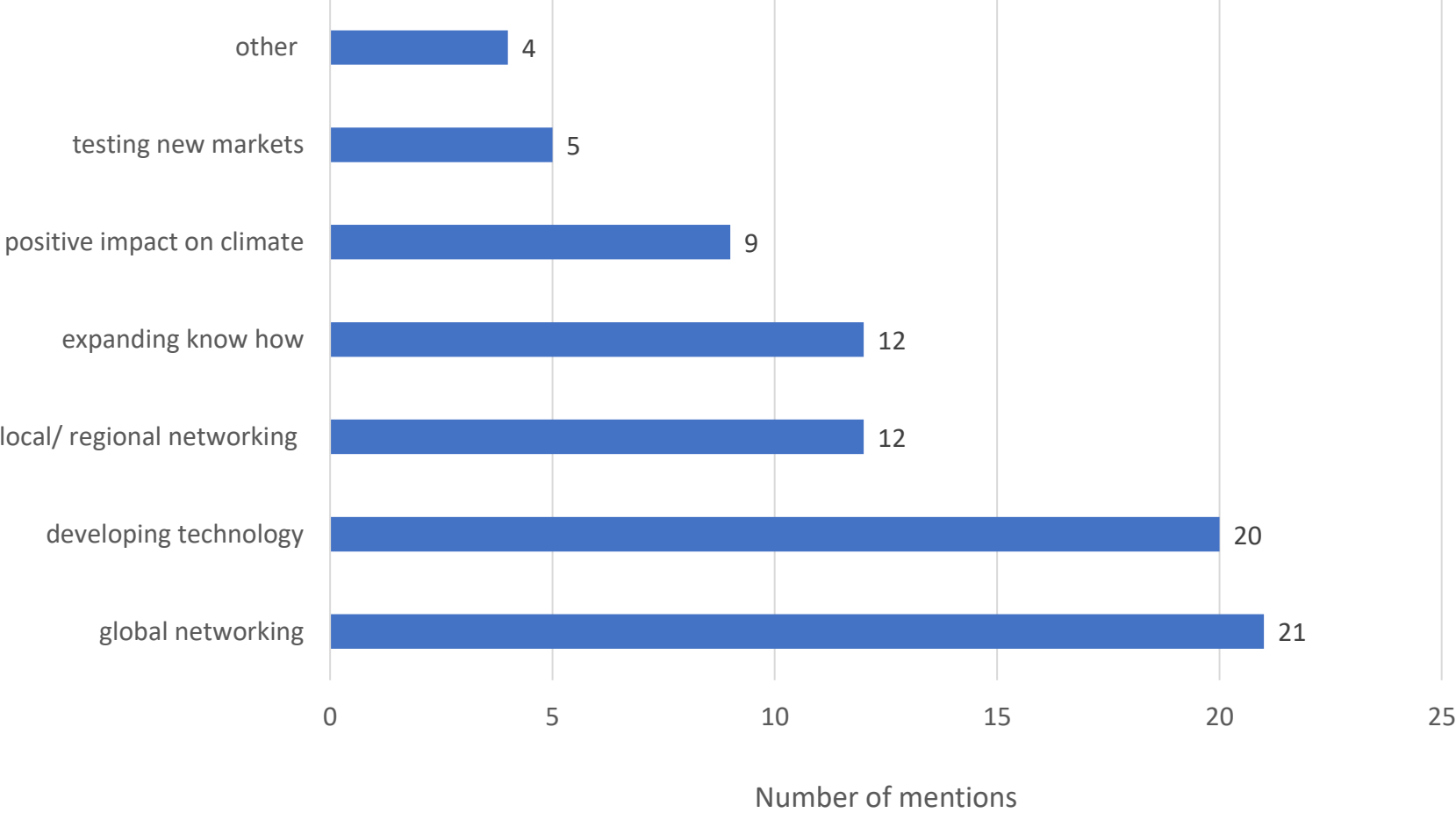
## Sectors (n=46; up to three mentions)



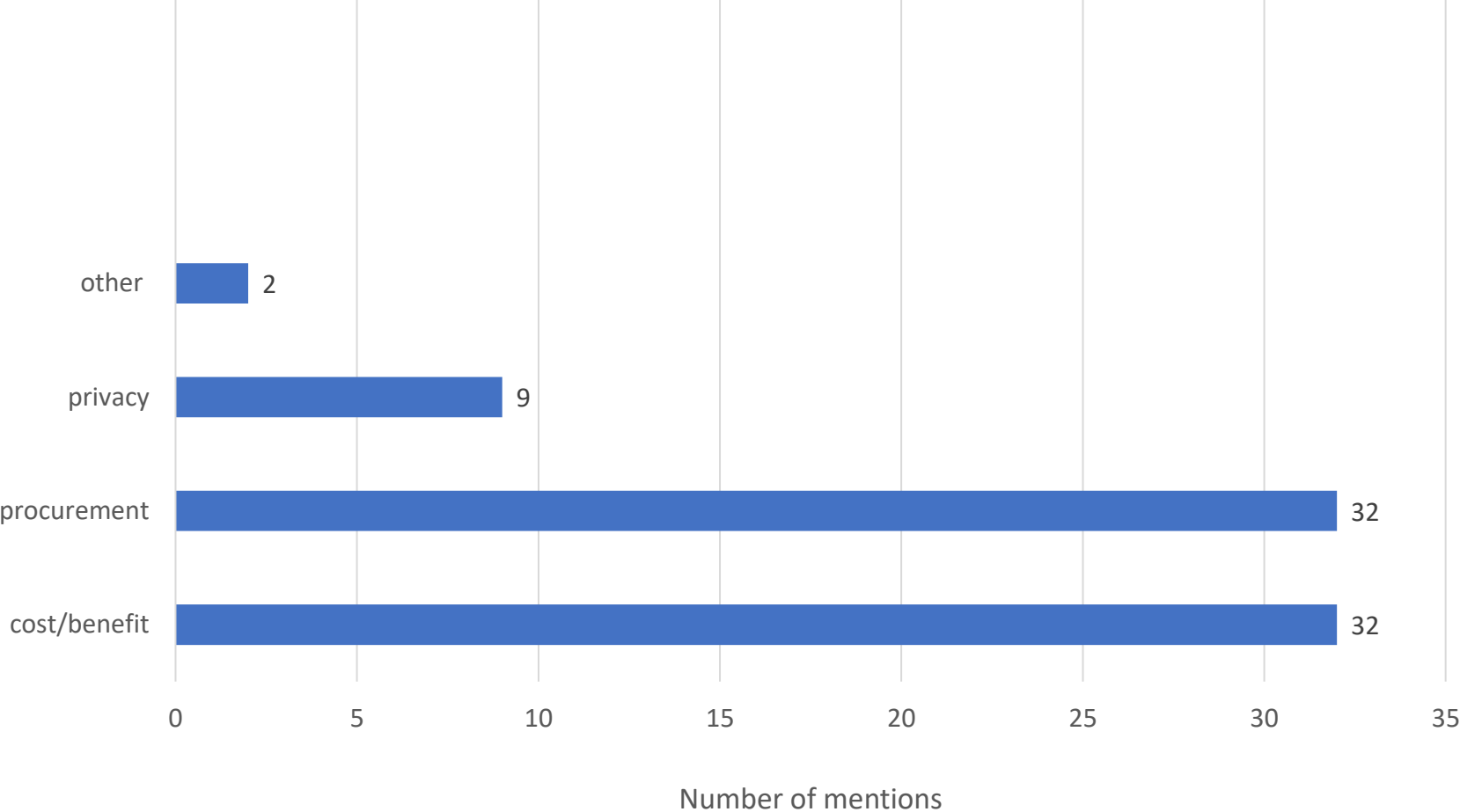
Are you a member / partner / active in the CTCN network  
(n=46)



NOT a member: what seems attractive?  
(n=32, up to three mentions)



NOT a member: what seems unattractive?  
(n=32, up to three mentions)



## Suggestions

- *Two-tiered membership: a) “members”*: these companies fill out a much simplified membership form and are kept “in the loop”; b) “whitelisted” members: these companies fill out a much more elaborate form (like the actual) and hand-in much more information about themselves – the add-on is that their offers will be fast-tracked in the bidding, either by having them submit less information when bidding or by giving them default higher points
- Organization of fora for network members (either on technology, or on regional needs, or on how to bid, or on how to manage/implement projects)
- Organization of matchmaking for network members
- Bonus for network members that interact / incentive to cooperate
- *Two-tiered bidding process: a) initial, less intensive phase “interest”, b) second phase “in-depth” with all documentation*
- *Feedback on submitted offer: performance relative to the benchmark*
- If any information that a company submits in its offer is used but company doesn't make the bid: notification and invitation to participate “pro bono”
- *Clear communication of the date by which a decision is expected*



# Moderated discussion

- What are the climate policy barriers faced by private sector in developing countries?
- Are there any specific policy or product in a region / subregion which CTCN can deliver on?
- Any other ideas for collaboration?