

Frequently Asked Questions: Request for Proposals – Venture Advisory Support Provider(s)

The following provides responses and clarity to frequently asked questions submitted to GCC by applicants in response to the recent Request for Proposals (RFP) for Venture Advisory Support Provider(s). **Responses are organized by overarching question themes.**

Please note: GCC is no longer accepting questions regarding this RFP.

Last Updated: September 8, 2026

Who can apply for this RFP

Any individual, organization, and consortium may apply for this RFP. For further clarity, GCC contracts with individuals, registered sole proprietorships, companies, or any other organizations that are capable of contracting. Please note that individuals are not expected to be registered or incorporated. Nonetheless, all applicants must be in compliance with all applicable laws and regulations.

If you are a consortium of organizations:

- One organization is expected to enter into an agreement with GCC on behalf of the consortium.

There are no further eligibility restrictions for applicants to share beyond what is mentioned in the RFP. Please make sure to carefully read section 2.4 ‘Legal Capacity and Checks’ in the [RFP document](#).

Expertise required & categories

For full details, please review section 1.4 of the [RFP](#).

Number of categories possible to apply for: Applicants can apply to one or more of the categories outlined in section 1.4 B “Scope of Work” of the RFP.

GCC does not expect any applicant to address all areas of expertise outlined in section the Scope of Work. There is no set limit to how many categories an applicant can pursue, as long as the applicant can demonstrate their expertise in each category.

Partial expertise for a category: If some areas defined in a given category description from the Scope of Work are not within the applicant's expertise (i.e. Valuation Framing, under "Capital and Financing Strategy"), applicants are encouraged to share their defined specialization(s) within the category of interest. If applicants would sub-contract to fill expertise gap(s), please mention this when applying to any given category.

Team members: As noted in section 3.1 of the RFP, applicants are expected to name the team members who would lead this work and team members unique to categories. Applicants will be evaluated for their track record at the level of the applicant entity, while paying particular attention to the implementing team. Experts engaged to provide venture advisory support can be repeated across applications for different categories, if their expertise is sufficiently relevant to each category they are included for.

Evaluation per category: Each category is evaluated independently using a corresponding evaluation framework. A weaker fit in one category does not affect a stronger application in another.

Specific to Category 6: This category covers three tagged areas - Evidence, Gender and Environment. Applicants may cover one or more, and should submit one Category Outline clearly identifying the application content for each tagged area. Applicants will be assessed on their tagged area(s) of expertise, and would not be expected to support innovators in other tagged areas.

Any GCC's frameworks that the provider(s) are expected to use can be discussed with the selected provider(s) at the time of contract negotiations.

Innovator portfolio

Thematic areas of particular interest: As noted in Appendix A of the RFP, expertise and networks

related to GCC's core areas of investment such as primary healthcare, climate and health, and youth mental health is an asset.

Common innovator support needs: Recurring innovator support needs are represented by the categories of support in section 1.4 of this RFP.

Innovator geographies: As noted in Appendix A, we are looking for a match with our geographic priorities, especially in areas where local expertise is critical. Ability to serve innovators in local languages including French, Arabic and Spanish will be considered.

Please refer to section 1.1 and 1.2 of the RFP to learn more about GCC and GCC's portfolio of innovations.

Support & engagement model

Please refer to section 1.4 of the RFP for the Scope of Work categories of support, and engagement model. For further clarity on engagement models of the support:

- **1:1 support (categories 1,2,3,4 & 6)**
With the exception of Category 5, support provided is done through a 1:1 modality. GCC will match providers to individual innovator needs as they arise and may consider geography and context in the assignment process as relevant to the specific support required. Duration and level of effort of engagements with innovators are variable depending on each innovator's needs but should generally be time-bound, targeted and decision-centric with a focus on actionable outputs (rather than broad, open-ended capacity-strengthening)
- **Group-learning support (category 5)**
Category 5 is aimed at earlier-stage innovators and covers foundational concepts from Categories 1–4, virtual group-learning sessions, in-person and/or virtual peer knowledge exchanges, and resource development.
Please note that in-person engagement is not a requirement to include in your proposal. GCC expects applicants to have a balance of both facilitation and subject-matter expertise.

Interaction between 1:1 and group-learning support: Group sessions are not expected to include innovators receiving 1:1 support, and therefore there is no expected overlap between these different support modalities. Any cross-provider coordination would be facilitated by GCC.

Reporting and deliverables: Providers report to GCC, and deliverable completion and performance assessment is determined by GCC with input from innovators. Reporting frequency and support delivery formats will be determined at the time of contracting with selected providers.

Budget

Distribution of GCC's anticipated commitment under this RFP: As noted in section 1.2 of the RFP, GCC anticipates committing approximately \$1,300,000 CAD in total, across all providers selected through this process, for engagements covering 12 months, with the potential for continued or expanded engagement based on results. This is a combined figure across all categories and providers, not a guarantee to any individual applicant. Individual contract amounts will be defined at the time of contract negotiations with each selected provider, and each contracted provider will invoice regularly against it.

Applicant fee structure clarifications: Please refer to section 3.1 of the RFP for information requested as part of the proposed fee structure. If applying to more than one category, please note that a separate fee proposal is required for each category. Please only include travel if this is part of your proposed approach; GCC is not requiring applicants to propose travel as part of their approach.

Guidance requested for rates: GCC does not provide budget guidance on rates. GCC will assess the value of the services offered in comparison to the rates shared. Please see Appendix A 'Evaluation Criteria and Basis of Selection' for more on the evaluation criteria.

References & examples of previous success

Guidance on references to include: Section 3.1 of the RFP states that the general application must include five professional references from engagements in the past three years, with contact

details and the category or categories of support each reference supports.

Please use your best judgement on the most appropriate references to share. If you have already worked with GCC, if possible, choose references outside of GCC contacts.

Repetition between applications to different categories: The five overall professional references asked should be listed in the General Application, with clear indication of which category(ies) they serve as reference for. Examples of success are shared through each Category Outline, and can be repeated across applications for different categories, if they are sufficiently relevant to each category of support they are included for.

Reference check process: GCC will contact references directly and use them to validate submitted information. GCC will not routinely commit to notifying applicants before contacting references. However, if you have a special request to be notified prior, please let us know and we will do our best to accommodate requests.

Use of AI

Please review section 1.4 D. 'Use of AI' in the RFP.

Who qualifies to review AI-generated outputs: Each applicant must determine who on their team is sufficiently qualified to review the outputs, to ensure the complete accuracy and high-quality of the content.

AI tools: Applicants must provide their responsible-AI approach (see section 3.1 in the RFP), and applicants may wish to include suggested AI tools when sharing this approach.

GCC's AI policies: GCC policies on AI usage and the terms and conditions will be shared with selected applicants at the time of contract negotiations.

Application format

General application vs. Category outline: As noted under the RFP section 3.1: please submit one general application covering items 1–5 and a separate category outline covering items 6–8 for



each category (if applying for multiple categories from the RFP section 1.4 B.).

Page limits: Page limits are specified in section 3.1. Such limits exclude the resumes for team members who would lead this work and the signed covering letter. Please refrain from submitting supporting material beyond what is solicited in the RFP.

Submission considerations: The preferred file type is PDF or Word. It is the applicant's responsibility to consider attachment sizes for GCC's receipt of the application(s).