

## QUESTIONS & ANSWERS

Date: June 09, 2022

**REFERENCE:**

**RFP-CATALYZE-Ethiopia-2022-0300: Coffee Farm Enterprises Business Management Coaching Program**

Dear Offerors,

Please see below answers to the questions submitted to [ethiopiams4g.procurement@thepalladiumgroup.com](mailto:ethiopiams4g.procurement@thepalladiumgroup.com) and questions raised on the bidder conference conducted on June 6, 2022.

No	Question	Answer	
		Zone	Number of Farm Enterprises
1	What is the geographic distribution of the 150 selected enterprises?	Buno Badele	7
		East Harerge	1
		East Welega	4
		Gedeo	27
		Guji	12
		Illuabbabor	3
		Jimma	36
		Keffa	4
		Majang	1
		Sidama	20
		West Arsi	23
		West Guji	11
		Wolayta	1
			<b>Grand Total</b>
2	If the pricing includes VAT tax, should we include VAT on the top of the price ceiling you already put?	No, all the price ceilings mentioned on Part I and II of the RFP include VAT and other applicable taxes.	
3	If the price ceiling is already fixed, why do we have to go to the details of the breakdown in the financial proposal?	Bidders need to submit Financial Proposal in a separate email. The Financial Proposal will be evaluated for price reasonableness and to assess that planned costs are allowable and aligned with the methodology detailed in the Technical Proposal.	
4	Who are these farm enterprises, are they cooperatives or individual farmers?	The farm enterprises are individual farmers who have land ownership certificates with a maximum farm size of 20 hectares	
5	What is the maximum number of enterprises per BASP you are considering?	The BASPs must demonstrate that they have the capacity to manage 40 farm enterprises.	
6	Farmers who were selected COE finalists last year employed strong agronomic practices. However, the RFP is only requiring technical assistance for post-harvest capacity building. Is there a plan to address agronomic capacity building?	Last year's competition included commercial farmers and exporters. This year's competition deals with only small producers. The Coffee of Excellence (CoE) Ethiopia has identified a number of opportunities in the coffee sector for	

<b>No</b>	<b>Question</b>	<b>Answer</b>
		capacity building, and the post-harvest constraints were considered the greatest bottleneck for coffee farmers.
7	The RFP was published on May 25th, with a June 10th deadline. Is it possible to extend the proposal submission deadline because the RFP's floating period appears to be too short?	This RFP deadline cannot be extended and remains June 10, 2022.