

QUESTIONS & ANSWERS

Date: July 6, 2022

REFERENCE: RFP-CATALYZE-217772-Ethiopia-2022-0638 Market Assessment – Oilseed Agriculture Value Chain

Dear Offerors,

Please see below answers to the questions submitted to ethiopiams4g.procurement@thepalladiumgroup.com and questions raised during the bidder's conference conducted on June 30, 2022.

No	Question	Answer
1	Expertise: Should it be company experience or an individual experience (work performed outside of their organization) also qualifies?	We are seeking experience at company or individual level that is included within the proposed team.
2	Food System Certification: is the company/consultant required to have Food System/VC Analysis certification?	No
3	Content of Technical proposal: Exec Summary of project reports for investment facilitation and capital mobilization has been requested? This doesn't align with the scope of work listed out in the RFP.	We are seeking past experience in developing studies in the agriculture VC and out-grower model. Amendment to the RFP is issued with revisions on the contents of technical proposal.
4	Evaluation Criteria: Experience in mobilizing capital and debt financing has been required. Again, similar to above comment doesn't align with scope of work in terms of relevance to the project requirements.	We are seeking past experience in developing studies in the agriculture VC and out-grower model. Amendment to the RFP is issued with revision of technical proposal evaluation criteria.
5	Clarification on Defense Base Act and applicability to local consulting firm? USAID cost principles	All of the USAID Catalyze contract terms and conditions, such as the requirement to have Defense Base Act insurance (DBA), are flowed down to all implementing local subcontractors i.e., local consulting firms. Further guidance on the process will be provided during the contracting stage. The US Government (USG) Cost Principles serve as guidance on the allowability or dis-allowability of expenditures under the contract or award. If a cost is deemed as unallowable, it is not eligible to be covered by USG funding. Similar to the DBA insurance, the cost principles also apply to subcontractors including local consulting firms.
6	How many numbers of hard copies are required for Technical and Financial proposal?	Hard copies are not required unless a bidder chooses to submit a hard copy. Electronic copies are encouraged. If hard copy is to be submitted, one copy will suffice.
7	Is it possible to select a region, a cluster or a Zone to conduct the study work?	We are seeking to understand the national output of the referenced oilseeds in the country with availability in volume, price, and sourcing options on a national level.