

## List of Questions and Answers regarding to USAID CSS Request for Proposals (RfP)-2017-02

Q: Regarding methodology how to select countries (best target markets) for certain products/product groups: if we do research on product group level (2-4 long tariff codes) then correlations might be not precise enough; on the other hand detailed level (6-10 long codes) will provide better insight, but it is quite demanding (timewise); which strategy for country reports is more appropriate What should be offeror's approach to this issue?

A: Suggestion is to try to create groups of products and try to define less time-demanding methods. Please describe the method of creating custom group of products in the proposal.

Q: Once the markets are selected (5-6 countries): should 1 country be examined in detail for 1 product or 1 market should be described for a group of various products (less detailed)?

A: Please present both options in a technical proposal. Following the negotiations with the successful offeror, it will be decided which strategy for country reports is more appropriate.

Q: Reports about selected (5-6) countries are not mentioned in the deliverables section. Should they be submitted in the final report?

A: These reports are integral parts of the Final Market Strategy.

Q: Is it acceptable to engage also foreign consultants for some parts of the assignment, e.g. for specific task related to a specific market?

A: A successful bidder that will be subcontracted by USAID Competitive Economy Project (Project) may engage consultants of needed expertise regardless of their nationality. However, the subcontractor may not contract the third entities to conduct the contracted tasks without prior Cardno approval. The RFP clearly specifies that *"The Offeror may NOT subcontract or enter into joint ventures or other agreements with other organizations under any resultant subcontract without prior Cardno approval. Should there be a need for the Offeror to subcontract to another organization, the Offeror must perform a substantial portion of the activities (including program management and operations, and delivery of required services.)"*

Q: In case of award, do you as a project already have some data and analysis on targeted sectors and if yes is this going to be shared with a subcontractor?

A: Yes. The relevant studies and researches may be available to the subcontractor once the subcontract enter into force.

Q: In the RfP page 6 one of Deliverable is Meetings with Serbian F&V Industry representatives: so my question was: in addition to conducting consultations with the industry (content and facilitation) are we also in case of award in charge of identifying industry leaders, selecting a number for consultations and organizing also logistics or this is something that Project will do together with other stakeholders?

**A:** A successful bidder that will be subcontracted by USAID Competitive Economy Project (Project) will be responsible to conduct consultations with the industry leaders. However, the Project, in coordination with PKS, will be in charge of selection of the industry leaders, as well as of organizing logistics for the meetings.

**Q:** Is the cost of buying market data if they are not available for free eligible cost to be included in the proposed cost structure?

**A:** Yes. All costs under the firm-fixed price subcontract are included in the fixed total amount.

**Q:** Who is in charge of organizing the training with PKS? Does subcontractor need to prepare a training or also to organize it and include costs of venue, catering etc...?

**A:** The training of PKS staff will be organized in the Chamber of Commerce premises. Refreshment will be provided.