

Questions and Answers

USAID CSS RFP-2017-03

Facilitation of export of Serbian niche products in targeted international markets

Q: The offeror compiles the list of reference projects: are the past project references related to export facilitation of alcohol beverages eligible for this RFP?

A: Yes, even though USAID Competitive Economy Project is not supporting export of alcoholic beverages, the Offeror's project references related to export of these products would be eligible. The references indicate that the company has developed contacts and paths of distribution with foreign retailers, distributors and HoReCa, which can be used to export other food products as well.

Q: Does the offeror need to come up with independently constructed broader list of Serbian companies with potential to export specific food products to specific international markets?

A: The Offeror is not obliged to submit broader list of Serbian companies with potential to export specific food products to specific international markets. However, this list would provide USAID Competitive Economy Project the possibility to assess profile and results of proposed companies in the target market/. A successful bidder that will be subcontracted by USAID Competitive Economy Project will be able to modify this list, if submitted with the proposal, in accordance with required companies' qualifications and in communication with the Project.

Q: Would it be correct to anticipate that the selection would tap in the pool of current and future applicants for support of the CARDNO Competitive Economy Project?

A: This question is not relevant to the Request for Proposals at hand. USAID Competitive Economy Project cannot make any commitment for potential support outside the publicly published solicitations.

Q: The offeror needs to come with a structure of a proposed team of experts: would it be sufficient to propose a position/expertise needed and a ToR profile, while the expert can be identified and contracted in the later implementation stage?

A: In the Request of Proposal – Section 3.2 *Management, Personnel, and Staffing Plan*, the following is stated: "The Offeror shall determine, define and propose a team that has the appropriate range of skills and personnel positions necessary to implement the scope of work. The roles and responsibilities of each team member should be described. The Offeror will provide a listing of staff that will be engaged on this Project and their CVs". Hence, the Offeror may choose not to propose experts with CVs for the relevant positions on the project, however this may affect the evaluation of the proposal in the evaluation criteria "Management, Personnel and Staffing Plan" as per Section 4 of RFP "Evaluation and Award Information. The successful bidder will need to seek approval from the USAID Competitive Economy Project for key personnel on the project, if those persons had not been included in the original proposal.

Q: We would like to focus on export facilitation to a single market with a good justification for it. Would such proposal be equally valued as the one addressing multiple markets?

A: Yes, such a proposal would be valued equally as a proposal that is addressing multiple markets. The proposal will be evaluated based on the potential of a bidder to develop a productive model that will successfully and sustainably position Serbian companies and products in a market or markets.

Q: We would need your opinion or advice on fresh fruits & vegetables, fresh and dry herbs and spices, honey and grains...

A: The questions is not clear. Please rephrase your question.