

## Amendment to RFP 2019 05 Annual Assessment

The following parts of the above noted solicitation document have been amended:

### 3.2. Technical Proposal

**The technical proposal shall comprise the following parts:**

**Part 1: Technical Approach, Methodology and Draft Detailed Work Plan.** This part shall not exceed four pages. Offerors should briefly present approach/methodology for conducting the assessment (Task I – Task V) required in this RFQ, including the method of interviewing companies and conduct a survey of approximately 350 F&V firms. Technical approach should demonstrate Offerors' ability to provide appropriate controls on data collection and data management in conducting the survey, and perform the in-depth analysis of its findings. It should also have the methodology for the Sector analysis. The Offerors shall provide a detailed plan and timeline for conducting proposed activities which corresponds to the timeline.

**Part 2: Management, Personnel, and Staffing Plan.** This part shall be between one to two pages. The Offeror shall determine, define and propose a core team that has the appropriate range of skills and personnel positions necessary to implement the scope of work as described in the Section 1.3.2. "Staffing". The roles and responsibilities of each team member should be described.

CVs (not more than one page long) for core technical personnel shall be included in an annex to the technical proposal and will not count against the page limit.

**Part 3: Offeror's Capabilities, Experience, and Past Performance.** This part shall be between three to four pages long. This section must include a description of the company, their internal organization and a brief description of the Offeror's past and present activities. It should focus on services related to the proposal. Offeror(s) should provide evidence of their track record of providing services required within this RFP .

Offeror may include references from the companies/clients to whom they have rendered similar services. Reference contact information must include at a minimum: name of point of contact that can speak to the Offeror's performance, name and address of the company for which the work was performed and email and phone number of the point of contact. Offeror should also demonstrate that they have the necessary technical equipment and facilities, to conduct tasks within the Scope of Work described in Section 1.3.

Cardno/the Project reserves the right to check additional references not provided by an Offeror.

The sections of the technical proposal stated above must respond to the detailed information set out in this RFP, which provides the background, states the scope of work, describes the deliverables, and provides a deliverables schedule.

The following paragraphs are deleted:

*Page 11 and 12:* Offeror should briefly present approach/methodology for selecting Serbian food processors – companies with potential to export specific food products to specific international markets. Further, technical approach should include methods for company analysis and demonstrate ability to conduct trainings/recommendations for companies to overcome obstacles export to specific markets; indicate potential partners/experts for the training process.

**Offeror should specify countries/markets to be covered and describe opportunities for food products (particularly from fruits and vegetables industry). Plan should include a draft list of products/categories with the best chances in specific markets and quantify potential demand. Offeror should demonstrate linkages to potential channels of distribution/retail in targeted market.**

- **Page 12: In addition, Offeror should also submit a portfolio of the suggested designer.**
- **Page 12: Offeror(s) should provide evidence of their track record of developed hub-type business model, helping food companies to (re)design and launch their premium products in the market in accordance with the Qualification Requirements (Section 2.2. of this RFP).**

**End of Amendment**