

## Questions and Answers (Q&A)

USAID CSS RFP-2019-03 Facilitating access to finance for Serbian Micro, Small and Medium Enterprises (MSME) operating in Fruit and Vegetables Processing Sector

Q 1. The RFP indicates that the maximum cumulative fixed price work order awards to one contractor may not exceed \$80,000.00 for the period of performance of individual FSA. Considering that the RFP also indicates that this is a one-year contract with potential one-year extension period, is this total award amount per contractor covering both the initial and the potential extension period?

**A: The maximum total award amount of USD 80,000.00 per contractor covers the initial first year. USAID Competitive Economy Project (Project) reserves the right to exercise the option to amend awarded framework service agreements at any time according to USAID procurement procedures.**

Q 2. With respect to future working orders within the FSA, will the selected contractors have the opportunity to offer their cost proposal per each future working order or the Project will define both the workload and the maximum budget per order, as it is the case with the work order 1. In addition, will the selected contractor be obliged to provide a proposal for each work order provided by the Project during validity of the FSA?

**A: Please see Section 2.3. Ordering Procedures, Part (c) Request for Task/Work Order Proposal (RFWOP) line (5): “Unless one of the Fair Opportunity Exceptions applies, whenever a task/work order award is contemplated, all contractors will receive a request for a task/Work order proposal to determine the most highly qualified FSA holder. RFWOPs may require proposals to be provided in writing or done via oral presentations. Specific instructions will be included in the RFWOPs. All work order proposals must include the contractor's price proposal to perform the anticipated work order.**

The RFWOP request must be communicated in writing (via mail, e-mail, fax, or other, as set out in the RFWOP) and include a statement of objectives or statement of work and the evaluation procedure, including the relative weighting of cost/price and non-cost/price criteria. The evaluation may be based solely on cost/price and past performance; but may also include one or more technical factors such as corporate experience personnel, and /or technical approach”.

Therefore, any additional work orders may be issued either on competitive basis among all FSA holders or with direct work orders issued to individual FSA holder if there are compelling reasons justifying fair opportunity exceptions (see also Section 2.3. Ordering Procedures, Part (b)). The level of details requested from the FSA holder (e.g. full proposal, budget, presentation, etc.) may vary depending on individual circumstances and requirements of each RFWOP.

Q 3. For organizing one day events in up to three cities across Serbia, will there be any support from other Project partners for providing premises and other logistical support for these events?

**A: The Offeror is solely responsible for organizing events including renting premises and providing other logistical support as may be required for these events, hence the Project will not provide additional funds for such activities.**