

Questions and Answers (Q&A)

USAID CSS RFP-2019-05: Annual Assessment of Fruit and Vegetables Value Chains in Serbia

Q 1. Could you please provide us some further clarification of data which should be analyzed in Sector report? Namely, should this report be based on available secondary data, not including the data that are collected in the previous wave of survey with representatives of SMEs? Also, which time period should be covered within report - as there are different intervals mentioned in several places of RFP (data from 2014-2016, 2015-2018, 2017-2018?)

A 1.

Sector Report should focus on the performance (exports) of the entire Fruits and Vegetables sector, not individual firms from the Annual survey, for the time period of 2017 and 2018 (for the Time Period, please see Section 1.3.3. Deliverables, line 4. Assessment Report, point b. "Report on the performance of the F&V sector in Serbia in 2017 and 2018"), and should serve as a context for the survey findings.

Q 2. For the purposes of formulating the methodological approach, it would be useful to us if we had data on the number of F & V firms surveyed in the 1st wave of research, especially number of SMEs that went through the USAID program (treatment group) and number of those who participated in first wave of the survey, but did not undergo any program of USAID?

A 2.

Section 1.2.1 Background gives the number of 250 SMEs that were impacted by the project (treatment group) and 100 SMEs non-impacted to serve as a control group. 116 were surveyed in the 1st wave of research. Number of companies that were surveyed in the 1st round of research but did not participated in USAID program is 89 (27 companies from the first researched joined the USAID program).

Q 3. Also, in order to estimate the costs as accurately as possible, we need to have a rough estimation of the duration of the questionnaire in minutes, as well as how many open-ended questions would be included in the questionnaire?

A 3.

Section 1.3.1, Task 1 states the questionnaire would have up to 40 questions. Previous year questionnaire had less than 40 questions, only one optional question was an open-ended question. 1/3 of questions had "Other" as the answer option.

Q 4. According to given deliverable schedule, data collection should be finished in 20 days. Having in mind that owners and managers of business entities fall into category of hard to reach respondents, is there any possibility for prolonging duration of fieldwork?

A 4.

Unfortunately, there is no possibility for prolonging duration of fieldwork, however the Project will assist in providing contacts with project-impacted companies. All contract deliverables' timeline will be negotiated with the selected offeror before signing the contract.

Q 5. Could you please confirm if the following parts refer to this RFP:

- 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).**

A 5.

Please disregard this paragraph and find attached the Amendment No.1 to the RfP 2019-05.