

Questions and Answers
USAID CSS (RFP) 2019-08
Improvement of Fruit and Vegetables Value-Chains
through Integrative Business Models

Q1: Can companies whose yearly turnover (revenue) exceeds \$5,000,000 apply for LOT2?

A1: In principle, differentiation per LOTS is based on complexity of the proposed activity / assignment and qualifications of the Offeror including yearly turnover (revenue). Such differentiation is aimed at effective utilization of allocated funds per LOT and per award under each LOT. This does not prevent applicants with higher revenues to compete for LOT 1, LOT 2 or LOT 3 provided that all other conditions of the RFP are met. However, companies with the lower level of yearly turnover must observe the limitations set forth in this RFP when submitting proposals. Please bear in mind that one candidate/company can apply for ONE LOT only, either as a lead or as a partner.

Q2. Do companies need to be exporters? Specifically, must companies applying for LOT 1 be a direct exporter or it can export their produce through intermediary exporter ?

A2. The short answer is “Yes”. If they do not export at this point, they can elaborate in more detail through their Proposals how they are planning to expand their value chain to include the export. (through traders/ intermediary exporters and similar channels).

Q3. Can you provide specific examples, other than the ones listed under “2.5. Implementation of advanced technologies and/or solutions within the value chain.”, as specified on p. 8-9?

A3. As it is stated on p. 9, “It shall include for example, introduction of novel technologies, practices and solutions as listed, but not limited to: 1) advanced technologies/varieties that lead to better performance in the markets 2) production technology and knowledge transfer, for example: introducing small scale tunnels, sophisticated irrigation systems / nets in berry production; zero-residue; integrated pest management; 3) contemporary traceability and management tools (software solutions);”

The software solutions could include supply chain management applications, internal management tools.

Applicants are encouraged to propose a solution that is in line with this activity.

Q4. Will equipment be considered under “2.5. Implementation of advanced technologies and/or solutions within the value chain.”, as specified on p. 8-9??

A4. No, equipment is not covered. There are state-funded projects available for financing the equipment. USAID Competitive Economy Project has a systemic approach and supports approaches and ideas aimed at improvement of processes and solutions and knowledge transfer.

Q5. Do applicants must export only to the EU?

A5. No, they do not. From the business and historical point of view, it is expected that the EU would be the focus of the applicants, but it’s not a must.

Q6. What are the examples of activities that would be extra valued?

A6. Complexity of engagement with growers, i.e. service packages that will be offered (insurance, certifications, inputs, new technology etc.); and value of the product - higher value exportable products

will be prioritized. The most significant value-added is to increase the number of producers, i.e. cooperants as the key is to employ people in rural areas and to develop companies at the same time. Also, the stress is on the products that have greater added value, e.g. berries, but stone fruits are also acceptable; vegetables – the ones that are suitable and marketable for export.

Q7. Under “2.2. Selecting the farms/firms for the value-chain” on p.8, do contracts with selected farmers need to have fixed, i.e. pre-defined amounts?

A7. It is expected from the firm to carefully plan activities and sales of fruits/vegetables in advance, so that the quantities produced by the farmers could be bought-out by the firm based on fair-price terms.

Q8. Can the same local partner be hired by two subcontractors for various sub-activities?

A8. Yes, if the adequate procurement/selection process is conducted. However, please observe that the Offeror may NOT subcontract or enter into joint ventures or other agreements with other organizations under any resultant subcontract without PRIOR Cardno/the Project 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.). The intention is to award Offerors with capacity to perform variety of services through employment/engagement several consultants and/or partners for completing sub-activities (including, but not limited to education, software development, agro-technology et al).