

## **Amendment No1 to the Request for Proposals USAID CSS RFP-2020-09**

### **Subject: Annual Assessment of Fruit and Vegetables Value Chains in Serbia**

**Project:** USAID Competitive Economy Project

**Contracting Entity:**

Cardno Emerging Markets USA, Ltd.

2107 Wilson Boulevard, Suite 800

Arlington, VA 22201-3096

**Funded by:**

United States Agency for International Development (USAID)

### **Purpose**

The purpose of this Amendment No.1 to the RFP USAID CSS RFP-2020-09 is to amend the original solicitation document with the information herewith incorporated and made publicly available to all interested parties.

### **Section 3.2. Technical Proposal**

**Deleted the following:**

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. 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.

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 2. 2. “Personnel Requirements/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. In addition, Offeror should also submit a portfolio of the suggested designer.

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 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).

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.

A proposal format is provided in Attachment C to this RFP.

**Amended/Replaced with the following:**

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. **Offeror should briefly present approach/methodology that reflects the description of services and tasks and deliverables enlisted within the Section 1.3. Scope of Work.**

**Further, technical approach should address methods of survey that suits the Project best having in mind Section 1.2.Activity Purpose, Background and Description.**

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 conducted surveys and assessments similar to the tasks required under the SoW.**

**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.

A proposal format is provided in Attachment C to this RFP.

**ALL OTHER REQUIREMENTS NOT ENLISTED AS CORRECTED IN AMENDMENT NO 1 ARE IN FULL EFFECT AS STATED IN THE ORIGINAL RFP USAID CSS RFP-2020-09.**

**END OF AMENDEMENT NO 1**