

**Questions and Answers USAID CSS RFP-2020-09
Annual Assessment of Fruit and Vegetables Value Chains in Serbia**

1. **Q:** In Section 3.2, regarding the Technical Proposal, the text says:
“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.”
And regarding the Offeror’s Capabilities, Experience, and Past Performance, it says:
“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).
But these seem to be describing activities that are quite different from the ones described in the SoW.
How do you recommend bidders proceed? Should our methodology and references speak directly to the activities covered in the SoW, or to the language quoted above?

A: You noted correctly that there is a difference between language and description of activities in the SoW and in the Section 3.2. Technical Proposal.
Offerors should propose methodology and provide references relevant to the activities described in the SoW and disregard the language quoted in the referenced Section.
The Project is herewith attaching Amendment No.1 with corrections in Section 3.2. respectively.