



## **REQUEST FOR PROPOSAL**

### **Baseline and Annual Performance Survey**

RFP number: **J0872-2018-01**

**Under**

Feed the Future Bangladesh Rice and Diversified Crops (RDC) Activity

**Funded By**

**USAID**

**AID-388-A-16-00002**

<b>RFP Release Date:</b>	<b>April 25, 2018</b>
<b>Performance Period:</b>	<b>May-August 2018</b>
<b>Proposal Submission Deadline:</b>	<b>May 13, 2018</b>
<b>Question/ Inquiry Submission Deadline:</b>	<b>May 7, 2018</b>

## TABLE OF CONTENTS

I.	Introduction .....	1
	A. Company Background .....	1
	B. Program Background .....	1
II.	Purpose .....	1
	A. Scope of Work.....	2
	Phase 1: Inception and Design .....	2
	Phase 2: Roll-out .....	3
	B. Deliverables .....	4
III.	CONTRACT MECHANISM & TERMS OF PAYMENT .....	4
IV.	PROPOSAL PREPARATION AND SUBMISSION REQUIREMENTS .....	4
	A. Instructions for Proposal Preparation .....	4
	1. Capability and Technical Experience Statement .....	4
	2. RESEARCH Staffing.....	5
	3. Cost Proposal.....	5
	B. Instructions for Submission of Proposal .....	5
V.	CRITERIA FOR EVALUATION .....	6
VI.	SOLICITATION PROCESS.....	7
VII.	TERMS AND CONDITIONS .....	7
	A. Late Submissions.....	7
	B. Modification of RFP Requirements.....	7
	C. Withdrawals of Proposals .....	7
	D. Right of Negotiation and Acceptance of Proposal .....	7
	E. Validity of Proposal .....	8
	F. Minimum Offeror Qualifications.....	8
	G. Intellectual Property Rights .....	9
VIII.	ATTACHMENTS.....	9
	Appendix A. Purchase Order General Terms and Conditions.....	10
	APPENDIX B. Technical Proposal Submission Sheet .....	15
	Type of Business/Institution (Check all that apply).....	15
	Anti-Terrorism Certification .....	15
	Appendix C. Illustrative indicators.....	16

## I. INTRODUCTION

### A. COMPANY BACKGROUND

ACDI/VOCA is a nonprofit international economic development organization that delivers technical and management assistance in agribusiness, financial services, enterprise development, community development and food security in order to promote broad-based economic growth and vibrant civil society. Based in Washington, D.C., ACDI/VOCA has worked in 146 countries since 1963. In Bangladesh, ACDI/VOCA has been working since 2010 in food security, economic growth, Livestock and Agricultural market development especially in the South and South-western part of Bangladesh. For more information, go to [www.acdivoca.org](http://www.acdivoca.org).

### B. PROGRAM BACKGROUND

The Feed the Future Rice and Diversified Crops (RDC) activity is a USAID-funded project designed to catalyze market system changes that promote a diversified farm management approach oriented to intensified rice production and higher-value, nutrient-rich crops to increase incomes and improve food security and nutrition in the Khulna, Barisal, and southern Dhaka divisions of Bangladesh (RDC zone). RDC's approach to intensification and diversification goes beyond discrete interventions that link farmers to a private company, a new technology, or a source of financing. Rather, RDC focuses on a transformative process that involves changes in how the rice market system and complementary crops within the rice cropping cycle are structured and how behaviors are incentivized. The goal of RDC is "to increase rural incomes by catalyzing a process that leads to competitive and inclusive rice based market systems". This includes supporting the private sector to expand their business with small-scale agricultural producers, both men and women, in target areas. **RDC is committed to adopt gender integration throughout its programming, ensuring gender-sensitive approaches and actively pursuing opportunities for effecting transformative social change.**

The goal is comprised of the following intermediate results (IRs):

IR 1: Increased Farm Productivity in Rice-Based Cropping Systems; and

IR 2: Increased Participation of Farmers and Other Actors in Profitable Market Systems

The geographic focus for the RDC activity is 20 southern districts in Barisal Division (Barisal, Bhola, Jhalokati, Pirojpur, Barguna, Patuakhali), Dhaka Division (Faridpur, Gopalganj, Madaripur, Rajbari, Shariatpur), and Khulna Division (Bagerhat, Khulna, Jessore, Satkhira, Narail, Magura, Jhenaidah, Chuadanga, Meherpur).

## II. PURPOSE

The purpose of this survey is to understand the nature and dynamics of rice and diversified crops market system. At the sector level, it will also assess the degree to which the activity has achieved or progressed towards the previously mentioned systemic change. The broad objective of this study is to undertake a comparative static analysis to assess the extent of RDC's contribution in bringing about a change in the economic outcomes of input and output market as well as existing market system dynamics of specific crops in the FtF zone. The survey data covering crops specific regions, actors with gender (men and women) and multiple timelines (cropping season) and will try to capture the evolution/trajectory of the selected markets.

The specific objectives of this assessment are:

- To assess the current and baseline level<sup>1</sup> knowledge, attitude and practices of producer groups (sex and technology disaggregated), value chain actors (input related, procurement related and service providers, sex disaggregated) on specific crops production

---

<sup>1</sup> The retrospective baseline for all indicators will be developed through recall and refers to agriculture season 2016-17

- To assess the production of rice and high value crops including backward and forward market accessibility of producers (sex disaggregated) engaged in cultivation of various crops (for rice, maize, mungbean, sunflower, sesame)
- To assess the trends (geographical coverage, distribution/supply network coverage, churn rate, revenue, working capital, transactional morality, source of information-market price, demand item, quality, new market opportunities, way to improve business etc..) on the distribution/supply network of agro input and/or crops (like; rice, maize, pulses-mungbean, lentil, green pea, oil seed- sunflower, sesame, mustard) in FTF zone disaggregated by type (e.g. seed, fertilizer, crop protection etc). and by appropriate geographic area (e.g. districts, sub-districts, saline, non-saline area), time line (cropping season), and sex
- To assess the available business support service (mechanization, finance, ICT, etc) of agricultural crops (e.g; rice, maize, pulses-mungbean, lentil, green pea, oil seed-sunflower, sesame, mustard) having access by the small holders' producer groups in FTF zone disaggregated by appropriate geographic unit (e.g. districts, sub-districts), timeline (cropping season) and sex
- For all above mentioned objectives, to assess the inclusion of and uptake by female producers, service providers, suppliers, customers of ag- crops and inputs (for rice, maize, pulses-mungbean, lentil, green pea, oil seed- sunflower, sesame, mustard) in FTF zone disaggregated by appropriate geographic unit (e.g. districts, sub-districts) and timeline (cropping season).

With this study RDC interested to know the performance of access beneficiaries for implemented interventions, at the same time would like to understand the baseline status of potential access outreach.

## A. SCOPE OF WORK

The study can be broadly categorized into two phases: 1) Inception and Design phase, and 2) Roll Out phase. In the inception and design phase, the consultant/firm will be expected to develop a detailed and systematic methodology that can be replicated toward the conclusion of implementation to assess changes in performance measures of targeted access outreach of implemented interventions and at the same time would like to measure the baseline status of potential access outreach. The selection of method or methods for the baseline and annual performance survey should principally consider the appropriateness of the evaluation design for answering the evaluation questions as well as balance costs, feasibility, and the level of rigor needed to measure the status of the project performance indicators at the onset of the project.

During the design phase, the consultant/firm will work closely with the RDC MEL team. The RDC MEL team will review and approve the baseline survey methodology including sample size and sampling design, data collection tools and data analysis methods.

## PHASE 1: INCEPTION AND DESIGN

- Step 1.** Understand the market dynamics around of rice and diversified crops (rice, maize, oilseeds, & pulses) (i) rules, ii) roles, iii) relationships, iv) resources, and iv) results within the system) supporting functions, actors, enabling environment etc in the FtF Zone
- Step 2.** Undertake systematic review and meta-analysis<sup>2</sup> of existing research findings, documents, dataset and reports of FTF activities and academic literature (AVC, RVC, AIP, IFPRI, CSISA-MI etc.), M4P approach, AAER Framework, USAID LEO document etc.
- Step 3.** Review the selected indicators of MEL plan to determine the performance and baseline values as per RDC MEL Plan, Attribution Strategy, FTF Indicators reporting requirement, GFSS Indicator Handbook, Rolling Interventions result chain.
- Step 4.** To formulate the sampling framework, it is necessary to in-depth context analysis through discussing with key stakeholders to identify the geographical coverage by the lead firms and value chain actors

---

<sup>2</sup> **Systematic reviews** are specific types of [literature reviews](#) that collect and critically analyze multiple research studies or papers, and then finding and analyzing studies that relate to and answer those questions in a structured methodology. They are designed to provide a complete, exhaustive summary of current literature relevant to a [research question](#). A **meta-analysis** is the use of statistical methods to summarize the results of these studies.

**Step 5.** Develop Phase 2 research method i.e. the sampling frame (based on geography, crop types, cluster), sampling method (e.g. quota or stratified) and sample size of survey (statistical significance adjusting for non-response or leakage) as per USAID sampling guideline. The details sampling frame will propose by the research organization.

**Step 6.** RDC will facilitate to share the survey methodology including questionnaires and survey schedule with USAID and ACME to collate their feedback. After consolidation of feedback, the questionnaire and schedule will be finalized.

Based on knowledge gained by this time, selected firm will develop a final questionnaire draft (Include PPI<sup>3</sup> questionnaire) in Bangla and English format for different stakeholders through field based pre-testing process

## **PHASE 2: ROLL-OUT**

**Step 1.** Conduct supervisor/enumerator training; collect robust data in line with specific objectives through field-based primary research

**Step 2.** Collate, input and analyze data, and triangulate with findings from Phase 1 and sets the baseline and performance value for the specific indicators including FtF indicators

**Step 3.** Draft analytical results need to be shared with RDC management including USAID and ACME before final report preparation

**Step 4.** A final report will be produced that includes the findings, interview notes, desk research report, list of interviewees, interview guides used, and calendar of activities. The outline for this report will be approved by RDC prior to writing the report.

The proposed key respondents could be Producers, Retailers, Dealers, Traders, Suppliers/Wholesalers, Service Providers, Mechanics, Lead firms, etc. The proposed research design and method may differ from the aforesaid outline and it is up to the contractor to provide appropriate justification for their proposal. In different stages, there will be reviews and approval processes from RDC management and/or USAID. So, it is necessary to be flexible in information sharing with RDC.

Key Tasks	Timeline (estimated)
<ul style="list-style-type: none"> <li>Inception meetings with RDC</li> </ul>	Late May 2018
<ul style="list-style-type: none"> <li>A systematic review of existing reports, documents (Project Doc, Result framework, ToC, Attribution Strategy, PIRS, and database etc.)</li> <li>Evidence Synthesis/ Meta-analysis</li> <li>A qualitative study (Key Informant Study, FGD)</li> </ul>	Early June 2018
<ul style="list-style-type: none"> <li>Development of Research design for primary survey including sampling frame, sample size, sampling method, etc.</li> <li>Share methodology and tools for sampling framework, and survey with RDC, USAID, ACME</li> <li>Pre-testing of questionnaire</li> <li>Enumerator and supervisor selection and training</li> </ul>	Late June 2018
<ul style="list-style-type: none"> <li>Field survey</li> <li>Data entry, encoding, and input</li> <li>Quality checking of data and survey</li> <li>Analysis and reporting</li> <li>Debrief Presentation with the RDC Chief of Party (CoP), USAID and RDC</li> </ul>	End July 2018

<sup>3</sup> Include **Poverty Probability Index (PPI<sup>®</sup>)** questionnaire. PPI is a poverty measurement tool, where answers to 10 questions about a household's characteristics and asset ownership are scored to compute the likelihood that the household is living below the poverty line. Source: <https://www.povertyindex.org/country/bangladesh>

Key Tasks	Timeline (estimated)
Technical team, summarizing key findings to research questions.	
<ul style="list-style-type: none"> <li>• Draft Report (in the prescribed format)</li> <li>• Final report (incorporating feedback from RDC)</li> </ul>	August 2018
<p><b>Note:</b> these activities (proposed) may run in parallel and will not exceed 4 months in all; Dates are subject to change based on the agreement between the Contractor and RDC</p>	

## B. DELIVERABLES

Once the selection of a consultant and signing of the contract is done, the consultant is expected to refine the proposed methodology and budget and submit an inception report. Also, the following deliverable is subject to submit as evidence of completion of the assignment.

- a. Revised and detailed approach/methodology and work plan should be submitted no later than the end of the first week of mobilization as inception report.
- b. Systematic/Literature review report including a list of Stakeholder contacted
- c. Survey Methodology, Sampling Framework, Data collection instrument, data management guideline, user's guideline for data collection
- d. Staff Training Modules and Schedule
- e. Field Data Collection Schedule
- f. The write-up on the strategy to ensure data quality throughout the study
- g. Final and cleaned survey dataset which will need to submit in the statistical format including code and syntax book, which will have used during analysis
- h. Draft analysis summary and PowerPoint presentation slides which shared with RDC and USAID
- i. Final Report with supporting documentation, including hard copies of survey questionnaires and data, final training documents, and quality control records (both hard copies and electronic version)

\* All reports and other written deliverables must be written entirely in English and submitted electronically in Microsoft Word, Excel or PowerPoint format.

## III. CONTRACT MECHANISM & TERMS OF PAYMENT

ACDI/VOCA anticipates issuing a **Fixed Price Purchase Order- Ancillary Services -Deliverable Based** to an Offeror.

ACDI/VOCA will issue fixed payment(s) based on submission and ACDI/VOCA acceptance of deliverables. Once an award is issued, it will include a fixed price payment schedule with deliverables specified above. A copy of the ICA terms and conditions are attached to this RFP for informational purposes.

## IV. PROPOSAL PREPARATION AND SUBMISSION REQUIREMENTS

### A. INSTRUCTIONS FOR PROPOSAL PREPARATION

The selection committee will evaluate the Offerors based upon their written technical and cost proposals. Each section will be evaluated according to the criteria for evaluations in Section V. Offerors are expected to examine the specifications and all instructions in the RFP. Failure to do so is at the Offeror's risk. Interested Offerors must provide the following:

#### 1. CAPABILITY AND TECHNICAL EXPERIENCE STATEMENT

Demonstrate capabilities and technical experience by providing the following: (*Illustrative only; insert detail and page numbers for any item selected [see instructions]*)

- a. Organization Overview description of the firm
- b. Capabilities Statement of relevant capacities of the firm
- c. Research Approach: A detailed proposal explaining how the firm intends to conduct the baseline and annual performance study.
- d. Activity (work) Schedule

---

## 2. RESEARCH STAFFING

Identify the research staffing and the percentage of the time each will spend on this activity. Include no more than a half-page bio sketch for each individual considered essential for the successful implementation of this contract.

---

## 3. COST PROPOSAL

Offerors will submit a proposed budget with their proposals in a separate, sealed envelope (or separate file, if submitting via email) labeled "Budget Proposal." The proposed budget will have sufficient detail to allow evaluation of elements of costs proposed. Budgets should be submitted in the currency in which your organization is located and will be paid; please label your budget with the name of the currency. ACDI/VOCA reserves the right to request any additional information to support detailed cost and price.

- Budgets should be submitted in BDT
- Quoted price to be inclusive of Tax
- VAT to be mentioned separately as per govt. rules
- VAT and TAX will be deducted at source as per the rules of Govt. and USAID VAT coupon will be against deduction of VAT at source.

## 4. REFERENCES

Please include three client references and contact information. References should have worked with your organization within the past two years in connection with the countries or regions (and if possible, subject matter) applicable to this RFP.

## B. INSTRUCTIONS FOR SUBMISSION OF PROPOSAL

1. The technical and price proposals shall be separately bound and identified as such (and sent via email). Each volume shall be clearly identified with the RFP number and the Offeror's name.

All responses to this RFP must be received no later than the submission deadline on the cover page of this RFP. Offerors must submit 01 (one) copy of the original proposal in the following address to:

<b>ACDI/VOCA</b>	
Ventura Iconia   5 <sup>th</sup> Floor   House # 37  Road # 11, Block # H	
Banani   Dhaka-1213  Bangladesh	
<b>Attention:</b>	<b>Tim Russell, COP</b>
<b>Email:</b>	<b>infor dc@acdivocadc.org</b>

Faxed offers are not acceptable.

- All inquiries and requests for information regarding this RFP must be submitted by email to the following individuals no later than the question/inquiry submission deadline on the cover page of this RFP. Reference the RFP number in all questions/inquiries.

	Contractual	Technical
<b>Name:</b>	<b>Tim Russell, COP</b>	<b>Bilash Mitra, Team Lead-MEL</b>
<b>Email:</b>	<b>inforde@acdivocardc.org</b>	<b>Bmitra@acdivocardc.org</b>

- ACDI/VOCA will not compensate Offerors for their preparation of responses to this RFP.

## V. CRITERIA FOR EVALUATION

ACDI/VOCA will evaluate proposals based on a best-value determination; Offerors should submit their most competitive price proposal. Proposals will be evaluated using the following criteria:

Criteria	Weight	Max. Points
<b>Criteria 1: Quality of technical proposal</b>	<b>20.0</b>	
<i>Methodology of conducting the research</i>		10.0
<i>Proposed different research tools and techniques</i>		10.0
<b>Criteria 2: Competence, qualification of personnel in the team</b>	<b>20.0</b>	
<i>Reputation of Organization and Staff (Competence / Reliability) Company profile, qualification and experience of key personal.</i>		10.0
<i>Experience on agriculture, FTF Zone, value chain and market system</i>		10.0
<b>Criteria 3: Capacity of the organization</b>	<b>20.0</b>	
Relevance of <ul style="list-style-type: none"> <li>- Specialized Knowledge</li> <li>- Experience on Similar Program / Projects</li> <li>- Infrastructure and logistical capabilities</li> <li>- Experience on Private Sector Development</li> </ul>		10.0
<i>Sufficient resource pool (human and financial), ability to mobilize additional resources (access pool of enumerators, supervisors, moderators (for FGD) etc)</i>		10.0
<b>Criteria 4: Time Planning</b>	<b>10.0</b>	
<i>Proposed timeline for completing the study</i>		10.0
<u>Financial</u>	<b>30.0</b>	30.0



Total		100
-------	--	-----

The evaluation committee will review the technical proposal based upon the technical criteria listed above. The cost proposals will be reviewed to ensure they are complete and free of computational errors. The committee will also assess the reasonableness of costs and the cost-effectiveness of the budget, and will determine whether the costs reflect a clear understanding of project requirements. A contract will be offered to the responsible Offeror whose proposal follows the RFP instructions and is judged to be the most advantageous to ACDI/VOCA.

**VI. SOLICITATION PROCESS**

Once the RFP is released, the Offerors must prepare a formal proposal to be sent to the contact person at ACDI/VOCA as indicated in Section IV (b) (1). The submitted proposals will be reviewed against the criteria for evaluation defined in Section V above and rated on their ability to satisfy the requirements stated in this RFP document. A preferred Offeror will be chosen and formally notified. A formal contract will be negotiated with the selected Offeror and, if endorsed, the Offeror will begin work on the project.

**VII. TERMS AND CONDITIONS**

**A. LATE SUBMISSIONS**

Proposals received after the submission deadline stated in the cover page of this RFP may not be considered. Offerors will be held responsible for ensuring their quotations are received according to the instructions stated herein. A late offer will be considered if the cause was attributable to ACDI/VOCA or its employees/agents, or if it is in the best interest of ACDI/VOCA.

**B. MODIFICATION OF RFP REQUIREMENTS**

ACDI/VOCA retains the right to terminate the RFP or modify the requirements upon notification to Offerors.

**C. WITHDRAWALS OF PROPOSALS**

Proposals may be withdrawn by written notice via email at any time before award. Proposals may be withdrawn in person by an Offeror or authorized representative, if the representative’s identity is made known and the representative signs a receipt for the proposal before award.

**D. RIGHT OF NEGOTIATION AND ACCEPTANCE OF PROPOSAL**

This RFP represents a definition of requirements and is an invitation for submission of proposals. ACDI/VOCA reserves the right to fund/award any or none of the submitted proposals. No commitment is made, either expressed or implied, to compensate Offerors for costs incurred in the preparation and submission of their proposal.

ACDI/VOCA may reject any proposal that is nonresponsive. A responsive proposal is one that complies with all terms and conditions of the RFP. A proposal must be complete, signed by an authorized signatory, and delivered no later than the submission time and date indicated on the cover sheet of this RFP. ACDI/VOCA may reserve the right to waive any minor discrepancies in a proposal.

ACDI/VOCA reserves the right to issue an award based on the initial evaluation of proposals without discussion. ACDI/VOCA also reserves the right to enter into best and final negotiations with any responsive Offerors for all or part of the proposed scope.

## E. VALIDITY OF PROPOSAL

Proposals submitted shall remain open for acceptance for (*enter number of days 60 days is recommended*) from the last date specified for receipt of proposals. This includes, but is not limited to, pricing, terms and conditions, service levels, and all other information. If your organization is awarded the contract, all information in the RFP and negotiation process is contractually binding.

## F. MINIMUM OFFEROR QUALIFICATIONS

Offerors submitting proposals must (1) be officially licensed to do such business in *Bangladesh*, (2) be able to receive USAID funds and (3) not have been identified as a terrorist. In addition, Offeror may be required to provide the following information:

- Documentation to verify licensure (e.g., tax id, VAT & TIN certificate/ registration certificate, copy of valid trade license, DUNS, etc.)
- Demonstration of adequate management and financial resources to perform the contract
- Satisfactory records of performance history, integrity and business ethics
- The buyer may accept or reject any offer without assigning any reasons whatsoever and is not bound to accept the lowest bidder.

### **Minimum Technical Eligibility of the Consultancy Firm/Individual:**

- Experience in the delivery of similar type of services (consumer/enterprise/business survey<sup>4</sup>) to government/ development projects/autonomous bodies/private sector (in Bangladesh or South Asia) during the last ten years, with at least five such assignments;
- Strong reputation in the delivery of credible analytical processes particularly analyzing agriculture value chains or market system assessments, with minimum five years of experience;
- Experience of undertaking a similar study with qualitative and quantitative components; minimum 3 in last 5 years.
- Experience in undertaking quantitative studies where survey sample exceeded 1000 respondents, with at least 3 such assignments in last 5 years
- Ability to field a team of experts (with minimum 5 years of experience) in various disciplines relevant to market system, value chain, agro-processing/supply chain
- Have access to supervisors and enumerator pool with 80% having over 2 years of field survey experience

**Note:** Consultancy firms that do not meet the above eligibility criteria shall not be considered for further evaluation. Necessary documentation must be submitted to substantiate the above eligibility criteria.

### **Technical Experience of Expert Core Team:**

#### **(1) Team Leader/Lead Consultant:**

- Substantive experience of working on a similar type of project delivered to government/ semi-government/autonomous bodies/projects during last ten years, preferably also provided through a multi-disciplinary team;

---

4 Consumer/Enterprises/business includes households, farming enterprises, micro-merchants, retail outlets, other SMEs etc.

- Solid experience (minimum 10 years) in areas of economic development, business development service, Value chain/ market system analysis particularly around agriculture
- Exceptional analytical skills and project leadership abilities, with the proven ability to deliver a major analytical and research input
- Ability to advocate for key policy outcomes in English and Bangla to diverse audiences, in both spoken and written forms.

**(2) Team members:**

- Extensive knowledge of the issues, challenges, and dynamics of agriculture sectors in Bangladesh and particularly the FtF zone
- Experience in developing and conducting research within a similar team approach;
- Balanced set of relevant skills – in quantitative research, qualitative research, value chain/ market system analysis, supply chain management, agro-processing, and business development services
- Analytical and academic credibility and ability to draw on international experience in market system and value chain analysis;
- A demonstrable track record of working effectively within tight deadlines;
- Ability and authority to communicate with various private and public sector stakeholders at higher levels;
- Links with local academic, development projects (to collect secondary data) and research institutions;
- Excellent writing and editing skills, as well as strong analytical aptitude, communication and presentation skills (in English and Bangla).

**(3) Educational Qualification of Core Research Team**

- Team leader/lead consultant: Ph.D, substantial experience in extensive research on development and poverty reduction with leading policy works, or alternatively, Master’s degree plus an established track record of published research or delivery of analytical outputs in this field;
- Team members: minimum Master’s degree in economics/social sciences, statistics, development management, development studies, or related field.
- Firm’s support service staff: appropriately qualified in accounting/ financial management, HR, and law.

**G. INTELLECTUAL PROPERTY RIGHTS**

All tangible or intangible property created or acquired under this contract shall be the exclusive property of ACDI/VOCA and the donor. The term “property” includes all data and reports associated with this engagement. Reference is made to Sections 12 and 13 in the business terms and conditions attached in Appendix A.

**VIII. ATTACHMENTS**

Appendix A: Purchase Order General Terms and Conditions

Appendix B: Technical Proposal Submission Sheet

Appendix C: Illustrative Indicators

**GENERAL BUSINESS TERMS AND CONDITIONS*****\*\*These Terms and Conditions apply to all Purchase Orders\*\****

**1. Assignment.** Vendor shall not assign, subcontract or transfer all or any portion this Purchase Order or any of its obligations without the express, prior written permission of ACDI/VOCA.

**2. Proprietary Information & Confidentiality.** Vendor shall consider all data, documentation, drawings, specifications software and other information furnished by ACDI/VOCA to be confidential and proprietary and shall not disclose any such information to any other person, or use such information itself for any purpose other than that for which it was intended in completing this order, unless Vendor obtains written permission from ACDI/VOCA to do so. Vendor agrees to execute ACDI/VOCA's standard Non-Disclosure Agreement upon request.

**3. Terms of Payment.** Subject to any superseding terms on the face hereof, Vendor shall mail the invoice to the address listed in Box 6 of the Purchase Order and be paid upon completion/acceptance of the required supplies/services. **(A) TIMING OF PAYMENTS.** Vendor shall be paid, in the currency on the face of this Purchase Order, within thirty (30) days after ACDI/VOCA's receipt of an acceptable invoice and ACDI/VOCA's acceptance of the completed products/services in accordance with (B) "Inspection and Acceptance" below, together with any required documents. ACDI/VOCA is under no obligation to pay Vendor's invoices received later than 90 days after acceptance. Payment of Vendor invoices by ACDI/VOCA shall not constitute final approval of the invoices. All charges invoiced by Vendor may remain subject to ACDI/VOCA and/or government/Client audit and subsequent adjustment. Vendor agrees to reimburse ACDI/VOCA for any costs disallowed by Client. **(B) INSPECTION & ACCEPTANCE.** (1) Vendor shall work within professional standards covering the work and shall make such inspections as are deemed necessary to insure Vendor compliance. (2) All deliveries shall be subject to final inspection by ACDI/VOCA. If deliverables or a service performed by Vendor is found to be defective, Vendor shall be given the opportunity to correct any deficiencies within a reasonable period of time, not more than 10 days. If correction of such work is impracticable, Vendor shall bear all risk after notice of rejection and shall promptly make all necessary replacements at its own expense, if so requested by ACDI/VOCA. Vendor shall provide immediate notice to ACDI/VOCA of any potential failure on the part of its suppliers to provide supplies/services required. Vendor is responsible for any deficiency on the part of its suppliers. Vendor shall be responsible for any costs of reprourement as may be necessary for ACDI/VOCA to secure the supplies/services as a result of Vendor's inability to perform that exceed the agreed upon price herein. **(C) LATE DELIVERIES.** In addition to any remedies available to it in the event of late delivery, ACDI/VOCA may deduct 1% of the amount invoiced for such delivery for each day said delivery was late. This will not exceed 10% of the total value of the Purchase Order.

**4. Performance.** All services are to be performed to the satisfaction of ACDI/VOCA. If stated in the scope of work, time is of the essence with respect to the performance. ACDI/VOCA shall not be billed at prices higher than those stated in this Purchase Order. ACDI/VOCA shall have no obligation to pay Vendor more than the fixed price or ceiling price stated on the face of this Purchase Order.

**5. Title and Risk of Loss.** Title to and risk of loss of, each product and/or service to be delivered/provided shall, unless otherwise provided herein, pass from Vendor to ACDI/VOCA upon acceptance of such product/service by ACDI/VOCA.

**6. Force Majeure.** Any non-performance or delay in performance of any obligation of either party under this Purchase Order may be excused to the extent such failure or non-performance is caused by an event or condition beyond the reasonable control of the non-performing party, and which, by the exercise of due diligence, could not be avoided or overcome ("Force Majeure"). However, in no event will any non-performance or delay in performance of any of Vendor's suppliers or any labor disruption affecting Vendor specifically, and not Vendor's industry generally, constitute Force Majeure for Vendor. If Vendor is affected by Force Majeure, it will (i) promptly provide notice to ACDI/VOCA, explaining the particulars and the expected duration of the Force Majeure and (ii) use its best efforts to remedy the interruption or delay if it is reasonably capable of being remedied, and to mitigate the adverse effects of such interruption or delay on ACDI/VOCA, including sourcing substitute providers of services from the market, at Vendor's expense, in order to meet ACDI/VOCA's required completion dates.

**7. Warranty.** Vendor warrants all supplies/services to be free from all material defects and expressly represents that all such required supplies/services are capable of providing/performing the function service for which they were intended. Vendor agrees to pass on all manufacturers' warranties to ACDI/VOCA. To the extent that ACDI/VOCA is held financially responsible for any deficiencies in the services performed by the Vendor, the Vendor agrees to cure such deficiencies at the sole cost to the Vendor. Vendor agrees to deliver/provide the products/services which are the subject-matter of this Purchase Order to ACDI/VOCA free and clear of all liens, claims, and encumbrances. Vendor represents and warrants to ACDI/VOCA that: (i) it has no conflict of interest with respect to the Services to be performed for ACDI/VOCA under this Purchase Order; (ii) it has not entered into any agreement, or executed any document, with any individual or other organization that will prevent it from: (a) disclosing and assigning intellectual property in work product exclusively to ACDI/VOCA; and (b) performing any other obligation under this Purchase Order; (iii) it will not enter into any such agreement, or execute any documents, which will create a conflict of interest or which will prevent it from freely performing any obligation under this Purchase Order; and (iv) it will not knowingly incorporate confidential information of any person or entity not a party to this Purchase Order into any materials furnished to ACDI/VOCA without prior written notice to ACDI/VOCA. Vendor further represents and warrants to ACDI/VOCA as follows: (i) no kickback, bribe, gratuity or transfer of anything of value was offered, agreed to, or made, nor shall be made, to or for the benefit of any employee or representative of ACDI/VOCA in return for or in connection with the award of this Purchase Order; (ii) the Vendor has not engaged in bid-rigging or other collusive agreements or behavior with any actual or potential competitor for this Purchase Order or any other person, which behavior could have had the effect of lessening competition for the award of this Purchase Order or of raising the price of the Deliverables or the Services procured; and (iii) all statements of material fact contained in any proposal, response, certification, or questionnaire submitted by Vendor or any of its representatives in connection with the solicitation, award or negotiation of this Purchase Order were true and complete when made.

**8. Compliance with Law.** Vendor's performance of work and all products to be delivered shall be in accordance with any and all applicable regulations: executive orders, Federal, State, municipal, local and host country laws and ordinances, and rules, orders, requirements and regulations. Such Federal laws shall include, but not be limited to, the Fair Labor Standards Act of 1938 as amended, E.O. 11246, "Equal Opportunity," as amended by E.O. 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and as supplemented by regulations at 41 CFR Chapter 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor", the Copeland "Anti-Kickback" Act (18USC874 and 40USC276c and 18USC874 as supplemented by Department of Labor regulations at 29CFRpart 3, the Davis-Bacon Act, as amended (40USC276a-a7) and as supplemented by Department of Labor at 29CFRpart 5, the Contract Work Hours and Safety Standards Act (40USC327-333), and the Byrd Anti-Lobbying Amendment (31USC1352). Unless otherwise agreed, governing law shall be that of the District of Columbia.

**9. Suspension and Termination.** ACDI/VOCA shall retain the right to direct Vendor to stop work ("Suspension") at any time. Such direction must be in writing and shall be effective for a period of no more than 30 days after which time Vendor may continue work absent direction to do so or a notice of termination at their own risk. Under no circumstances shall Vendor receive more than the original value of this Purchase Order. "Termination": ACDI/VOCA reserves the right to terminate

this Purchase Order when: 1. deemed in the best interests of its client; or 2. if the Vendor defaults in performing this Purchase Order and fails to cure the default within 10 days after receiving a notice specifying the default. ACIDI/VOCA shall be liable only for payment under the payment provisions of this Purchase Order for services/deliverables completed and accepted before the effective date of termination. Payments for partial deliverables shall not be made unless explicitly authorized by ACIDI/VOCA in the Termination Letter. This paragraph shall not limit any legal rights to cancel this Purchase Order without further liability for articles not accepted by ACIDI/VOCA. This Purchase Order may be terminated at any time in the event Vendor commits an act of bankruptcy, files or has filed against the petition of bankruptcy or insolvency or suffers any receivership or other similar petition to be filed for or against it, or is subject to any Suspension/Debarment or other action by the USG. Vendor may be liable to reimburse ACIDI/VOCA should ACIDI/VOCA incur any additional costs as a direct result of such default termination.

**10. Insurance & Work on ACIDI/VOCA's or ACIDI/VOCA Client Premises.** Vendor agrees to maintain the adequate insurance coverage against claims arising from injuries sustained by Vendor on ACIDI/VOCA's facilities and agrees to be liable for all damages & claims arising against ACIDI/VOCA for which the Vendor is responsible. Vendor will maintain a comprehensive general liability insurance policy in the amount of at least \$500,000 per occurrence or the standard, local business practice. Purchase Orders which require performance outside the United States shall contain a provision requiring Worker's Compensation Insurance. The Vendor should refer questions on this subject to the ACIDI/VOCA representative named above in Block 6.

**11. Independent Relationship.** Vendor agrees that its relationship with ACIDI/VOCA is that of an independent contractor and nothing in this Purchase Order shall be construed as creating any other relationship. As such, Vendor shall comply with all applicable laws and assume all risks incident to its status as an independent contractor. This includes, but is not limited to: compliance with all applicable laws, responsibility for all applicable taxes including VAT, income taxes, social security payments and other such taxes that might occur, licenses, fees, insurance, etc. Neither the vendor nor anyone employed by it shall be, represent, act or be deemed to be an agent, representative or employee of ACIDI/VOCA.

**12. Rights in Intellectual Property.** Vendor acknowledges that all Deliverables and work product produced by Vendor, whether alone or jointly with others, in connection with or pursuant to the Vendor's performance under this Purchase Order shall be the sole and exclusive property of ACIDI/VOCA. This includes all writings, books, articles, computer programs, databases, source and object codes, and other material of any nature whatsoever, including trademarks, trade names, and logos, that is subject to copyright protection and reduced to tangible form in whole or in part by Vendor in the course of Vendor's service to ACIDI/VOCA shall be considered a work made for hire, or otherwise ACIDI/VOCA property. Vendor hereby assigns and agrees to assign to ACIDI/VOCA all of its respective rights, title and interest in such Deliverables and work product, including without limitation all patents and patent rights and all applications for registration of the same, and, upon being reduced to a tangible form, all copyrights therein. To the greatest extent permissible under U.S. copyright laws, each copyrightable element of the property and work product first produced shall be a "work made for hire" in favor of ACIDI/VOCA. For items and material of Vendor existing prior to or produced outside this Purchase Order, and incorporated into Deliverables or work product delivered or produced pursuant to this Purchase Order, Vendor hereby grants and agrees to grant to ACIDI/VOCA an irrevocable, non-exclusive, fully transferable and sublicensable, royalty-free license to make, use, sell, copy, publish, perform, display, and prepare derivative works from such items and material in connection with ACIDI/VOCA's beneficial use, enjoyment and disposition of such property and work product. Vendor agrees to execute such documents of assignment or take such other action as ACIDI/VOCA may reasonably request to evidence, perfect or effect the transfer, recordation or protection of rights assigned or licensed.

**13. Rights in Data.** The Vendor understands and agrees that ACIDI/VOCA may itself and permit others, including government agencies of the United States and other foreign governments, to reproduce any provided publications and materials through but not limited to the publication, broadcast, translation, creation of other versions, quotations there from, and otherwise utilize the work and material of this Purchase Order.

**14. Indemnification.** The Vendor shall indemnify, and hold harmless each of ACIDI/VOCA and its directors, officers, employees and agents from and against all claims, liabilities, losses, suits, costs, damages, and expenses, including reasonable attorneys' fees and litigation expenses, that ACIDI/VOCA may sustain by reason of Vendor's negligent or unlawful actions in connection with its performance under this Purchase Order, or a breach of any of Vendor's warranties contained herein.

**15. Claims and Disputes.** In the event of any dispute, a claim by the Vendor must be made in writing and submitted to the ACIDI/VOCA Vice President of Quality and Compliance for a written decision. A claim by the Vendor is subject to a written decision by the Vice President of Contracts and Grants, who shall render a decision within 60 days of receipt of the Vendor's claim. If an equitable resolution cannot be resolved, both Parties agree to settlement by arbitration in accordance with the regulations of the American Arbitration Association in the District of Columbia, USA. The non-prevailing Party (as determined by the arbitrator) in the arbitration shall pay all of the associated costs, expenses and attorney's fees in connection with the arbitration and the cost of the arbitrator and any accountants or advisors which the Parties agree to employ for the benefit of the arbitrator. The Subcontractor will proceed with performance of this Purchase Order pending final resolution of any claim.

**16. Changes.** ACIDI/VOCA may - with the consent of the Subcontractor - make changes, revisions, additions, or deletions (collectively hereinafter called "changes") in the Subcontract scope of services. ACIDI/VOCA may make unilateral changes, with prior written notice to the Subcontractor, to this Purchase Order by written order issued by ACIDI/VOCA where required in writing by the Client. If any change causes an increase or decrease in the Subcontractor's cost of, or the time required for, the performance of any part of the Work, whether or not changed by any such change authorization, ACIDI/VOCA shall make an equitable adjustment and modify in writing the Subcontract as applicable. Any claim by Subcontractor for an adjustment under this paragraph must be asserted in writing, fully supported by factual information, to ACIDI/VOCA's Prime Contracting Officer or designee within thirty (30) calendar days from the date of receipt by Subcontractor of the written change authorization from ACIDI/VOCA or within such extension of that 30-day period as ACIDI/VOCA, in its sole discretion, may grant in writing at Subcontractor's request prior to expiration of said period. The Subcontractor will not proceed with any changes unless notified to proceed in writing by the Prime Contracting Officer.

**17. Certifications.** Vendor certifies by acceptance of this agreement that (i) neither it nor its principals is presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction by any U.S. Federal Government department of agency; (ii) neither it nor its principals have been convicted of a narcotics offense or have been engaged in drug trafficking as defined in 22 CFR Part 140; (iii) neither it nor its principals are designated affiliates as "specially designated nationals" by the Office of Foreign Asset Control of the U.S. Department of Treasury or UN Security Council Committee 1267 sanctions list; (iv) neither it nor its principals have been indicted or convicted on charges of terrorism or of providing support to terrorists; (v) Vendor agrees and certifies to take all necessary actions to comply with Executive Order No. 13244 on Terrorist Financing; blocking and prohibiting transactions with persons who commit, threaten to commit, or support terrorism. Note: Vendor is required to obtain the updated lists at the time of procurement of goods or services. The updated lists are available at: [www.sam.gov](http://www.sam.gov); <http://www.treasury.gov/resource-center/sanctions/SDN-List/Pages/default.aspx>; and [http://www.un.org/sc/committees/1267/aq\\_sanctions\\_list.shtml](http://www.un.org/sc/committees/1267/aq_sanctions_list.shtml); (vi) neither it nor its principals have been indicted or convicted for violating the Trafficking in Persons Policy; (vii) Vendor may not charge under this Purchase Order any item which has a source/origin from any restricted countries or prohibited sources, as designated by the U.S. State Department. Further, ACIDI/VOCA shall not issue purchase orders to entities with a source or nationality of: Cuba, Iran, Libya, North Korea and Syria; and (viii) Vendor warrants that no offer, payment, consideration, or benefit of any kind, which constitutes an illegal or corrupt practice, has been made or shall be made, either directly or indirectly, as an inducement or reward for the award of this Purchase Order. Any such practice will be grounds for terminating or rescinding the award of this Purchase Order, in addition to any other remedies that may be available to ACIDI/VOCA in such event. Violation of any of these certifications is considered a material defect and will lead to the termination of this Purchase Order.

18. Severability. If any provision of this Purchase Order is held to be invalid or unenforceable for any reason, the remaining provisions may continue in full force at the discretion of ACDI/VOCA without being impaired or invalidated in any way. The invalid provision will be replaced with a valid provision which most closely approximates the intent and economic effect of the invalid provision.

19. Order of Precedence. The rights and obligations of both Parties shall be subject to and governed by the following documents in order listed: (a) the cover page of this Purchase Order; (b) the Business Terms and Conditions of this Purchase Order; (c) any Attachments to this Purchase Order; (d) the Client award noted at Block 9; (e) the Federal Terms and Conditions of this Purchase Order. Any conflict occurring among these documents will be resolved in the stated order of precedence.

20. Compliance with Foreign Corrupt Practices Act. By accepting and implementing the terms of this agreement with ACDI/VOCA the awardee and/or contractor certifies that neither it, nor any of its affiliates, partners, owners, officers, directors, employees, and agents have paid, offered, promised to pay or authorized payment of, and will not pay, offer, promise to pay, or authorize payment of, directly or indirectly, any monies or anything of value to any government official, government employee, political party, or candidate for political office for the purpose of influencing any act or decision of such person or of the government for the benefit of ACDI/VOCA or the programs it implements. Further, the awardee and/or contractor agrees to report any suspected improper payment or activity to the ACDI/VOCA Chief of Party or through the ACDI/VOCA Ethics Hotline <https://secure.ethicspoint.com/domain/media/en/gui/26304/index.html>

**THE FOLLOWING CLAUSE APPLIES ONLY TO PURCHASE ORDERS IN WHICH WORK WILL BE PERFORMED IN WHOLE OR PART IN THE U.S.**

21. Anti-discrimination. Veterans Rule: "This contractor and subcontractor shall abide by the requirements of 41 CFR 60-300.5(a). This regulation prohibits discrimination against qualified protected veterans, and requires affirmative action by covered prime contractors and subcontractors to employ and advance in employment qualified protected veterans."

Disability Rule: "This contractor and subcontractor shall abide by the requirements of 41 CFR 60-741.5(a). This regulation prohibits discrimination against qualified individuals on the basis of disability, and requires affirmative action by covered prime contractors and subcontractors to employ and advance in employment qualified individuals with disabilities."

**THIS CLAUSE APPLIES TO PURCHASE ORDERS THAT EXCEED \$150,000**

22. Access to Records. If this Purchase Order is a negotiated Purchase Order, ACDI/VOCA, US government donor agency, the Comptroller General of the United States, or any of their duly authorized representatives, shall have access to any records of the contractor which are directly pertinent to this Purchase Order for the purpose of an audit or examination.



**\*The following tables of Terms & Conditions Apply to Purchase Orders under U.S. Government Prime Contracts Only\***

**FEDERAL TERMS AND CONDITIONS**

This agreement is issued under a U.S. Government Prime Contract. Applicable clauses set forth below are incorporated by reference into this agreement with the same force and effect as if they were set forth in full. A full copy of each clause may be obtained from the ACDI/VOCA Compliance Department. The term FAR means Federal Acquisition Regulation, effective as of January 1, 2014. The terms, "Contractor," "Government" and "Contracting Officer" as used in these clauses shall refer to the Vendor, ACDI/VOCA, and the ACDI/VOCA Compliance Administrator, respectively. This agreement is between Vendor and ACDI/VOCA only and shall not be construed in any way to create a contractual relationship between Vendor and the U.S. Government. The Vendor shall not appeal directly to the U.S. Government without the written consent/concurrence of the ACDI/VOCA Contract Administrator.

**THESE CLAUSES AND STANDARD BUSINESS TERMS AND CONDITIONS APPLY TO ALL CONTRACTS**

CLAUSE TITLE	FAR CITE	CLAUSE TITLE	FAR CITE
Definitions	52.202-1	Combatting Trafficking in Persons	52.222-50
Restriction on Subcontractor Sales to the Government	52.203-6	Privacy Act Notification	52.224-1
Anti-Kickback Procedures 52.203-7	52.203- 52.204-3	Restrictions on Certain Foreign Purchases	52.225-13
Taxpayer Identification	52-204-6		
Data Universal Numbering System (DUNS)	52.204-8	Patent Rights – Acquisition by the Government	52.227-13
Annual Representations & Certifications	52.209-6	Rights in Data – Special Works	52.227-17
Protecting Government’s Interest When Subcontracting with Contracts Debarred, Suspended or Proposed for Debarment		Payments Under Time & Materials/Labor Hour Contracts	52.232-7
		Disputes, Alternate I	52.233-1
		Restrictions on Severance Payments to Foreign Nationals	52.237-8
Material Requirements	52.211-5	Stop Work Order, Alternate I	52.242-15
Liquidated Damages (1% of Contract Value/Day)	52.211-11	Government Delay of Work	52.242-17
Terms and Conditions – Simplified Acquisition (Other Than Commercial Items)	52.213-4	Changes-Fixed Price	52.243-1
Order of Precedence	52.215-8	Subcontracts	52.244-2
Convict Labor (U.S. POs only)	52.222-3	Inspection of Supplies – Fixed Price	52.246-2
Child Labor- Cooperation With Authorities and Remedies	52.222-19	Contractor Liability for Personal Injury and/or Property Damage (applies only to POs for transportation services)	52.247-21
Walsh-Healy Act	52.222-20	Contract Not Affected By Oral Agreement	52.247-27
Prohibition of Segregated Facilities	52.222-21	Preference for U.S.-Flag Air Carriers	52.247-63
Affirmative Action Compliance Equal Opportunity	52.222-25	Preference for Privately Owned U.S.-Flag Commercial Vessels	52.247-64
	52.222-26	Termination For Convenience of the Government (Fixed Price)	52.249-2
Equal Opportunity for Special Disabled Veterans and Veterans of the Vietnam Era and Other Eligible Veterans (for POs over \$100,000 only)	52.222-35	Termination (Cost Reimbursement) (for any cost reimbursable elements)	52.249-6
Affirmative Action for Workers With Disabilities	52.222-36		
Employment Reports on Disabled Veterans and Veterans of the Vietnam Era	52.222-37		

**THESE CLAUSES APPLY TO CONTRACTS FOR SERVICES**

CLAUSE TITLE	FAR CITE	CLAUSE TITLE	FAR CITE
Service Contract Act	52.222-41	Inspection of Services – Fixed Price	52.246-4
Changes – Fixed Price Services, Alternate II	52.243-1	Inspection – Time & Materials/Labor Hours	52.246-6
Changes – Time & Materials/Labor Hours	52.243-3	HBCU and Minority Institution Representations	52.226-2

**THESE FAR CLAUSES APPLY TO CONTRACTS \$150,000 AND ABOVE**

CLAUSE TITLE	FAR CITE	CLAUSE TITLE	FAR CITE
--------------	----------	--------------	----------

Certificate of Independent Price Determination	52.203-2	Payment for Overtime Premiums	52.222-2
Gratuities	52.203-3	Drug-Free Workplace	52.223-6
Cancellation, Rescission, and Recovery of Funds for Illegal or Improper Activities	52.203-8	Authorization and Consent	52.227-1
Price or Fee Adjustment for Illegal or Improper Activity	52.203-10	Notice and Assistance Regarding Patent & Copyright Infringement	52.227-2
Certification and Disclosure Regarding Payment to Influence Certain Federal Transactions	52.203-11	Federal, State, and Local Taxes	52.229-3
Limitation on Payments to Influence Certain Federal Transactions	52.203-12	Federal, State, and Local Taxes	52.229-6
Printed or Copied Double-Sided on Recycled Paper	52.204-4	Interest	52.232-17
Certification Regarding Debarment, Suspension, Proposed Debarment, and Other Responsibility Matters	52.209-5	Stop-Work Order	52.242-15
Responsibility Matters	52.209-7	Competition in Subcontracting	52.244-5
Updates of Information Regarding Responsibility Matters	52.209-9	Contractor Inspection Requirements	52.246-1
Audit and Records – Negotiation	52.215-2	Limitation of Liability	52.246-23
Integrity of Unit Prices	52.215-14	Limitation of Liability – Services	52.246-25
Price Re-determination – Retroactive	52.216-6	Termination of Convenience for the Government (Fixed Price-SF)	52.249-1
		Default (Fixed-Price Supply and Service)	52.249-8

**THESE CLAUSES APPLY TO USAID CONTRACTS**

<b>CLAUSE TITLE</b>	<b>AIDAR CITE</b>	<b>CLAUSE TITLE</b>	<b>AIDAR CITE</b>
Organizational Conflicts of Interest After Award	752.209-71	Marking	752.7009
Language and Measurement	752.211-70	Family Planning and Population Assistance Activities	752.7016
Source, Origin and Nationality (See AAPD 12-03)	752.225-70	Health and Accident Insurance for AID Participant Trainees	752.7018
Local Procurement	752.225-71	Conflicts Between Contract and Catalog	752.7022
Insurance – Liability to Third Persons	752.228-07	Required Visa Form for AID Participants	752.7023
Salary Supplements for Host Government Employees	752.231-71	Approvals	752.7025
Government Property – USAID Reporting Requirements	752.245-70	Personnel	752.7027
Title To and Care of Property	752.245-71	Acknowledgement and Disclaimer	752.7034
		Public Notices	752.7035



APPENDIX B. TECHNICAL PROPOSAL SUBMISSION SHEET

(Complete this form with all the requested details and submit it as the first page of your technical proposal, with the documents requested above attached. Ensure that your proposal is authorized in the signature block below. A signature and authorization on this form will confirm that the terms and conditions of this RFP prevail over any attachments. If your proposal is not authorized, it may be rejected.)

Date of Technical Proposal:	
RFP Number:	
RFP Title:	

We offer to provide the goods/services described in the Scope of Work, in accordance with the terms and conditions stated in Request for Proposal referenced above. We confirm that we are eligible to participate in public procurement and meet the eligibility criteria specified.

The validity period of our proposal is XX days/weeks/months from the time and date of the submission deadline.

TYPE OF BUSINESS/INSTITUTION (CHECK ALL THAT APPLY)

Offeror certifies that it is:  Non U.S. Owned/Operated  Government Owned/Operated  
 (If Non U.S. Owned/Operated is selected, continue to Anti-Terrorism Certification)

**OR FOR US ORGANIZATIONS ONLY:**

- Nonprofit  For-Profit  Government Owned/Operated
- Large Business  Small Business  College or University
- Women Owned  Small and Disadvantaged Business

ANTI-TERRORISM CERTIFICATION

The Offeror, to the best of its current knowledge, did not provide, within the previous 10 years, and will take all reasonable steps to ensure that it does not and will not knowingly provide, material support or resources to any individual or entity that commits, attempts to commit, advocates, facilitates, or participates in terrorist acts, or has committed, attempted to commit, facilitated, or participated in terrorist acts.

The Offeror also verifies that it does not appear on 1) the website of the Excluded Party List: [www.epis.gov](http://www.epis.gov) or 2) the website of the United Nations Security (UNSC) sanctions committee established under UNSC Resolution 1267 (1999) (the "1267 Committee"): <http://www.un.org/Docs/sc/committees/1267/consolist.shtml>.

The undersigned declares s/he is authorized to sign on behalf of the company listed below and to bind the company to all conditions and provisions stated in the original RFP document including attachments from ACDI/VOCA.

**Proposal Authorized By:**

Signature: \_\_\_\_\_ Name: \_\_\_\_\_

Position: \_\_\_\_\_ Date: \_\_\_\_\_

Authorized for and on behalf of: \_\_\_\_\_ (DD/MM/YY)

Company: \_\_\_\_\_

Address: \_\_\_\_\_

DUNS No.: \_\_\_\_\_ Business Registration No. \_\_\_\_\_

APPENDIX C. ILLUSTRATIVE INDICATORS

BELOW MENTIONED ILLUSTRATIVE INDICATORS WILL BE FINALIZED BASED ON DISCUSSION WITH A CONSULTANT THROUGH REVIEWING THE REPORTING INDICATORS REQUIREMENT, AAER, ROLLING OUT INTERVENTION'S RESULTS CHAIN, ETC.

Actors/Source of Information	Questions/Indicators	Indicators
<p><b><u>Producer:</u></b> Farmer (Lease vs owned), Contract grower, Seed Grower</p>	<ul style="list-style-type: none"> <li>- GAP Knowledge and Practice</li> <li>- Source of information, inputs, services (mechanization, finance, ICT) and procurements</li> <li>- Cropping Pattern (annual)</li> <li>- Total area of cultivation (by crop in HA)</li> <li>- Total Production (MT)</li> <li>- Total Value of Sales (BDT)</li> <li>- Total Quantity of Sales (MT)</li> <li>- Total Quantity of Post-Harvest Loss (MT)</li> <li>- Total Quantity of Consumption (MT)</li> <li>- Total recurrent cash cost (BDT) disaggregated by different cost drivers</li> <li>- Total amount of input used (Kg) per unit land (disaggregated by input)</li> <li>- Post-harvest management understanding and practice</li> <li>- Mechanizations</li> <li>- Selling points of product with market price, commission</li> <li>- Labor cost and use (in Full-time equivalent, FTE)</li> <li>- Gender-disaggregated information including, roles of men-women in different parts of the production cycle and business</li> <li>- Decision-making capacity on use of income, Control over resources</li> <li>- Men-Women perception and attitude towards women leadership/ after being in leadership roles</li> <li>- Key constraints faced (by crop) in securing input (including finance), extension service, application of input (knowledge, skills, and availability), in the cultivation process and securing market for the sale of the final commodity</li> </ul>	<p>EG 3.2-1 EG 3.2-17 EG 3.2-18 EG 3.2-19 E3 3-6,7,8 Custom 1 (Extrapolation) Custom 2 Custom 8 Custom 7</p>
<p><b><u>Input Companies:</u></b> Seed, Crop Protection, Fertilizer,</p>	<ul style="list-style-type: none"> <li>- Total Sales (MT and BDT) disaggregated by input type and geographic location</li> <li>- Sales (last years) in MT and BDT</li> <li>- Distribution network (number of the retailer, distributor; the number of sales staff; the number of sub-districts covered) and current business model</li> <li>- Market share (BDT and %) by product category</li> <li>- Investment (capital and operational)</li> <li>-Geographical coverage (up to union)</li> <li>- Key constraints (by input) in marketing input in FTF Zone.</li> </ul>	<p>Custom 4 Custom 5 Custom 7</p>
<p><b><u>Input Seller:</u></b> By type of input- Fertilizer (Micro, Macro &amp; Compost), Pesticide (Bio &amp; Chemical), Seed;</p>	<ul style="list-style-type: none"> <li>- Total Sales (MT and BDT) disaggregated by input type, geographic location, and company</li> <li>- Sales (last years) in MT and BDT</li> <li>- Distribution network (number of villages; the number of retailers; the number of farmers)</li> <li>- Nature of embedded service/info delivered (types of information-</li> </ul>	<p>Custom 4 Custom 5 Custom 7</p>

Actors/Source of Information	Questions/Indicators	Indicators
By type of business- Dealer, Retailer, Mobile Vendors;  Gender-Disaggregated	nutrition focus) - Investment (capital and operational) -Geographical coverage (up to union) - Men-Women perception and attitude towards women entrepreneurship/ after being in entrepreneurship roles - Key constraints (by input) in marketing input and reaching women (as retailers) in FTF Zone.	EG 3.2-1
<b>Procurement Company:</b>	- Total seasonal/annual volume of purchase (MT and BDT) disaggregated by crop (dry vs wet) - Number of suppliers with volume and geolocation - Nature of purchase (time/seasonality, price setting behavior/factors, credit facility offered and received, farmgate or Hat/bazaar) - Investment (capital and operational) - Market share (BDT and %) by product category - Key constraints in sourcing crops -Geographical coverage (up to union)	
<b>Procurement:</b> Supplier/traders	- Total seasonal/annual volume of purchase (MT and BDT) disaggregated by crop (dry vs wet) - Duration of storage (days) - Nature of purchase (time/seasonality, price setting behavior/factors, credit facility offered and received, farmgate or Hat/bazaar) - Number of farmers sourced from (supplier) - Type and name of companies sold to (buyer) - Gross revenue of SP (Disaggregate cost and revenue) - Investment (capital and operational) -Geographical coverage (up to union) - Men-Women perception and attitude towards women traders/ after being in traders' roles - Key constraints in sourcing and selling crops	Custom 3  Custom 4  Custom 6  EG 3.2-1
<b>Service Providers:</b> Mechanization, Finance, Transport, ICT service	- Total earning (BDT and # of service/month) disaggregated by service type, geographic location, - # of service recipient with geolocation - Distribution network (number of villages; the number of retailers LSP/Agents; the number of farmers) - Service delivery mechanism - Investment (capital and operational) -Geographical coverage (up to union) - Men-Women perception and attitude towards women service providers/ after being in service providers roles - Key constraints (by service) in marketing service in FTF Zone.	Custom 4  Custom 5  EG 3.2-1

Actors/Source of Information	Questions/Indicators	Indicators
<p><b>Processor:</b> Miller (semi, auto, manual), Feed Miller, Dryer</p>	<ul style="list-style-type: none"> <li>- Number of the processor in the FtF Zone or procures from FtF zone or supply input to FtF Zone</li> <li>- Nature of purchase and sell (time/seasonality, price setting behavior/factors, credit facility offered and received, farmgate or Hat/bazaar)</li> <li>- Sourcing network with the volume of product, price, transaction system by crops, satisfaction level etc.</li> <li>- Supply network with the volume of product, price, transaction system by crops, satisfaction level etc.</li> <li>- Key constraints in sourcing and selling crops</li> <li>- Gross revenue of processors (Disaggregate crops, cost, and revenue)</li> <li>- Investment (capital and operational)</li> <li>- Number of workers (gender-disaggregated)</li> </ul>	<p>Custom 4</p> <p>Custom 3</p> <p>EG 3.2-1</p>