

Response to DCT System RFP Questions

1. What is the scope of the Project in terms of - number of farmers? The number of cattle? Regions covered? Labours required for the survey?

AgResults Response:

The Project expects the number of farmers to reach 30,800 farmers by the fourth sales period. The number of competitors and their farmers will gradually increase over the four years, and it will all be dependent on the number of competitors that join the competition. The table below is a projection of the expected participation rate:

<i>Sales Period</i>	<i>Number of Farmers</i>	<i>Input Bundle</i>
1	1000	2000
2	2600	5200
3	6000	13600
4	20400	40800

Number of Cattle - There is no specified number of cattle, but this information will need to be captured at the beginning of each sales period of the competition.

Competition Region - The competition coverage is the coastal area- the regions of Dar es Salaam, Tanga, Pwani and Morogoro (excluding Kilombero and Ulanga districts in the south)

Labor Required - This is not the survey, and the only required labor is for the customization of the data collection and tracking system and the continued software support. The system has to allow routine information capturing, which will be done by competitors and not the DTC provider.

2. Need for IoT animal tracking systems?

AgResults Response: This activity does not need the Internet of Things animal tracking systems and should not be included in the proposal. The Project only requires a system that can record initial farmer profiles and record input sales and advisory services for each competitor. In Appendix 7 - Illustrative Farmer Profile and Sales for proposed Database Fields in the RFP shows the information that the Project must collect.

3. The number of competitors identified for this Project?

AgResults Response: It is expected to have a minimum of 4 competitors in the first sales period and gradually increase each sale period and may reach between 10 to 14 by the fourth sales period.

4. Would the farmers be paying the competitors during the sales/ distribution? Or is it distributed freely to the farmers?

AgResults Response: Farmers must pay the competitors for the input they receive for the competition to be eligible for a prize. To clarify, this is not the grant program, and the competitors are required to sell inputs to farmers using their business models and under normal payment terms. Competitors only receive the incentive if they meet the Project

requirements, and the Verifier will use the sales data collected by the DCT system to verify if a sale is eligible or ineligible to receive the incentive.

5. What would be the sales channel used by the Competitors?

Competitor Sales Representative ----- Farmers or

Competitor Sales Representative ----- Wholesaler ----- Distributor ----- Retailer -----

Farmers?

AgResults Response: The Competitor's sales will be made directly to the smallholder farmers, sales to their wholesalers, distributors, or retailers are not eligible sales and will not be recorded in the DCT system.