Request for Proposals for Sales Verification Services for the

AgResults Tanzania Dairy Productivity Project: Answers to Questions

Q: Who are the competitors? Are they companies that do productions, middle man or agents? Refer to page 7, bullet 4. The competitors distributors are they local or foreign companies? page 17, l(ii)

AgResults Response: We foresee that multiple dairy-industry stakeholders may become involved in the project, including processors, cooperatives, agrodealers, artificial insemination providers, large dairy farms, and fodder farms. We have no restrictions on the types of competitors as long as they meet the project's requirements and follow the competition rules.

Distributors will vary based on the competitor but may include importers or wholesalers of animal health and vaccine products. The entities participating must be licensed to do business in Tanzania, whether they are foreign or local companies.

Q: Mystery Shoppers visit, is it done at SHF or competitors level? pg 13, s.3.1, bullet 4

AgResults Response: The mystery shoppers must be done at the SHF level.

Q: In terms of data input into the system, is it the responsibility of the competitor or verifier. There are contradicting paragraph as shown below; under Pg13- ICT-Enabled Sales Data Collection and Tracking paragraph, *" AgResults will separately procure and directly pay for a cloud-based and commercially available or otherwise secure but globally accessible sales tracking database t**hat allows competitors to enter their sales/ service provision data in real time**, and for the Verifier, Project Manager, Secretariat, and other approved users to review sales data and the results of verification of those sales"* and; under page 14- ICT-Enabled Sales Data Collection and Tracking paragraph *"Each competitor will collect and **submit sales data to the Verifier for input into the system** using a web-based data entry tool or off-the-shelf solutions like"*

AgResults Response: The data will be entered into the ICT program by each competitor, to be reviewed and verified by the sales verifier.

Q: Approximately how many SHF do we have?

AgResults Response: AgResults expects a gradual increase of the dairy SHF in the region to participate in the project. Below please find our forecasted farmer participation rate by project year:

	Year 1	Year 2	Year 3	Year 4
Estimated SHF Participation	1,000	2,600	6,800	20,400

Q: Who does the procurement of inputs?

AgResults Response: AgResults places no limitations on the competitors with respect to who procures the inputs that are sold to SHF.

Q: In each region and district how many competitors are there?

AgResults Response: AgResults does not have an exact number of potential competitors in each district as the project has not yet been launched, but the project hopes to see at least five competitors joining in year 1 and growing up to at least 14 competitors by year 4. We expect at least one competitor from each region.

Q: What is the approximate budget for the verification?

AgResults Response: AgResults roughly estimates the cost for this work to be around $800,000USD total for all project expenses, inclusive of all taxes and fees. This does not include the ICT system which will be procured and funded separately.