

Request for Proposals for Verification Services for the AgResults Indonesia Aquaculture Productivity Project

Date: December 15, 2020

From: AgResults Secretariat

To: Potential Offerors

Subject: Request for Proposals (RFP) to provide Verification Services for the AgResults Indonesia Aquaculture Productivity Project

RFP Link: <https://agresults.org/news-and-blog/10-blog/188-rfp-indonesia-aquaculture-verifier>

The Secretariat of AgResults (“Secretariat”) invites your organization to submit a proposal (“Proposal”) to provide verification services in accordance with this Request for Proposals (“RFP”) for the AgResults Indonesia Aquaculture Project (“Project”).

The Project is a new project under the AgResults Initiative, which is financed by the governments of Australia, Canada, the United Kingdom and the United States, and the Bill & Melinda Gates Foundation. For more information about AgResults, please visit www.AgResults.org.

The Project consists of a Pay-for-Results prize competition designed to spur improvements in smallholder aquaculture productivity in Indonesia. The prize incentive offered by AgResults will target the private sector to drive sales of specific aquaculture production equipment to smallholder farmers, leading to increased productivity and incomes.

The Secretariat expects to award a Firm-Fixed-Price Contract to the organization(s) hired for the services detailed in this Request for Proposals (RFP) for a period of four years and two months:

- **Project Period:** February 1, 2021 to March 31, 2025

Proposal procedures and instructions follow this letter in Appendix 1 and are incorporated herein and are made a part hereof. By submitting a Proposal and the required completed and signed “Anticorruption Compliance Certification” (Appendix 5), you will have consented to the terms of this RFP, including the proposal procedures and instructions.

Please note the deadline for receipt of proposal, with all required signatures, including a completed and signed Anticorruption Compliance Certification, is due no later than 1700 Hrs. US Eastern Daylight Time (US EDT) on **January 15, 2021**. Proposal documents should be submitted in one email to info@agresults.org. Please indicate “**Indonesia Project Verifier RFP**” in the subject line of the email. The full timeline for this RFP is included in Appendix 1.

AgResults will review and evaluate proposal submissions using the evaluation criteria specified in Appendix 4 of this RFP and will select the organization(s) at its sole discretion.

The selected organization(s) will be notified in writing. Notwithstanding the notification by the AgResults of the contemplated award, no work shall commence prior to the issuance and signature by the AgResults Secretariat of a Project Verification Agreement. AgResults reserves the right to select any number of applying organizations or not to select any organization. The AgResults Secretariat reserves the right to award a contract for all or a portion of the work required, issue more than one contract, or to not award a contract.

We look forward to working with you on this opportunity. Should you have any questions or comments please direct them to info@agresults.org. We appreciate your responsiveness and look forward to a mutually beneficial business relationship.

Sincerely,

/s/

Rodrigo Ortiz
Secretariat Lead Consultant

Appendices:

1. Proposal Procedures and Instructions
2. AgResults Background
3. Terms of Reference
4. Proposal Requirements
5. Anti-Corruption Compliance Certificate
6. Pricing Template

Appendix 1 Proposal Procedures and Instructions

1. Proposal Procedures and Instructions

This section of the RFP provides the general procedures and instructions the Offeror is expected to follow in completing its response and submitting the Proposal.

1.1. Proposal Format and Content

Offerors shall submit the following clearly identified two components as separate documents, with numbered and ordered subsections in the Proposal that match those subsections detailed in Appendix 4 "Proposal Requirements":

1. Technical Proposal and
2. Price Proposal

Clarity and completeness are of the utmost importance in the Proposal, as an organization's capabilities can only be considered when properly documented within the Proposal.

1.2. RFP Schedule of Events

- a) **Deadline for Proposals**, with all required signatures, including a completed and signed Anticorruption Compliance Certification, is no later than 1700 Hrs. US Eastern Time (US ET) on **January 15, 2021**. Proposal documents should be submitted in one email to info@agresults.org. Please indicate "Indonesia Project Verifier RFP" in the subject line of the email.
- b) **Questions** concerning the Project, or this RFP may be submitted by Offerors at any time, but no later than 1700 Hrs. US Eastern Time (US ET) on **December 21, 2020** to info@agresults.org. Please indicate "Indonesia Project Verifier RFP Questions" in the subject line of the email.
- c) **Answers** to timely-received questions will be posted on the AgResults website no later than 1700 Hrs. US Eastern Time (US ET) on **December 23, 2020**. Answers to questions will be posted on <https://agresults.org/news-and-blog/10-blog/188-rfp-indonesia-aquaculture-verifier>.
- d) The Secretariat expects to award the Indonesia Project Verifier contract on or about **February 1, 2021** with an expected contract start date of **February 1, 2021**.

Please be advised that late Proposal submissions may be considered non-responsive and may be excluded from evaluation and award consideration.

1.3. Anticipated Contract Type and Period of Performance

The Secretariat expects to award to the selected Project Verifier a Firm-Fixed-Price Contract for the Project verification services detailed in this RFP for a period of four years and two months, subject to annual reauthorization in writing from AgResults:

- **Period of Performance:** February 1, 2021 to March 31, 2025

If AgResults, at its sole discretion, decides to exercise the next annual Period, the Secretariat will inform the Project Verifier no later than 30 days before the start of the annual Period to be exercised.

Payment for the Project Verifier organization's services under the contract will be made by the AgResults' Financial Trustee. The Trustee reserves the right to withhold from payments any taxes or similar fees as may be required by applicable law.

1.4. Terms of Reference

See Appendix 3.

1.5. Proposal Validity Period

The Offeror's Proposal must remain valid for one hundred and twenty (120) days after submission and the validity period of 120 days must be noted in the Offeror's Proposal cover letter.

1.6. Responsibility for Compliance with Legal Requirements

The Offeror's products, services, and facilities must be in full compliance with all applicable laws, regulation, codes, standards, and ordinances, regardless of whether or not they are referred to by the Secretariat.

1.7. Proposal-Related Incurred Costs

The Offeror will be responsible for all costs incurred in preparing or responding to this RFP. All materials and documents submitted in response to this RFP become the property of the Secretariat and will not be returned. This RFP will in no way obligate the Secretariat to compensate any Offeror for costs associated with the preparation of its Proposal.

1.8. Reservation of Rights

This RFP does not commit the Secretariat to award a contract, to pay any costs incurred in the preparation of a Proposal in response to this request, or to procure or subcontract for services or supplies. The Secretariat reserves the right to cancel this procurement at any time without prior notice. The Secretariat may require the Offeror to participate in discussions, solely at the Secretariat's discretion, and to submit such monetary, technical or other revisions of their Proposals that may result from such discussions. Offerors do not have the right to protest or seek a claim based on the Secretariat's exercise of its discretion or judgment in evaluating or awarding a contract arising from or relating to the Proposal. The Offeror expressly waives any and all rights and remedies under any civil action arising from or related to the submittal of a Proposal.

1.9. Rejection of Solicitation Response

The Secretariat reserves the right to reject any or all responses received or any part thereof, on any basis or for any reason to accept any response or any part thereof, or to waive any informalities when deemed to be in the Secretariat's best interest.

1.10. Taxes

Any applicable taxes that may be levied in connection with the Services in any jurisdiction will be the responsibility of the selected Project Verifier and are deemed to be included in the Offeror's proposed fixed price or fixed unit prices. The Secretariat

cannot confer any special tax- or duty-free status to the Project Verifier and the work is not exempt from any taxes or duties.

1.11. Evaluation Criteria

Proposals will be evaluated and ranked by the Secretariat in the order in which they represent, in the Secretariat's sole discretion, the best value for AgResults. Greater weight will be given to the technical services than to price, but price (value for money) remains an important determinant for selection. Evaluation of the Proposals may include the following criteria (not in any particular order):

- a) The Offeror's demonstrated ability to perform the requested services.
- b) The management team proposed to carry out the scope of work.
- c) Past performance of similar or relevant services in Indonesia.
- d) The price and value for money of the requested services.
- e) Compliance with the terms set forth in this RFP.

1.12. Compliance with Anticorruption Laws

By submission of the Proposal, the Offeror represents and warrants that, in connection with this solicitation, the Offeror and any person or entity acting on its behalf has complied, and will continue to comply, with the U.S. Foreign Corrupt Practices Act (15 U.S.C. Section 78dd-1, et. seq.) as amended ("FCPA"), and all other applicable anticorruption laws, rules and regulations. As a general description, the FCPA prohibits corruptly offering or providing money, gifts or anything of value, to foreign (i.e., non-U.S.) officials for the purpose of obtaining or retaining business, or to secure an improper advantage. Other applicable anticorruption laws may also prohibit bribery of foreign officials or commercial counterparties. The Offeror, if awarded the Project Verification contract, must notify the Secretariat immediately of any suspected or known violation of this warranty.

1.13. Anticorruption Compliance Certification

The Offeror is required to submit a completed and signed Anticorruption Compliance Certification (see Appendix 5).

1.14. Confidential Information

Notwithstanding any agreements, including any separate nondisclosure agreements, already in place between the parties, the Secretariat assumes no obligation regarding confidentiality of all or any portion of a Proposal or any other material **except** that the Secretariat may not disclose any portion, which the Offeror clearly designates as containing proprietary information by affixing the following paragraph **on the title page**:

"This proposal, where explicitly marked, includes data that shall not be disclosed outside of the AgResults Initiative and its respective advisors, consultants and contractors, and shall not be used or disclosed—in whole or in part—for any purpose other than to evaluate this proposal. If, however, a contract is awarded to this Offeror as a result of—or in connection with—the submission of this proposal, the Secretariat shall have the right to duplicate, use, or disclose the data to the extent provided in the resulting contract. This restriction does not limit the Secretariat's right to use information contained in this data if it is obtained from another source without restriction."

The Offeror will mark **each sheet** of data it wishes to restrict with the following: *“Use or disclosure of data contained on this sheet is subject to the restriction on the title page of this proposal.”*

Notwithstanding the foregoing, the Offeror agrees that its Proposal, including any portion containing confidential information, may be shared by the Secretariat with AgResults’ Financial Trustee, the AgResults’ Steering Committee and any or all Contributors to the AgResults Trust Fund. The Offeror’s Proposal may also be disclosed to third parties if required by order of a court, administrative agency or governmental body, or by any law, rule or regulation, or by subpoena, or any other administrative or legal process, or by applicable regulatory or professional standards; provided, however, that, to the extent permitted by applicable law, the Secretariat would use reasonable efforts prior to such disclosure to notify the Offeror and allow the Offeror to seek a protective order to restrict or narrow the disclosure in accordance with applicable law.

Appendix 2 AgResults Background

1. AgResults Background

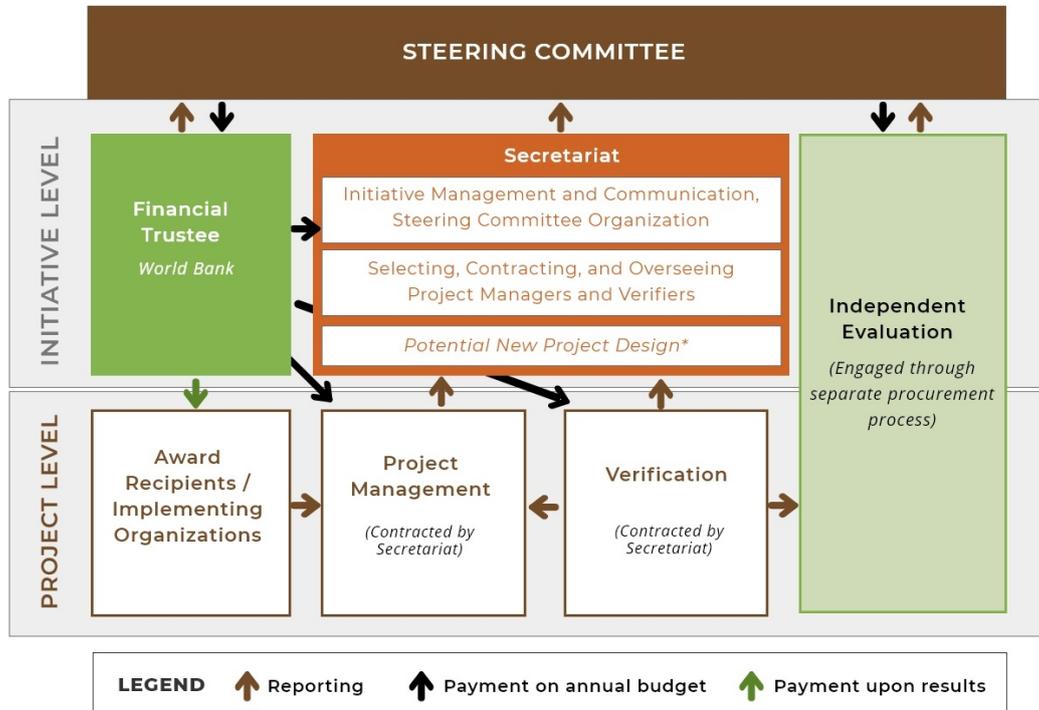
The AgResults Initiative (“AgResults”) is a US\$152 million multilateral initiative financed jointly by the governments of Australia, Canada, the United Kingdom, the United States, and the Bill & Melinda Gates Foundation (each, a “Contributor”) that uses Pay-for-Results prize competitions to incentivize, or “pull”, the private sector to overcome agricultural market barriers by investing in innovative research and delivery solutions that improve the lives of smallholder farmers. In doing so, AgResults goes beyond traditional “push”, or upfront grant funding, by harnessing private sector competition and innovation in spurring sustained market improvement. AgResults is currently implementing projects in Tanzania and Vietnam, along with a global Brucellosis vaccine development project and a regional vaccine development and delivery project in East Africa.

Several different bodies are involved in implementing the AgResults Initiative:

- A **Steering Committee**, comprised of donor organization representatives and the Trustee, makes strategic decisions.
- The International Bank for Reconstruction and Development serves as the **Financial Trustee** of the AgResults initiative and, among other things, manages donor contributions in a trust fund, makes payments of the grants or prizes to the Competitors, and contracts with the AgResults Secretariat.
- Deloitte Consulting LLP provides consulting services to AgResults and is known as the AgResults **Secretariat**. The Secretariat consults on new project design as well as on approved AgResults projects’ implementation. The Secretariat also provides services to contract the Project Manager.
- **Competitors** are organizations that participate or compete in each AgResults project and receive performance-based grants or prizes based on achieved and verified results. In case of the Indonesia Aquaculture Project, the Competitors are fish feed producers, processors, technology companies, and potentially farmer groups that will participate in the Project.
- A **Project Manager** manages day-to-day implementation of each specific project and oversees all verification work.
- A project-specific **Verifier** verifies, determines, and certifies whether Competitors have achieved their reported results and whether those results qualify for the payment of prizes.
- Subject to the prior approval by the Steering Committee, the Project Manager selects, engages, and works with a **Technical Advisory Committee** comprised of five industry experts to provide technical and advisory expertise and guidance to the Project Manager, the Secretariat and the Steering Committee. The Technical Advisory Committee is not a decision-making body but provides important input and formal links to key project stakeholders.
- The Steering Committee has also contracted with a third-party firm to serve as an **External Evaluator** of certain AgResults Projects to measure impacts and to compare AgResults project results to traditional, “push mechanism” development approaches.

The relationship among the key parties is illustrated below:

Figure 1: AgResults Initiative Structure



Appendix 3 Terms of Reference
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1. Project Verifier Period of Performance

The Secretariat expects to award to the selected Project Verifier a Firm-Fixed-Price Contract for the Project verification services detailed in this RFP for a period of four years and two months, subject to annual reauthorization in writing from AgResults:

- **Period of Performance:** February 1, 2021 to March 31, 2025

If AgResults, at its sole discretion, decides to exercise the next annual Period, the Secretariat will inform the Project Verifier no later than 30 days before the start of the annual Period to be exercised.

Payment of the Project Verifier's services under the contract will be made by the AgResults' Financial Trustee. The Trustee reserves the right to withhold from payment any taxes or similar fees as may be required by applicable law.

2. Project Overview

2.1 Project Background

Aquaculture is a rapidly growing sector in Indonesia. Aquaculture production has grown as a share of overall fish production in Indonesia from 10.6% in 1960 to 40.2% in 2014 and is expected to exceed capture fisheries production by 2026. This growth has occurred as capture fishery production has gradually leveled off and producers have transitioned into aquaculture. Indonesia will increasingly lean on aquaculture production to produce fish for future domestic consumption and export, particularly as domestic consumption per capita is estimated to double by 2030. The Government of Indonesia is currently encouraging rapid expansion in aquaculture production as capture fishery production is expected to significantly stagnate and demand for fish is expected to continue.

Any solution to increasing availability of fish in the domestic market must include Indonesian smallholder aquaculture farmers (SHF), who make up 70-80% of total aquaculture producers. A range of challenges hinder SHF aquaculture productivity, particularly the following:

Challenge	Description	Profitability Impacts
Feed costs and efficiency	<ul style="list-style-type: none"> • Feed is a primary cost in aquaculture production. • Traditional feeding methods are inefficient and costly, driving up costs without maximizing production. • Farmer interviews and research indicate that feed costs make up between 60-90% of overall production costs. 	<ul style="list-style-type: none"> • Feed Conversion Ratio: Inefficient feeding methods increase the overall amount of feed necessary to produce a given quantity of fish/shrimp. • Survival Rate: Better/more uniform feeding ensures more uniform fish growth and survival.
Water quality and management	<ul style="list-style-type: none"> • Low water quality and poor water quality management hampers fish growth and increases the likelihood of fish death and disease. 	<ul style="list-style-type: none"> • Feed Conversion Ratio: Fish laboring in dirty water digest feed less efficiently. • Survival Rate: Low-quality water increases fish mortality rates. • Density: Reduced disease risk allows farmers to stock at higher density.

Disease management and prevention	<ul style="list-style-type: none"> • High incidence of disease, particularly in shrimp, can decimate entire production cycles. • Poor fish health also slows growth and reduces value for farmers. • Improved genetics and high-quality seed and fingerlings are crucial to preventing disease in fish stocks. 	<ul style="list-style-type: none"> • Survival Rate: Fish with improved genetics and disease resistance are more likely to survive. • Density: Farmers are willing to stock at higher densities if there is less disease risk. • Feed Conversion Ratio: Healthy fish digest feed more efficiently.
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These challenges require solutions that help SHF meet the rising demand for fish in a sustainable way. Through on-farm technical innovation, there is an opportunity for SHFs to increase productivity, profitability, and the overall sustainability of farming operations while meeting the demand for fish and contributing to improved livelihood and nutritional outcomes.

2.2 Project Goals and Theory of Change

The AgResults Indonesia Aquaculture Challenge Project (the “Project”), aims to use a private sector prize competition to enhance SHF productivity to meet existing and growing demand for fish and fish products in Indonesia. The project’s objectives are the following:

1. Increase use of key productivity-enhancing technologies by SHF.
2. Increase incomes from shrimp and finfish production among SHF.
3. Strengthen value chain linkages between aquaculture input providers, SHF, and off-takers, enabling sustained adoption of improved technologies that drive productivity.

To achieve these objectives, AgResults will implement a prize mechanism to award per-unit monetary prizes paid on an annual basis to Indonesian private sector competitors based on sales or rentals of eligible aquaculture technologies, specifically aerators and feeders, delivered to SHFs. In addition, the project will offer a grand prize for the three competitors that sell the most technologies over the contest period.

In addition, the project also anticipates a second prize category for finfish and shrimp hatcheries that achieve IndoGAP certification, for which the Ministry of Maritime Affairs and Fisheries (MMAF) expects to launch a renewed certification process in 2021. This is an optional prize to be enacted if the IndoGAP process is launched during the project period and approved by the AgResults Steering Committee.

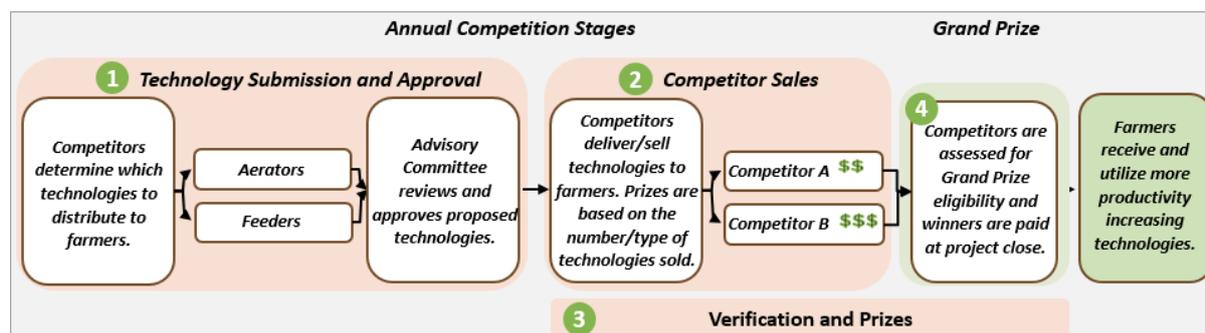
The project will take place in six provinces of Indonesia: West, East, and Central Java; West Nusa Tenggara; South Sulawesi; and South Kalimantan. This region has been selected based on the number of SHF and the poverty rates, as well as considering logistical realities.

2.3 Competition Timing and Stages

Technology Sales Prize

After an initial “pre-launch” phase to finalize the parameters of the contest, the contest will be run on a continuous basis over four years, with a period before the start of each competition year during which new and existing competitors must submit proposed technologies for review and approval. The process is shown in Figure 1 and described below.

Figure 1: Annual Competition Overview



Stage 1: Technology Submission and Approval. Each competition year, competitors will submit a list of technologies that they will provide to farmers. The Advisory Committee will determine the following:

1. Selected technologies are of sufficient quality to be sold to smallholder farmers. Competitors will be required to provide a 2-year warranty on all sold products.
2. The proposed technologies are sized appropriately for smallholder use (i.e., tools geared for super-intensive aquaculture are not approved).
3. The submitted products are legally authorized for sale/rental in Indonesia.
4. If accepted, which prize tier (traditional or improved) is appropriate for the technology.

Eligible technologies will be defined before project launch, but in general they can be categorized according to the below table:

Input Type	Characteristics
Traditional Aerator	Timed/push button aerators including paddlewheels/ blowers/ sprayers
Improved Aerator	More complex aerators that incorporate solar power, Internet of Things (IoT) technology such as monitoring of oxygen levels Microbubble and nanobubble technologies
Traditional Feeder	Timed/push-button feeders that are manually operated or can set using a simple timer
Improved Feeder	IoT-based feeders that allow the farmer to monitor and track feeding amounts
* Improved technologies may not yet be widely available on the market. The Increased incentive paid for sales of these technologies is designed in part to encourage their development and promotion on the market.	

Based on the results of the review, AgResults will accept and notify competitors of their status for the upcoming competition period, as well as which inputs have been approved for the contest. Competitors may propose multiple inputs under each category in their attempts to target multiple geographies and species to reach more SHFs.

Stage 2: Annual Competitor Sales Period. There will be four annual competition periods. During each competition period that will begin in May and last for nine months, approved competitors will sell as many approved inputs as they can to SHFs in the target regions. The prize incentive will be structured as a per-unit prize based on the number of units sold/rented. Prize eligibility is based on meeting a minimum sales threshold.

During the last three months of each competition sales period, competitors will be invited to submit technologies for review and approval for inclusion in the following competition year. This way, the competition will allow competitors to keep selling approved products but be able to adjust to meet the market if products are not satisfying the needs of SHF.

Stage 3: Verification and Prizes. On a rolling basis, the AgResults-approved Verifier will track competitor sales and verify results using a combination of sales audits and spot checks. At the end of each verification period, the Verifier will calculate the total award amount that each competitor has earned and submit those totals to the Project Manager and Secretariat for validation. The Verifier will also confirm that the competitor has met the annual sales/ rental threshold, currently set at 50 units per year. Sales to SHF in provinces outside Java may qualify for an additional incentive, to encourage greater expansion by competitors.

Stage 4: Grand Prize. On a rolling basis, the AgResults-approved Verifier will track competitor sales and verify results using a combination of sales audits and spot checks. At the end of each verification period, the Verifier will calculate the total award amount that each competitor has earned and submit those totals to the Project Manager and Secretariat for validation.

Hatchery Certification Prize (if enacted)

This prize will run on a parallel track to the technology prize, and addresses issues that SHF have in accessing high-quality seed/fingerlings in the market, contributing to higher on-farm mortality rates for fish/shrimp and reduced productivity.

Under this track, AgResults will award a prize to each hatchery that becomes certified under IndoGAP’s 3rd party certification. Hatcheries would be eligible for the prize only once during the competition. This proposed prize is contingent on the launch of a 3rd party IndoGAP hatchery audit process, currently anticipated in 2021 but not assured. Only hatcheries that receive certification under a 3rd party audit would be prize-eligible.

Given the current timeline for 3rd party certification launch, as part of its pre-launch tasks the Project Manager will be required to continue validate the prize size and better define contest rules around hatchery eligibility. If the Hatchery Certification prize is enacted, the Verifier would validate each hatchery’s certification status and prize eligibility on an ongoing basis, with the Project Manager responsible for validating results with the Secretariat.

2.4 Prize Structure

Technology Sales Prize

The prize a competitor receives is a function of 1) meeting the competition’s annual sales threshold 2) and a per-unit prize for each piece of technology sold or rented. Competitors will become prize-eligible if they meet the competition’s annual sales/rental threshold, currently set at 50 units per year. If a competitor reaches the sales/rental threshold, they will receive a per-unit prize for each aerator or feeder sold. Per-unit prize sizes will vary between aerators and feeders. Higher per-unit prizes will be available for innovative technologies. All prizes are in US dollars.

Technology Type	Prize Amount per sale/rental* within Java	Prize Amount per sale/rental* Outside Java
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Traditional Aerator	\$125	\$137.50
Improved Aerator	\$200	\$220
Traditional Feeder	\$75	\$82.50
Improved Feeder	\$125	\$137.50
<p><i>*Rented technologies will receive a pro-rated per-unit prize based on the lifespan of the technology, estimated at four years. Rentals must last for the entire competition period to be eligible. For example, assuming a full one-year rental period, a traditional aerator rental would earn a per-unit prize of $\\$125/4 = \\31.25.</i></p>		

The incentive structure also includes grand prizes. Competitors are eligible for the Grand Prize if they sell over 5,000 technologies (rented technologies will count as 1/3 of a sale per year). Competitors can combine sales/ rentals of aerators/feeders to reach that eligibility threshold. Providers of improved aerators and improved feeders have the same threshold for Grand Prize eligibility. The Grand Prize will be calculated and paid out at the end of the final competition period, Year 4. The currently envisaged amounts for the Grand prizes are as follows:

1. 1st Place: \$250,000
2. 2nd Place: \$150,000
3. 3rd Place: \$50,000

In addition to the three grand prizes, **there may be an additional prize for the competitor that has the most sales to women SHF over the four competition years.**

Hatchery Certification Prize (if approved)

Each hatchery that meets the prize requirements will receive a one-time prize of \$750. The total number of hatchery certification prizes available is 300. Once verified by the Verifier and approved by the Secretariat, the Project Manager will pay these prizes directly to each eligible hatchery, and then be reimbursed by AgResults on a quarterly basis.

2.5 Verification

Technology Sales Verification

Verification begins at stage one, the technology submission stage. At this point the competition’s Advisory Committee will review the products that competitors plan to offer during a given competition year. The Advisory Committee may determine that certain products are low-quality or unreliable and prevent their inclusion in the competition. AgResults will require that competitors provide a 1-year warranty on all technologies sold/rented to encourage competitors to provide quality products and provide service and product use support.

AgResults will engage a prize competition Verifier that will provide comprehensive verification services to AgResults. The verification will be in place prior to the start of the competition so that firm verification protocols are established.

Specifically, the Verifier will employ two verification mechanisms:

1. **Competitor Sales Audits** utilizes traditional financial audits to confirm reported sales and rentals of incentivized technologies. Sales auditing will occur on a rolling basis and will also include mystery shopper visits as appropriate to validate the technologies being offered to SHFs.
2. **Randomized Technology Sales Spot Checks** provides an additional level of verification to ensure that farmers are genuinely receiving the technologies that competitors report. This includes randomized and/ or risk-based physical verification through visits to SHF to verify sold technologies are present. Visits will occur on a rolling basis. It could also include randomized visits to any competitor partners, like manufacturers, feed agents, fish processors, that might be coordinating with lead competitors to deliver technologies.

After analyzing the results of audits and spot checks, the Verifier will submit results, indicating which companies distributed incentivized technologies in what quantities and what payment amounts they should receive. Payments will occur annually at the conclusion of each competition period.

Hatchery Certification Verification (if enacted)

Verification will occur after hatcheries report receiving IndoGAP certification from the third-party auditor. The Verifier will coordinate with project competitors (hatcheries) and the appointed IndoGAP third-party auditor to confirm reported certification results.

The Verifier may also be asked to conduct randomized visits to hatchery sites to verify location, production information, and conduct visits and follow-up to ensure continued adherence to IndoGAP standards in the years after the certification is granted.

3. Project Verifier Responsibilities and Tasks

The Verifier Team will be responsible for carrying out the scope of work described in this section, utilizing the guidance given by the Secretariat and Project Manager, exercising the duty of care and professional skill expected of a professional firm.

3.1 Overall Responsibilities of Verifier

AgResults will engage a prize competition Verifier that will provide comprehensive verification services to AgResults. Specifically, the Verifier will develop a reporting and auditing procedure to track competitor sales, leases, and rentals of incentivized technologies. That will allow the project to track, at a farmer level, the purchases/rentals of key aquaculture technologies incentivized by the project.

Technology Sales Prize

The central function of the Verifier will be to verify the Technology Sales part of the competition. For this workstream, the high-level tasks are as follows:

- Review competitor sales reports for the verification period.

- Analyze the trend of sales from one reporting period to the next to identify abnormal sales activities (e.g., over provision of technologies to farmers indicating sales to commercial farms).
- Determine total competitor sales and rentals to farmers and tabulate potential competitor prizes based on the competition's prize model.
- Conduct 'Mystery Shopper' visits to ensure that only approved technologies are being sold and distributed to farmers.
- Conduct randomized visits as appropriate to any competitor partners, like manufacturers, feed agents, fish processors, that might be coordinating with lead competitors to deliver technologies.
- Conduct regular visits to partnering organizations to authenticate partnership agreements and accuracy of sales records.
- After analyzing reported results, the Verifier will submit results, indicating which companies distributed incentivized technologies in what quantities and the payment amounts they should receive.

The specific sales verification components are described in more detail below.

Sales Audits. For sales of equipment, the Verifier will conduct sales audits to confirm that competitor/farmer reported sales information is accurate. The Verifier will monitor stocks purchased by competitors to confirm that reported sales figures are reasonably aligned with the procurement totals. Irregularities between sales information and procurement information will be further investigated by the Verifier to prevent against competitor gaming or fraud.

In-Person Spot Checks. Spot-checks done through randomized visits will provide an additional layer of verification for the project. The verifier will use spot-checks to verify that farmers exist and to verify that farmers actually received the equipment claimed by competitors. The Verifier will also conduct risk-based spot checks if it finds low response rates from SHFs, abnormal sales figures, and other red-flag instances.

Determination of Results. The verifier will run progress reports and tabulate results on an ongoing basis, with reporting due to the Secretariat and Project Manager every three months during the competition period. This will enable the verifier to monitor the distribution of bundles, determine where and when to conduct spot checks, and identify any sales abnormalities on a periodic basis. At the end of each sales season, the Verifier will tabulate results and recommend awards based on the project's award formula outlined in section 2.4.

Risk Management. The Verifier's work will confirm whether each competitor's self-reported sales are accurate so that incentive payments to the Implementers are calculated and paid correctly per the contest rules. Therefore, it is critical that the Verifier develop appropriate checks to prevent potential abuse of the project by competitors, including:

- **Misstated sales:** the risk that reported sales are inflated by the Competitor, increasing their award amount during the sales period and as a result, an inflated annual prize.
- **Misstated sales:** the risk that reported sales are inflated by the competitor through inappropriate credit system payment, for example competitor sold 50 unit to farmers but mostly paid by credit system. If farmers failed to pay credit and the competition in the fourth year, the competitor could retract the unit while prize is already claimed.

- *Sales of counterfeit products*: the risk that reported sales were generated from sale of counterfeit products that were not approved by government.
- *SHF manipulation*: the risk that competitors manipulate SHFs into giving false responses during in-person spot checks, including misrepresenting the buyer of the product (e.g. claiming the woman of the household purchased the equipment when in reality the man did, in order to boost the count of women SHF for grand prize purposes).
- *Disputes*: the risk that competitors dispute the results of what a SHF claimed they did or did not receive from the competitor.

Hatchery Certification Prize

As a separate option, the Verifier will also be expected to develop a budget and process for IndoGAP audit verification. If the IndoGAP standard is finalized and put into place by the Government of Indonesia and AgResults opts to proceed with the Hatcheries Certification prize, then the Verifier would be expected to conduct the following high-level tasks

- Coordinate with project competitors (hatcheries) and the appointed IndoGAP third-party auditor to confirm reported certification results.
- Conduct randomized visits to certain hatchery sites to verify location, production information, and conduct light audit to ensure continued adherence to IndoGAP standards.

3.2 Verifier Detailed Tasks

The following are the proposed tasks that the Verifier will perform.

3.2.1 Verifier Orientation and Start-Up (within two weeks of signing of contract)

Activities to be carried out include:

- a) Hold an orientation meeting with the Project Manager to do the following:
 - i. Review verification objectives, the scope of work, approach, timelines and expected outputs.
 - ii. During this meeting, develop communication and feedback protocols for use during the assignment, including how to manage any significant issues or challenges that might arise during the assignment.
- b) Develop an overall detailed design of the assignment including a comprehensive work plan. The design shall describe the verification procedures to be employed, including:
 - i. Methodology for conducting sales audits.
 - ii. Field visit sampling methodology for spot checks including process of randomization and the verification instruments to be employed in the completion of the assignment.
 - iii. Quality control mechanisms to be employed by the Verifier in carrying out the assignment.
 - iv. Any verification reporting templates to be used.
 - v. The design and work plan will be reviewed and approved by the Project Manager Team and the Secretariat.

3.2.2 Competitor Verification Planning (February – April, corresponding with period prior to each annual competition period)

Activities to be carried out include:

- a) After competitors have been accepted into the contest, work with Project Manager to inform competitors of sales reporting responsibilities, including dissemination of any preferred data reporting tools and templates. This will be repeated annually with each new cohort of competitors entering the competition.
- b) Based on each competitor's accepted list of aquaculture technologies they propose to provide, meet with each competitor to review and document operations, management, and accountability systems and controls, including:
 - i. Review competitors' pricing strategies and distribution supply chains.
 - ii. Document competitor controls and accountability measures to avoid fraud and abuse that could imperil the verification objectives in Section 3.1.
 - iii. As per the International Standard on Auditing (ISA) 550, identify the related party's relationships and transactions in relation to risks of material misstatement associated with related party relationships and transactions.
 - iv. Identify potential risks inherent in the operations systems for each competitor as they relate to the Project.
 - v. Develop a detailed verification program for each competitor based on their approved list of inputs they plan to provide that contest period. This will include the plan for documentation review, field interviews, and any required travel to competitor offices and other verification locations.

3.2.3 Detailed Competitor Sales Verification Activities (May - January, corresponding with each annual competition period)

Activities to be carried out include:

- a) Oversee submission of sales tracking data by each competitor through regular reporting, to include the following:
 - i. SHF demographic information, including name, phone number, gender, geographic location, and other information to be defined prior to competition start.
 - ii. The number and types of each equipment sold/ rented to SHFs.
- b) Obtain signed competitor self-reported sales reports for the verification period and test for accuracy against the documents and activities below. Each sales report for each competitor to include the following:
 - i. The number and types of each equipment sold/ provided to SHFs.
- c) Test internal control systems for initiation, review, approval and processing of both cash and credit sales. Activities to be carried out include:
 - i. Obtain and review written competitor policies or management representations on specific controls.
 - ii. Conduct interviews with operational staff to ensure that competitor policies are understood by the staff.
 - iii. Test whether controls are operating as intended by reviewing cash and credit reports
- d) Verify customer (SHF) validity:
 - i. Review the Implementer's customer sales documents— local purchase orders, requisition forms, emails, letters etc. to confirm that customers of the Implementer are valid entities and not fictitious
 - ii. Flag and investigate any suspicious sales that are initiated by the competitor and/ or their project partners.
- e) Verify and reconcile billing documents:
 - i. Reconcile sales recorded via billing documents such as invoices, debit notes, cash sales or similar documents with the originating customer sales order.
 - ii. Flag and specifically investigate completed sales forms that are not supported by customer sales documentation.
 - iii. Verify that all Implementer's customer billing documents for the reported sales are supported with proper delivery documentation.

- f) Sales book/ledger audit:
 - i. Check that sales ledger entries are referenced to valid sales forms if possible.
 - ii. Flag and specifically investigate sales ledger entries that are not supported by valid sales forms or SMS-based verification methods.
- g) Reconciliations:
 - i. Reconcile sales back to the cash/bank records and report any un-reconciled sales.
 - ii. Reconcile the sales report with VAT returns and report any un-reconciled sales.
 - iii. Verify whether the sales reported by a competitor are consistent with the company's income tax return.
- h) Inquire into overdue Credit Sales and Bad Debts:
 - i. Obtain a debtor listing, aged as per the competitor's policy.
 - ii. Determine the reason for delinquency and retrace the delinquent sale to its initiation.
 - iii. Obtain a list of bad debts and determine the reason for non-collectability, re-tracing the sale to its initiation.
 - iv. Check for any provision for bad debts and query the reasonability of the assumptions behind such provision, and the adequacy of the provision.
 - v. Remove overdue credit sales from Implementer sales reports.
- i) Analyze the trend of sales from one reporting period to the next and point out instances of unusual activity.
- j) Obtain a listing of, and investigate reasons for, any payments made by the competitor to SHFs.
- k) Field visits:
 - i. Conduct an initial field visit or use other means to verify the location of each competitor and establish a relationship.
 - ii. Conduct at least one field visit to one of each competitor's distributors per competition sales period, to authenticate the distribution network for equipment.
 - iii. Based on the field visit sampling methodology proposed and approved in the workplan, visit a subset of SHFs to validate their existence and confirm reception of equipment.
- l) Quality of Product:
 - i. Based on evidence gained from sales auditing and SHF interviews, provide the Secretariat with any information with respect to inferior quality products/ products that do not meet government quality standards/ suspected counterfeit products.
- m) Gather any other relevant and sufficient evidence to substantiate in all material aspects the accuracy of each competitor's sales and quality reporting documentation.

3.2.4 Sales Verification Reporting and Dispute Resolution

Upon verification of each competitors' sales reports for each sales period, the Verifier will undertake the following tasks:

- a) Every three months during the competition period, prepare a short draft verification report for each Competitor showing the results of the sales verification in the following format:
 - i. The total amount of sales that were verified differentiated by input type
 - ii. The total amount of sales deemed by the Verifier, based on the applied verification method, to have met the Project's criteria for valid sales;
 - iii. The total amount of ineligible sales and reason(s) for such ineligibility;
 - iv. Specifically highlight that amount of ineligible sales suspected to be fraudulent.
- b) Present and discuss the draft reports with the Project Manager and Secretariat.
- c) After approval by the Secretariat, present the individual draft reports to each competitor, and provide an opportunity for the Competitor to explain any discrepancies as needed.

- d) At the end of each annual competition sales period, present the final Verification Report to the Project Manager and the Secretariat. This report will include the Verifier’s final recommendation for awards payments in accordance with the Project’s contest rules.
- e) Be available to answer verification-related queries and help to resolve verification-related disputes arising from the competitors:
 - i. Disputed Verifier findings will be reviewed by the Secretariat.
 - ii. Per the dispute mechanism in competitor agreements, the Secretariat may request the Verifier to re-examine their results.
- f) Hold weekly calls with Project Manager to provide updates of:
 - i. Summary of ongoing verification work;
 - ii. Any significant issues and challenges experienced with the Competitors, how the challenges were resolved or are proposed to be resolved;
 - iii. Any anticipated delays in completion of the verification and plans for mitigating such delays.

3.2.5 Data Quality Control

The Verifier team will be responsible for data quality control of the competitor verification reviews. In particular:

- i. The Verifier must demonstrate independence, integrity, ethics and objectivity
- ii. All verification working papers prepared by members of the Verifier team should be reviewed and approved by a senior member of the team other than the preparer.
- iii. A checklist should be prepared by the Verifier’s Team Leader in advance to guide field staff in identifying significant matters (including potentially fraudulent competitor practices) and escalating them to the Team Leader.
- iv. The Verifier must create and retain complete and well referenced verification documentation and records.

3.2.6 Hatcheries Prize Verification (Ongoing, if option enacted)

Activities to be carried out include:

- a) Liaise with Government of Indonesia-selected IndoGAP auditor(s) to confirm reported certification results.
- b) Conduct randomized visits to hatchery sites to verify location, production information, and follow up with IndoGAP auditor continued adherence to IndoGAP standards.
- c) Include hatcheries prize verification results in quarterly reporting to Project Manager and Secretariat.

4. Verifier Deliverables and Reporting

The table below lists the deliverables and minimum reporting requirements. This list is not intended to be exhaustive or restrictive but provide the Verifier with reporting expectations. Before submitting reports and deliverables, the Verifier will submit reporting templates for approval.

Table 1: Deliverables and Reporting Requirements

Corresponding Task	Deliverables Required	Due Date
	Detailed design of the assignment including a comprehensive work plan. The design shall describe the verification procedures including: <ul style="list-style-type: none"> • Methodology for conducting sales audits. 	Two weeks after date of fully executed contract

Verifier Orientation and Start-up (3.2.1)	<ul style="list-style-type: none"> Field visit sampling methodology including process of randomization and the verification instruments to be employed in the completion of the assignment. Quality control mechanisms to be employed by the Verifier in carrying out the assignment. Any verification reporting templates to be used. 	
Competitor Verification Planning (3.2.2)	<ul style="list-style-type: none"> Detailed verification program for competition based on competitors and equipment they plan to sell or rent that contest period. This will include the plan for documentation review, field interviews, and any required travel to competitor offices and other verification locations. 	Before start of each annual competition period (four in total)
Periodic Competitor Sales Verification Activities and Reporting (3.2.3/ 3.2.4/ 3.2.6)	<p>Verification report for each Competitor showing the results of the sales verification in the following format:</p> <ul style="list-style-type: none"> The total amount of sales that were verified differentiated by input type The total amount of sales deemed eligible based on the applied verification method to have met the Project's criteria for valid sales; The total amount of ineligible sales and reason(s) for such ineligibility; Specifically highlight that amount of ineligible sales suspected to be fraudulent. If/ once the hatcheries prize is enacted, the verification reports shall also include hatcheries verification results. 	Every three months during competition period
Final Annual Verification Report (3.2.4)	<p>Final Verification Report to the Project Manager and the Secretariat. This report will include results of competition period verification and the Verifier's final recommendation for awards payments in accordance with the Project's contest rules.</p> <ul style="list-style-type: none"> The final Year 4 competition verification report will include the total tabulated results of the four-year competition including recommendations for the grand prize award recipients. 	60 days after end of each annual competition sales period

5. Illustrative Timeline

The following is an illustrative timeline of activities for the first 18 months of the Project. This is presented as an illustrative example. Offers may modify this timeline according to the proposed solution. Please note, these timelines will be superseded by the work plans submitted by and agreed with the Verifier.

Illustrative Timeline	2021												2022				
	J	F	M	A	M	J	J	A	S	O	N	D	J	F	M	A	M
Verifier Orientation and Start-Up																	
Orientation by PM Team																	
Develop overall design for the assignment, including work plan																	
Competitor Verification Planning																	

sales audits, sales data collection, and field verification visits

- Able to interact with the management of the competitor companies
- Confirm the verified sales and quality reports
- Resolve any disputes over discrepancies in company reported and audited sales
- Ensure all audit papers are well organized and preserved
- Indonesian nationals preferred.

Appendix 4 Proposal Requirements

Proposal Requirements

1. Technical Proposal

Offerors are required to address the components below in a response limited to ten (10) pages, notwithstanding the separate annexes outlined below that will not count towards the page limit. Any specific additional page limits for annexes are noted below.

1.1 Technical Approach and Methodology

- A) The offeror shall present their overall approach to the AgResults Indonesia Aquaculture Project Verifier role. In particular, the offeror shall demonstrate the following:
- Technical understanding of the project and Terms of Reference;
 - A clear, logical approach to implementing the project Terms of Reference, particularly with balancing the different verification methods required.
 - Sound, objective, and transparent methodology for verifying results and proposing prize awards.

1.2 Corporate Capability and Past Experience

- A) The offeror shall provide a statement of Corporate Capabilities included as part of the technical proposal response. Included in this statement, **the offeror must provide evidence of an existing presence and registration in Indonesia.**
- B) In an annex, the offeror shall also provide three past performance references related to the efforts identified in the Terms of Reference. Each reference in the annex should be no more than two pages. These references should identify the specific role the offeror played in each project, particularly if they were part of a larger team.
- Please provide a description of the services, name(s), e-mail addresses, and phone numbers of the client(s)/customer(s) to whom the services were provided, dates and periods during which the indicated services were provided, and the extent and nature of services provided. (The Offeror consents to the AgResults Secretariat contacting and verifying these references at its discretion.)
- C) In an annex, the Offeror shall also provide a one-page list of relevant ongoing and past projects or activities, with budget amounts, duration and total level of effort provided for the past five (5) years or more if relevant.

1.3 Personnel and Management

The Offeror should provide in the technical response details about the proposed staffing and management structure required for executing the Verifier activities. All key personnel should be indicated in the Proposal and their commitment confirmed (future substitution of such personnel will be subject to the Secretariat's written approval). The Secretariat or its designee reserves the right to interview the Lead Verifier and other individuals as part of the selection process.

1.3.1 Key Personnel – Position Requirements

- a) The Offeror shall provide as an annex to the technical proposal a list of any proposed key staff by specialty and include CVs recently signed by the proposed professional staff and authorized representatives submitting the proposal. The key information should include number of years working for the firm/entity and degree of responsibility held in various assignments and relevance of their experience with respect to the requirements set forth in Section 3. The Offeror should list the tasks that will be assigned to each proposed key staff team member.
- b) The minimum list of key positions and their qualifications are listed in Section 3.

The Offeror will include an explanation of the structure of the performing team (the key personnel and Support staff – see 1.3.2). If the Offeror proposes a different configuration, it should be included in the personnel section and justified.

1.3.2 Support Staff

Key Personnel are accountable for all verification tasks described in the Scope of Work. The Offeror must provide a summary of other staff, if any, that will have a role in the work and/or in supporting any of the Key Personnel. Please state the role, for which the individual is being proposed, how his or her qualifications correspond to that role, and provide a summary description of the individual and attach detailed CVs. Staff named in the proposal will be expected to be available to start performing the work upon contract award.

It is expected that for the purposes of verification field work, the Offeror would appoint Verification Assistants (equivalent of Audit Assistants), who would be persons with at least bachelor's degree and 1-3 years of experience in audit or work similar to this assignment.

1.4 Illustrative Year 1 Work Plan

Building off the proposed Project Timeline in Figure 3 as well as the details provided throughout the RFP, the Offeror must include as part of the the technical proposal an illustrative Work Plan for Year 1, with activities defined monthly, for the activities described in the Terms of Reference in Appendix 3. Offerors must include an estimated timing of major activities, deliverables, and interaction with other entities. Upon award, a definitive Year 1 Work Plan will be required within 30 days for discussion and approval by the Secretariat.

2. Cost Proposal

The Offeror shall submit a separate file containing a full Cost Proposal on a **firm-fixed-price basis**, using the provided fixed-price cost template along with any information to support and justify the proposed costs. The cost response should include all fees and expenses, including any taxes, for the entire contract period, as well as on a per-year basis, as per the Terms of Reference and following the cost template.

The Cost Proposal should cover all the activities detailed in the Scope of Work in Appendix 3.

The proposal should - at a minimum - include a breakdown of anticipated costs as follows:

- a) Labor costs based on fixed daily rates for each labor category, utilizing the Verifier Pricing Template in Appendix 5.
- b) Travel costs to conduct the Scope of Work in Appendix 3 of the Terms and Reference. This may include trips to competitor facilities and distribution partners as needed.

- Should this assumption be incorrect, the Project Manager and Secretariat will discuss and make appropriate revisions to the Scope of Work;
- c) Any other additional expenses related to the assignment fully broken down

Notes:

- Proposed payments will be made quarterly and tied to deliverables proposed by the Project Verifier in the submitted illustrative Work Plan.
- All expenses should be listed separately, with sufficient detail to allow for evaluation as to the reasonableness of the items proposed.
- In budgeting for this project, assume six competitors in Sales Period 1, 10 in sales period 2, 15 in sales period 3 and 15 in sales period 4.
- Offerors should include notes on labor and other direct cost assumptions to justify the expenses.
- Offerors must clearly denote any labor or other direct costs that will go towards verifying the hatcheries prizes.
- All prices shall be quoted in US dollars.
- Offeror is responsible for any applicable taxes and similar fees (those are deemed included in the proposed fixed price). Deloitte Consulting cannot confer any special tax- or duty-free status.
- Payments to the selected Offeror will be made after receipt of the deliverables by the AgResults Secretariat and will come from the World Bank-administered Trust Fund.

3. RFP Schedule of Events

1. **Deadline for Proposals**, with all required signatures, including a completed and signed Anticorruption Compliance Certification, is no later than 1700 Hrs. US Eastern Time (US ET) on **January 15, 2021**. Proposal documents should be submitted in one email to info@agresults.org. Please indicate "Indonesia Project Verifier RFP" in the subject line of the email.
2. **Questions** concerning the Project, or this RFP may be submitted by vendors at any time, but no later than 1700 Hrs. US Eastern Time (US ET) on **December 21, 2020** to info@agresults.org. Please indicate "Indonesia Project Verifier RFP Questions" in the subject line of the email.
3. **Answers** to timely-received questions will be posted on the AgResults website no later than 1700 Hrs. US Eastern Time (US ET) on **December 23, 2020**. Answers to questions will be posted on <https://agresults.org/news-and-blog/10-blog/188-rfp-indonesia-aquaculture-verifier>.
4. The Secretariat expects to award the Project Verifier's contract by **February 1, 2021** with an expected contract start date of **February 1, 2021**.

Appendix 5

Anticorruption Compliance Certification

AgResults requires full compliance by the Offeror with the U. S. Foreign Corrupt Practices Act (15 U.S.C. Section 78dd-1, et. seq.) as amended (“FCPA”), and all other applicable Anti-Corruption laws, rules and regulations.

The anti-bribery provisions of the FCPA make it illegal to offer, promise, authorize, or provide anything of value, either directly or indirectly (e.g., through third parties), to a Foreign Official (as defined below) for the corrupt purpose of (1) influencing an official act or decision; (2) inducing the Foreign Official to do or omit to do anything in violation of his lawful duty; or (3) securing an improper advantage; in each case in order to assist in obtaining, retaining, or directing business to anyone.

Under the FCPA, a Foreign Official includes not only a person who performs traditional governmental or administrative functions, but also any member of a royal family or an employee of an entity in which a governmental body has an ownership interest (even a minority interest). Such employee could still qualify as a Foreign Official even if he or she performs business-related functions as an employee of such entity engaged in commercial, rather than governmental, activities.

To facilitate the Offeror’s understanding and compliance with obligations set forth in this clause, ‘Foreign Official’ is hereby defined for the purposes of this clause to include:

- Any officer or employee of a non-U.S. government (including any non-U.S. military personnel) or any of its departments or agencies or incorporated entities (including state-owned enterprises);
- Any director, officer, or employee of any legal entity or joint venture that is controlled or significantly owned by a non-U.S. government (including any non-U.S. military personnel) or any of its departments or agencies or incorporated entities (including state-owned enterprises);
- Any officer or employee of any public international organization (e.g., the United Nations or World Bank);
- Any person that represents or acts on behalf of, or in an official capacity for, any non-U.S. government or any of its departments or agencies or incorporated entities (including state-owned enterprises), even if honorary;
- Any non-U.S. political party or party official or candidate for non-U.S. political office;
- Any member of a royal family; and
- Any member of a non-U.S. legislative body.

The Offeror understands that prohibited payments or offerings under the FCPA need not take the form of cash or cash equivalents. For the purposes of this clause, and in line with the FCPA, the reference to ‘anything of value’ is construed broadly and covers any tangible benefit of any kind, including, without limitation, cash or cash equivalents, gifts (including, but not limited to, gifts or courtesies of local custom, wedding and personal gifts, jewellery), political contributions, donations to charities at the behest of a Foreign Official or his/her family, entertainment (including, but not limited to, meals and tickets to events), travel and travel-related expenses, hospitalities (including, but not limited to, accommodation), ownership rights in joint ventures or other entities, inflated or excessive contract prices, loans and employment (whether long-term or temporary). Even if any payments or gifts are a customary part of the culture of a particular country, they may be prohibited under the FCPA. In addition, providing

or offering gifts, payments or other benefits to another person for an improper or corrupt purpose may violate not only the FCPA but also other similar anti-bribery laws and regulations.

Moreover, certain laws and regulations, that may be also applicable in connection to the Project Verifier’s activities, prohibit bribes or kickbacks in the private sector and regulate, among other things, whether gifts, entertainment or employment may be provided to U.S. government officials. Offeror shall comply with all such applicable laws and regulations.

Therefore, in connection with the submission of this proposal for participation in the AgResults Indonesia Aquaculture Project, the Offeror shall not cause the Secretariat, or any other entity associated with the AgResults Initiative to be in violation of the FCPA or any other applicable anticorruption laws or regulations. The Offeror must refrain from either directly or through others, making or offering to make bribes, kickbacks or other corrupt payments or provide anything of value to a Foreign Official or anyone else for purposes of influencing them to benefit the Secretariat or any other entities associated with AgResults Initiatives, the Offeror, or any other party.

The Offeror shall notify the Secretariat immediately if it learns of any violations of the FCPA or any other anticorruption laws in connection with the Offeror’s involvement in the AgResults Indonesia Aquaculture Project. Notifications can be made to Secretariat through email: info@agresults.org. Notifications can be also made anonymously through the website www.integrityhelp.com, or by calling +1 866 850 1485 (within the U.S.) or +1 503 748 0570 (outside the U.S.).

Compliance Certification

By my signature, I certify as an authorized representative of Offeror, that in connection with the preparation and submission of this proposal, the Offeror has complied with and will comply with the U. S. Foreign Corrupt Practices Act (15 U.S.C. Section 78dd-1, et. seq.) as amended (“FCPA”), and all other applicable anticorruption laws, rules and regulations.

For and on Behalf of Offeror:

Name _____

Title _____

Organization _____

Signature _____

Date _____

Appendix 6 Pricing Template

See attached.