

Request for Proposals for Project Management Services for the AgResults Senegal Crop Storage Finance Project

Answers to Questions

1. Is it up to the bidder to decide which agricultural products and which regions will be covered by the project?

AgResults Response: During the project pre-launch phase, the Secretariat will work with the selected Project Manager and the project's Advisory Committee to determine if there must be any restrictions in terms of allowable agricultural products and regions. Offerors may propose agricultural products and/ or regions to target in their proposal, but at this time AgResults anticipates allowing for as wide a range of products and regions as possible in order to encourage more solutions.

2. Is AgResults looking for targeted impact primarily on high value crops or to achieve as broad of coverage as possible across all crops mentioned in the RFP?

AgResults Response: AgResults is looking for targeted impact with respect to smallholder farmers' incomes. Impact will be measured in terms of absolute numbers of crops stored/ sold but only in the context of impact on smallholder farmer incomes, improved food security and livelihoods, and of sustainability of WRS schemes developed as a result of the competition.

3. The Government of Senegal generally requires an environmental assessment prior to project launch. Has AgResults already done this assessment or should we include it in our budget as part of the pre-launch activities?

AgResults Response: AgResults has completed a basic environmental assessment of the project design. No additional environmental assessment is contemplated at this time.

4. It seems that the project could benefit from a Communications Specialist, especially to help with public relations and promotions of the competition and lesson learned activities. Do you prefer this person be additional staff, part-time consultant or communications firm?

AgResults Response: Offerors are free to propose the staffing arrangement that best fits their approach to addressing the terms of reference.

5. Please clarify how AgResults intends to facilitate the transfer of prize funds to qualifying competitors and what role you envision for the Project Manager to assist with that and other procurements?

AgResults Response: Any transfers of funds are done by the Trustee of AgResults, at the direction of the Secretariat. The Project Manager will play a field oversight role, ensuring that the selected Verifier is performing against its scope of work and that its proposed prize funding determinations are being done using a transparent, fair, and sound process. The Project

Manager will be expected to provide input into the procurement for Verifier services, specifically the terms of reference and the selection process, both of which will be led by the Secretariat.

6. Given the small size of the team and the on-going realities of COVID, is an official office in Dakar necessary or can we seek more cost-effective approaches to support the team?

AgResults Response: Offerors are free to propose the operational arrangements that they feel best enable them to achieve the terms of reference. However, if the Project Manager chooses not to have dedicated office space in Dakar, it must make necessary plans to make available appropriate meeting space to facilitate regular Secretariat visits, stakeholder meetings, and other necessary operations and logistics tasks. For example, particularly critical during the startup phase is the Offeror's ability to engage regularly with Ministry of Commerce counterparts who are based in Dakar Plateau.

7. Is the Project Manager expected to develop and maintain their own management information system (MIS) for warehouse storage and sales data?

AgResults Response: No. Each competitor will be expected to maintain their own storage tracking system. The Project Manager is expected to obtain this information on a regular basis through the project Verifier, which will be tasked with creating a system for standardizing this data across competitors and then collating, reviewing, and validating this information in order to determine annual prize amounts.

8. Is the Verifier expected to have their own separate MIS system? And if so, how and when will this information be shared with the Project Manager?

AgResults Response: See response to Question 7 above. The Project Manager will work with the Secretariat and Verifier to determine appropriate intervals for data sharing once the Verifier has been selected and engaged by AgResults.