

## Request for Proposals for Sales Verification Services for the AgResults Foot and Mouth Disease Project: Answers to Questions

1. **Q:** Is there rationale for requiring Kenyan entity and key personnel as outlined below?
- Proposal Requirements: 1.2 Corporate Capability and Past Experience - the offeror **must** provide evidence of an existing presence and registration in **Kenya**.
  - 6. Verifier Team – Key Personnel Roles and Responsibilities - Team Leader (TL)/ Lead Verifier: **Kenyan** nationals preferred.
  - In addition to the Team Leader, the Offeror must propose at least one additional Key Personnel: **Kenyan** nationals preferred.

**AgResults Response:** Please replace all requirements for “Kenyan nationals” with “Kenyan or Tanzanian Nationals”.

- Proposal Requirements: 1.2 Corporate Capability and Past Experience - The offeror **must** provide evidence of an existing presence and registration in **Kenya or Tanzania**.
- 6. Verifier Team – Key Personnel Roles and Responsibilities - Team Leader (TL)/ Lead Verifier: **Kenyan or Tanzanian** nationals preferred.
- In addition to the Team Leader, the Offeror must propose at least one additional Key Personnel: **Kenyan or Tanzanian** nationals preferred.

2. **Q:** How should the quarterly verification reports be structured? per country, per competitor or both?

**AgResults Response:** The quarterly reports must be structured per competitor.

3. **Q:** The period of performance Period of Performance: November 1, 2024, to September 30, 2028 does not add up to four years and ten months as indicated on the RFP.

**AgResults Response:** AgResults updates Section 1.3: 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 three years and eleven months, subject to annual reauthorization in writing from AgResults.

4. **Q:** How many manufacturers have been engaged in the project, where are they based in terms of location. Is it possible to share their profile?

**AgResults Response:** AgResults expects a limited number of competitors, up to 4 competitors maximum. Their location does not matter since all verification will be done virtually. We cannot share profiles until a vaccine manufacturer has officially joined the project as a competitor.

5. **Q:** In which of the targeted countries the vaccine developed by the manufacturers are registered?

**AgResults Response:** AgResults cannot disclose that information.

6. **Q:** How many more manufacturers are expected to the competition for each year?

**AgResults Response:** AgResults does not have an exact number of potential competitors for each year, but the first sales period could have 1-2 and up to a maximum of 4.

7. **Q:** How many volumes of sales are expected per year because according to the RFP, the volume of doses eligible for cost share is up to five million in the final sales period.

**AgResults Response:** AgResults roughly estimates the following volumes of sales expected per year:

- Sales Period 1: 2 million doses sold
- Sales Period 2: 3 million doses sold
- Sales Period 3: 4 million doses sold
- Sales Period 4: 5 million doses sold

A minimum order is estimated to be 100,000 doses, and most orders will be larger than that amount.

8. **Q:** What is the verification budget?

**AgResults Response:** AgResults roughly estimates the cost for this work to be around \$500,000USD total for all project expenses, inclusive of all taxes and fees.

9. **Q:** What does Competitor's LTR stand for? Who are they?

**AgResults Response:** The LTR is the vaccine manufacturer's Local Technical Representative that imports and sells the FMD vaccines within each country that the vaccine is registered.

10. **Q:** The Verifier will be expected to review document from the Manufacturer as identified in Page number 15 of the RFP. Will this be 100% verification i.e., verification for all sales or on a sample basis?

**AgResults Response:** The Verifier is required to do 100% sales verification of all vaccines sold. Please note that sales are made in large quantities - A minimum order is estimated to be 100,000 doses, and most orders will be larger than that amount.

**11. Q:** Amongst the verification procedures is to "Conduct periodic phone call spot checks to vaccine purchasers, such as the LTRs". Are these phone calls be on a sample basis or for each purchase?

**AgResults Response:** AgResults confirms that the periodic phone call spot checks are on a sample basis and not for each purchase.

**12. Q:** Which entity will be the contracting party?

**AgResults Response:** AgResults Secretariat – Deloitte Consulting Overseas Project LLC – will be the contracting party.

**13. Q:** Whom will our report be addressed to?

**AgResults Response:** All reports will be addressed to the AgResults Secretariat.

**14. Q:** Which entity will be responsible for paying the professional fees?

**AgResults Response:** The AgResults Trustee will pay the Sales Verifier's professional fees upon approval of deliverables by the AgResults Secretariat.