



REQUEST FOR PROPOSAL

Ethiopian Market Linkages and Export Facilitation

J802A-2012-2

Under

USAID/Ethiopia Agricultural Growth Program-Agribusiness and Market
Development (AGP-AMDe)

Funded By

United States Agency for International Development (USAID)
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Question/ Inquiry Submission Deadline:	5:00 p.m. EDT, December 14, 2012

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I. INTRODUCTION

a. Company Background

Based in Washington, D.C., ACIDI/VOCA is a nonprofit international development organization that delivers technical and management assistance in agribusiness, financial services, enterprise development, community development and food security in order to promote broad-based economic growth and vibrant civil society. For more information, go to www.acdivoca.org.

b. Program Background

The USAID/Ethiopia Agricultural Growth Program-Agribusiness and Market Development (AGP-AMDe) Project is the flagship project under USAID's Feed the Future (FTF) Strategy for Ethiopia and is USAID's largest contribution to the government of Ethiopia's (GoE) Agricultural Growth Program (AGP). AGP supports the Comprehensive African Agricultural Development Program (CAADP) framework by strengthening agricultural productivity and markets in the high rainfall regions of Amhara; Oromia; Southern Nations, Nationalities, and People's Region (SNNPR); and Tigray.

In line with the overall objectives of AGP and the ATA national strategy, AGP-AMDe will sustainably reduce poverty and hunger by improving the productivity and competitiveness of value chains that offer jobs and income opportunities for rural households. Project wide target value chains are wheat, maize, sesame, chickpea, coffee and honey.

II. PROPOSAL

a. Purpose

ACIDI/VOCA is soliciting proposals from organizations capable of providing technical assistant to improve the quality of Ethiopian exports including sesame, chickpea, honey and support to coffee to be exported by improving sorting, addressing residual chemical issues and increasing certified organic hectares and facilities. Organizations must also be capable of submitting the required reports as part of the Program's goals of increasing trade of Ethiopian exports of targeted value chains. Emphasis will be placed on quality improvements, market perception, marketing, promotion, increased exports and investments in targeted agricultural products.

USAID AGP-AMDe uses a value chain approach to increase the competitiveness of select agricultural products, enhance access to finance, and stimulate innovation and private sector investment. Ethiopia is identified among the top 10 producers in Africa for each of the AGP-AMDe target value chains. For several of these crops, Ethiopia is famed not only for the quantities produced, but also for the product characteristics that are unique to the country. Unfortunately, these comparative advantages are not currently being exploited to the benefit of the country and its smallholder producers. Value chain products are produced inefficiently and sold locally and/or exported as agricultural raw materials to commodity markets, rather than as semi-processed or finished consumer goods, which have relatively higher and more stable prices.

The Offeror/Contractor will be required to work with the AGP-AMDe team and in coordination with AGP, cooperatives and unions, private processors and other partners to make recommendations for transforming comparative advantages into competitive advantages and increasing value and volume of sales in export

markets. The Offeror/Contractor will work closely with AGP-AMDe staff and partners to address international standards for quality, marketing and investment opportunities.

This contract should contribute to and measure performance impacts, including but not limited to:

- Increased market linkages (target: 25)
- Increased exports (target: \$19,938,000)
- Increased incremental sales at farm gate (target: \$18,478,925)
- increased investment (target: \$9,475,225)
- Increased jobs (target: 1,146; 1,165 male, 252 female)
- Number of organizations assisted (target:118)
- Number of people trained (target: 24,800, 1,984 male, 496 female)
- Increased loans to facilitate exports (target: \$5,375,000)

Offeror/Contractor is required to propose how it will address the performance indicators listed above and how it will commit to gathering and contributing to data collection for all of the listed result indicators.

b. Scope of Work

Based on ongoing activities and discussions with project staff, partners, and value chain actors, the Offeror/Contractor will be required to make recommendations, plan marketing and promotional campaigns, facilitate business to business linkages, and ensure successful delivery on orders in three broad intervention areas to facilitate increased trade of sesame, chickpea, honey and to support as needed coffee. As stated below, the assignment is likely to include at least two international trips to Ethiopia, in addition to any necessary international travel to attend trade shows. The Offeror/Contractor will accomplish the aforementioned assignment by providing the following services:

- Quality – Provide recommendations on improving the quality of Ethiopian sesame to be exported by improving sorting, addressing residual chemical issues, and increasing certified organic hectares and facilities. This will include:
 - Quality issues will be addressed based on the outcomes of a current assessment of production facilities and interviews with FCU and primary cooperatives.
 - Addressing quality issues in relation to the Japanese market, specifically related to residual chemicals and seed species.
- Variety, Packaging, Specifications – ensure that variety produced meets international market and specific contractual demands, specifically addressing Japanese, Middle East, EU and US markets and preferences.
- Improve Capacity of Exporters – Prepare exporters for exportation by training in export market success strategy and develop company and product materials to support the sale and marketing of Ethiopian agricultural products. This will include:
 - A multi-step process, which includes training for international market entry strategies and processes, and culminating with face-to-face meetings between Ethiopian FCUs or exporters and other stakeholders with buyers in Japan, United States, Europe and the Middle East.
- Marketing – Upon completion of training, develop and print market profile documents for each exporter scheduled to attend international trade shows and their sample or display products.
 - Arrange meetings with key buyers in targeted markets, including but not limited to those listed in the event schedule below. The Offeror/Contractor will schedule and facilitate meetings with key buyers that will be coordinated with tradeshow in various markets, and will include Offeror/Contractor participation in the event as an observer or exhibitor depending on the outcome of the previous activities. The Offeror/Contractor is expected to attend the following events:
 - Gulfood Show: February 25-28, 2013
 - 38th International Food & Beverage Expo Japan: March 5-8, 2013
 - SupplySide Marketplace NYC: April 30 – May 2, 2013

- In-country technical assistance, requiring trip(s) to Ethiopia as proposed by Offeror/Contractor

c. Deliverables

Deliverable 1 – A report outlining recommendations for production, marketing and packaging improvements, and describing plan of interventions to be provided to target beneficiaries. Due January 11, 2013 to Chief of Party Vanessa Adams.

Deliverable 2 – A report outlining market opportunities and an assessment of residual chemical, or other constraints to increased exports, as well as interventions conducted to upgrade exporters' capacity. Due January 31, 2013 to Chief of Party Vanessa Adams.

Deliverable 3 – Conduct export training(s) with Ethiopia FCUs and other exporters. To be completed by February 20, 2013. (Note: Training venue, the printing of training materials and meal costs for training participants will be paid for directly by ACDI/VOCA. All other costs shall be the responsibility of the Offeror/Contractor and should include the costs in its submitted proposal.)

Deliverable 4 – Development of business plans, including financing requirements for exporters, and improved marketing materials for FCUs and other exporters. Due February 28, 2013 to Chief of Party Vanessa Adams.

Deliverable 5 – A calendar of arranged meetings and descriptions of select potential buyers requirements in the Middle East during Gulfood Show in Dubai, for the week of February 24. Due February 15, 2013 to Chief of Party Vanessa Adams. (Note: the Offeror/Contractor shall be responsible for all costs associated with its staff travel to Dubai and should include the costs in its submitted proposal)

Deliverable 6 - A calendar of arranged meetings and descriptions of select potential buyers requirements in Japan during Food & Beverage Expo, for the weeks of March 3 and March 10. Due February 28, 2013 to Chief of Party Vanessa Adams. (Note: the Offeror/Contractor shall be responsible for all costs associated with its staff travel to Japan and should include the costs in its submitted proposal)

Deliverable 7 – A report outlining the details and contacts from meetings held with customers in the Middle East during Gulfood Show in Dubai. Due March 14, 2013 to Chief of Party Vanessa Adams.

Deliverable 8 – A report outlining details and contacts from meetings held with customers in Japan during Food & Beverage Expo. Due March 30, 2013 to Chief of Party Vanessa Adams.

Deliverable 9 – A calendar of arranged meetings in North America with buyers, for the weeks of April 21 and April 28 in San Francisco, Los Angeles, Chicago and New York City. Due April 14, 2013 to Chief of Party Vanessa Adams. (Note: the Offeror/Contractor shall be responsible for all costs associated with its staff travel to the various sites in the US listed above and should include the costs in its submitted proposal)

Deliverable 10 – A report outlining the details and outcomes of SupplySide Marketplace NYC attendance. Due May 14, 2013 to Chief of Party Vanessa Adams.

III.CONTRACT MECHANISM & TERMS OF PAYMENT

ACDI/VOCA anticipates issuing a fixed price purchase order contract to an Offeror. ACDI/VOCA will issue fixed payment(s) based on submission and ACDI/VOCA acceptance of deliverables. Once an award is issued, it will include a fixed price payment schedule with deliverables specified above. A copy of the purchase order terms and conditions are attached to this RFP for informational purposes.

IV. PROPOSAL PREPARATION AND SUBMISSION REQUIREMENTS

a. Instructions for Proposal Preparation

The selection committee will evaluate the Offerors based upon their written technical and cost proposals. Each section will be evaluated according to the criteria for evaluations in Section V. Offerors are expected to examine the specifications and all instructions in the RFP. Failure to do so is at the Offeror's risk. Interested Offerors must provide the following:

1. Capability and Technical Experience Statement

Demonstrate capabilities and technical experience by providing the following:

- a. Organization Overview: Give a brief, general overview to demonstrate the Offeror's overall qualifications to fulfill the requirements of this RFP.
- b. Capabilities Statement: Provide a comprehensive discussion of the Offeror's capabilities, experiences, resources, support and any current/recent experience for conducting similar scopes of work as described above. Insert specifics, such as insurance information, warranties, guarantees, etc.
- c. Project Approach: Give a description of methodologies, sample design, timeline of activities and reporting plan you are recommending to achieve the described scope of work.
- d. Partner/Subcontractor: Give a description of any partner organization or subcontractor that you might contract with and a description of the division of level of effort and responsibility between your organization and the partner or subcontractor.
- e. Website: If the Offeror has a website or can post examples of their work, please indicate the website. Do not send any materials with the proposal. They will be returned unopened.
- f. Activity (work) Schedule
- g. Monitoring & Evaluation plan

2. Project Staffing

Identify the project staffing and the percentage of the time each will spend on this activity. Include a CV or no more than a half-page biosketch for each individual considered essential for the successful implementation of this contract.

3. Cost Proposal

Offerors will submit a proposed budget with their proposals in a separate, sealed envelope labeled "Budget Proposal." The proposed budget will have sufficient detail to allow evaluation of elements of costs proposed. Budgets should be submitted in the currency in which your organization is located and will be paid; please label your budget with the name of the currency. ACDI/VOCA reserves the right to request any additional information to support detailed cost and price.

Offerors should include a budget break down by:

- 1) Labor costs including the names of staff who will conduct work, unit labor costs
- 2) Travel costs
- 3) Agency fees
- 4) Indirect costs.

See Appendix B for a sample budget format.

4. References

Please include three client references and contact information. References should have worked with your organization within the past two years in connection with the countries or regions (and if possible, subject matter) applicable to this RFP.

b. Instructions for Submission of Proposal

1. The technical and price proposals shall be separately in electronic format and identified as such. Each file shall be clearly identified with the RFP number and the Offeror's name.

All responses to this RFP must be received no later than the submission deadline on the cover page of this RFP. Offerors must submit the proposal in the following formats (*electronic format, PDF, Microsoft Word, and Microsoft Excel*) to:

ACDI/VOCA

Attention: Rachel Loftin

Email: ethiopiaagp-amde@joinav.org

Faxed offers are not acceptable.

2. All inquiries and requests for information regarding this RFP must be submitted by email to the following individuals no later than the question/inquiry submission deadline on the cover page of this RFP. Reference the RFP number in all questions/inquiries.

Name:	Rachel Loftin
Email:	ethiopiaagp-amde@joinav.org

3. ACDI/VOCA will not compensate Offerors for their preparation of responses to this RFP.

V. CRITERIA FOR EVALUATION

ACDI/VOCA will evaluate proposals based on a best-value determination; Offerors should submit their most competitive price proposal. Proposals will be evaluated using the following criteria:

Technical Scores	Points*
Technical Approach/Specs	25
Key Staff and Quality Control Mechanisms	20
Company Capabilities	20
Past Performance/References	10
Presence of Offeror in Region of Country for delivery/performance	5
Price or Cost Proposal	20
Total Technical Score	100

The evaluation committee will review the technical proposal based upon the technical criteria listed above. The cost proposals will be reviewed to ensure they are complete and free of computational errors. The committee will also assess the reasonableness of costs and the cost-effectiveness of the budget, and will determine whether the costs reflect a clear understanding of project requirements. A contract will be offered to the responsible Offeror whose proposal follows the RFP instructions and is judged to be the most advantageous to ACDI/VOCA.

VI. SOLICITATION PROCESS

Once the RFP is released, the Offerors must prepare a formal proposal to be sent to the contact person at ACDI/VOCA as indicated in Section IV (b) (1). The submitted proposals will be reviewed against the criteria

for evaluation defined in Section V above and rated on their ability to satisfy the requirements stated in this RFP document. A preferred Offeror will be chosen and formally notified. A formal contract will be negotiated with the selected Offeror and, if endorsed, the Offeror will begin work on the project.

VII. TERMS AND CONDITIONS

a. Late Submissions

Proposals received after the submission deadline stated in the cover page of this RFP may not be considered. Offerors will be held responsible for ensuring their quotations are received according to the instructions stated herein. A late offer will be considered if the cause was attributable to ACDI/VOCA or its employees/agents, or if it is in the best interest of ACDI/VOCA.

b. Modification of RFP Requirements

ACDI/VOCA retains the right to terminate the RFP or modify the requirements upon notification to Offerors.

c. Withdrawals of Proposals

Proposals may be withdrawn by written notice via email at any time before award. Proposals may be withdrawn in person by an Offeror or authorized representative, if the representative's identity is made known and the representative signs a receipt for the proposal before award.

d. Right of Negotiation and Acceptance of Proposal

This RFP represents a definition of requirements and is an invitation for submission of proposals. ACDI/VOCA reserves the right to fund/award any or none of the submitted proposals. No commitment is made, either expressed or implied, to compensate Offerors for costs incurred in the preparation and submission of their proposal.

ACDI/VOCA may reject any proposal that is nonresponsive. A responsive proposal is one that complies with all terms and conditions of the RFP. A proposal must be complete, signed by an authorized signatory, and delivered no later than the submission time and date indicated on the cover sheet of this RFP. ACDI/VOCA may reserve the right to waive any minor discrepancies in a proposal.

ACDI/VOCA reserves the right to issue an award based on the initial evaluation of proposals without discussion. ACDI/VOCA also reserves the right to enter into best and final negotiations with any responsive Offerors for all or part of the proposed scope.

e. Validity of Proposal

Proposals submitted shall remain open for acceptance for 60 days from the last date specified for receipt of proposals. This includes, but is not limited to, pricing, terms and conditions, service levels, and all other information. If your organization is awarded the contract, all information in the RFP and negotiation process is contractually binding.

f. Minimum Offeror Qualifications

Offerors submitting proposals must (1) be officially licensed to do such business in Ethiopia, (2) be able to receive USAID funds and (3) not have been identified as a terrorist. In addition, Offeror may be required to provide the following information:

- Documentation to verify licensure (e.g., tax id, registration certificate, etc.)
- Demonstration of adequate management and financial resources to perform the contract
- Satisfactory records of performance history, integrity and business ethics

g. Intellectual Property Rights

All tangible or intangible property created or acquired under this contract shall be the exclusive property of ACDI/VOCA and the donor. The term “property” includes all data and reports associated with this engagement. Reference is made to Sections 12 and 13 in the business terms and conditions attached in Appendix A.

VIII. ATTACHMENTS

Appendix A: Purchase Order General Terms and Conditions

Appendix B: Sample Budget Format

Technical Proposal Submission Sheet

Appendix A

General Business Terms and Conditions

*****These Terms and Conditions apply to all Purchase Orders*****

1. **Assignment.** Vendor shall not assign, subcontract or transfer all or any portion this Purchase Order or any of its obligations without the express, prior written permission of ACDI/VOCA.
2. **Proprietary Information & Confidentiality.** Vendor shall consider all data, documentation, drawings, specifications software and other information furnished by ACDI/VOCA to be confidential and proprietary and shall not disclose any such information to any other person, or use such information itself for any purpose other than that for which it was intended in completing this order, unless Vendor obtains written permission from ACDI/VOCA to do so. Vendor agrees to execute ACDI/VOCA's standard Non-Disclosure Agreement upon request.
3. **Terms of Payment.** Subject to any superseding terms on the face hereof, Vendor shall mail the invoice to the address listed in Section II of Attachment A and be paid upon completion/acceptance of the required supplies/services. **(A) TIMING OF PAYMENTS.** Vendor shall be paid, in the currency on the face of this Purchase Order, within than forty-five (45) days after ACDI/VOCA's receipt of an acceptable invoice and ACDI/VOCA's acceptance of the completed products/services in accordance with section (B) "Inspection" below, together with any required documents. ACDI/VOCA is under no obligation to pay Vendor's invoices received later than 90 days after acceptance. Payment of Vendor invoices by ACDI/VOCA shall not constitute final approval of the invoices. All charges invoiced by Vendor may remain subject to ACDI/VOCA and/or government audit and subsequent adjustment. Vendor agrees to reimburse ACDI/VOCA for any costs disallowed by Client. **(B) INSPECTION & ACCEPTANCE.** (1) Vendor shall work within professional standards covering the work and shall make such inspections as are deemed necessary to insure Vendor compliance. (2) All deliveries shall be subject to final inspection by ACDI/VOCA. If deliverables or a service performed by Vendor is found to be defective, Vendor shall be given the opportunity to correct any deficiencies within a reasonable period of time, not more than 10 days. If correction of such work is impracticable, Vendor shall bear all risk after notice of rejection and shall promptly make all necessary replacements at its own expense, if so requested by ACDI/VOCA. Vendor shall provide immediate notice to ACDI/VOCA of any potential failure on the part of its suppliers to provide supplies/services required. Vendor is responsible for any deficiency on the part of its suppliers. Vendor shall be responsible for any costs of procurement as may be necessary for ACDI/VOCA to secure the supplies/services as a result of Vendor's inability to perform that exceed the agreed upon price herein. **(C) LATE DELIVERIES.** In addition to any remedies available to it in the event of late delivery, ACDI/VOCA may deduct 1% of the amount invoiced for such delivery for each day said delivery was late. This will not exceed 10% of the total value of the Purchase Order.
4. **Performance.** All services are to be performed to the satisfaction of ACDI/VOCA. If stated in the scope of work, time is of the essence with respect to the performance. ACDI/VOCA shall not be billed at prices higher than those stated in this Purchase Order. ACDI/VOCA shall have no obligation to pay Vendor more than the fixed price or ceiling price stated on the face of this Purchase Order.
5. **Title and Risk of Loss.** Title to and risk of loss of, each product and/or service to be delivered/provided shall, unless otherwise provided herein, pass from Vendor to ACDI/VOCA upon acceptance of such product/service by ACDI/VOCA.
6. **Force Majeure.** Any non-performance or delay in performance of any obligation of either party under this Purchase Order may be excused to the extent such failure or non-performance is caused by an event or condition beyond the reasonable control of the non-performing party, and which, by the exercise of due diligence, could not be avoided or overcome ("Force Majeure"). However, in no event will any non-performance or delay in performance of any of Vendor's suppliers or any labor disruption affecting Vendor specifically, and not Vendor's industry generally, constitute Force Majeure for Vendor. If Vendor is affected by Force Majeure, it will (i) promptly provide notice to ACDI/VOCA, explaining the particulars and the expected duration of the Force Majeure and (ii) use its best efforts to remedy the interruption or delay if it is reasonably capable of being remedied, and to mitigate the adverse effects of such interruption or delay on ACDI/VOCA, including sourcing substitute providers of services from the market, at Vendor's expense, in order to meet ACDI/VOCA's required completion dates.
7. **Warranty.** Vendor warrants all supplies/services to be free from all material defects and expressly represents that all such required supplies/services are capable of providing/performing the function service for which they were intended. Vendor agrees to pass on all manufacturers' warranties to ACDI/VOCA. To the extent that ACDI/VOCA is held financially responsible for any deficiencies in the services performed by the Vendor, the Vendor agrees to cure such deficiencies at the sole cost to the Vendor. Vendor agrees to deliver/provide the products/services which are the subject-matter of this Purchase Order to ACDI/VOCA free and clear of all liens, claims, and encumbrances. Vendor represents and warrants to ACDI/VOCA that: (i) it has no conflict of interest with respect to the Services to be performed for ACDI/VOCA under this Purchase Order; (ii) it has not entered into any agreement, or executed any document, with any individual or other organization that will prevent it from: (a) disclosing and assigning intellectual property in work product exclusively to ACDI/VOCA; and (b) performing any other obligation under this Purchase Order; (iii) it will not enter into any such agreement, or execute any documents, which will create a conflict of interest or which will prevent it from freely performing any obligation under this Purchase Order; and (iv) it will not knowingly incorporate confidential information of any person or entity not a party to this Purchase Order into any materials furnished to ACDI/VOCA without prior written notice to ACDI/VOCA. Vendor further represents and warrants to ACDI/VOCA as follows: (i) no kickback, bribe, gratuity or transfer of anything of value was offered, agreed to, or made, nor shall be made, to or for the benefit of any employee or representative of ACDI/VOCA in return for or in connection with the award of this Purchase Order; (ii) the Vendor has not engaged in bid-rigging or other collusive agreements or behavior with any actual or potential competitor for this Purchase Order or any other person, which behavior could have had the effect of lessening competition for the award of this Purchase Order or of raising the price of the Deliverables or the Services procured; and (iii) all statements of material fact contained in any proposal, response, certification, or questionnaire submitted by Vendor or any of its representatives in connection with the solicitation, award or negotiation of this Purchase Order were true and complete when made.
8. **Compliance with Law.** Vendor's performance of work and all products to be delivered shall be in accordance with any and all applicable regulations: executive orders, Federal, State, municipal, local and host country laws and ordinances, and rules, orders, requirements and regulations. Such Federal laws shall include, but not be limited to, the Fair Labor Standards Act of 1938 as amended, E.O. 11246, "Equal Opportunity," as amended by E.O. 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and as supplemented by regulations at 41 CFR Chapter 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor", the Copeland "Anti-Kickback" Act (18USC874 and 40USC276c and 18USC874 as supplemented by Department of Labor regulations at 29CFRpart 3, the Davis-Bacon Act, as amended (40USC276a-a7) and as supplemented by Department of Labor at 29CFRpart 5, the Contract Work Hours and Safety Standards Act (40USC327-333), and the Byrd Anti-Lobbying Amendment (31USC1352). Unless otherwise agreed, governing law shall be that of the District of Columbia.
9. **Suspension and Termination.** ACDI/VOCA shall retain the right to direct Vendor to stop work ("Suspension") at any time. Such direction must be in writing and shall be effective for a period of no more than 30 days after which time Vendor may continue work absent direction to do so or a notice of termination at their own risk. Under no circumstances shall Vendor receive more than the original value of this Purchase Order. "Termination": ACDI/VOCA reserves the right to terminate this Purchase Order when: 1. deemed in the best interests of its client; or 2. if the Vendor defaults in performing this Purchase Order and fails to cure the default within 10 days after receiving a notice specifying the default. ACDI/VOCA shall be liable only for payment under the payment provisions of this Purchase Order for services/deliverables completed and accepted before the effective date of termination. Payments for partial deliverables shall not be made unless explicitly authorized by ACDI/VOCA in the Termination Letter. This paragraph shall not limit any legal rights to cancel this Purchase Order without further liability for articles not accepted by ACDI/VOCA. This Purchase Order may be terminated at any time in the event Vendor commits an act of bankruptcy, files or has filed against the petition

of bankruptcy or insolvency or suffers any receivership or other similar petition to be filed for or against it, or is subject to any Suspension/Debarment or other action by the USG. Vendor may be liable to reimburse ACIDI/VOCA should ACIDI/VOCA incur any additional costs as a direct result of such default termination.

10. Insurance & Work on ACIDI/VOCA's or ACIDI/VOCA Client Premises. Vendor agrees to maintain the adequate insurance coverage against claims arising from injuries sustained by Vendor on ACIDI/VOCA's facilities and agrees to be liable for all damages & claims arising against ACIDI/VOCA for which the Vendor is responsible. Vendor will maintain a comprehensive general liability insurance policy in the amount of at least \$500,000 per occurrence or the standard, local business practice. Purchase Orders which require performance outside the United States shall contain a provision requiring Worker's Compensation Insurance. The Vendor should refer questions on this subject to the ACIDI/VOCA representative named above in Block 6.

11. Independent Relationship. Vendor agrees that its relationship with ACIDI/VOCA is that of an independent contractor and nothing in this Purchase Order shall be construed as creating any other relationship. As such, Vendor shall comply with all applicable laws and assume all risks incident to its status as an independent contractor. This includes, but is not limited to: compliance with all applicable laws, responsibility for all applicable taxes including VAT, income taxes, social security payments and other such taxes that might occur, licenses, fees, insurance, etc. The Vendor nor anyone employed by it shall be, represent, act or be deemed to be an agent, representative or employee of ACIDI/VOCA.

12. Rights in Intellectual Property. Vendor acknowledges that all Deliverables and work product produced by Vendor, whether alone or jointly with others, in connection with or pursuant to the Vendor's performance under this Purchase Order shall be the sole and exclusive property of ACIDI/VOCA. This includes all writings, books, articles, computer programs, databases, source and object codes, and other material of any nature whatsoever, including trademarks, trade names, and logos, that is subject to copyright protection and reduced to tangible form in whole or in part by Vendor in the course of Vendor's service to ACIDI/VOCA shall be considered a work made for hire, or otherwise ACIDI/VOCA property. Vendor hereby assigns and agrees to assign to ACIDI/VOCA all of its respective rights, title and interest in such Deliverables and work product, including without limitation all patents and patent rights and all applications for registration of the same, and, upon being reduced to a tangible form, all copyrights therein. To the greatest extent permissible under U.S. copyright laws, each copyrightable element of the property and work product first produced shall be a "work made for hire" in favor of ACIDI/VOCA. For items and material of Vendor existing prior to or produced outside this Purchase Order, and incorporated into Deliverables or work product delivered or produced pursuant to this Purchase Order, Vendor hereby grants and agrees to grant to ACIDI/VOCA an irrevocable, non-exclusive, fully transferable and sublicensable, royalty-free license to make, use, sell, copy, publish, perform, display, and prepare derivative works from such items and material in connection with ACIDI/VOCA's beneficial use, enjoyment and disposition of such property and work product. Vendor agrees to execute such documents of assignment or take such other action as ACIDI/VOCA may reasonably request to evidence, perfect or effect the transfer, recordation or protection of rights assigned or licensed.

13. Rights in Data. The Vendor understands and agrees that ACIDI/VOCA may itself and permit others, including government agencies of the United States and other foreign governments, to reproduce any provided publications and materials through but not limited to the publication, broadcast, translation, creation of other versions, quotations there from, and otherwise utilize the work and material of this Purchase Order.

14. Indemnification. The Vendor shall indemnify, and hold harmless each of ACIDI/VOCA and its directors, officers, employees and agents from and against all claims, liabilities, losses, suits, costs, damages, and expenses, including reasonable attorneys' fees and litigation expenses, that ACIDI/VOCA may sustain by reason of Vendor's negligent or unlawful actions in connection with its performance under this Purchase Order, or a breach of any of Vendor's warranties contained herein.

15. Claims and Disputes. In the event of any dispute, a claim by the Vendor must be made in writing and submitted to the ACIDI/VOCA Vice President of Contracts and Grants for a written decision. A claim by the Vendor is subject to a written decision by the Vice President of Contracts and Grants, who shall render a decision within 60 days of receipt of the Vendor's claim. If an equitable resolution cannot be resolved, both Parties agree to settlement by arbitration in accordance with the regulations of the American Arbitration Association in the District of Columbia, USA. The non-prevailing Party (as determined by the arbitrator) in the arbitration shall pay all of the associated costs, expenses and attorney's fees in connection with the arbitration and the cost of the arbitrator and any accountants or advisors which the Parties agree to employ for the benefit of the arbitrator. The Subcontractor will proceed with performance of this Purchase Order pending final resolution of any claim.

16. Changes. ACIDI/VOCA may - with the consent of the Subcontractor - make changes, revisions, additions, or deletions (collectively hereinafter called "changes") in the Subcontract scope of services. ACIDI/VOCA may make unilateral changes, with prior written notice to the Subcontractor, to this Purchase Order by written order issued by ACIDI/VOCA where required in writing by the Client. If any change causes an increase or decrease in the Subcontractor's cost of, or the time required for, the performance of any part of the Work, whether or not changed by any such change authorization, ACIDI/VOCA shall make an equitable adjustment and modify in writing the Subcontract as applicable. Any claim by Subcontractor for an adjustment under this paragraph must be asserted in writing, fully supported by factual information, to ACIDI/VOCA's Prime Contracting Officer or designee within thirty (30) calendar days from the date of receipt by Subcontractor of the written change authorization from ACIDI/VOCA or within such extension of that 30-day period as ACIDI/VOCA, in its sole discretion, may grant in writing at Subcontractor's request prior to expiration of said period. The Subcontractor will not proceed with any changes unless notified to proceed in writing by the Prime Contracting Officer.

17. Certifications. Vendor certifies by acceptance of this agreement that (i) neither it nor its principals is presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction by any U.S. Federal Government department of agency; (ii) neither it nor its principals have been convicted of a narcotics offense or have been engaged in drug trafficking as defined in 22 CFR Part 140; (iii) neither it nor its principals are designated affiliates as "specially designated nationals" by the Office of Foreign Asset Control of the U.S. Department of Treasury; (iv) neither it nor its principals have been indicted or convicted on charges of terrorism or of providing support to terrorists; (v) Vendor agrees and certifies to take all necessary actions to comply with Executive Order No. 13244 on Terrorist Financing; blocking and prohibiting transactions with persons who commit, threaten to commit, or support terrorism. Note: Vendor is required to obtain the updated lists at the time of procurement of goods or services. The updated lists are available at: www.epls.org and <http://www.un.org/Docs/sc/committees/1267/consolist.shtml>; (vi) neither it nor its principals have been indicted or convicted for violating the Trafficking in Persons Policy; (vii) Vendor may not charge under this Purchase Order any item which has a source/origin from any restricted countries or prohibited sources, as designated by the U.S. State Department. Restricted countries currently include, but are not necessarily limited to: Cuba, Iran, Libya, North Korea and Syria; and (viii) Vendor warrants that no offer, payment, consideration, or benefit of any kind, which constitutes an illegal or corrupt practice, has been made or shall be made, either directly or indirectly, as an inducement or reward for the award of this Purchase Order. Any such practice will be grounds for terminating or rescinding the award of this Purchase Order, in addition to any other remedies that may be available to ACIDI/VOCA in such event. Violation of any of these certifications is considered a material defect and will lead to the termination of this Purchase Order.

18. Severability. If any provision of this Purchase Order is held to be invalid or unenforceable for any reason, the remaining provisions may continue in full force at the discretion of ACIDI/VOCA without being impaired or invalidated in any way. The invalid provision will be replaced with a valid provision which most closely approximates the intent and economic effect of the invalid provision.

19. Order of Precedence. The rights and obligations of both Parties shall be subject to and governed by the following documents in order listed: (a) the cover page of this Purchase Order; (b) the Business Terms and Conditions of this Purchase Order; (c) any Attachments to this Purchase Order; (d) the Client award noted at Block 9; (e) the Federal Terms and Conditions of this Purchase Order. Any conflict occurring among these documents will be resolved in the stated order of precedence.

THESE CLAUSES APPLY TO PURCHASE ORDERS THAT EXCEED \$100,000

20. Access to Records. If this Purchase Order is a negotiated Purchase Order, ACIDI/VOCA, USAID, the Comptroller General of the United States, or any of their duly authorized representatives, shall have access to any records of the contractor which are directly pertinent to this Purchase Order for the purpose of an audit or examination.

The following tables of Terms & Conditions Apply to Purchase Orders under U.S. Government Prime Contracts Only

Federal Terms and Conditions

This agreement is issued under a U.S. Government Prime Contract. Applicable clauses set forth below are incorporated by reference into this agreement with the same force and effect as if they were set forth in full. A full copy of each clause may be obtained from the ACIDI/VOCA Compliance Department. The term FAR means Federal Acquisition Regulation, effective as of January 1, 2001. The terms, "Contractor," "Government" and "Contracting Officer" as used in these clauses shall refer to the Vendor, ACIDI/VOCA, and the ACIDI/VOCA Compliance Administrator, respectively. This agreement is between Vendor and ACIDI/VOCA only and shall not be construed in any way to create a contractual relationship between Vendor and the U.S. Government. The Vendor shall not appeal directly to the U.S. Government without the written consent/concurrence of the ACIDI/VOCA Contract Administrator.

THESE CLAUSES AND STANDARD BUSINESS TERMS AND CONDITIONS APPLY TO ALL CONTRACTS

CLAUSE TITLE	FAR CITE	CLAUSE TITLE	FAR CITE
Definitions	52.202-1	Patent Rights – Acquisition by the Government	52.227-13
Restriction on Subcontractor Sales to the Government	52.203-6	Rights in Data – Special Works	52.227-17
Taxpayer Identification	52.204-3	Disputes, Alternate I	52.233-1
Data Universal Numbering System (DUNS)	52-204-6	Restrictions on Severance Payments to Foreign Nationals	52.237-8
Annual Representations & Certifications	52.204-8	Stop Work Order, Alternate I	52.242-15
Material Requirements	52.211-5	Government Delay of Work	52.242-17
Liquidated Damages (1% of Contract Value/Day)	52.211-11	Changes-Fixed Price	52.243-1
Terms and Conditions – Simplified Acquisition (Other Than Commercial Items)	52.213-4	Subcontracts	52.244-2
Order of Precedence	52.215-8	Contractor Liability for Personal Injury and/or Property Damage	52.247-21
Convict Labor	52.222-3	Contract Not Affected By Oral Agreement	52.247-27
Child Labor- Cooperation With Authorities and Remedies	52.222-19	Preference for U.S.-Flag Air Carriers	52.247-63
Combatting Trafficking in Persons	52.222.50	Preference for Privately Owned U.S.-Flag Commercial Vessels	52.247-64
Privacy Act Notification	52.224-1	Termination For Convenience	52.249-2
Restrictions on Certain Foreign Purchases	52.225-13		

THESE CLAUSES APPLY TO CONTRACTS THAT EXCEED \$10,000

CLAUSE TITLE	FAR CITE	CLAUSE TITLE	FAR CITE
Protecting Government's Interest When Subcontracting with Contracts Debarred, Suspended or Proposed for Debarment	52.209-6	Equal Opportunity for Special Disabled Veterans and Veterans of the Vietnam Era and Other Eligible Veterans	52.222-35
Walsh-Healy Act	52.222-20	Affirmative Action for Workers With Disabilities	52.222-36
Prohibition of Segregated Facilities	52.222-21	Employment Reports on Disabled Veterans and Veterans of the Vietnam Era	52.222-37
Affirmative Action Compliance	52.222-25	Inspection of Supplies – Fixed Price	52.246-2
Equal Opportunity	52.222-26		

THESE CLAUSES APPLY TO CONTRACTS FOR SERVICES

CLAUSE TITLE	FAR CITE	CLAUSE TITLE	FAR CITE
Service Contract Act	52.222-41	Inspection of Services – Fixed Price	52.246-4
Changes – Fixed Price Services, Alternate II	52.243-1	Inspection – Time & Materials/Labor Hours	52.246-6
Changes – Time & Materials/Labor Hours	52.243-3	HBCU and Minority Institution Representations	52.226-2

THESE FAR CLAUSES APPLY TO CONTRACTS THAT EXCEED \$100,000

CLAUSE TITLE	FAR CITE	CLAUSE TITLE	FAR CITE
Certificate of Independent Price Determination	52.203-2	Payment for Overtime Premiums	52.222-2
Gratuities	52.203-3	Drug-Free Workplace	52.223-6
Anti-Kickback Procedures	52.203-7	Certificate of Toxic Chemical Release Reporting	52.223-13
Cancellation, Rescission, and Recovery of Funds for Illegal or Improper Activities	52.203-8	Toxic Chemical Release Reporting	52.223-14
Price or Fee Adjustment for Illegal or Improper Activity	52.203-10	Authorization and Consent	52.227-1
Certification and Disclosure Regarding Payment to Influence Certain Federal Transactions	52.203-11	Notice and Assistance Regarding Patent & Copyright Infringement	52.227-2
Limitation on Payments to Influence Certain Federal Transactions	52.203-12	Federal, State, and Local Taxes	52.229-3
Printed or Copied Double-Sided on Recycled Paper	52.204-4	Federal, State, and Local Taxes	52.229-6
Certification Regarding Debarment, Suspension, Proposed Debarment, and Other Responsibility Matters	52.209-5	Interest	52.232-17
Responsibility Matters	52.209-7	Stop-Work Order	52.242-15
Updates of Information Regarding Responsibility Matters	52.209-9	Competition in Subcontracting	52.244-5
Audit and Records – Negotiation	52.215-2	Contractor Inspection Requirements	52.246-1
Integrity of Unit Prices	52.215-14	Limitation of Liability	52.246-23
Price Re-determination – Retroactive	52.216-6	Limitation of Liability – Services	52.246-25
		Termination of Convenience for the Government (Fixed Price-SF)	52.249-1
		Default (Fixed-Price Supply and Service)	52.249-8

THESE CLAUSES APPLY TO USAID CONTRACTS

CLAUSE TITLE	AIDAR CITE	CLAUSE TITLE	AIDAR CITE
Organizational Conflicts of Interest After Award	752.209-71	Marking	752.7009
Language and Measurement	752.211-70	Family Planning and Population Assistance Activities	752.7016
Source, Origin and Nationality	752.225-70	Health and Accident Insurance for AID Participant Trainees	752.7018
Local Procurement	752.225-71	Conflicts Between Contract and Catalog	752.7022
Insurance – Liability to Third Persons	752.228-07	Required Visa Form for AID Participants	752.7023
Salary Supplements for Host Government Employees	752.231-71	Approvals	752.7025
Payments Under Time & Materials/Labor Hours Contracts	752.232-7	Acknowledgement and Disclaimer	752.7034
Government Property – USAID Reporting Requirements Title To and Care of Property	752.245-70	Public Notices	752.7035
	752.245-71		

Appendix B

Sample Budget Format

USAID/Ethiopia AGP-AMDe
RFP No. J802A-2012-1

Detailed Budget Breakdown

November 1, 2012 – June 30, 2013

S/N	Budget Category	Grantee Input (A)	ACDI / VOCA input (B)	Total Budget (C = A + B)
1	Salaries and wages	-	-	-
	Salaries Subtotal	-	-	-
2	Benefits			-
				-
	Benefits Subtotal	-	-	-
3	Operational Costs			-
	Operational Subtotal	-	-	-
4	Travel Related Expenses			-
				-
	Ground Transportation			
	Lodging			-
	Meals and Incidentals			
	Travel Subtotal	-	-	-
5	Supplies and Equipment			-
	Supplies and Equipment Subtotal	-	-	-
6	Training			-
	Technical Capacity			
	Business Capacity			-
	Sub Total Trainings	-	-	-
	GRAND TOTAL	-	-	-
				-

Technical Proposal Submission Sheet

(Complete this form with all the requested details and submit it as the first page of your technical proposal, with the documents requested above attached. Ensure that your proposal is authorized in the signature block below. A signature and authorization on this form will confirm that the terms and conditions of this RFP prevail over any attachments. If your proposal is not authorized, it may be rejected.)

Date of Technical Proposal:	
RFP Number:	RFP No. J802A-2012-1
RFP Title:	Facilitation of Increased Trade for Four Targeted Ethiopian Commodities

We offer to provide the goods/services described in the Scope of Work, in accordance with the terms and conditions stated in Request for Proposal referenced above. We confirm that we are eligible to participate in public procurement and meet the eligibility criteria specified.

The validity period of our proposal is ____days/weeks/months from the time and date of the submission deadline.

Type of Business/Institution (Check all that apply)

Offeror certifies that it is: ☐ Non U.S. Owned/Operated ☐ Government Owned/Operated
(If Non U.S. Owned/Operated is selected, continue to Anti-Terrorism Certification)

OR FOR US ORGANIZATIONS ONLY:

☐ Nonprofit ☐ For-Profit ☐ Government Owned/Operated
☐ Large Business ☐ Small Business ☐ College or University
☐ Women Owned ☐ Small and Disadvantaged Business

Anti-Terrorism Certification

The Offeror, to the best of its current knowledge, did not provide, within the previous 10 years, and will take all reasonable steps to ensure that it does not and will not knowingly provide, material support or resources to any individual or entity that commits, attempts to commit, advocates, facilitates, or participates in terrorist acts, or has committed, attempted to commit, facilitated, or participated in terrorist acts.

The Offeror also verifies that it does not appear on 1) the website of the Excluded Party List: www.epls.gov or 2) the website of the United Nations Security (UNSC) sanctions committee established under UNSC Resolution 1267 (1999) (the "1267 Committee"): <http://www.un.org/Docs/sc/committees/1267/consolist.shtml>.

The undersigned declares s/he is authorized to sign on behalf of the company listed below and to bind the company to all conditions and provisions stated in the original RFP document including attachments from ACIDI/VOCA.

Proposal Authorized By:

Signature: _____ Name: _____
Position: _____ Date: _____
Authorized for and on behalf of: _____ (DD/MM/YY)
Company: _____
Address: _____
DUNS No.: _____ Business Registration No. _____