



**1. Question:** Currently, Senegal is permitting entry from the U.S. with PCR test showing a negative result for Covid-19. Also, passengers returning to U.S. need to have a negative Covid-19 test 48 hours prior to the departing flight. Given these circumstances, which likely will add delays and length to a trip will travel still be permissible from the U.S.

**1. Answer:** Yes, travel is allowed. We will require contractors to sign waivers. The contract will be a fixed price agreement, so any additional costs that are incurred by the contractor due to mandatory quarantines, or other unplanned expenses will be the responsibility of the contractor and should be considered in the budget development. The contractor is expected to take the necessary precautions for travel.

**2. Question:** The proposal calls for six country studies is there a budget range contemplated given the considerable detail being asked for each country and the possibility for having to organize some online focus groups to accommodate travel challenges.

**2. Answer:** There is no budget range. However, a competitive bid will need to be sensitive to cost which is weighted at 20% in the proposal selection criteria.

**3. Question:** Dakar, Senegal is noting as a distribution point. Does ASA see this as a potential hub for servicing the other markets?

**3. Answer:** Yes. This study is being funded to inform the decision on whether to invest in additional aqua feed production for the region. The feed producer would be based in Dakar, Senegal.

**4. Question:** Guinea is in the process of facing an Ebola outbreak. The numbers are small, but there have also been security concerns with Mali as well. Does ASA have some built in flexibility to allow to adaptation of the study if events on the ground become more challenging?

**4. Answer:** The safety of our contractors and partners is always a priority. The contractors are not required to travel into countries and situations that put them at risk. We understand that situations change rapidly, and expect our contractors to work with WISHH to ensure the objectives of the study are met in a safe and responsible manner. We are open to your suggestions for how to conduct the study in such a way. We rely on the expertise of your organization to propose a methodology that will achieve the objectives of the study. A combination of methodologies would be acceptable.

**5. Question:** Section II, The Project Objective of the RFP states that the need for the market research comes from a desire to determine the status of the aquaculture industry in several West African countries (Senegal, The Gambia, Mauritania, Guinea-Bissau, Guinea-Conakry, and Mali). There appears to be a greater emphasis on the Senegalese aquaculture sector development and the surrounding region. There is also special reference to the Senegalese aquaculture sector in Section IV, Scope of Work, item #7 recommendations. Does this imply the proposal should provide a higher level of detail for the Senegalese sector?



**5. Answer:** It doesn't necessarily need a higher level of detail. The information gained through the study will be used to inform the decision to invest in the increased production of aqua feeds in Senegal. The current status of Senegal's aquaculture industry may not justify such an investment, however, it is possible that the regional demand from the study countries could justify such an investment. Understanding the demand in Senegal and the surrounding region, will inform us about the current and future status of the industry. The information will help us understand whether it is a profitable business venture. Our aim is to determine whether current and potential demand justifies the investment in an aquafeed production line. We want to understand what the economic opportunity is for a Senegal based company to increase their investment in feed production, and whether the regional demand for aquafeed could help to justify the investment.

**6. Question:** While there are inland and marine capture fisheries in the country, there is no known aquaculture production in Mauritania, is the country still a focus of the program?

**6. Answer:** While production may not be significant, it is still important to understand the status of the market. There does appear to be some investment projects in the country. The information collected in this study informs both the current state and future potential for aquaculture and aquafeeds production in the region. Several items in the scope of work section of the RFP are still relevant regardless of local production numbers.

**7. Question:** What is the budget range for the project? The assessment is quite extensive, and an idea of the range of funding will be useful for planning and extent or completeness of the analyses.

**7. Answer:** There is no budget range. However, a competitive bid will need to be sensitive to cost which is weighted at 20% in the proposal selection criteria.

**8. Question:** Based upon Section V, Timing, the contract Award is anticipated on March 5, 2021. Given potential Covid-19 quarantine requirements in the target countries, will there be flexibility for logistics, including travel arrangements?

**8. Answer:** Yes, there is some flexibility, especially as it relates to following recommended safety and travel protocols. Details will be worked out during the award negotiation stage. Completion date should be no later than September 30, 2021.

**9. Question:** Will the possibility of hiring local expert personnel be allowed in the target countries?

**9. Answer:** Yes, you should include those expenses in your budget. That is an acceptable strategy for collecting data.

**10. Question:** In relation to the previous question, will a subcontract or another arrangement with a local contractor(s) be allowed in the project? If we travel to these places, there will a need for local support for logistics, language, and many other things.

**10. Answer:** Yes, this is fine. Please include these amounts in your budget, as this will be a fixed price agreement.

**11. Question:** Please kindly confirm that the executive summary is 100 words as indicated on advert.



**11. Answer:** Yes 100 words is the request length of the executive summary.

**12. Question:** Could you provide a specific guide on the outline of the RFP. Do you think it is necessary to include background information after the ES?

**12. Answer:** No specific outline, but you should include the items mentioned on page 5.

**13. Question:** Five countries are mentioned in the vacancy, and I am mindful to ask if it is necessary to visit all the countries in the course of the study.

**13. Answer:** It is not necessary to visit all the countries. However, you should propose a strong methodology for collecting data. It will be beneficial to justify your decision to visit some countries, and not others.

**14. Question:** In reference to Scope of Work Chapter 2.

- In order to understand the markets better, we will be asking consumers about the share of fish from an organized market vs coming from a direct, unofficial market - where do they buy it, fresh vs frozen, prize structure, prize difference...
- People from trade / Distributors could help with an estimation of the size of the informal market, for the informal market we will not be able to deliver detailed answers.
- Price / value creation information can only come from official markets in form of ballpark estimation, as distributors are often not willing to share their margin

Can you please confirm this meets your expectation?

**14. Answer:** This would be an acceptable form of data collection, and meets our expectation. Due to the difficult nature of the study WISHH is willing to consider a variety of data collection techniques to achieve the objectives of the study.

**15. Question:** In reference to Scope of Work Chapter 3

Can you confirm that you do not have any factories in the target countries and that we have to do the market landscaping from a blank sheet.?

**15. Answer:** We do not have any feed factories in any of the countries. We do have some knowledge of the Senegal market.

**16. Question:** In reference to Scope of Work Chapter 3

What exactly do you understand by "projected demand"?

**16. Answer:** An estimate of the future demand for commercial fish feed in the market.

**17. Question:** In reference to Scope of Work Chapter 3



“Evaluation of environmental impact of feed production “-we believe this is a study by itself, and not a market research survey. We do not feel in the position to properly answer this question and would prefer not to address it. Is this limitation fine with you?

**17. Answer:** We agree that a complete evaluation would be a significant undertaking. WISHH encourages you to focus on the big picture issues and not worry about performing a complete environmental impact analysis. A review and synthesis of the relevant literature would be an adequate methodology for addressing the topic. In case certain information is unavailable, you may indicate that it is the case. Proposals are evaluated based on their ability to meet the selection criteria. Comprehensiveness is weighted at 30%.

**18. Question:** In reference to Scope of Work Chapter 5  
Official numbers are available and low. Additional depth can be brought by qualitative expert perception but will not be statistically valid. The expectation is that the production units will be very small, so their insights will be limited.

**18. Answer:** Official numbers can sometimes be misleading and outdated. We hope that the contractor can provide some new insight into the data using their proposed methodology.

**19. Question:** In reference to Scope of Work Chapter 5  
Volumes produced per system and geographic location – based on the low number and small size of units this will be challenging.

**19. Answer:** These can be estimates. For geographic location we don't mean the sight of every farm. Rather we know that certain countries have aquaculture production in certain regions or areas, along lakes for instance, or perhaps at dam sites. We want to understand where these production clusters are located.

**20. Question:** In reference to Scope of Work Chapter 5, subsection e  
What is the expectation here? A survey about environmental is a survey on its own, not a market research survey, we will not address this in depth.

**20. Answer:** We agree that a complete evaluation would be a significant undertaking. WISHH encourages you to focus on the big picture issues and not worry about performing a complete environmental impact analysis. A review and synthesis of the relevant literature would be an adequate methodology for addressing the topic. In case certain information is unavailable, you may indicate that it is the case. Proposals are evaluated based on their ability to meet the selection criteria. Comprehensiveness is weighted at 30%.

**21. Question:** In reference to Scope of Work Chapter 6  
Selection of countries: Overall we recommend to start with a 2 step approach, starting with understanding consumer habits and prices, based on this information we decide together which countries are most interesting.



**21. Answer:** The study should cover all of the listed countries.

**22. Question:** In reference to Scope of Work Chapter 7

As a market research agency, we do not feel legitimate in our recommendation on justification of investment, because, we believe that this decision will be based on your strategic decision, industrial elements, political decisions... that are beyond our comfort zone.

**22. Answer:** Noted, we will take this into consideration. This will impact the score of the proposal, but it does not disqualify you. Any recommendations provided by a contractor will not be taken as a recommendation to move forward with an investment. The ultimate decision to invest will be made independently of any research or information provided by the contractor for this study.

**23. Question:** In reference to Scope of Work Chapter 7, subsection b.

What are you referring to by "Best way"?

Does this refer to logistics or do you have other elements in mind?

**23. Answer:** Yes, this includes logistics, cost effectiveness, distribution channels, ease of market access, and other considerations. For example, based on the information gathered, a conclusion may be that these markets are better served by an outside company rather than a fish feed producer based in Senegal.