

REQUEST FOR QUOTATION FROM THE WORLD INITIATIVE FOR SOY IN HUMAN HEALTH (WISHH)

I. DATE

December 20, 2024

II. PURPOSE

The objective of this acquisition is to gather existing market research materials on animal feed and nutrition in East and Southern Africa, with particular focus on the poultry sector, to inform ASA/WISHH's activities in those regions. These materials will provide critical insights into industry trends, challenges, and opportunities to guide ASA/WISHH's strategies to strengthen the regions' poultry value chain. The East African markets should include Ethiopia, Kenya, Madagascar, Rwanda, Tanzania, and Uganda. The South African markets should include Angola, Botswana, DRC, Malawi, Mozambique, Namibia, South Africa, Zambia, and Zimbabwe.

III. ORGANIZATION BACKGROUND

The American Soybean Association (ASA) was founded in 1920 by soybean farmers and extension workers to promote soy for high protein applications in developmental settings. Overseas activities initiated in the mid-1950s, and to date ASA has worked in over 80 countries. The World Initiative for Soy in Human Health (WISHH) was founded in 2000 to expand the work of the American Soybean Association (ASA) in developing and emerging markets to improve health, nutrition and food security, building the groundwork for future markets of soy. WISHH provides services in food technology, business development, nutrition services, and program and proposal development. WISHH expertise extends its network into additional areas, such as aquaculture and animal feed.

ASA/WISHH connects trade and development to strengthen agricultural value chains in emerging markets, creating trade and long-term demand for U.S. soy. Trade can improve lives worldwide for both farmers and consumers. U.S. soy trade in emerging markets is pivotal to improve accessibility, affordability, and acceptability of high-quality plant and animal-sourced proteins in developing economies. Rising incomes in emerging economies generate further opportunity for trade. ASA/WISHH builds opportunity for long-term trade by improving agricultural value chains, human and animal nutrition, and farmer net incomes. ASA/WISHH initiatives broadly fit in two arenas: (1) trade-building long-term, early-stage market development, and (2) trade-building international agriculture and economic development. The St. Louis-based Program operates in sub-Saharan Africa, Asia and Central America.

ASA/WISHH achieves its mission by working in close partnership with: (1) the public sector (e.g., USDA, USAID, U.S. land grant universities, and host country governments), (2) the private sector (e.g., trade associations: Qualified State Soybean Boards and U.S. Soybean Export Council), and (3)

private voluntary organizations. The Program draws upon the resources and experience of these partners and the services of a cadre of ASA/WISHH consultants with technical expertise in agricultural, international, and commercial development spheres. ASA/WISHH relies on decades of experience in food commercial development and agricultural development programming. The Program takes pride in its growing portfolio of success with U.S. government-funded projects, including USDA (Food for Progress, McGovern-Dole, Global Broad-Based Initiative, Foreign Market Development, Market Access Program, Emerging Markets Program, and Quality Samples Program) and USAID funding in both prime and sub-recipient capacities. ASA/WISHH has also attracted both private sector and other complementary funding sources from various donors to build on and leverage core funding from Qualified State Soybean Boards.

The WISHH program receives funding from the United States Department of Agriculture (USDA) through the Emerging Markets Program (EMP), Market Access Program (MAP), Foreign Market Development Program (FMD), Agriculture Trade Promotion Program (ATP) and the Global Broad-Based Initiative (GBI). WISHH’s objective is to increase the international consumption of soy protein in the human, livestock, and aquaculture sectors in new markets and thereby create new opportunities for soybeans and providing higher economic returns to U.S. soybean producers.

IV. SCHEDULE OF SUPPLIES/SERVICES

Item #	Description	Quantity	Unit
0001	Market research materials for East and Southern Africa <i>(see below for details)</i>	1	each

Item 0001 Details:

Research materials must include the following for each country:

- An overview of agricultural activity
- An overview of livestock production
- A list of key poultry producers, including history, production figures, key personnel, contact information, and future plans (if available)
- A list of poultry feed manufacturers, including history, production figures, key personnel contact information, and future plans (if available).

The East African markets should include Ethiopia, Kenya, Madagascar, Rwanda, Tanzania, and Uganda. The South African markets should include Angola, Botswana, DRC, Malawi, Mozambique, Namibia, South Africa, Zambia, and Zimbabwe.

The materials must be delivered as PDF files.

Note that this RFQ is for existing market research materials. It is not soliciting new research activities.

V. TIMING

RFQ posted	December 20, 2024
Quotations due to ASA/WISHH	January 3, 2025
Invoice sent to WISHH	January 6, 2025
Payment transferred from WISHH	3-4 weeks after receipt of invoice

VII. INSTRUCTIONS TO BIDDERS

Proposals must contain at a minimum the specific criteria requested in the Request for Quotation:

1. A description of the bidder's capabilities and experience (Can be submitted as a CV)
2. A quotation that is no longer than 10 pages.
3. Checklist of additional items that must be submitted:
 - a. Attachment A Quotation Submission Sheet Cover Page Completed and Signed
 - b. WMOSB Proof of Certification (if applicable)

Quotations should be submitted no later than 5:00 PM CST on January 3, 2025. To be considered for award, proposals must be submitted by e-mail to the following: Chris Slempe (cslemp@soy.org) and Peter James (pjames@soy.org). Mr. James will confirm receipt of each quote; if receipt has not been confirmed, your quote has not been received.

If your quotation is not authorized by signature on Attachment A Quotation Authorization Cover Page, it may not be considered and may be rejected.

Non-Discrimination Statement: In accordance with Federal civil rights law and U.S. Department of Agriculture (USDA) civil rights regulations and policies, the USDA, its Agencies, offices, and employees, and institutions participating in or administering USDA programs are prohibited from discriminating based on race, color, national origin, religion, sex, gender identity (including gender expression), sexual orientation, disability, age, marital status, family/parental status, income derived from a public assistance program, political beliefs, or reprisal or retaliation for prior civil rights activity, in any program or activity conducted or funded by USDA (not all bases apply to all programs). Remedies and complaint filing deadlines vary by program or incident. ASA/WISHH is an equal opportunity provider and employer.

Award: This RFQ does not commit the ASA/WISHH to award a contract or to pay any costs incurred in the preparations or submission of quotations, or costs incurred in making necessary studies for the preparation thereof or to procure or contract for services or supplies. The ASA/WISHH reserves the right to reject any or all quotations received in response to this RFQ and to negotiate with any of the vendors or other firms in any manner deemed to be in the best interest of the ASA/WISHH. The ASA/WISHH reserves the right to negotiate and award only a portion of the requirements; to negotiate and award separate or multiple contracts for the elements covered by this RFQ in any combination it may deem appropriate, at its sole discretion to add new considerations, information or

requirements at any stage of the procurement process, including during negotiations with vendors; and reject proposal of any vendor that has previously failed to perform properly or in a timely manner contracts of a similar nature, or of a vendor that, in the opinion of the ASA/WISHH, is not in a position, or is not sufficiently qualified, to perform the contract.

This RFQ contains no contractual proposal of any kind, any quotations submitted will be regarded as a quotation by the vendor and not as an acceptance by the vendor of any quotation by the ASA/WISHH. No contractual relationship will exist except pursuant to a written contract document signed by the authorized procurement official of the ASA/WISHH and by the successful vendor(s) chosen by the ASA/WISHH.

Offerors submitting quotation must (1) be officially licensed to do such business in the country of *their* business operation, (2) be able to receive USDA funds, and (3) not have been identified as a terrorist prior to being awarded a contract. In addition, Offeror may be required to provide the following information prior to awarding of the contract:

- Documentation to verify licensure (i.e., tax id, registration certificate, etc.)
- Code of Conduct
- Conflict of Interest
- Equal Opportunity

ATTACHMENT A: Quotation Submission Sheet

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

Date of Quotation:	
RFQ Number:	
RFQ Title:	

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

The validity period of our quote 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
 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:

<https://www.sam.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 RFQ document including attachments from ASA/WISHH.

Quotation Authorized By:

Signature: _____

Position: _____

Name: _____

Date: _____

Authorized for and on behalf of:

(DD/MM/YY)



Company: _____

Address: _____

Business Registration Number _____