

Response to Questions Regarding the Monetization RFPs Released on June 16, 2025

1. Scope of Work Flexibility

Would WISHH be amenable to a proposal that focuses only on the first two components of the Scope of Work—(1) analyses and recommendations and (2) development of a monetization plan, with one of the key deliverables being the identification and recommendation of agents or partners to implement the proposed plan as described in (3), Sales Agent Services?

ASA/WISHH expects proposals to address all three components of the Scope of Work outlined in the RFP, including **Sales Agent Services**. While identifying and recommending partners is a valuable step, the final proposal must go beyond that and include a full monetization plan that meets the USDA NOFO requirements in detail.

2. Consolidated Proposal for Efficiency

Can we submit a single consolidated proposal that covers all three project areas—poultry in East Africa, aquaculture in East Africa, and aquaculture in West Africa—in order to leverage efficiencies in scale, while still ensuring that local research analysts are engaged for region- and sector-specific insights?

Each proposal must be submitted **independently**. ASA/WISHH will evaluate and treat **each region and sector-specific proposal separately**, even if efficiencies may exist across them. Consolidated proposals will not be accepted in place of individual submissions.

3. Budget Guidance

Is there an allocated budget range for these projects that can be shared with applicants to help guide the level of depth and resourcing we dedicate to research, strategy development, and implementation planning?

Budget is \$17.5M in monetized Funds.

4. Discussion

Would it be possible to arrange an online discussion to discuss the RFPs further?

No pre-award conversations or discussions will be held. **Direct discussions regarding proposals will not occur until after a contract has been awarded.** Interested applicants should rely solely on the RFP documentation provided, including the detailed scope and the USDA NOFO summary in the appendix.