

**1. Will an Approved Study Content (TOR) be provided to the contractor?**

Answer: A Scope of Work (SOW) will be included as part of the contracting process.

**2. Is it necessary in the trade structure of this research to reflect the volumes of soybeans imported to Uzbekistan?**

Answer: No. This research is not focused on soy import volumes into either country.

**3. What period should be reflected in the study (for example: 2021, 2020, etc.)?**

Answer: This is up to the contractor to recommend the time period. A multi-year approach might level out increases/decreases in data and give the reader a more complete picture.

**4. Is it necessary to include in the study information on the geography of imports of soybeans to Uzbekistan and Kazakhstan?**

Answer: No. This research is not focused where the soybeans are imported from.

**5. How many interviewees should be reflected in the research by country (Uzbekistan and Kazakhstan), their minimum number?**

Answer: There is no minimum number of interviews to be conducted. What is important that an adequate number be conducted to provide a quality final paper.

**6. What percentage of the interview should be: - importers, - forwarders, - transport companies, or it does not matter?**

Answer: The percentage from each group does not matter. What is important that a wide range of importers, forwarders and transport companies are interviewed to provide a quality final paper.

**7. Is it necessary to investigate the existence of restrictive measures in connection with COVID-19, which may affect the container transport of soybeans?**

Answer: If Covid-19 is impacting container movements to and within either country, then investigating it would be helpful.

**8. Is it possible to involve an international expert to participate in the research?**

Answer: Proposals will be reviewed on the researcher's qualifications. If an international expert is needed to strengthen your proposal, then include the international expert.

**9. How many pages should the final research report contain?**

Answer: There is no specific number of pages. The page length should adequately cover the topic.

**10. Specify a more accurate description of the goods (such as beans, oil cake, malt grinding), used container (packaging), mandatory requirements for the transported cargo?**

Answer: This research is focused on containers and not soy product types or packaging. It is anticipated that whole soybeans and soybean meal will be the leading products.

**11. Specify the points of departure and destination of the goods?**

Answer: The purpose of this research is to determine the entry points and movement of containers into and within both countries. If one entry point for soybeans is more efficient than other entry points, then this should be reflected in the research. The departure point could be a wide number of U.S. ports, along with a large number of final destination points.

**12. Estimated supplies (quantity of goods in tons) of products to the indicated countries?**

Answer: This will depend on demand for both countries. The purpose of this research is to determine the entry points and movement of containers into and within both countries

**13. Conceptual question - a request for proposals from the market or working directly with the involvement of an industry association?**

Answer: Proposals will be reviewed on the researcher's qualifications, regardless if they are a firm, individual or trade association.

**14. In the "Instructions for Bidders" section VII, can you please advise the difference between "Proposal executive summary" in part 2, and "100-word executive summary of the proposal" in part 3? Any specific difference requested?**

Answer: The same content can be used in both sections.

**15. What is the RFP number to be included in the Technical Proposal Submission Sheet table?**

Answer: Use RFP #1.

**16. Can you, please, clarify on the RFP on container study in in Uzbekistan and Kazakhstan: based on the report recommendations, you plan to make a decision on a better trade route (e.g., through Shanghai) or a better steamship line (e.g., COSCO)?**

Answer: The purpose of this research is to determine which steamship lines serve both countries, the entry points and movement of containers into and within both countries. U.S. exporters will make their own decision on which trade route and steamship lines used based on multiple factors.

**17. Where, exactly, on the WISHH website can we find the answers to these questions?**

Answer: <https://www.wishh.org/requests-for-proposals-employment-opportunities/>