

- Q:** Is a company permitted to submit proposals for all four countries - Georgia, Kyrgyzstan, Tajikistan and Laos?
- A:** Yes
- Q:** What is the minimum number of years of experience required as outlined in the eligibility criteria?
- A:** There are no minimum of years of experience required.
- Q:** Are there any specific forms or templates mandated for the submission of the financial proposal?
- A:** There are no specific forms or templates. The financial information should be presented in a format that is easy to understand.
- Q:** Are there page limits imposed for the executive summary or the full technical proposal?
- A:** There are no page limits; the content needs to be comprehensive, well organized and easy to understand.
- Q:** Is a company based outside of Georgia, Kyrgyzstan, Tajikistan and Laos eligible to submit proposals? Or does the company need to be registered in the respective country where the market assessment will be conducted?
- A:** The contracted company conducting the market assessment is required to be registered in their respective home country.
- Q:** We understand that the key product forms you are interested in are whole soybeans, soybean meal and value-added soy products. Could you confirm the value-added products you are focusing on? Does it include soy protein isolates, for example?
- A:** Value-added soy products are soy flour, isolates, concentrates and identity preserved soybeans.
- Q:** Can we assume you are not looking at soybean oil, as the US may not be a likely supplier?
- A:** Soybean oil needs to be included in the market assessment to determine if it has export potential in that respective country.
- Q:** Can one proposal be submitted for two or more countries?
- A:** Each country will require a separate proposal, even if the firm is interested in multiple countries.
- Q:** To what extent does ASA/WISHH see these markets as markets for commodity soy commodities versus identity preserved products? Should the assessment focus on either of these broad categories, and if so, which?
- A:** The market assessment needs to both commodity and identity preserved categories.

- Q:** Does ASA/WISHH have any preliminary information on the extent of industry consolidation in each market? If yes, can you share this?
- A:** ASA/WISHH does not have any preliminary information about these four countries.
- Q:** Does ASA/WISHH see the priority for this engagement as identifying the companies that purchase soy, or is there a preference to focus more on the recommendations (which will require a greater understanding of the drivers behind soy consumption and purchase)?
- A:** Both. The market assessment needs to include either current or potential soy users, along with activity recommendations on how to engage with these two groups.
- Q:** Who is the audience for the market assessment report deliverable?
- A:** WISHH and our partners
- Q:** For the market assessment report deliverable, would you prefer a written and objective narrative (typically in Word) or a story-driven visual presentation (typically in PPT)?
- A:** Use the format that best presents the market assessment findings. Past market assessments often used a combination of word document and a visual presentation.
- Q:** For the presentation of the final report and Q & A session, will this be held virtually or in-person? If in person, where?
- A:** The presentation will be done virtually.
- Q:** How does ASA/WISHH approach evaluating/ weighing individual team member experience and skills versus institutional/ firm experience?
- A:** ASA/WISHH looks at the team member's experiences that are listed in the proposal along with the firm's experience and knowledge of the respective country.