

Date : 25 February 2020

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Subject: Addendum 1 to the **Assessment of Beef Processing and Market Options in Indonesia**  
RFT (AM-4573) of 7 February 2020

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**Tenderers are advised of the following:**

This addendum is openly available to all potential tenderers. It consists of clarifications of and amendments to the Request for Tender (RFT) documentation and answers to specific questions.

**QUESTION 1:** The RFT (Part C, Section 4.5) on Associated studies/projects mentioned Skills Training to increase Meat Processing Efficiency and Profitability (proposed project). Has that project been released or going to be released soon?

**ANSWER:** The Skills Training to increase Meat Processing Efficiency and Profitability project has not been released. If the Beef Processing and Market Options Study identifies products or protocols that are required to access particular markets, then there would be training provided in the future around those particular skills or protocols, thereby linking future trainings to the outcomes of this study. However, this hypothetical training is not part of the study.

**QUESTION 2:** The RFT (Part C, Section 5.1) on Budget specified that Tenderers are required to include implementation expenses. What is considered implementation expenses?

**ANSWER:** Implementation expenses would include travel and accommodation costs, meeting or FGD costs, and other logistics costs to implement the project. As an indication, most of the meat processing facilities that need to be visited are located in West Java and Lampung region. ASG will work with the preferred tenderer to fine tune these costs during the contract negotiation stage. Tenderers are advised to include those costs in the proposal, but they are subject to negotiations with ASG.

**QUESTION 3:** The logistics of doing the study. Can I confirm that the tenderers would be able to work the processing facilities and access data (e.g. processing costs)?

**ANSWER:** We would expect the processing companies we work with to give as much information as possible, within their commercial-in-confidence limitations. Part of the deal with taking them on is that they are willing to open their books, because it is in their interest to facilitate a thorough analysis and that requires accurate financial data.

**QUESTION 4:** The expectations of looking at the target country markets; would that require primary research to work through the processes and costs at that end?

**ANSWER:** The budget is unlikely to support for extensive travel to the eight target countries. Thus, it really would be a matter of accessing as much as possible by electronic means and through the connections of each tenderer, rather than by travelling to those countries. Tenderers should make use of existing linkages into the target countries to their advantage.

**QUESTION 5:** The RFT (Part C, Section 4.5) on Associated studies/projects, mentioned that there were previous studies that were done by particular companies. Would those firms who did the previous work have significant advantage comparing to other tenderers? Would there be stronger preference for them to continue those work?

**ANSWER:** There is no preference for them to continue the work, but they have not been excluded from tendering either. ASG is trying to make everything that they did available, including their spreadsheet, so that everyone has that information. Those companies may be perceived as having advantage because they did the previous work, which focused on bonded zone and beef consumption

preference. However, the new project has a significant different in focus compared to the previous studies.

**QUESTION 6:** Conflicts of interests. Can I just confirm conflicts of interests and declaration of those? For example, if the processing company is also a Partnership/Reference Group member or observer, where do they sit? Do they have to declare through Coffey or self-declaration?

**ANSWER:** Companies must declare any perceived or actual conflict of interest to be involved in the selection or tendering process. If they are involved in the Tender Assessment Panel (TAP), then obviously they would need to declare any potential/perceived conflict of interests with any tenderers, which may exclude them from sitting as a panel member.

**QUESTION 7:** Presentation at the end of June. Would that be presented just to BKPM, or the Reference Group or the full board members?

**ANSWER:** The presentation will be mainly BKPM and the relevant Reference Groups. Ministry of Agriculture (MoA) is also interested in the program, so they may be attending the presentation as well.

**QUESTION 8:** Do we still need to Register our Intent via email by this Friday given that we have registered our interests by attending the Industry Briefing?

**ANSWER:** Tenderers are advised to register to ensure they receive any future addenda; however, it is not mandatory. Those who come to the Industry Briefing will be automatically notified of any addenda, including copies of presentation materials.

Tenderers can access copies of presentation materials at the Industry Briefing on 17 February from <http://www.redmeatcattlepartnership.org/tender>.

All other information as set out in the RFT dated 7 February 2020 remains unchanged.