

Date : 25 February 2020

Pages : 2

Subject: Addendum 1 to the **Development of a Decision-support Toolkit for Indonesia's Cattle Industry** RFT (AM-4574) 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) stated that the toolkit will need to be validated at five to ten target locations within Indonesia. Are there any site visits required for this project? If so, do the estimated project costs already include site visits?

**ANSWER:** It is up to the Tenderers to propose the methodology, which may include site visits. The budget does include personnel costs, logistics costs and any profits and margins.

**QUESTION 2:** The RFT (Part C) indicatively mentioned sensitivity analysis of supply chain and markets as a factor to be looked at in the project. Can you explain whether there is any specific media that should be included in the analysis?

**ANSWER:** It is up to the Tenderers to propose the methodology on how best to achieve the expected outcomes.

**QUESTION 3:** The project is quite comprehensive and detailed, which will require different tools. In addition, the RFT mentioned that the tools should be usable by potential investors. Would guiding investors to use the tools be part of the contract? Or would there be additional support from the Partnership or other mechanism to make sure investors could use those tools properly and confidently, and work with investors to run and interpret the results?

**ANSWER:** The RFT (Part C) has specified that the final product will include development of a user-friendly interface that generates the financial outputs required by potential investors and finance consultants. It means that the tools should be understandable by a CFO or an investment banker. It should not take more than half a day briefing for potential investors to understand how to run the tools and interpret the results.

**QUESTION 4:** Who would own the Intellectual Property Rights (IPR) on the final product (toolkit)? Can the Service Provider use it for commercial purposes in the future?

**ANSWER:** The Tenderers are advised to review Draft Conditions of Contract (Part F, Clause 13) on Intellectual Property Rights. In principle, if the Intellectual Property Rights were developed through the project, then Coffey would own it. The toolkit would be made available to the public to use.

**QUESTION 5:** The RFT (Part C, Section 4.5) on Associated projects/studies mentioned about the Partnership's Unlocking Business and Investment Opportunities in Indonesia's Red Meat and Cattle Sector study, which assessed the potential for commercial cattle production in five provinces. Did the Partnership conduct the study internally or was it contracted out? Can Tenderers have access to the report? The study was conducted in five provinces. Should those provinces be excluded or included in this upcoming project?

**ANSWER:** The report has not been publicly released but would be made available to the Tenderers soon in <http://www.redmeatcattlepartnership.org/publications>. The five provinces were NTB, NTT, South Sulawesi, Southeast Sulawesi and East Kalimantan. These provinces were identified by industry experts as locations with unrealised potentials for cattle production. For the purpose of the toolkit development, Tenderers are advised to look beyond these five provinces and make sure that

the nominated locations represent the diversity of Indonesian cattle production areas. The final locations to be visited would be subject to negotiation with the Investment Reference Group.

Tenderers are also advised that IACCB's CALFIN spreadsheet is available from <http://www.iaccbp.org/investors/7/planning-tools>, while the AIP-PRISMA community impact studies are available from <https://aip-prisma.or.id/en>

**QUESTION 6:** The final selection of the locations would be negotiated after the tendering process, so how important is it in the tendering process that Tenderers identify the right locations?

**ANSWER:** Tenderers are advised to describe the nominated provinces rather than specifying the exact provinces. For instance, the Tenderers may consider extensive oil palm areas with potential for integrated cattle breeding and mention a couple of provinces that fits under this category.

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.