

Date : 25 February 2020

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Subject: Addendum 1 to the **Digital Technology Options for Indonesia's and Australia's Beef and Cattle Sector** RFT (AM-4575) of 7 February 2020

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.

CORRECTION: In Part C, section 6.4, please remove the following sentence: "...*The final report will include all tools used to conduct the financial analyses of production and processing options in a form that is usable by potential investors*" and replace it with "...*The final report will include background information that is of use to potential technology users*".

QUESTION 1: Does the project only cover established technologies, or can it include start-up technologies?

ANSWER: The project mainly should cover technologies that are market ready or very close to be market ready. However, it would be worth mentioning start-ups that may have potential for success, but it should not be the sole focus. If, for some reasons, there are prospective technologies that are not adopted, then the Tenderers should provide some explanation why and how to promote the adoption.

QUESTION 2: Who decides what is considered good technology for the sector?

ANSWER: Tenderers are advised to explain how they intend to evaluate various technologies. The proposed technologies should be adopted by business community, so it needs to be applicable to some part of the supply chain.

QUESTION 3: The RFT (Part C, Section 4.4) mentioned that the project should examine and review learnings from regional countries such as Vietnam and Malaysia. Some data may not be available online and would require a formal data request to the government. Who will be responsible to issue formal data request?

ANSWER: Tenderers are expected do the work independently as much as possible. Tenderers should propose a methodology in the proposal, including the support they expect to be able to implement the project. Any support for formal data request is subject to negotiation between the preferred tenderer and BKPM.

QUESTION 4: Should the Tenderers also assess tailor-made applications?

ANSWER: Tenderers are advised to specify what should be included in the study. The Partnership is interested in any technology that has potential to improve efficiency, sales or production. The preferred tenderer will work with the RG to narrow down the focus.

QUESTION 5: On the key activities, are the Tenderers expected to pick the most prospective technologies and its application?

ANSWER: Tenderers are advised to objectively work through the technology options and explain why each option is promising. However, Tenderers are not expected to select one particular technology option as the winner.

QUESTION 6: In terms of the digital platforms and online marketing platforms, when you talk about the Australia Indonesia supply chain, would it include Australian red meat/boxed beef as well as live cattle, and then follow that product through to the Indonesian retail?

ANSWER: Yes, the project would focus on the Australia-Indonesia beef and cattle supply chain. There is imperfect knowledge in each part of the supply chain, so the Partnership is trying to better understand what is working in one part that does not currently exist in the other part, and what can be practically shared. Any technology that could improve the efficiency or productivity of some parts of the supply chain would be of interest to the Partnership.

Tenderers should use existing linkages with relevant partners in Australia and Indonesia to their advantage.

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.