

RFP-CASE-377317 International Trade Centers Q&A

Questions	Answers
<p>Q1: The Purpose Statement of the RFP mentions "additional markets, including... China.":</p> <p>Would your office consider a grant for opening an office in Taipei, Taiwan?</p>	<p>A1: Yes</p>
<p>Q2: Page II, Reminder, Technical Proposal: Please advise if this statement (requested in Page 8, Proposals) do we need to issue it in our letterhead or as a one page in the technical proposal as requested in the RFP?</p>	<p>A2: This can be included as a separate page, or as part of the letterhead, as long as the information is included somewhere within in the Technical Proposal.</p>
<p>Q3: Page 6 - Section II, Statement of the Problem: Kindly elaborate what exactly you need us to mention in terms of the problems? Our understanding is that we have to review Section I (Statement of work) D (Deliverables) and advise on any problems that we may face in future.</p>	<p>A3: Statement of the Problem is intended to cover a respondent's general understanding of the purpose of the RFP and ability to meet stated needs.</p>
<p>Q4: Page 6 Section II, Narrative: Kindly advise if we need to provide a narrative summary of any one of the services mentioned in Section I (Statement of work) D (Deliverables) or all the deliverables mentioned in this section ?</p>	<p>A4: Please provide a narrative summary of all deliverables proposed in the Statement of Work.</p>
<p>Q5: Page 6 - Section II, Technical Proposal: Kindly clarify for the technical work plans should we cover Market research, Agents/distributors Search Matchmaking, or do you require us to mention any other topic?</p>	<p>A5: Please include any services to be included in the Statement of Work, including, but not limited to, market research, agent/distributor/partner search, matchmaking, etc. according to the capabilities of your firm.</p>
<p>Q6: Section II Page 6, Prior experience: For each of the projects completed by our company should we mention the costing of each project or should we remove it?</p>	<p>A6: Prices should only be included in the Price Proposal.</p>
<p>Q7: Page 7, Section B, Price Proposal: Below are the questions related to this section:</p> <p>a. Please advise, if we need to quote the hourly rate for per persons assigned for the project?</p> <p>b. Kindly clarify what do you mean by schedule of all expenses covering each of the services and activities identified in your proposal?</p> <p>c. Do we need to provide a fixed fee against each service listed under Section I, D (Deliverables) in the RFP, or do we need to provide a number of hours for each service along with our hourly rate as a company including all workforce allocated for the project.</p>	<p>A7:</p> <ol style="list-style-type: none"> <li>Hourly rates are applicable only if the total cost per project is dependent on per-project hourly rate. If so, please include estimated overall cost, or range.</li> <li>"A schedule of all expenses" in the Price Proposals refers to a complete listing of prices associated with each service offered as part of this proposal.</li> <li>Either a fixed fee or a range is appropriate in order to best capture the total potential cost for services delivered.</li> </ol>
<p>Q8: Will you accept bidders representing a single market among your listed market, such as China, or will you only accept bidders which cover each and every market collectively?</p>	<p>Q8: We will review all proposals for coverage of one or multiple global markets.</p>