

**AgResults: Innovation in Research and Delivery
Secretariat Procurement: Questions and Answers
November 2012**

QUESTION	RESPONSE
<i>Questions about Pilot Projects</i>	
<p>1. Technology - exclusivity. The RF-EOI seems to be centered on technology (creation and adoption). Is that an exclusive focus? Could there be a few pilots that center on business or social processes/results/innovation?</p>	<p>Technological innovation is one of the main focuses of AgResults because pull mechanism incentives are likely to be effective in promoting technologies that lead to improved food security. However, this is not an exclusive focus. Pilots based on innovations in other areas such as business processes may also have a technology component. Bidders should be aware each potential pilot will be reviewed independently. They will partly be judged on their possibility to be scaled up without the need for intensive development support and the likelihood of the pilot ultimately generating an impact beyond the initial intervention.</p>
<p>2. Technology - different types. The RF-EOI states that AgResults seeks to: a) create new technologies and b) encourage the adoption of existing technologies. Could there be room for a third and slightly different approach - one that is imbued with technology, and heavily utilizes technology, but that might not fit exactly in the above two categories? Examples might include using mobile phone based systems for agricultural extension or nutrition information, or technology-based platforms for producer coordination.</p>	<p>Yes, alternative approaches to pilot design, including the ones suggested in the question, are possible. All pilot designs would still need the input of peer reviewers and initial discussion and approval by the Steering Committee. For the EOI and proposals, bidders should focus on how they would source and implement ideas, not which pilots they would champion. More typically the challenge is to identify a key problem that needs to be solved and to challenge the private sector to demonstrate the effectiveness of their chosen solutions. While existing pilots focus on technology adoption, the initiative lends itself to technology creation, and therefore pilots emphasizing this aspect of innovation are also encouraged.</p>
<p>3. Other pilots. Are there any other pilots in the works? Is the fertilizer pilot also part of the mandatory deliverables?</p>	<p>Yes, during the development phase, there was preliminary development of other pilot ideas and these may be considered for the AgResults pilot pipeline. In particular, some work was done on pilots focused on fertilizer innovation and PPR vaccinations. The World Bank is currently continuing development work on the fertilizer innovation pilot. These pilots are not mandatory Secretariat deliverables; however, the Secretariat will be strongly encouraged to consider them as part of the project pipeline in consultation with the World Bank and the Steering Committee.</p>

<p>4. What is meant by ‘Pilot project sourcing and development’?</p>	<p>Pilot sourcing is the process of identifying potential ideas. Pilot development is the process of turning the ideas into proposals, launching pilots and assisting in managing pilots through their conclusions. The Secretariat is not expected to be the primary source of ideas, but rather it should facilitate the development of ideas from, among others, academia, agricultural development institutions, and the wider development community. Bidders would be well advised to consider: (i) ways of ground-sourcing potential pilot concepts from a diverse community of stakeholders and, in particular, from developing countries, (ii) building interest, participation, and commitment from developing nations in the pilot process.</p>
<p>5. How many pilot projects are expected to be completed each year and over the duration of the initiative?</p>	<p>The pilot projects will be completed at different times, depending on the expected implementation date and duration of the project. It is expected that eight to ten projects will be completed within the duration of the initiative although these numbers may change based on the size of the pilots. At the end of five years, it is expected that the initial \$100 million pledged by donors to AgResults will be committed to pilot projects and the Steering Committee will engage with the Secretariat regularly to make sure the pilot sourcing and development is on track.</p>
<p>Questions about the Secretariat Function</p>	
<p>6. Will the Secretariat have a role in promotion of the AgResults Initiative to potential pilot projects? If not, how will the initiative be promoted and by whom?</p>	<p>Yes, the Secretariat is a key stakeholder in promoting AgResults including through the management of an AgResults website, and in assisting pilot designers and pilot managers with promotion of their pilots as required.</p>
<p>7. What is the role of the Secretariat in implementing the project?</p>	<p>The Secretariat will be responsible for the implementation of pilots. However, in most cases, it is not expected that the Secretariat will implement pilots using ‘in-house’ capacity. Instead, the Secretariat will hire and oversee pilot managers. The Secretariat will monitor and report back to the Steering Committee on the progress of implementing the pilots. The Secretariat must have capacity to enter into a contract and it must be a legal entity.</p>
<p>8. Can the Secretariat generate ideas?</p>	<p>Yes. The Secretariat is also expected to reach out to other experts to solicit additional insights and ideas.</p>

9. Can the Secretariat act both as a secretary and also implement the pilot?	At the EOI stage, we are interested to know how the bidders would manage the project and/or whether they know who they would hire to implement the projects. Models where the Secretariat is also the pilot manager will be considered.
10. What is the Secretariat's role?	The Secretariat is the nerve center of AgResults, responsible for all operations other than Trustee and Independent Impact Evaluation. The specific tasks and responsibilities of the Secretariat are described in the Terms of Reference.
Questions about other entities	
11. What role do you see for the Expert Advisory Group going forward?	The Steering Committee and the World Bank put in place an Expert Advisory Group to advise during the development phase of the AgResults initiative. The group is no longer operating and it is not expected to have a future role in the implementation of AgResults. However, there will be a need for Secretariat to use independent peer reviewers for pressure-testing potential pilots and their action plans.
12. How many point of contacts will there be and will the World Bank be one of these points of contact?	The World Bank is a member of the Steering Committee and the Trustee for the AgResults initiative and therefore it will be one point of contact for the Secretariat. The Secretariat contract will be between the World Bank and the Secretariat. The Secretariat will also have significant contact with the Steering Committee, including reporting to and receiving feedback and direction from the Steering Committee.
13. How will the approval process of the Steering Committee work and at what stage will decisions by the Steering Committee be made?	The Steering Committee will make decisions by consensus. There will be several approval stages, including an initial and a final pilot approval.
Questions about the Procurement Process	
14. Can the Steering Committee provide a match-making service and connect entities that will run the Secretariat?	Bidders may collaborate with others to propose a consortium approach. World Bank procurement procedures normally do not allow for disclosure of the names of the short-listed firms. However, it will be discussed internally whether we can make an exception and match the entities depending on their expertise.
15. Are consultants who were previously involved in developing the initiative eligible to bid for the Secretariat role?	The World Bank and the Steering Committee developed the terms of reference for the Secretariat. No consultants participated in this process. Consultants who have previously worked on other components of AgResults are not excluded from bidding.

<p>16. EOI form. Is there a format or template that you recommend using? How many pages would you like to see? Should we go at all into our vision or plan for the project, or only supply background information about the bidder(s)?</p>	<p>There is no format or template for EOI and there is no page limit. However, Expressions of Interest should be submitted through World Bank Group eConsultant2. Interested applicants must provide information indicating that they are qualified to perform the services (brochures, description of similar assignments, experience in similar conditions, availability of appropriate skills among staff, etc. for firms; CV and cover letter for associated individuals). The total size of attachments should be less than 5MB.</p>
<p>17. What is the link for the draft ToR (as the link in REOI is not working)?</p>	<p>Thank you. We are correcting the link in the REOI and it should be working soon. For now, please use the following link to get to the draft TOR: http://siteresources.worldbank.org/CFPEXT/Resources/SerariatTermsofReference.pdf</p>
<p>18. What will be the format of the contract?</p>	<p>Although it is difficult to determine the precise contract format at this stage, it is likely to be an annual lump sum with a reimbursable component.</p>
<p>19. What is the timeline after the Expression of Interest (EOI) stage?</p>	<p>The deadline for the EOI is November 19th. The expressions of interest will be evaluated in about one to two weeks. We will then create a short list based on these expressions. This will be followed by the issuance of a Request for Proposals (RFP). We will allow five weeks to submit the firms' proposals. We should reach the outcome of the selection sometime in January.</p> <p>We will do value for money analysis. We will base our analysis on the highest ranked technical and financial proposal. The proposed budget is not the only factor that we consider. It is, however, an important factor that will be considered. Furthermore, we will not short-list all the firms that submitted the EOI.</p>
<p>20. Is there a preference for location of the office or offices of the Secretariat?</p>	<p>No</p>
<p>Questions about Funding</p>	
<p>21. What amount or proportion of funds available is anticipated to be available to the Secretariat for completion of its tasks?</p>	<p>The Secretariat's funding needs will be based on the figures agreed upon with the winning bidder. As with other entities that will be involved in implementing the initiative, such as the pilot verifiers and independent evaluation body, the Steering Committee will seek value for money in selecting the Secretariat.</p>

22. How will the pilot management and the verification be paid?	The pilot management and the verification will be paid by the initiative. The Secretariat will not have to cover these costs. The Secretariat will bring the budget for these functions to the Steering Committee for approval on a pilot-by-pilot basis.
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