

**Business Forecast Questions Received During the Call
June 3, 2015**

General Questions:

1. What percentage of opportunities that are eventually competed are actually included in the forecast?

USAID Response: *Our goal is to include all competitive opportunities on the Business Forecast.*

2. Why do some opportunities never appear in the forecast?

USAID Response: *If the opportunity is not a competitive action, then it will not be the forecast.*

3. What happens if a procurement is not included in the forecast but we know there is a project that is about to be released by the mission and we would like to know more about this procurement?

USAID Response: *You can always contact the Mission if you want information about a pending procurement. You can also contact the Agency's Ombudsman at ombudsman@usaid.gov.*

4. How far in advance do opportunities get included on the forecast? For example if a global project ends in September 2016, when would it be likely to appear in the forecast? What about a mission-level opportunity?

USAID Response: *USAID aims to include opportunities on the Forecast as soon as possible. However the timing of when it appears on the forecast depends on a number of factors. USAID tries to balance between providing information as soon as possible, but also accurate information. We aim to include information on the Forecast as soon as details of the project scope, mechanism, funding, etc. become clear in the design process. But note that all activities listed on the Forecast are still in the design phase, so there is always the possibility that information will change.*

5. In developing the forecast does USAID obtain clearances from the Program Office Directors and Mission Directors for Mission Forecast and SPO Directors for Washington solicitations?

USAID Response: *All actions entered in the A&A planning system which also includes the forecast are coordinated with multiple offices which include the above. Final clearance rests with the Contracting Officer and Procurement Executive clearance.*

6. When an opportunity is listed as a "contract," does that mean that it's possible it could come out as a RFTOP or task order under a current IDIQ or IQC mechanism? For instance, the Mali

Peace and Security/OTI follow-on Counter Violence Extremism is listed as a contract, but it sounds like it could possibly be released as a task order under a vehicle such as SWIFT IV.

USAID Response: *During the design phase of an activity, which is when the Business Forecast is pulled, it is possible that the mechanism used to implement an activity will shift. We aim to include information on the Forecast as soon as it is available, but by doing so note that it is possible for information to change. We aim to only include those actions that are planned to be an open competition and not shift the choice of instrument after it's posted in the forecast.*

7. We've noted a number of activities that have been on the forecast for over 12 months, with anticipated full and open status. These, however, have come out under IDIQs or IQCs. This results in significant wasted resources in business development. How is USAID working to ensure efficiency of indirect cost resources of potential bidders?
 - a. Examples include KIWASH (recently out under WADI) and news that Zambia School WASH will likely be an IQC.

USAID Response: *We appreciate this issue being brought to our attention and have raised this with our staff. Please note the above response.*

8. Why are submitted procurements still listed in the forecast documents? Will they stay there until an award has been made?

USAID Response: *Activities should be removed once the solicitation date has closed. Since the Forecast is updated on a quarterly basis and depending on when you view the Forecast, you will likely see a number of activities that have already been posted on FedBizOpps or Grants.gov.*

9. Will procurement cancellations be announced in the forecast or will those entries just disappear from future forecasts?

USAID Response: *We have included a "Changes" column and the requirement should be sustained in the next forecast and marked as "cancelled." In the case this does not occur, we are posting archived forecasts for industry to contact the POC that is listed for further details/explanation.*

10. We reached out to the A&A Specialist for a project and were told that the project will be coming in the upcoming weeks and that we should just wait for it to come out on FBO, what is the point of it being on the forecast if we can't ask about it?

USAID Response: *Industry is encouraged to reach out to contracting officers and contracting specialists to ask questions about solicitations listed on the Business Forecast. This is not to say, however, that any and all questions arising from the Forecast are questions that the CO will be able to answer.*

The CO is likely to be able to respond to questions of the following nature: (i) whether target dates and other information in the Business Forecast is accurate, (ii) small business set-aside requirements, and (iii) set-asides for local organizations.

In contrast, the following types of questions can potentially raise concerns about procurement sensitive information: (i) questions concerning non-public information, (ii) questions about the evaluation criteria, and (iii) questions about the composition of the TEC panel. The bottom line is it remains a matter of CO judgment whether and when a question can be answered.

Also note that all questions should be sent via e-mail.

11. Is it acceptable for USAID contractors to contact contracting officers/specialists (as listed in forecast) for additional information about potential procurements if the RFP has not yet been released or to ask why a opportunity was removed from the Forecast?

USAID Response: *Please see the response to question #10.*

Washington Forecast

1. **BFS:** Why does the Marketing to Scale Activity of the USAID Bureau for Food Security not appear in the May 2015 Business Forecast when it is sufficiently planned such that a pre-solicitation was issued for this activity on March 24, 2015 under the solicitation number SOL-OAA-15-000064? Will this activity appear in the forecast that USAID plans to reissue next week?

USAID Response: *This activity will appear on the updated 3rd quarter Forecast. This activity anticipated solicitation date of July 6, 2015, with an estimated award date of October 30, 2015. However, please note that the award type has not been determined for this activity. We are still conducting our market research and preparation of the SOW or Program Description. Also, note that the document that was issued in March was not a pre-solicitation. The document posted to FBO was a sources sought notice.*

2. **DCHA:** There have been identical descriptions in recent forecasts for a Governance IQC, in previous versions called Global Democratic, Responsive, and Accountable GOverNance (DRAGON) and more recently titled Global Active Communities - Effective States (ACES)/Global Award For Accountable Governance. Can USAID please confirm that they are the same procurement and that this will be issued as an IQC? In the May forecast, the anticipated solicitation release date is 4/15/15. Is there an update on the timeline for release?

USAID Response: *Yes, they are the same action. "DRAGON" is now known as "ACES." The anticipated solicitation date is 12/16/15.*

3. **DCHA:** Global Award For Accountable Governance has an anticipated solicitation release date is 4/15/15. Is there an update on the timeline for release and what is the award/action type (currently says TBD)?

USAID Response: *The anticipated solicitation date is 11/30/2015.*

4. **DCHA:** Can you please confirm the anticipated solicitation date for the Analytical Service IV IDIQ. The Forecast lists a date of July 31, 2015.

USAID Response: *The anticipated solicitation date is Spring 2016*

5. **DCHA:** Active Communities- Effective States (ACES) IDIQ: Is there a small business set aside planned for this procurement? What is the anticipated release date for this procurement?

USAID Response: *USAID is still making a determination on how this activity will be implemented. The anticipated solicitation date is 12/16/15.*

6. **E3:** Is USAID still planning on releasing a global Economic Growth IDIQ? If so, what is the procurement schedule? And what is the ceiling for the projected IDIQ? How many awards will be issued?

USAID Response: E3 is assessing Agency's needs for a new global economic growth IDIQ. All new E3 procurements will be included in future Business Forecasts.

7. **LAB:** We did a capability statement this past February for Increasing Data and Analytics Capacity (RFI SOL-OAA-15-000025) -- is this the same as the last item on the current forecast for LAB Data Analytics and Research?

USAID Response: This was an RFI that resulted in industry feedback that lead the LAB to consider another direction given funding constraints and technical feedback. An announcement will be posted on FBO in the next day or so with more information.

8. **Management:** Will any portion of the New Transparency, Accountability and Performance (TAP) project for \$50-\$75 million include set asides for small business set asides, many small businesses can assist with this.

USAID Response: The activity title will change. The award is a total small business set aside, with an award ceiling of \$40M.

9. **Management:** Financial Audit Support Services forecasted item. Also, will there be any set asides for this?

USAID Response: The Financial Audit Support Services award is underway as an 8(a) award under \$500K.

10. **Middle East:** MENA Supporting Sustainable Transition Initiatives IQC did not appear on the May forecast. Has it been removed from consideration?

USAID Response: The Middle East Bureau is still discussing if it will move forward with this activity in FY16. Therefore, it is removed as a 2015 proposed award.

Mission Forecast Questions

1. **Afghanistan:** The Afghanistan Gender Monitoring, Evaluation and Learning (GENMEL) solicitation was cancelled on February 11, 2015 yet it appears in the forecast with an anticipated solicitation release date of 3/15/2015. If this is an error, can you please confirm that it will not be re-released and remove it from future forecasts?

USAID Response: *This action has been cancelled and will be removed from the Business Forecast.*

2. **Afghanistan:** Strengthening Watershed and Irrigation Management (SWIM) project: The anticipated release date was June 01. Do we have an updated release time? And do you know which contracting mechanism the project will be released? It was previously released as a task order. Will this one be a stand-alone contract?

USAID Response: *Strengthening Watershed and Irrigation Management (SWIM) anticipated solicitation release date has been changed from 6/1/2015 to 7/20/2015 and anticipated award date from 10/1/2015 to 2/28/2016. This will be a stand-alone contract.*

3. **Afghanistan:** Afghanistan Workforce Development - this project appeared on the forecast and then disappeared. I believe it was related to vocational training at one point. Is this project still going to be released?

USAID Response: *Afghanistan Workforce Development Program is an existing award and preparing/negotiating modification may have appeared on the system; however, there is a plan for its follow on project. If the follow on of Afghanistan Workforce Development Program will come into existence, it will be reflected and appear on the A&S Plan System*

4. **Colombia:** Colombia Afro-Colombian and Indigenous Inclusion Program: We would like to request that USAID give a status update and any additional information they can provide about the following upcoming opportunities (such as incumbents, any updates on the anticipated release date, etc.):

USAID Response: *All information pertinent to the upcoming Inclusion Program is available on the Business Forecast. The Mission will continue to update the Forecast as needed*

5. **Colombia:** There are two Afro-Colombian and Indigenous Inclusion program and Reintegration Program with no program information – is there any information in terms of sectors and what the Mission will be looking for?

USAID Response:

Inclusion Program Description: Through this activity, USAID's Office of Vulnerable Populations (OVP) seeks to foster social and economic inclusion of Afro-Colombian and Indigenous communities that have been severely affected by conflict, with a special emphasis on people with disabilities, LGTBI population, and women victims of gender-based violence.

Reintegration Program Description: To support GOC to develop and provide services that foster sustainable social and economic reintegration of adult ex-combatants and disengaged children from illegal armed groups and prevent recruitment.

6. **Democratic Republic of Congo:** The recent USAID Mission Forecast listed two upcoming projects: one named IHP-Katanga and one named IHP-Kasai. Can you confirm that the proposal release dates listed in this forecast – July 13, 2015 and June 8, 2015 respectively – are accurate?

USAID Response: *No, this information needs to be updated. These two proposed activities will be combined into one. The new expected release date is September 15.*

7. **Democratic Republic of Congo:** Can you please confirm that the July 1st anticipated solicitation date for the Mission-Wide M&E activity is still valid.

USAID Response: *July 1, 2015 will not likely happen. The Mission is not expecting this to happen near the end of the fiscal year.*

8. **Democratic Republic of Congo:** I noticed DRC for example has only upcoming contracts while other countries like South Sudan has mostly Cooperative Agreements. Could you share any info about why the opportunities in DRC are only contracts? Should we expect this from now on in DRC? As an NGO that does not have the finance mechanisms for contracts, this trend concerns us.

USAID Response: *The Agency does not have a preference when choosing between acquisition or assistance instruments. During the design phase, the Agency makes a determination on the type of instrument that will be used to be implement the activity outlined.*

9. **Democratic Republic of Congo:** The Mission Forecast lists the Integrated governance Activity with a solicitation date of 5/15/2015. Can USAID please provide an update?

USAID Response: *The new anticipated solicitation date is on or about July 19, 2015.*

10. **East Africa Regional Mission:** The PEACE II program RFI was issued in 2013 but there has been no movement. Do you have an update on this? RFI6231300002

USAID Response: *The PEACE II agreement that was awarded some time ago and has since expired. It was followed by the current PEACE III award, effective April 29, 2014 through April 30, 2109. The RFI in question is therefore no longer a relevant instrument.*

11. **Egypt:** is there any update on the USAID Sustainable Investment in Tourism in Egypt (SITE) activity, which has disappeared from the Mission Forecast?

USAID Response: *The Mission determined that a government to government approach was better suited to accomplishing this activity.*

12. **El Salvador:** El Salvador Transparency/Civic Education/Anti-Corruption Project: could USAID provide any more specific information about the scope of work or focus for this opportunity? We would like to request that USAID give a status update and any additional information they can provide about the following upcoming opportunities (such as incumbents, any updates on the anticipated release date, etc.).

USAID Response: *The Mission recently changed the title of this requirement to, "Transparency and Accountability". The components of this new activity are based on the development hypothesis that well-functioning transparency and accountability regulations, and an active and informed civil society, can effectively reduce corruption in El Salvador, and lead the country to higher levels of development and citizen security. There is no current incumbent to this activity, however there were several related activities that ended several months ago.*

13. **Ethiopia:** Ethiopia Performance Management & Evaluation Service (EPMES) was listed in the May forecast with an anticipated solicitation date of 1/31/2015 and award date of 5/31/2015. Is there an update on the timeline for release?

USAID Response: *The anticipated solicitation date is now the first quarter of FY 2016.*

14. **Ghana:** We see that the Mission Forecast still includes Ghana Key Populations and is listed as follow-on to SHARPER. We have understand from some of our in-country partners that there will be no follow-on bilateral but that this work is going to be procured through LINKAGES—a global COAG. Please will you confirm if this will be an open procurement?

USAID Response: *The Mission is currently engaged in the design phase for the follow-on activity to SHARPER. The procurement forecast is accurate until further notice.*

15. **Ghana:** Ghana Funding - this project was supposed to be part of a suite of four projects related to education in Ghana. What is the status of this procurement and will it still be released?

USAID Response: *This action was removed from the Business Forecast as it is now intended as a sole source TO under the Public Financial Management IDIQ.*

16. **Guatemala:** Guatemala Local Community Strengthening Project Targeted to different Guatemalan municipalities. We would like to request that USAID give a status update and any additional information they can provide about the following upcoming opportunities.

USAID Response: *The new anticipated solicitation date is around the end of August. All of the other information in the forecast is up to date.*

17. **Honduras:** Honduras M&E Support for Collaborative Learning and Adapting (MESCLA) activity – we appreciate USAID Honduras’ recent release of the RFI for MESCLA and would appreciate even more an update to the anticipated solicitation date as the current Forecast has March 16, 2015 as the release date.

USAID Response: *The solicitation will be issued sometime late June or early July.*

18. **Indonesia:** Indonesia Workforce Development - is there an anticipated release date for this project? It was slated for April 1, 2015.

USAID Response: *The anticipated solicitation date is September 2015.*

19. **Indonesia:** Can you share more information on the Accountability Program – Anti Corruption?

USAID Response: *This solicitation for this activity will be released around the end of July. It will be a full and open competition.*

20. **Indonesia:** Can you share what type of monitoring and evaluation work will this be, what type of experts are you looking for on the evaluation team?

USAID Response: *This activity has already been posted and is not in the evaluation phase. It will be removed from the Business Forecast.*

21. **Jamaica:** Can you share what is entailed in the Combating Corruption and Strengthening Integrity in Jamaica project?

USAID Response: *The new anti-corruption activity will capitalize on existing USAID/Jamaica and the Government of Jamaica (GOJ) endeavors and create new opportunities for promoting community-based partnerships in building public demand that will combat corruption and strengthen integrity; raise the advocacy skills and overall capacity of investigative and prosecutorial professionals; and to ensure that key anti-corruption legislations are neither stalled, gutted or shelved. The new anti-corruption activity will also be innovative as it aims to integrate approaches that will respond to the needs of victims and witnesses of corruption; and establish mechanisms that will widen the anti-corruption network and sustainability thrust.*

22. **Kenya:** Can you provide a status on Kenya Integrated Water, Sanitation and Hygiene (KIWASH)? The anticipated solicitation date on the Q3 forecast is listed as December 12, 2014 with an award date of May 19, 2015.

USAID Response: *The KIWASH procurement mechanism has been changed to a RFTOP. It no longer falls under Full & Open Competition, and the Business Forecast will be updated accordingly.*

23. **Lebanon:** What type of Monitoring and Evaluation work are they looking for? Where exactly is the project in Lebanon?

USAID Response: *This project will be operating everywhere that USAID/Lebanon has an activity. But note that this RFP has already been issued and the closing date has passed.*

24. **Mali:** Can you provide more details about the Finance TA for DCA that is listed on the Forecast?

USAID Response: *This will be an Associate Award and should not have appeared on the Forecast. It will be removed during the next update.*

25. **Mozambique:** The Mozambique Monitoring and Evaluation Mechanism and Services has a current anticipated solicitation release date of May 1, 2015. Can you provide an updated anticipated solicitation date?

USAID Response: *The new estimated solicitation date is June 12, 2015.*

26. **Nepal:** With regards to the Public Financial Management, will this be issued to one firm or are you anticipating multiple awards? Will there be any small business set aside in this.

USAID Response: *This will be a single award with no small business set-aside anticipated at this time.*

27. **Nigeria:** Nigeria Monitoring and Evaluation Management Services - – please update the anticipated solicitation release date as the current Forecast lists May 15, 2015 as the release date.

USAID Response: *The solicitation date is June 15, 2015.*

28. **South Africa:** A number of projects are mentioned under South Africa. Will these be open solicitation?

USAID Response: *The Business Forecast only includes opportunities that are full and open.*

29. **South Africa:** Will the South Africa Energy Program be a task order under the Power Africa Expansion IDIQ?

USAID Response: *This activity will be a RFP.*

30. **South Africa:** Would winning the Institutional Support for Power Africa contract preclude a company from bidding on the Power Africa Expansion IDIQ?

USAID Response: *Winning the Institutional Support for Power Africa contract may not necessarily preclude a company from bidding on the Power Africa Expansion IDIQ. However, it is possible that circumstances may arise that a conflict may exist. This would need to be addressed on a case-by-case basis with the Power Africa CO in the field.*

31. **South Africa:** Would USAID please clarify the relationship between the Power Africa Expansions IDIQ and the South Africa Energy Program? Does the government anticipate the South Africa Energy Program be a task order under the contemplated IDIQ post award or will it be a stand alone?

USAID Response: *The plan is for the Southern Africa Energy Program to be a separate contract not a Task Order under the contemplated IDIQ.*

32. **Uganda:** For the Uganda WASH project, will it be a contract or agreement? The anticipated release date has slipped. When do you anticipate it?

USAID Response: *This will be issued as assistance activity. The Mission is hoping to release the solicitation sometime in the next two weeks.*

33. **Ukraine:** Where will the Monitoring and Evaluation work be performed?

USAID Response: *The work will take place in Ukraine, Moldova, and Belarus*

34. **Ukraine:** Ukraine Monitoring and Evaluation Services – thank you for providing the anticipated solicitation date during the Wednesday, June 3 conference call. We would like to request if USAID can confirm whether this will be a full and open solicitation or a task order under the Analytical Services IQC as indicated in the most recent USAID Forecast.

USAID Response: *Monitoring and evaluation services/analytical IQC (TBC) solicitation date will be June 30, 2015.*

35. **Zambia:** Is “Strengthening Oversight and Accountability of Resources in Zambia (SOAR)” intended for local Zambian organizations only or open to everyone?

USAID Response: *The Mission has not made a determination on this yet.*

36. **Zambia:** For the Zambia School WASH project, what is the envisioned instrument? Schedule for release?

USAID Response: *The technical office is still designing the activity, however the current plan is to issue this as a Task Order.*