



To: Global Venture Consulting, LLC

Date: Wednesday, May 22, 2019

From: Procurement and Partnerships Team, INVEST Project; Implemented by DAI Global LLC

Subject: Request for Proposals (RFP) INVEST-020 Mining and Extractives Central Asia Mining Event

DUE: 1:00pm EDT on Wednesday, May 29, 2019

Dear Offerors:

Enclosed is a Request for Proposals (RFP) to support the implementation of DAI's INVEST project funded by the United States Agency for International Development (USAID). DAI invites firms to submit a proposal for work to be funded by USAID/Afghanistan.

- I. RFP Process and deadlines:** This solicitation is expected to result in the award of Fixed Price Subcontract. The award type may change subject to subsequent negotiations. We anticipate issuing a single subcontract award resulting from the implementation of this agreement.
- a. Submission of Questions – Questions must be submitted no later than **1:00pm EDT on Friday, May 24, 2019** via email at INVEST_Procurement@dai.com.
 - b. Submission of Proposals – Proposals must be submitted no later than **1:00pm EDT on Wednesday, May 29, 2019** via email at INVEST_Procurement@dai.com, copying katherine_tilahun@dai.com and talin_baghdadlian@dai.com. The subject line of the email should be your organization name, followed by “Submission under RFP INVEST-020: CA Mining Event” Please certify in your submission email a validity period of 60 days for the price(s) provided and include your organization’s DUNS number. Please limit file submissions to 10 megabytes or less.
- II. Composition of Proposal:** Your organization’s proposal should comprise the following submission documents. The Technical Proposal and Cost Proposal should be prepared as separate files for independent evaluation, as follows below. Technical proposals should be submitted as a 5 to 7-slide presentation. Submissions in PowerPoint or in PDF are acceptable, although PDF is preferred along with an accompanying PowerPoint document. Please provide a copy of your cost proposal in Excel format.

Part 1 – Technical Proposal

Please limit your technical proposal to no more than seven (7) slides. The technical proposal is composed of the following three (3) sections:

1. **Technical Approach** – The offeror will detail their approach to fulfilling the accompanying Statement of Objectives (SOO). The approach will clearly indicate

how the proposed activities will result in the successful completion of all deliverables and milestones.

2. **Institutional Capacity** – The offeror should provide details about the experience, expertise, or capacity of their firm and partner firms to complete the work described.
3. **Management Plan/Staffing Structure** – The offeror should include details of personnel who might be assigned to the activities described in the technical approach, as well as a clear management plan in narrative form for the development, review, and submission of all associated deliverables, including a milestone schedule. The offeror is encouraged to engage in partnering arrangements if it will aid in providing best value to USAID, regardless of whether organizations belong to the USAID INVEST network. If a partnering arrangement is being proposed, please describe the nature of the arrangement, the specific technical value being contributed by each member of the team, and the appropriate management controls to ensure successful delivery.

In addition to the above, please include the following. These inputs will not be counted as part of the 7 slide limit and the format may be PDF or PowerPoint:

- CV(s) of any individuals proposed in the staffing plan to conduct this activity (limited to two (2) pages per individual)

A cover slide will be considered a non-counting slide, should offerors choose to include one. No additional annexes or documentation are requested at this time.

Part 2 – Cost Proposal

The contract type for the presumptive subcontract is anticipated to be Fixed Price, awarded as a subcontract by DAI Global, LLC. Please include a detailed budget narrative detailing and justifying each proposed cost element including, but not limited to a cost breakdown of the hourly rates for proposed personnel and other direct costs, if applicable or include substantiating price reasonableness documentation/justification. The offeror is expected to use their own cost/budget template(s); please limit file submissions to 10 megabytes or less.

III. Evaluation of Proposal: DAI will use best value determination for the award of this Request for Proposals. A best value determination means that, in DAI’s estimation, the selected offer will provide the greatest overall benefit to USAID in response to the requirements stated in this RFP. Proposals will be evaluated against a stated number of factors, including the overall proposed approach, past performance, specific qualifications in the identified sectors and other evidence substantiating the bidder’s ability to deliver, including budget and time frame considerations.

1. **Technical Proposal:** The Technical Proposal will be scored and evaluated separately from the cost proposal. Technical panel reviewers will evaluate offerors on the following factors, consistent with the offerors’ technical proposal.
 - a. **Technical Approach (60 points)** - Points for this section will be awarded based on the information presented in the technical approach. Points will be awarded to firms describing their thoughtful approach to addressing the statement of objectives. The offeror will be scored based on its presentation of a clear

approach which reflects the requirements of this specific activity but also incorporates the offeror's competencies.

- b. Institutional Capacity (20 points)** - Points for this section will be based on information presented in the corresponding section and any submitted case studies.
- c. Management Plan/Staffing Structure (20 points)** – Points for this section will be based on the qualifications of proposed staff, clear delineation of the roles and responsibilities of each proposed staff and each proposed firm (if firms are partnering), and the demonstrated efficacy and clarity of the management plan.

- 2. Cost Proposal:** Cost will be evaluated separately from the technical approach, with due consideration for cost/price reasonableness and allowability consistent with US government cost principles. Evaluation for this section will be dependent upon all information presented by the offeror in their budget narrative detailing the total cost for implementation of the activity as well as its alignment with the proposed technical approach.

- IV. Offeror's Agreement with Terms and Conditions:** The completion of all RFP requirements in accordance with the instructions in this RFP and submission to DAI of the technical and price proposals will constitute an offer and indicate the Offeror's agreement to the terms and conditions in this RFP and any attachments hereto. DAI is not required to accept and/or evaluate proposals that do not conform to the instructions of the RFP, and additionally, DAI may reject all proposals and not award a subcontract for this RFP. DAI reserves the right to award a subcontract without discussion and/or negotiation; however, DAI also reserves the right to conduct discussions and/or negotiations, which among other things may require an Offeror(s) to revise its proposal (technical and/or price). By submitting an offer, Offerors agree to comply with the general terms and conditions for an award, including Representations and Certifications compliance. Offerors must provide full, accurate, and complete information in response to this solicitation. By submitting an offer, Offerors certify that they have not/will not attempt to bribe or make any payment to DAI employees in return for preference. Issuance of this RFP in no way obligates DAI to award a subcontract, nor does it commit DAI to pay any costs incurred by the Offeror in preparing and submitting the proposal. DAI reserves the right to award a subcontract to one organization or to issue multiple awards to different organizations based on the results of our evaluation.

Thank you,

DAI INVEST Procurement and Partnerships Team

INVEST_Procurement@dai.com

The INVEST Project: Mobilizing Private Investment for Development
Statement of Objectives for Global Ventures, Modification 02
Energy and Extractives Transaction Advisory Support, USAID/Afghanistan Buy-In Activity
Mining and Extractives Central Asia Mining Event

Introduction

USAID/Afghanistan seeks to unlock the potential of private capital to drive inclusive growth. Increasingly, private investors and businesses are looking to emerging markets for better returns and new market opportunities. Encouraging investment in high-impact areas such as agriculture, mining, carpets, textiles, leather and apparel, hing, pine nuts, gemstones and jewelry, marble, transport and automotives, financial services, infrastructure, energy, clean water, health, and education requires new forms of collaboration between USAID and the investment community. Specifically, USAID can leverage its resources – grants, technical assistance, guarantees, and convening power – to help raise awareness of investment opportunities, lower transaction costs, and mitigate the risk of investments that generate positive social, economic, and environmental impact.

In support of its efforts to mobilize private investment within the Agency, the USAID Office of Private Capital and Microenterprise (USAID/PCM) awarded the INVEST contract to Development Alternatives Incorporated (DAI) in September of 2017. Through INVEST’s flexible buy-in mechanism, USAID Missions and Operating Units can access an unprecedented network of firms and individuals that have the range of technical expertise needed to identify opportunities and effectively mobilize private capital toward development priorities. Using a lean approach tailored to high potential opportunities, relevant parts of the network will come together to research, develop, and build specific solutions that align private capital with development needs.

Although the Afghan economy has grown almost tenfold since 2001, it has stagnated in recent years due to the military drawdown and decreased donor funding. The private investment needed to stimulate Afghanistan’s economy is deterred by a poor business climate, including political instability, insecurity, weak institutions, weak rule of law, corruption, low levels of human capacity, lack of reliable access to electricity and other basic services, and an underdeveloped financial sector. Despite these challenges, the current Afghan government remains committed to developing a market-based economy through effective reforms and pro-business policies and has made notable progress in the last two years.

Implementation Objectives

This activity will aim to accelerate private sector-driven economic growth supporting Afghanistan’s journey to self-reliance. The Mission seeks to engage advisory services through the INVEST mechanism, as part of the overall buy-in activity, to rapidly close investment deals advancing Afghan energy and extractives sectors and leverage foreign investments. The objective of this activity is to demonstrate an agreement between both parties (international investor and Afghan recipient) and advance the process of closing and executing investment deals in the energy or extractives sectors.

This project will be managed by INVEST in close collaboration with the USAID/Afghanistan mission.

INVEST has subcontracted Global Venture to identify investors interested in energy and extractives in Afghanistan, identifying investment-ready deals in Afghanistan, and building on previously worked on deals to structure and rapidly close transactions to advance foreign investment in Afghanistan. INVEST would like Global Venture to build from their scope in transaction advisory services to provide content and

technical inputs to a joint USAID/Afghanistan and U.S. Department of Commerce Commercial Law Development Program (CLDP) mining event in Tashkent, Uzbekistan.

The event is currently scheduled for July 12-13. The dates are contingent upon the U.S. Department of Commerce event, and will be confirmed. The place of performance for the event will be Tashkent, Uzbekistan, and offerors should anticipate the need for in-country visits during the preparation phase as well as presence in Tashkent for the event.

INVEST anticipates this activity to last approximately two (2) months, including identifying Afghan and Uzbek participants in the sector, scheduling meetings and matchmaking opportunities, inviting panelists and speakers, preparing panel discussions and setting the overall agenda for the event. The scope should also include all event management and logistics to ensure smooth execution of the event. Proposals must include a proposed timeframe that is representative of the proposed technical approach and management plan. The transaction teams will report to the INVEST Afghanistan team based in Washington, DC. Flexibility in staffing as the project evolves is important.

Activity Structure

- Canvass, identify and prepare 10-15 Afghan mining companies to attend event. Preparation may include: ensuring companies have the necessary marketing materials and literature to present opportunities to the Uzbek counterparts; sharing information with Afghan companies regarding the prospects in Uzbekistan and Central Asia; inviting companies that are ready for international partnerships in terms of financing, accountability, and management; any other tasks required to guarantee that the Afghan companies will be ready to engage.
- Canvass, identify and prepare 10-15 Uzbek mining companies to meet their Afghan counterparts in aim to present potential partnership and deal opportunities. Preparation may include: ensuring companies have the necessary marketing materials and literature to present opportunities to the Afghan counterparts; coaching Uzbek companies on the prospects in Afghanistan; inviting companies that are ready for international partnerships in terms of financing, accountability, and management; any other tasks required to guarantee that the Uzbek companies will be ready to engage.
- Set up the business to business match making meetings as needed assuring that the respective companies are connecting and meeting to foster a regional partnership and explore opportunities for investment and collaboration.
- Prepare agenda for a one-and-a-half-day event emphasizing relevant content that speaks to Afghanistan and Uzbekistan market trends, opportunities, sensitivities and challenges
- Agenda should include content that discusses and informs both Afghan and Uzbek companies about all relevant issues related to mining such as transportation, investment opportunities, financing, govt approvals etc.
- Assess public sector participation for Afghanistan and Uzbekistan and if deemed relevant, suggest the capacity and level of representation and participation desired

Event structure may include the following activities:

- Full-day to one-and-a-half days of content in the form of panel discussions, thought leadership and/or learning sessions;
- Investor matchmaking session;
- Tour of a production, extraction or processing facility in Tashkent for attending Afghan companies.

Scope of work for the event should include all event management and logistics related to execution of full event, including but not limited to:

- Event space rental location is preferred to be at the same location as the Department of Commerce CLDP event, details will be shared by the INVEST team. The venue must be able to accommodate for an estimated 35 participants in one meeting room, AV set up for microphones, podium, set up for panel sessions per the agenda, USAID branding on all materials
- Complete staffing of event including registration.
- Any printing requirements including signage, agendas, nametags, per USAID branding guidelines.
- Hotel room accommodation reservations for Afghan companies and VIPs (as identified by INVEST). Up to 20 standard rooms and five (5) suites.
- Hot buffet lunch on both days of event.
- Tea/coffee break on both days of event, morning and evening.
- Design and printing of materials and required materials per USAID guidelines, including but not limited to agenda, signage, banners, speaker bios.
- Transportation to site visits on last half-day of event for Afghan companies (10-15 companies).
- Simultaneous translation services may be required.

All marketing should be branded as USAID INVEST.

Deliverables

1. Confirmed list of attending Afghan mining companies, sent to INVEST on a weekly basis.
2. Confirmed list of attending Uzbek mining companies, sent to INVEST on a weekly basis.
3. Draft agenda, including panel discussions, list of speakers, etc.
4. Brief description of each panel discussion.
5. Final agenda
6. Draft PowerPoint presentations and/or talking points for each panel discussion.
7. Draft run-of-show for event.
8. Confirmed list of matchmaking meetings between Uzbek and Afghan companies.
9. Event venue contract.
10. Confirmed schedule for site-visits, including locations and participants.
11. Post-event report

General Implementation Structure

Onboarding and Work-Planning

- Partner Onboarding: DAI will work closely with USAID/Afghanistan staff and associated stakeholders to provide the selected partner(s) with all necessary context, and work with USAID/Afghanistan staff and the selected partner(s) to develop work plan(s)

Implementation and Evaluation

- Project Implementation: The selected partner(s) will implement the work as prescribed by the work plan(s). DAI will provide management support and ensure periodic (e.g. weekly and monthly) check-ins/reporting
- Ongoing Evaluation: DAI and the partner will define indicators as part of the work planning process and collect and review M&E data from subcontractors for requisite reporting to USAID. DAI will conduct data quality assessments as necessary.

General Implementation Timeframe

Activity	Timeframe
Onboarding & Work planning	1-2 weeks
Implementation and Evaluation	6-7 weeks

Contract Type and Budget Ceiling

DAI anticipates awarding a fixed price contract type.



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Date: Wednesday, May 22, 2019

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Subject: Request for Proposals (RFP) INVEST-020 Mining and Extractives Central Asia Mining Event (**Modification 1**)

DUE: 1:00pm EDT on **Tuesday, June 4, 2019**

Dear Offerors:

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