

Information Notice – Selection Guidelines

EU Tender: Farmer Data Collection Service Provision in Africa Reference Number: TN 539333

No.	Chapter and page of the Selection Guidelines to which the question refers to	Quote of the text in the Selection Guidelines to which the question refers to	Question	Response
1	Chapter 1, p. 4	<i>Our 2026–2030 strategy deepens this commitment to market transformation by embedding systems change as a core objective—emphasizing local ownership, adaptive learning and behavioural change to deliver long-term impact. We will focus on achieving Better Jobs, Better Incomes and A Better Environment, underpinned by gender equality and an unwavering commitment to equity, resilience and system change. In line with this new strategic direction, IDH seeks to scale our transformative impact beyond individual projects by using evidence to inform cluster-level programming, convening multi-stakeholder platforms, and catalysing inclusive business-model transformation across commodity landscapes.</i>	The TOR references “cluster-level programming” and “public-good datasets” (p. 4). Could you clarify the ranking among (a) company-specific insight, (b) cluster-level benchmarking, and (c) open-data/public-good objectives?	IDH does not undertake cluster-level benchmarking. We assume this question is referring to cluster-level programming in which case IDH does not rank our priorities in such a manner as we see all our programs and stakeholders as well as platforms and inclusive business models as interconnected.
2	Chapter 1, p. 4	<i>These Selection Guidelines are for the restricted tender procedure (this “tender procedure”) for the Framework Agreement (the “Contract”) for selecting data collection partners to work with IDH over the next four years (2026–2030), in alignment with IDH’s new multi-year strategy. This tender</i>	Can IDH kindly confirm that it intends to award the Framework Agreement to a single offeror? If multiple providers are selected, will they be expected to compete against each other for individual surveys?	Only a single provider or consortium will be selected.

		<i>procedure covers IDH's data collection needs in Africa.</i>		
3	Chapter 3 and 4, p. 10 and 11	<i>establish feedback loops with farmer groups for increased transparency and trust; maintaining feedback loops to continuously improve data integrity.</i>	The TOR stresses the importance of “feedback loops” to farmer groups but never defines what a satisfactory loop looks like. Could you clarify whether you expect simple SMS summaries, village-level meetings facilitated by the enumerator team, or full-blown printed dashboards translated into local languages?	We leave the design of the feedback loop mechanism to the interested party, providing space for innovative and context-appropriate approaches. Proposals will be evaluated based on how effectively the proposed mechanism aligns with IDH's Safeguarding Policy and Environmental & Social (E&S) Policy, particularly regarding accessibility, inclusivity, and respect for farmer agency. This approach ensures flexibility while upholding our commitment to ethical, farmer-centred engagement.
4	Chapter 3 and 7, p. 10 and 23	<i>Regardless of the tools employed, all providers are expected to ensure real-time quality control;</i>	Quality control is singled out as critical, yet no explicit error rate thresholds or re-interview quotas are provided. To design a robust QC plan we need to know your tolerance levels, for example, what percentage of surveys can fail an automated logic check before a full re-survey is triggered? Similarly, do you require an independent check of a fixed share of interviews, or will digital audits suffice?	Interested Parties should clearly outline the quality control systems they have in place. This may include, for example, error rate thresholds, the use of automated logic checks, and the criteria for triggering a resurvey.

5	Chapter 3, p. 8	<i>For a complete overview of the data points collected in past projects—many of which will be reused or adapted for this assignment—please consult the IDH Farmer Survey Question Library.</i>	How much freedom do we have to trim or add to the Question Library for context (e.g., country specific gender norms, regenerative ag modules)? Could you share the library's current core vs. optional split?	The Question Library is defined by IDH based on the needs of each specific study. Input from the selected provider will be sought on a case-by-case basis to ensure relevance and contextual appropriateness. A link to the library has already been shared, and at present there is no fixed distinction between <i>core</i> and <i>optional</i> questions. Each survey will be tailored to its objectives, meaning that the composition of questions—whether focused on country-specific modules, thematic areas such as gender norms, or regenerative agriculture—will be determined in collaboration with the selected service provider for each assignment.
6	Chapter 3, p. 10	<i>IDH encourages proposals that demonstrate clear expertise in one or more of the following approaches, as relevant to the context and use case: Mobile phone-based surveying (e.g., CATI)</i>	For phone/CATI, is there a minimum share required vs. in-person interviews?	While no minimum requirement has been set, proposals should include a clear quality plan outlining the expected outcomes of mobile versus in-person data collection. Proposals should also describe strategies for addressing potential

				limitations, such as respondent hesitation in mobile surveys. Providing this level of detail will best demonstrate value to the Selection Committee.
7	Chapter 4, p. 9 &10	<i>Surveys can cover one or multiple agricultural commodities and will take place in regions where one or more participating companies operate—as buyers or service providers.</i>	Are multi-commodity assignments expected within the same geography, or one commodity per assignment?	Either case can take place.
8	Chapter 4, p. 10	<i>Within these four years, the selected company or consortium will, upon request of IDH, conduct annual SHF surveys on a case-by-case basis, sampling 300–400 farmers per assignment.</i>	Please confirm whether sample sizes (300–400) are fixed per assignment or adjustable by context and precision targets.	Fixed per assignment.
9	Chapter 4 page 10,11	<i>Within these four years, the selected company or consortium will, upon request of IDH, conduct annual SHF surveys on a case-by-case basis, sampling 300–400 farmers per assignment. Surveys can cover one or multiple agricultural commodities and will take place in regions where one or more participating companies operate—as buyers or service providers. For this assignment, all data-collection assignments will occur across the African continent, in the countries specified under the geographies outlined in these Selection Guidelines.</i>	The TOR states: “Within these four years, the selected company or consortium will, upon request of IDH, conduct annual SHF surveys on a case-by-case basis, sampling 300–400 farmers per assignment.” Should we conclude from this explanation that you will sample each round separately and that you do not go back to the baseline respondents for a midline/endline/follow up? Would you appreciate proposals where the sample is tracked over time?	In some cases, farmer surveys will be commissioned for market research purposes, requiring only a single round of data collection. In other cases, surveys will serve monitoring, evaluation, and learning (MEL) objectives, where follow-up or re-surveys of the same sample group may be conducted in subsequent years. Each

				survey will therefore be commissioned separately, depending on its specific purpose and scope. Interested Parties are encouraged to describe their tracking capabilities within their methodological approach. This will be considered during the assessment process, particularly for assignments with MEL-related requirements, where longitudinal data collection can add significant value.
10	Chapter 4, p. 12	<i>Survey design: use of IDH's standardised methodology for all data collections to ensure all relevant data points are collected by adapting IDH's standardized methodology to local contexts and company requirements.</i>	Is crop yield a required data point? If so, will the data be collected via farmer reporting or crop-cut experiments?	Please refer to the Farmer Survey Question Library for IDH's methodology in determining crop yield through specific survey questions which are posed to farmers to answer.
11	Chapter 4.1, p. 12		Would IDH please confirm the set of deliverables included in the typical average cost range per data collection assignment of €14,000-24,000? Are these the deliverables listed in Table 1?	Confirmed.
12	Chapter 4.1, p. 13	<i>"Adapted from IDH's centralized Question Library and contextualized to local realities, reviewed with IDH and local stakeholders."</i>	The example deliverables per data collection cycle state that the survey instrument will be reviewed with IDH and local stakeholders prior to survey finalization. Will IDH	IDH will coordinate the selection of farmers with the

			facilitate local stakeholder review of the survey instrument, or will the selected firm be responsible for that outreach?	companies we work with as well as co-review the instruments the selected provider will use for data collection.
13	Chapter 4.1 p. 14	<i>"Virtual workshop with IDH teams to validate data, answer technical questions, and ensure interpretability."</i>	Would IDH kindly provide expectations on the typical length of a virtual sensemaking session as listed in the example deliverables per data collection cycle table starting on page 13? For example, should offerors plan for a 90 minute virtual workshop, a half a day session, or other typical time frame?	In the past, these sessions have typically lasted 60-90 minutes. However, if there are challenges with the datasets or substantial feedback to address, the provider is expected to allocate sufficient time during the session to ensure all queries are fully answered.
14	Chapter 4.1, p. 14	<i>Section B. Methodological Advisory</i>	Where IDH seeks specific methodological advisory or innovation and learning services from the selected firm, will those requests be made as stand-alone assignments under the framework agreement?	Where services extend beyond the scope of the ToR and the framework agreement, IDH may establish a separate contract. This process will be separate and independent from this tender procedure. Please also refer to the response to Question 34.
15	Chapter 4.2, p. 15	<i>Table 2: A non-exhaustive table of geographies and commodities that may be selected for the data collections</i>	These Terms of Reference are for data collection in Africa. However, in the document you mention several activities in countries in Asia and Latin America. Would you expect to hire separate Data Collection Providers for those continents? Or would you welcome if the Africa	This ToR applies exclusively to service provision on the African continent. For this tender, interested parties must demonstrate the

			provider would also cover the other continents? If so, would this result in a larger total assignment?	current capacity to deliver data collection services in at least five of the African focus countries specified in the provided list. While experience outside Africa is recognized as valuable, it will not fall within the scope of this tender nor be considered in the evaluation process.
16	Chapter 4.2, p. 17	<i>"IDH requires Interested Parties with the demonstrated operational capacity to mobilise surveys in at least five African countries"</i>	Will each data collection assignment under the framework agreement focus on a single country	Each data collection exercise may form part of a larger multi-country project; however, IDH treats each collection assignment as country-specific.
17	Chapter 5, p. 18	<i>Between 2026 and 2029, IDH has secured a minimum budget of €260,000, including VAT, to fund at least 22 smallholder farmer survey projects, based on historical per-project costs of €15,000–€24,000 (varying by location complexity, sample size, and methodology). Use of the full available budget is not guaranteed.</i>	The budgets mentioned appear to focus only on the costs per survey project. However, the assignment requires hosting and a number of systems, protocols, databases and dashboards which will have fixed costs which we will need to incur at the beginning of the assignment. Could you indicate how much we could quote for fixed costs for the entire assignment? In case the fixed costs need to be absorbed within the survey costs, it would be useful for you to specify how this will work in case the total budget turns out to be the minimum amount of 260,000 EUR. How much would then the fixed/overhead cost budget be and how many surveys would need to take place?	The budget should be prepared on the basis of a fictitious scenario involving surveys of 300–400 farmers across multiple commodities within a specific region of a specific country. The purpose of this exercise is to understand what each interested party can and would include as part of its data collection costs versus core costs, with all services clearly itemized and

				explained in relation to the farmer survey process. Fixed overhead costs must be allocated proportionally across each survey rather than presented as a separate, standalone cost. Accordingly, financial offers should explicitly factor in overhead costs as part of the overall proposal. At this stage, we have committed to a minimum of €260,000 in services based on our currently confirmed workload. Depending on business practices and needs, this may increase to up to €1 million worth of services over the four-year period.
18	Chapter 5.1, p. 18	<i>The contract term will run from January 2026 to December 2030. Performance will be evaluated annually to ensure alignment with evolving data needs, quality standards, and budget availability.</i>	There is mention that the period is for four years. However, you also mention “The contract term will run from January 2026 to December 2030”. Could you confirm the period for which we need to provide hosting?	Correction the contract is from January 2026 – December 2029; a four-year contractual arrangement.
19	Chapter 5, p. 18	<i>Beyond this secured value, IDH has numerous projects in the pipeline apart from general ongoing business-development. At this point in time, we anticipate 6 to 10 data collection projects per year in Africa. Over the 2026–2030 period, this equates to roughly 24–40 projects in total, pending final</i>	Does IDH know how likely it is that they will be able to secure the additional funding up to the full amount of 1,000,000 EUR? From our understanding of the ToR, there is a minimum budget of 260,000 EUR, but we were not sure whether the 1,000,000 is definitely available or will be determined by future decisions	We cannot provide this information at this time.

		<i>selection and annual budget allocations. Should additional projects materialize and/or effects result in additional subsidies to IDH, this will have the effect that IDH will issue more sub-assignments under this framework agreement. Based on knowledge to date, the maximum value of this framework agreement is therefore set at €1,000,000 including VAT</i>		
20	Chapter 5.1.2 and From the document: TN539333 - EF16 Aankondiging van een opdracht - algemene richtlijn, standaardregeling 20250730111328.pdf		The place of performance is listed as the Netherlands. Can IDH kindly confirm that the opportunity is open to offerors from outside Netherlands and the EU?	Confirmed.
21	Chapter 5, p. 19	<i>The remaining 50% will be paid upon IDH's written approval of successful delivery and acceptance of the cleaned dataset and accompanying deliverables, as outlined in these Selection Guidelines.</i>	What is the typical acceptance of cleaned dataset lead time?	Typically, one week to 1.5 weeks however this can change depending on the quality of the data and case.
22	Chapter 6, p. 19	<i>4. Request for participation and Technical Proposal Submission Deadline 10 September 2025, 12:00 CET</i>	In the TOR it states, "Technical Proposal Submission Deadline is September 10, 2025, 12:00 CET". Is that 12 noon or 12 midnight?	12 PM CET, i.e., 12 noon.
23	Chapter 7.1, p. 21	<i>"Audited financial statements (latest fiscal year, demonstrating capacity for projects up to €200 000) for each applying entity;"</i>	Can IDH confirm whether audited financial statements must be submitted for each consortium member, or only for the lead organization?	The documentation requirements depend on the type of consortium formed. In the case of a consortium with joint and several liability, where all members sign the contract with IDH, each member is required to submit their most recent

				audited financial statements, along with all other required corporate documentation. For a consortium where a lead organisation acts as the main contractor and the other members are subcontractors, only the lead organisation is required to submit all the corporate documentation. The remaining consortium members are only required to submit an extract of the entry in the local Chamber of Commerce or comparable register in the country of establishment in accordance with Chapter 7.
24	Chapter 7.1, p. 21	<i>Corporate Documentation: Audited financial statements (latest fiscal year, demonstrating capacity for projects up to €200 000) for each applying entity;</i>	We currently have one year of audited financial statements and none yet for our sister company in one of the targeting data collection countries. Would this be considered sufficient for participation?	The requirement is denoted as "Audited financial statements (latest fiscal year, demonstrating capacity for projects up to €200 000) for each applying entity". This audit requirement in the case of a consortium provides that the lead organization should submit this audit. Please see answer to question 23 around consortium guidance. The requirement will be corrected with an minor

				amendment to the selection guidelines. The requirement will state "Audited financial statements (latest fiscal year, demonstrating capacity for projects with a value above €200 000) for each applying entity" This will be published within the week following publication of the information notice.
25	Chapter 7.3, p. 23	<i>"Interested Parties must confirm their capacity to operate in at least five countries from the list provided in these Selection Guidelines."</i>	Please confirm the list of countries is the countries from Table 2 (African countries only): Uganda, Ethiopia, Cote d'Ivoire, Ghana, Cameroon, Democratic Republic of Congo, Republic of Congo, Nigeria, Tanzania, South Africa, Kenya.	The countries listed in Table 2 represent IDH's anticipated core areas of work over the next four years.
26	Chapter 7.3, p. 23	<i>Geographic Coverage and Past Experience: Interested Parties must confirm their capacity to operate in at least five countries from the list provided in these Selection Guidelines. They must provide a portfolio of relevant past projects delivered since 2019 as annexes,</i>	The guidelines mention working with smallholder farmers since 2019. Given our recent incorporation but proven early client track record, and the team's significant individual experience, would this be seen as meeting the intent of this requirement?	Interested parties must provide a track record and experience of relevant projects delivered since 2019. The evaluation will assign up to 10 points as part of the objective qualification evidence in according to table 5. It is therefore the responsibility of interested parties to clearly showcase their significant and applicable experience.
27	Chapter 7, p. 23	<i>IDH Budget Template) together with a technical-financial narrative based on a hypothetical case of data</i>	Should budgets assume identical sample splits per region (Kigoma, Mara and Tanga) or may we weight by farmer density/logistics?	For the purposes of this fictitious case, an identical sample size is assumed across all locations. However, in future

		<i>collection from 300–400 farmers in Tanzania in the Kigoma, Mara, and Tanga region across one or two commodities.</i>		assignments, sample sizes may vary by location. depending on the specific needs of the companies IDH collaborates with.
28	Chapter 7, p. 23	<i>The Interested Party must submit the completed Financial Offer (Annex 9: IDH Budget Template) together with a technical-financial narrative based on a hypothetical case of data collection from 300–400 farmers in Tanzania in the Kigoma, Mara, and Tanga region across one or two commodities. The narrative should provide a fully itemized budget for each phase. Each phase must include line-item costs for materials, personnel, overhead, and any additional expenses to ensure full transparency and comprehensiveness.</i>	The financial proposal case (300–400 farmers in Tanzania's Kigoma, Mara, Tanga regions) covers vast areas. Is the typical €15k–€24k budget expected for such dispersed samples, or would this be an outlier with a higher budget?	This budget is informed by typical allocations from previous studies of comparable size and scope. Proposals that exceed this amount will be considered if they demonstrate clear added value; however, higher costs may receive lower scores during the assessment phase due to budget constraints. Conversely, proposals below this typical range may be scored more favourably on cost, but risk lower methodology scores if essential components are omitted in order to reduce the budget. The final budget structure remains at the discretion of each interested party.
29	Chapter 7, p. 24	<i>Sampling Framework and Sample Size; Interested Parties must provide a clear sampling framework for each proposed country and value chain cluster that enables statistically</i>	We were interested in understanding whether IDH (or service providers in the selected countries) could provide participant lists for the different countries they operate in, because this would impact our budget. If the successful consultancy is required to identify participants themselves,	IDH seeks clarity on the invoicing origin of each interested party, as some may be based within the EU

		<i>representative data. They should reference IDH's benchmark of 300–400 SHFs per intervention, describe the sampling approach (e.g., stratified random), and explain how key subgroups such as women, youth, and multi-crop farmers will be represented. If applicable, they should explain how mixed household types or cooperative structures will be incorporated.</i>	this would increase the budget as we would need to conduct a 'listing' survey, to create sample frames in the areas of interest.	and others outside of it. To ensure a fair and effective value-for-money assessment, proposals must present both pre- and post-VAT pricing. The pricing submitted should reflect the interested party's standard and recurring tax structure for future invoicing, should they be selected.
30	Chapter 7.3, p. 25	<i>IDH is particularly interested in Interested Parties who can demonstrate how innovations in artificial intelligence</i>	In the TOR it says "IDH welcomes proposals that leverage AI". Are there any ethical or technical guard-rails (e.g. model-audit requirements) we must adhere to?	While we welcome proposals that leverage AI, any use of AI must comply with all applicable EU and national laws, in particular: GDPR & Privacy - Lawful basis for data processing, transparency, data minimisation, and appropriate technical and organisational safeguards. Also to be addressed in your Data Processing Agreement template. Ethical and Compliant AI - Alignment with the European Commission's Ethics Guidelines for Trustworthy AI (lawfulness, ethics, robustness, transparency, bias mitigation, and human oversight), and compliance with the EU AI Act -

				considering its principles and classifications (prohibited/high-risk). Privacy-by-Design - Anonymisation or pseudonymisation where possible, and security measures such as encryption and access controls. Technical Governance - Clear documentation of datasets, models, and testing; ability to audit and review AI performance; security against misuse. We may request evidence of compliance - such as documentation, risk assessments, or data protection impact assessments - during evaluation or implementation
31	Chapter 7, p. 25	<i>"Interested Parties should indicate their willingness to contribute to IDH's methodological development and adaptive measurement goals."</i>	Inclusion of Emerging Modules and Learning Contributions. As part of this section, page 25 states: "Interested Parties should indicate their willingness to contribute to IDH's methodological development and adaptive measurement goals.", including potentially testing or refining new or unvalidated indicators or newer survey modules. Does IDH envision requesting such services, which could potentially apply across multiple survey or country data collection efforts, via stand-alone work assignments?	This would be a part of a stand-alone work assignment.

32	Chapter 7.2 and 7.4, p. 26	<i>“...300–400 farmers in Tanzania in the Kigoma, Mara, and Tanga region across one or two commodities”</i> <i>“...from 300–400 farmers in Kigoma, Mara, and Tanga on two commodities.”</i>	At different points, the hypothetical case is described as requiring "one or two commodities" and "two commodities". Could IDH kindly clarify whether there is a preference for offerors to propose this as covering one or two commodities, or whether offerors must make a decision on how many commodities to cover and explain the decision?	IDH welcomes financial proposals and accompanying narratives that provide flexibility for selecting either one or two commodities. Proposals should clearly, A explain the rationale behind the choice, and B. outline any price differences that would apply if two commodities are commissioned within a single survey request. This approach will enable IDH to conduct a transparent cross-comparison of financial offers.
33	Chapter 7.4, p. 26	<i>“In the template—and in a brief accompanying narrative—provide a fully itemized line-item budget for each project phase (Preparation, Execution, Quality Control, Data Management & Cleaning, and Presentation) for the hypothetical case of collecting data from 300–400 farmers in Kigoma, Mara, and Tanga on two commodities.”</i>	This section states the financial offer should be based on a hypothetical case "of collecting data from 300–400 farmers in Kigoma, Mara, and Tanga on two commodities." Could IDH kindly provide additional details regarding the specifications for the financial offer? Should offerors make decisions regarding mode of data collection, the final total sample size (for example, 300 or 400 farmers), which commodities the data collection will focus on, and the number or types of companies operating there (e.g., as buyers or service providers) and explain those decisions as part of the financial narrative?	The purpose of the hypothetical case is to provide interested parties with the opportunity to present a realistic and well-structured costing approach. Interested Parties are not expected to define the types of companies, as this is unlikely to affect costs. However, they are expected to make reasonable assumptions regarding factors such as sample size, commodities, and data

				collection methods, and to explain these assumptions clearly in the financial narrative. The key objective is to demonstrate a logical and transparent approach to budgeting, showing how the proposed costs align with the requirements outlined in the ToR.
34	Chapter 7, p. 26	<i>Interested Parties must complete Annex 9: the IDH Budget Template and submit it as their Financial Offer in Euros (EUR), both exclusive and inclusive of VAT and all applicable taxes, demonstrating cost-effectiveness and readiness to operate across multiple geographies.</i>	How to handle multi-country tax regimes	IDH seeks clarity on the invoicing origin of each interested party, as some may be based within the EU and others outside of it. To ensure a fair and effective value-for-money assessment, proposals must include both pre- and post-VAT (and other applicable taxes) pricing. The pricing submitted should reflect the interested Party's standard and recurring tax structure for future invoicing, should they be selected. The selected service provider will be responsible for all tax compliance obligations.
35	Chapter 7, p. 26 and 27	<i>Currency and payment terms (e.g. "Net 30 days after invoice approval") specify personnel daily rates and estimated days by role, materials and supplies, unit logistics</i>	How should currency risk over 2026–2030 be handled?	All payments shall be made in Euros (EUR). The contractor is responsible for all currency conversion costs

		<i>(transport, accommodation, per diems), overhead and other direct costs, and clearly state currency assumptions and payment terms (e.g. "Net 30 days after invoice approval").</i>		and the risk of currency fluctuation.
36	Chapter 7, p. 27	<i>Interested Parties are requested to provide an overview of hourly rates for different personnel typically involved in the delivery of services under this contract, including any potential sub-contractors. The hourly rates submitted shall serve as binding maximum rates for the duration of the Framework Agreement. These rates may be subject to annual adjustment, effective each 1st of January, in line with the change in the CBS Labour Cost Index (LCI) for the relevant sector, as published by Statistics Netherlands (CBS). The reference index shall be the index published for Q4 of the year preceding the contract's start date. Any upward adjustment shall be capped at a maximum of 3% per calendar year. Any proposed adjustment must be notified in writing and substantiated with the relevant CBS index data at least thirty (30) calendar days prior to the effective date of the adjustment. The Pricing Annex will form an integral part of the contract and shall be used to assess pricing proposals in all future call-offs over the four-year framework period. Any deviation from these rates must be justified in writing and is subject to prior written approval by IDH</i>	Given high inflation in our operating countries, would IDH consider an inflation adjustment mechanism for call-offs that is tied to the specific country of operation, rather than a fixed 3% cap?	Only the CBS LCI adjustment mechanism with a 3% cap applies to all personnel rates under the framework agreement. Since the framework agreement and related call-offs will be in EUR, local inflation in the country of operation will not have a direct impact on the contracted rates.
37	Chapter 7.6, p.28	<i>"Proposals must..."</i>	Is there a specific naming convention or file format requirement for annexes submitted via TenderNed (e.g., Annex 4, 7, 9)?	Please label each Annex number and name as is provided in the templates.
38	Chapter 9.1.2, p. 31	<i>"Track Record & Experience (10 points): Track Record & Experience: Provide a minimum of 3 case studies (each ≥ €24,000)</i>	Is there a preferred format for including "C. Final products (e.g., survey reports, data dashboards, policy briefs)" for the demonstration of Track Record & Experience? For	Interested Parties are welcome to provide

		<i>of 300+ households in comparable contexts that include: A. Clear project goals, sector or regional focus, and intended impact. B. Start/end dates, key deliverable deadlines, and decision or review points. C. Final products (e.g., survey reports, data dashboards, policy briefs) and their formats."</i>	example, links to products online, including the documents directly in an annex, etc.?	hyperlinked examples of their work within the annex and technical proposal.
39	Chapter 9.1.2, p. 34	<i>For the Financial Offer, page 34 states the offeror must provide "a detailed cost breakdown for the proposed fictitious project stated below under 'Fictitious Project 1' including major activity costs (design, fieldwork, data cleaning, reporting), personnel rates, logistics expenses, currency assumptions, and payment terms."</i>	Please confirm the activity details for 'Fictitious Project 1' assignment in full, including required deliverables and timeline.	Confirmed, the financial narrative should include details of the timeline and deliverables.
40	Chapter 9.2 page 36	<i>Phase 2 will include the five shortlisted parties, each invited to complete a Trial Data Collection Assignment to demonstrate their proposed methodology in practice. This pilot will take place in a jurisdiction where your team is already active and within an IDH-focused commodity</i>	You mention that the second phase in the tender will be 'Pilot Data Collection Assignment' which we can implement in a country of our choice. Can we receive financial compensation for that pilot? Could we charge both reimbursables and fees?	No financial compensation will be provided for the pilot data collection assignment.
41	Chapter 11, p. 40	"certificate of good conduct for tendering" (or 'Gedragsverklaring aanbesteden'), as referred to in Article 2.89 Paragraph 2 Dutch Procurement Law, issued by the Minister of Justice or a comparable document from the country of establishment issued by a judicial or authorized government body regarding the grounds for exclusion as referred to in Article 2.86 Dutch Procurement Law"	For U.S.-based entities, what documentation will IDH accept as equivalent to the Dutch "certificate of good conduct for tendering" (as referred to in Article 2.89 Paragraph 2 of the Dutch Procurement Law)? Would a Certificate of Good Standing from the Secretary of State in the entity's state of incorporation suffice?	A Certificate of Good Standing from a U.S. state's Secretary of State confirms that the entity - exists legally, has complied with filing, annual reporting, and fee requirements and has not been dissolved or administratively terminated. It does not show that none of the exclusion grounds apply, such as recent convictions for criminal offenses, bankruptcy, unpaid taxes. Non-Dutch entities need to

				submit documents from the country of origin that serve an equivalent purpose to prove their eligibility. This may require additional documentation (e.g., legal affidavits, tax and bankruptcy records, background checks). If such documentation does not exist, a notarised solemn declaration is accepted.
42	Chapter 11, p. 40	<i>certificate of good conduct for tendering' (or 'Gedragsverklaring aanbesteden'), as referred to in Article 2.89 Paragraph 2 Dutch Procurement Law, issued by the Minister of Justice or a comparable document from the country of establishment issued by a judicial or authorized government body regarding the grounds for exclusion as referred to in Article 2.86 Dutch Procurement Law, as described in Selection of Participation and Scoring Process of these Selection Guidelines. of these Selection Guidelines, which at the time of submission is not older than two (2) years.</i>	The required 'certificate of good conduct' (GVA) can take over 8 weeks to procure. Will IDH accept proof of application at submission, with the final certificate provided later if we are shortlisted?	IDH will accept a proof of application for the required "Certificate of Good Conduct for Tendering" (GVA) at submission, provided that the final certificate or its equivalent from the bidder's country of establishment is submitted as soon as available and no later than when requested by IDH after short-listing.
43			You make it clear in the TOR that the assignment will gather data repeatedly for each project. However, you do not seem to stress the evaluation potential of such data over time. 'Impact measurement' is not mentioned. Would you appreciate proposals that enable you to measure impact? (There is mention in the required references to need track record on impact measurement).	Assignments may at times focus on specific business offerings supported by IDH, which may involve only a single survey. In such cases, impact measurement will not be feasible. In other instances, survey

				assignments will be linked to monitoring and evaluation (M&E) efforts, where IDH will define the impact measurement specifications in line with its internal framework. These assignments will include plans for a follow-up survey in the same sample area at a later stage. Interested Parties with innovative approaches to impact measurement are strongly encouraged to present these within the technical section of their application.
44			Is an entity that works with one of the primary commodities and within the targeting data collection geographies listed in table 2, qualified to apply?	Yes — provided your company meets the minimum eligibility criteria for participation. This tender is open to providers based anywhere in the world;
45			Are service providers permitted to deploy their own established digital platforms and mobile applications that already operate in multiple African countries for farmer data collection, or is there a requirement to use specific IDH-provided tools/templates?	Providers are welcome to use their own digital platforms and applications, provided they comply with IDH's ethical standards and

				policies, align with the IDH Farmer Survey Question Library, and can generate data in the formats specified in the TOR.
46			Does the scope cover only field-level data collection, or also the end-to-end provision of a secure, cloud-based data management system with offline mobile capability, GIS mapping, and API integrations for stakeholder access?	IDH is interested in understanding the full range of services each interested parties can provide. The inclusion of all stated tools and applications will be regarded as added value and a demonstration of innovation.
47			Will collected farmer data remain the sole property of IDH/its clients, or can the implementing partner retain certain usage rights for anonymised analytics, sector-wide benchmarking, and service optimisation?	IDH permits only the use of anonymized and cleaned data for public purposes. Such data is made available through the FarmFit Insights Hub. No other data may be accessed, used, or published by the awarded interested parties. In cases where there is a potential use case for publishing IDH's cleaned farmer data on a different platform, in partnership with or through an agreement with the interested parties, this will be considered on a case-by-case basis and

				would fall outside the scope of this contract.
48			Will the framework require data to support compliance with EUDR and similar regulations, such as deforestation risk assessment, land tenure documentation, polygon-based farm mapping, and traceability to first-mile transactions?	See Question 19. This is not a mandatory requirement, but proposals including it will be regarded as demonstrating innovation.
49			What is the expectation of the project partner beyond the project (2030) regarding farmer registry/information updates and storage of data.	All data must be transferred in full to IDH and deleted by the provider within the timeframe and under the conditions specified in the contract between IDH and the awarded interested parties. Any additional data support requested by IDH after the conclusion of the contract will be addressed separately and negotiated with the awarded provider on a case-by-case basis.
50			I would like to know if non-European Union registered companies can participate in this tender as long as they have an account in TenderNed?	Yes — provided your company meets the minimum eligibility criteria for participation. This tender is open to providers based anywhere in the world;
51			in the ToR, a 'survey methodology' is referenced several times. Does this mean that IDH already has the research instrument itself? I.e. the quantitative survey? And the selected provider would be expected to provide feedback for the survey? Then revise in collaboration with IDH? Or	IDH has developed a refined Farmer Survey Library and an IDH Sampling Methodology, which form the

			does this refer to something different (i.e. sampling methodology or otherwise)	basis for the questions considered in each survey. These tools will continue to be refined by IDH over time. As part of the standard service offering, the awarded interested party will be expected to support the adaptation of selected questions to meet local requirements, including language, commodity, or other context-specific specifications. Any work beyond this standard level of support will be classified as additional methodological services and will be contracted separately, outside the scope of the framework agreement for this tender.
52			We work closely with several universities. They can provide support in data analysis and 'sense making sessions' as well as dive deeper into the data afterwards and find patterns across different data sets. We would like to know whether you would allow universities to access the data to analyze and publish papers based on your data? (Of course, subject to your restrictions, the consent protocol with the participants, confidentiality and other obligations you would identify)	In line with IDH's aim to make its data as publicly accessible as possible while safeguarding confidentiality, privacy, and security, our farmer dataset is published on the FarmFit Insights Hub. This dataset is anonymized, openly available for public use, and may be used by universities

				and other stakeholders with appropriate credit and citation.
53			Are you actually expecting multiple contracts, so some consortium covering certain countries and another consortium the other countries? Or do you have a preference hiring one consortium that covers all countries?	A single contract will be awarded to provide services across the African continent. Consortia are permitted; however, the contracting party or parties, will bear full responsibility for coordination, management, and quality assurance.