



1st Memorandum of Information European tender 'Technical support to the development of three Agri-hubs in Chad'

Date: 6/7/2026

In this Memorandum of Information, the Contracting Authority provides answers to the questions asked and remarks posted in the context of the above-mentioned European tender. This Memorandum of Information forms an integral part of the Tender Document (with reference 202603107).

Question	Chapter/ Paragraph from the tender document	Question	Answer
1.	Section 3.3.2, Page 15 (ToRs)	The team must consist of members who are proficient in French and English (minimum C1 level according the CEFR framework).": Does this bilingual proficiency requirement apply to every single team member, or is it sufficient that the Project Coordinator and key personnel responsible for communication with the Contracting Authority meet this requirement?	The bilingual proficiency requirement does apply for the project coordinator and the team of experts to assure efficient and clear communication related to project management; it does not apply for all members of team of experts.
2.	Section 3.3.4, Page 15 (ToRs)	Team members have at least five (5) years demonstrable experience in working within Chad.": Does this requirement apply to each individual team member (including the Project Coordinator), or is it a cumulative requirement for the team as a whole?	The five years experience applies to each individual team member of the proposed team of experts.
3.	Tender document, p. 13, section 2.5	Contracting Authority has reserved EUR 75.000 out of this budget for the provision of additional technical services [...] by a Third Party." How should the amount of EUR 75,000 be indicated in the financial proposal? Should the full amount be mentioned under "Other expected expenditures" or can it be calculated as part of input staff under result area 2?	These costs should be included as third party costs under result area 2.

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4.	Tender document, p. 13, section 2.5	Is it correct to assume that the activity to which this budget of EUR 75,000 refers to (elaboration of action plan to strengthen farmer groups and cooperatives) can either be implemented directly by the contracted bidder or by a sub-contractor to be contracted by the awarded bidder?	Yes, exact type of activities and costs under this budgetline is not yet known, project activities can be initiated based on a needs assessment and advice provided by Contractor and subject to approval of Contracting Authority.
5.	Tender document, p. 13, section 2.5	If the bidder offers a total budget that is lower than the maximum amount of EUR 525.000, can the specific budget of EUR 75,000 then be reduced accordingly, or should the exact amount of EUR 75,000 be considered in any case?	The exact amount of EUR 75,000 should be considered in any case.
6.		As a German company, are we required to pay Dutch VAT for this contract?	Please refer to section 3.5. Companies based in other EU countries are subject to Dutch VAT rules. Please request advice from your local tax advisor.
7.		The ToR mentions the following results: 15 farmer groups and cooperatives are to be strengthened, and at least 500 agricultural producers are to be supported. Should these targets be achieved within the initial 15 months, or over the total duration of 27 months (including the possible extension)?	These targets should be achieved over the total duration of the project implementation period of 27 months
8.	Section 2.5	In section 2.5, the estimated contract value is stated as EUR 450,000, while in section 5.3, EUR 490,000 is mentioned. Please clarify	The total contract value is EUR 450,000 excluding the third party funding of EUR 75,000. Total maximum available budget is EUR 525.000 In section 5.3 the price assessment procedure is explained. Tenderers can bid between EUR 490.000 and 525.000 for the execution of this project. Based on the price offered, Tenderers are awarded between 0 and 10 points.
9.		Could you please clarify if the maximum budget applies to the initial 15 months or to the entire 27-month period?	Maximum budget applies for full project implementation period of 27 months
10.		We have noticed some significant differences in cost estimates for hub development. In a recent project, developing three hubs was estimated at around €1.5 million. Given this, we are concerned that the current	The definition of hub development might differ from donor and implementing partner. In your proposal, we invite you to provide your definition, and most important, implementation of the concept to achieve expected results and impact. In RVO's project design, we

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		budget of €450,000 might be underestimated, and may realistically only cover the development of a single hub. Could you please clarify how the cost estimates for hub development were determined, and whether there is flexibility to adjust the scope or budget based on these realistic figures?	took local farmers groups - and their local anchor - as an important asset. Based on the cooperative principles, collaboration among farmer groups/cooperatives is a baseline to work on hub development. We believe sustainable results are only expected if these farmer groups and cooperatives have clearly defined member services including collective marketing. Project design assumes there will be revenues from sales and hub development is based on collective action to collaborate where this is effective. These aspects were considered in estimating the required budget.
11.	3.3.2	3.3.2: English is not a commonly-spoken language in Chad, and in many regions bilinguality in French and Chadian Arabic is more useful. Kindly clarify if the English language requirement is for all team members?	Refer to question 1.
12.	3.3.5 and 3.3.6	Kindly clarify what is meant by "the team". Are the team members expected to have this experience individually or cumulatively?	The experience applies to each individual team member of the proposed team of experts.
13.	3.3.7	The tender document states the following: "at least ten (5) years of demonstrable experience as a project coordinator". Kindly clarify if RVO intends to have a project coordinator with at least 10 or at least 5 years of experience in the management of multi-stakeholder programmes.	Section 3.3.7 contains a typographical error. Project coordinator must at least have five (5) years of demonstratable experience as a project coordinator.
14.	Demonstration plots (Result area 1)	"This request for clarification concerns the implementation of demonstration plots under Result Area 1. Based on preliminary assessments, the capital expenditure for constructing and establishing each plot/FFS is estimated between €20,000 and €40,000, subject to variations in local supplier availability. Under the assumption that every focus area within the designated regions requires at least one demonstration plot, we kindly request explicit guidance on how to reflect these costs within the financial proposal: Are the capital expenditures for the construction, infrastructure, and furnishing/planting of these	RVO does not have additional funds available for capital expenditure of demonstration plots. Tenderers are expected to build on existing plots. In project design we included farmer groups and cooperatives to be strengthened and also use their network, collective action and access to resources in order to have a sustainable and meaningful impact. We therefore did not foresee in our budget estimations to develop demonstration plots from scratch.

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		demonstration plots to be borne entirely by the contractor within their overall financial proposal, or will these costs be funded directly by RVO outside of the contract value?	
15.		If these costs must be included in the contractor's financial proposal, can they be budgeted under the €75,000 provisional sum reserved for "additional technical services"?	The EUR 75.000 is not intended for these purposes.
16.		If the costs cannot be allocated to the "additional technical services" budget, we request that RVO provide a standardized budget cap or a fixed provisional sum for the construction and furnishing of the demonstration plots. We consider establishing a uniform baseline to be critical to prevent distorted financial evaluations (e.g., competitors submitting unsustainably low estimates to gain a commercial advantage, thereby risking underperformance during contract execution).	The demo plots are mentioned in the list of deliverables in section 2.2.3 The Tendering authority invites you to use demonstration of new and improved agricultural practices in a practical and sustainable way and align these with your approach to strengthen farmers group's capacity. Tendering authority does not expect a demo plot to be started from scratch and does not anticipate this a risk for unrealistic financial proposals.
17.		Please confirm that each JV member may be paid directly and separately, as they are subject to different tax regimes and/or require payment in different currencies.	Tendering authority will award the contract to one main Contractor which may work with other parties as sub-contractors or joint ventures. JV members will not be paid directly by RVO. Payment will only be in Euro and according to the price proposed by tenderers in their Financial proposal Please refer to section 7.3.17 for rules on submission of a Tender as a Joint Venture or subcontractor. Tax regime applies for the single main Contractor.
18.		- Provided that we complete the reference form supplied in the tender documents, would you agree to us attaching the certificates of completion signed by the clients instead of the signature on Annex 6?	A signed certificate of completion is not acceptable. The Annex 6 needs to be signed by the client.