



Supplier Q & A Template

RFX Number: 42900-DED000002026CPA	RFX Title: GDEcD International Trade Representation In Chile, Peru and Argentina
Requesting State Entity: GDEcD	Date: 12/03/2025
Issuing Officer: Melisa Wilson	RFX Initially Posted to Internet: 11/03/2025
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The purpose of this document is to provide answers to supplier questions. Please see Questions and Answers included herein.

Note: This document is intended for informational purposes only. Any changes to the RFX must occur through a published addendum (or through publication of a new version of the RFX in Team Georgia Marketplace™). If multiple Q & A documents are posted, the most recent Q & A shall govern in the event of a conflict.

QUESTIONS AND ANSWERS

#	Questions	Referenced RFX Section	Answers
1.	Which amount governs for this cycle (the RFP's available funds vs. the contract ceiling in the draft agreement)? And should the optional "additional funding" be treated as contingent (not included in base pricing)?	Budget & extras	Please see Addendum#1 that was posted 11/25/2025. The contract amount on page 27 has been revised.
2.	We currently represent other U.S. states in Latin America (e.g., Virginia, Maryland, North Carolina). Is simultaneous representation permitted? If so, what disclosures, firewalling, and branding/email requirements do you expect to avoid conflicts?	Conflicts of interest	For this trade services contract, it is permitted for contractors to represent other U.S. states. Nonetheless, we would appreciate knowing each U.S. state represented and whether the representation is for trade, investment or both. During the "interview/site visit" portion of the RFP we can discuss this topic in more detail as regards to our expectations.



#	Questions	Referenced RFX Section	Answers
3.	Please confirm (a) minimum limits for Commercial General Liability, Business Auto, and Umbrella; (b) whether carriers must be licensed in Georgia or if equivalent local carriers are acceptable; (c) whether a single regional policy across Chile/Peru/Argentina is acceptable; and (d) certificate timing and “additional insured” language you require.	Insurance	Please identify any contract exemptions on appendix G: Contract Exceptions Page 37. We will review those exceptions with our Legal Team and resolve/amend any conflicts before award.
4.	The RFP says we must have offices in Chile, Peru, and Argentina. Do affiliated/partner offices under a single prime satisfy this, and what documentation should we provide?	Office presence	Having affiliated or partner offices under a single prime could satisfy this requirement, presuming that other requirements are met. We would want to know whether the affiliated or partner offices had a designated office address or used shared office space; the name of the contact person at each office location, and the length of time of the relationship. A resumé or bio of each contact person for each office should be included in your response.
5.	Are there target cycle times by work-order type (e.g., Initial Market Assessment, Partner ID, Due Diligence)? We see the one-business-day acknowledgement—any completion targets you’d like us to meet?	Work orders & SLAs	The company chosen to be the contractor for GDEcD will receive detailed information on the suggested time frames for work orders. But generally, this is worked out between the contractor and the GDEcD trade manager for each respective client.
6.	Roughly how many events per year should we plan for in this territory? For the annual trip to Georgia, are there per-diem/lodging caps, and what costs for a second representative are reimbursable when approved?	Trade shows/missions	In recent years, we haven’t had many inbound trade missions or major trade show activities in the Chilean, Peruvian or Argentinean markets. We did have one Governor’s mission this year to Argentina. We don’t have any trade shows scheduled for any of the markets for the current fiscal year. Additionally, we have not yet received the Governor and



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			<p>Commissioner travel schedules for 2026. If we learn that any of these markets are to be included, we will advise and discuss further during the interview process.</p> <p>As regards to the annual trip to Georgia, the RFP addresses these questions on page 9, #6 under Mandatory Responsibilities.</p>
7.	Will we receive Salesforce access, and do you have data-entry standards or templates for “clients assisted,” “leads developed,” and “export successes”? Will you share a starting portfolio of key clients for continuity?	Tracking & reporting	GDEcD’s international contractors do receive Salesforce access. However, they have no responsibilities to update, input or report in Salesforce. Their only responsibilities related to Salesforce are to keep track of their work orders and to review work order related company information to help with their work. The company chosen to be GDEcD’s contractor will receive information on current clients and pending work projects.
8.	Please confirm the Technical Proposal page limit (10 pages, excluding required forms/appendices), any file-size limits/naming conventions for the portal, and whether you require a redacted public-release copy for Open Records compliance.	Submission format	<p>Confirmed:</p> <ul style="list-style-type: none"> • Technical Proposal page limit is 10 pages, excluding required forms/appendices • File size limits for uploading a response is 250MB per File • Naming conventions for the portal is not restricted • Redacted public-release copy for Open Records compliance is not required but is an option for any offeror who may consider a portion of their response to be a “Trade Secret” or otherwise not subject to public disclosure under Georgia’s Open Records Act. Please refer to RFP Page 11: Public Access to Procurement Records for additional instructions.



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9.	May we name proposed subcontractors in our proposal for preliminary approval, or should consent be requested post-award?	Subcontracting	<ul style="list-style-type: none">• It is required that any and all subcontractors required for the fulfillment of Trade services be identified in the Offeror's Proposal.• Please refer to Contract Clause 20. No Assignment, Delegation or Subcontracting without GDEcD Consent. Page 32