



Supplier Q & A Template

RFX Number: 42900-DED000002026ISRAEL	RFX Title: GDEcD International Representation In Israel
Requesting State Entity: GDEcD	Date: 01/29/2026
Issuing Officer: Melisa Wilson	RFX Initially Posted to Internet: 01/12/2026
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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.	When submitting the Proposal does this Appendix require a signature by the Contractor?	Appendix A:	It would appear that the Proposal Certification is identified as both Appendix A and Appendix B; only one Proposal Certification (Appendix B) needs to be returned signed. Please see the Addendum #1 posted January 21, 2026.
2.	Please note that many businesses relevant to Georgia's market targets are not based in Tel-Aviv. Therefore, will an office located at a different location be acceptable?	Appendix A: Line 2 - Mandatory Responsibilities (Page 12):	This mandatory has been updated to reflect an office in Israel. Please see the Addendum #1 posted January 21, 2026.
3.	Additionally, as this job requires the Contractor to travel and meet prospective businesses within their own premises, will "We Work" type of offices be acceptable?	Appendix A: Line 2 - Mandatory Responsibilities (Page 12):	The use of "We Work" type office space is not specifically restricted, if the use of this type of space is a part of an Offeror's proposed solution, please be sure that the Offeror's response clearly identifies how/when it is to be used.

4.	<p>Business Auto Policy (Occurrence) to include but not be limited to liability coverage on any owned, non-owned and hired vehicle used by Contractor or Contractor's personnel in the performance of this Contract. The Business Automobile Policy shall have GDEcD dollar limits sufficient to insure that there is no gap in coverage between this policy and the Commercial Umbrella Policy required in this Contract.</p> <p>It is not customary for Israeli Auto insurers to provide a DOLLAR amount to auto coverage. Will you accept a translated copy of the Hebrew car insurance policy?</p>	Appendix E: Contract, Section 15N	<p>The insurance requirement is a contract condition; you may submit a Contract exception with your noted revision.</p> <ul style="list-style-type: none"> All contract exceptions will be reviewed for compliance with all applicable state laws and resolved before an award will be made.
5.	<p>Commercial Umbrella Policy (Occurrence), that must provide the same or broader coverages than those provided for in the above Commercial General Liability and Business Auto Policies. Policy limits for the Commercial Umbrella Policy shall have an annual aggregate limit of \$3,000,000.</p> <p>Is the umbrella policy an option instead of the Insurance policy detailed in section 15M? Please also note that umbrella coverage does not usually cover both auto Insurance and commercial activities, and also that auto insurance policies are not necessarily issued by the same commercial insurance companies.</p>	Appendix E: Contract, Section 15 O	<p>The insurance requirement is a contract condition; you may submit a Contract exception with your noted revision.</p> <ul style="list-style-type: none"> All contract exceptions will be reviewed for compliance with all applicable state laws and resolved before an award will be made.

6.	The RFP states that proposals must be submitted electronically. Can you confirm the submission method? Should Technical and Cost proposals be emailed directly to you, or uploaded through a procurement portal?	Electronic submission	<p>Refer to Page 18 – Submitting the Response.</p> <p>The Offeror's complete proposal must be uploaded on or before the due date and time via the following portal: https://www.cognitofirms.com/GDECD1/RFPResponses</p> <p>Proposals received after the due date and time will not be evaluated.</p>
7.	Given the 7-hour time difference with Israel, is full daily availability aligned with 9:00 a.m.-5:00 p.m. EST expected (midnight in Israel), or is this intended for coordination and urgent matters on an as-needed basis?	Availability requirement	<p>For Service Line 1: The Trade Representative in Israel will be expected to work to the local time zones of Israel and not EST (for Atlanta). The Trade Division works to schedule and hold meetings at a time that is conducive for all; occasionally meetings may be held outside of the standard working hours, as agreed upon by the Trade Representative.</p> <p>For Service Line 2: The FDI Representative in Israel will be expected to work to the local time zones of Israel and not EST (for Atlanta). The Global Commerce Division works to schedule and hold meetings at a time that is conducive for all; occasionally meetings may be held outside of the standard working hours, as agreed upon by the FDI Representative. The exception would be in the week leading up to an inbound delegation, the Representative would need to be reachable during EST to finalize any time-sensitive details, within reason.</p>

8.	With the fixed annual funding, should travel to these markets be included in the base retainer, or handled as a Special Project with a separate budget? (Saudi Arabia, UAE).	Regional travel	<p>Travel throughout the market is considered a mandatory responsibility and is included the identified Budget for each Service Line.</p> <p>Line 2 – Mandatory Responsibilities</p> <ul style="list-style-type: none"> Primary representative will be based in Israel with flexibility to travel throughout the market as needed for business development purposes. <p>Appendix C: Cost Proposal</p> <ul style="list-style-type: none"> Total Contract Value for ALL Requirements included General and Administrative Costs associated with this contract.
9.	While the RFP allows both firms and individual consultants to apply, does GDEcD have a preference?	Legal structure of the offeror	<p>Purpose of Procurement</p> <p>The objective of this Request for Proposal (“RFP”) is to obtain the services from qualified firm(s) or consultant(s) to represent the State of Georgia’s economic development interests with a specific emphasis on Georgia’s export promotion services and foreign direct investment initiatives in Israel.</p> <p>The criteria for scoring proposals is identified within the RFP document.</p> <p>Mandatory Scored Technical Qualifications Response</p> <p>This section identifies the information which must be submitted in the Technical Proposal. Offeror must demonstrate their ability to satisfy all Qualification and Technical Requirements as well as detail their plan to perform the required services. The Technical Proposal must be structured using the outline provided and not to exceed 10 pages. Submitted information will be evaluated and assigned points as determined by the evaluation committee.</p> <p>Failure to meet any mandatory scored requirements will result in disqualification of the Offeror’s proposal.</p>

10.	Can you please clarify the key annual performance thresholds used to evaluate success and contract renewal, specifically regarding: <ul style="list-style-type: none"> • Export deals closed • Active FDI projects generated • Site visits to Georgia • Investment decisions and job creation 	Performance Metrics	<p>For Service Line 1 - The annual performance measures for the Israel Trade Representative will be based on the Scope of Services (based on the minimum caseload of Work Orders) as outlined in the RFP under “Offeror Responsibilities, Qualifications and Requirements” section.</p> <p>For the Line 2 - Scope of services, KPIs would include quality of leads generated, quantity of leads that get converted to projects assigned to Atlanta-based Project Managers, and number of site visits from projects generated by the offeror.</p>
11.	Can GDEcD confirm whether the following sectors are priority industries for Israel engagement: <ul style="list-style-type: none"> • Technology & Cybersecurity • Advanced Manufacturing & EV/Automotive • Aerospace Are there any specific sub sectors GDEcD would like to emphasize?	Sector Prioritization	<p>For Service Line 1: The Trade Division’s key industry sectors include: Aerospace, Defense, Agribusiness, Food & Beverage, Life Sciences, Clean Tech and Information Security (Cybersecurity, ICT, Fintech, etc). Sub-sectors should be included when identifying opportunities for Georgia companies within these key sectors.</p> <p>For the Line 2: While we look for our in-market representative to help identify target sectors, here are some current priority industries: Aerospace & Defense, Advanced Manufacturing, Automotive/EV, Technology & Cybersecurity, Corporate Operations & Headquarters. Priority industries for engagement can change.</p>
12.	Will the awarded contractor receive direct access to Salesforce or a designated CRM system, including onboarding or reporting templates?	CRM & Reporting	<p>For Service Line 1: Yes, the Trade Representative will be designated a Salesforce license and will also receive training for the system as well as participate in an onboarding process of the reporting templates and other measures used by the Trade Division.</p> <p>For Service Line 2: Yes, Salesforce access will be given along with instructions for use and best practices.</p>



13.	Could you please outline the formal evaluation criteria used to determine contract renewal after year one?	Contract Renewal Criteria	We utilize the State Purchasing Division's Contract Assessment Report (SPD-CP019 Attached is a visual reference at the end of the Q&A Document)
14.	Can you provide guidance on the interview format, duration, and key evaluation focus areas?	Interview Process	<p>The primary interview will be a Teams video conference with the selection committee. Duration is typically 60 - 90 minutes and conducted in a discussion format of Q&A. It is expected that anyone who will work on the account participate in the meeting.</p> <p>There will be a follow-up or final interview (virtual or onsite/in-market) with the top scoring Offeror(s) in mid-April before award is finalized.</p>
15.	Given the equal budget allocation between Line 1 (International Trade) and Line 2 (Foreign Direct Investment), does GDEcD anticipate equal weighting of performance expectations and evaluation emphasis for both lines, or are there strategic priorities that should be reflected differently in the proposal?		<ul style="list-style-type: none"> • Please see Page 22 for more information regarding points assigned for each line of service. • Submitted information will be evaluated and assigned points as determined by the evaluation committee. Evaluation worksheets are not available during the solicitation process, but are available after award under the Georgia Open Records Act, as are all other solicitation documentation.
16.	For Line 2 services, could you please clarify the criteria used by GDEcD to define a "qualified" FDI lead and an "active project," particularly in cases where interest is strategic but timelines are exploratory rather than immediate?		<p>For Service Line 2:</p> <p>A "qualified lead" is a lead that has concrete plans to expand to the U.S., for example the timeline may be in the next 1-3 years that the site search will begin. A company who expresses very general interest in the U.S., but no set time frame or specifics, would not be a qualified lead. An "active project" is a company that has started their site selection process in the U.S. and have enough specifics for that search.</p>

17.	To what extent is the Contractor expected to manage and structure the full opportunity lifecycle within Salesforce versus providing high-level reporting inputs, and will training or standardized workflows be provided by GDEcD?		<p>For Service Line 1: The Trade Representative will receive training for the system as well as participate in an onboarding process of the reporting templates and other measures used by the Trade Division. However, only GDEcD staff are responsible for managing the client accounts and entering data in Salesforce.</p> <p>For Service Line 2: Standardized workflows and instructions will be provided by GDEcD. The Contractor will be responsible for entering qualified leads into Salesforce, along with the minimum information requirements provided by GDEcD. There are then standard processes to follow in terms of follow-up cadence and reporting. Once a lead has been converted to a business recruitment project, it will be assigned to an Atlanta-based Project Manager. Once assigned, the project lifecycle is the responsibility of the Atlanta-based staff.</p>
18.	The RFP notes interest in contractors with strong regional ties (e.g., UAE, Saudi Arabia, Kuwait). Should activities, leads, and relationships developed in these markets be included as part of the measurable performance under this Israel-focused contract?		<p>For Service Line 1: Refer to annual assessment form referenced at the end of the Q&A.</p> <p>For Service Line 2: Activities, leads, and relationships developed in other regional markets (such as the UAE, Saudi Arabia, and Kuwait) are valuable and relevant to broader international engagement and overall performance assessment. However, for the purposes of this Israel-focused contract, only activities and outcomes directly attributable to Israel will be counted toward the measurable performance requirements specified in the RFP.</p> <p>Regional relationships may complement and strengthen Israel-focused outreach, and they will be documented as part of overall program performance and strategic impact, but they will not be applied toward Israel-specific contractual deliverables or targets.</p>

19.	As performance expectations may increase in subsequent contract years, how does GDEcD envision adjusting workload, KPIs, or scope if the volume or complexity of assigned work orders exceeds initial projections within the first contract year?		For any changes to scope or workload in subsequent contract years, the contract would be reviewed at that time for necessary changes and a contract amendment would be negotiated.
20.	If the proposed subcontractor serves as a strategic advisor to another U.S. state representative in Israel, would this be considered a conflict of interest under this RFP or resulting contract?	Subcontractor Engagement / Conflict of Interest	Offeror's are required to identify and describe current representation services for any other US state or international economic development agency. Based upon the Offeror's response, the Evaluation Team will determine if a conflict of interest exists.
21.	Are Offerors required to submit a separate signed declaration confirming that they are not a scrutinized company, or is this status assumed unless otherwise stated in the proposal? If required, will a self-declaration be sufficient?	Scrutinized Company Certification	Each Offeror must respond to this requirement in one of the following ways as appropriate: <ol style="list-style-type: none"> 1. include a written certification with its submitted response that the Offeror is not a "scrutinized company" or 2. include a written statement with its submitted response that the Offeror is a "scrutinized company" but that the Offeror has contacted both DOAS and the Issuing Officer with a request to be considered for an award, which request must include a written statement indicating why it is in the best interests of the State to permit the scrutinized company to participate. <p>A self-declaration statement of either option (1 or 2) within the submitted proposal is sufficient.</p>
22.	Could you please provide a list of acceptable or approved insurance providers for purposes of meeting the insurance requirements?	Insurance Requirements	The state doesn't have a list of "approved" insurance providers.

23.	<p>Is the Offeror required to sign Appendix G as part of the proposal submission?</p> <p>If so, please clarify whether Appendix G should be signed with the proposal or only after contract award.</p>	Contract Exceptions	<p>In Addendum 1, a typo was corrected. <u>Contract Exceptions is Appendix F.</u></p> <ul style="list-style-type: none"> By submitting a proposal, each Offeror acknowledges its acceptance of the RFP specifications and the contract terms and conditions without change except as otherwise expressly stated in the submitted proposal. If an Offeror takes exception to a contract provision, the Offeror must state the reason for the exception and state the specific contract language it proposes to include in place of the provision. Any exceptions to the contract must be submitted with the Offeror's response. Exceptions must be in an original document using the track changes functionality and may not be submitted in the form of highlighted changes to the original contract. Proposed exceptions must not conflict with or attempt to preempt mandatory requirements specified in the RFP. In the event the Offeror is selected for potential award, the Offeror will be required to enter into discussions with GDEcD to resolve any contractual differences before an award is made. These discussions are to be finalized and all exceptions resolved within the period of time identified in the schedule of events. Failure to resolve any contractual issues will lead to rejection of the Offeror. Final execution of the contract, once any contract exceptions are resolved, will occur when the contract is awarded. The contract (Appendix E) does not need to be executed as part of proposal submission.
24.	<p>Is the subcontractor required or expected to participate in the interview stage(s), including both interviews if applicable?</p>	Subcontractor Participation in Interviews	<p>The Team identified in Offeror's Proposal will need to be present during any scheduled interview.</p>



25.	If the Offeror agrees fully with the contract terms in <u>Appendix E</u> and has no requested exceptions, is the Offeror required to complete and submit Appendix F with an explicit confirmation, or should Appendix F be left blank?	Contract Exceptions	<p>By submitting a proposal, each Offeror acknowledges its acceptance of the RFP specifications and the contract terms and conditions without change except as otherwise expressly stated in the submitted proposal, via Appendix F.</p> <ul style="list-style-type: none"> • If Appendix F (Contract Exceptions) is not returned, it is assumed that no exceptions exist. • Exceptions cannot be submitted after the solicitation has closed
26.	Is the Offeror required to sign or initial each page of the proposal, or only the designated signature pages?	Signature Requirements	<p>Only the designated signature pages must be returned signed.</p> <ul style="list-style-type: none"> • Appendix B – Proposal Certification • Appendix C - Cost Proposal • Appendix G - RFP Addendum Form
27.	Is the subcontractor required to sign or initial each page and/or any specific designated signature sections?	Signature Requirements	<ul style="list-style-type: none"> • Only the Offeror submitting the proposal, who is legally authorized to represent and bind such party to any awarded contract must sign. • Any sub-contract services that the Offeror engages as a part of their proposed solution is between the Offeror and the sub-contractor. • Sub-Contractors are not legally bound to the proposal submitted, therefore their signatures are not required.
28.	Does the ten (10) page limit apply only to the Technical Qualifications sections (Line 1 and Line 2, ten pages each), or does it apply to the entire proposal submission?	Page Limit Clarification	<p>The page limit of the Technical proposal applies to each service line separately.</p> <p>Line 1 - Technical Qualifications</p> <ul style="list-style-type: none"> • To demonstrate the ability to perform the requirements while delivering quality services within specified timeframes, Contractor shall provide the following information (Please limit to 10 pages) <p>Line 2 - Technical Qualifications</p> <ul style="list-style-type: none"> • To demonstrate the ability to perform the requirements while delivering quality services within specified timeframes, Contractor shall provide the following information (Please limit to 10 pages):



CONTRACT ASSESSMENT REPORT - **EXAMPLE**

Contract Number:		Effective Date:	
Renewals:	Review Period:	Expiration Date:	
Description:	Goods <input type="checkbox"/> Services <input type="checkbox"/> IT <input type="checkbox"/> Combo <input type="checkbox"/> If Combo, specify:		
Products Received During Review Period	Deliverables Evaluated During Review Period		
Supplier:			
Reviewed By:	Entity:	Date:	

Delivery - Goods	Did Not Meet	Met	Exceeds	Not Applicable
a. Delivery made in accordance with requirement	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
b. Time of delivery appropriate	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
c. Delivery made to correct destination	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
d. Proper method of delivery used	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
e. Authorized delivery	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
f. Product arrived in good condition	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery - Services	Did Not Meet	Met	Exceeds	Not Applicable
a. Supplier completed within contracted amount and did not exceed budget	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
b. Supplier completed deliverables (scope of work) as stated in the contract for the review period	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
c. Supplier complied with all requirements and did not have any failures or remediation actions	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
d. If failures or remediation required, Supplier responded promptly to correct and remedy	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
e. Supplier complied with all reporting requirements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
f. Supplier response to Communications or Direction	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery Comments:				
Evaluator should complete this section with comments to support the scores provided above. Include examples of any issues that were resolved, overall satisfaction with the materials/services received from the Supplier, and the services/goods received on the contract.				



Quality - Goods	Did Not Meet	Met	Exceeds	Not Applicable
a. Met specifications	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
b. Any and all substitutes authorized	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
c. Satisfactory workmanship	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
d. State property left in good condition	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
e. Material Safety Data Sheets provided	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality - Services	Did Not Meet	Met	Exceeds	Not Applicable
a. Supplier exhibited knowledge and expertise necessary to perform deliverables required in the contract	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
b. Supplier complied with policies and procedures outlined in the contract	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
c. Supplier successfully managed the use of any subcontractors	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
d. Supplier was sufficiently staffed to meet the needs of the contract	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
e. Supplier provided staff with all necessary equipment and products to meet their contractual obligation	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality Comments: Evaluator should complete this section with comments to support the scores provided above. Include examples of any issues that were resolved, overall satisfaction with quality of materials provided by the Supplier, and the services/goods received on the contract.				
Other	Did Not Meet	Met	Exceeds	Not Applicable
a. Invoice matched purchase order	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
b. Weight received in compliance with invoice	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
c. Correct quantity shipped and received	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
d. Customer service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>



Value	Did Not Meet	Met	Exceeds	Not Applicable
a. Goods/Services appear to be priced for value	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
b. Satisfaction with Warranty Services	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
c. Satisfaction with Maintenance Services	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
d. Considers the Supplier to be Responsive to Needs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Value of the Contract Purchases Annually:	\$			
Overall Review Period Comments: Evaluator should complete this section with comments to support ratings provided above. Include examples of any issues that were resolved, overall satisfaction with the Supplier, and any other pertinent information related to the services/goods received, deliverables provided during this review period, and the ability of the Supplier to be considered for further work.				
State Entity:	Project Manager Signature*:		Date:	
State Entity:	Program Manager Signature*:		Date:	
State Entity:	Contract Administrator Signature:		Date:	
Recommend for Renewal	Yes <input type="checkbox"/> No <input type="checkbox"/>		Reason:	

*If applicable