

Worldwide Debt Collection – Supplemental Information

Question: What is the service the Bank needs?

Answer: The Bank requires the services of a contractor to provide Worldwide Debt Collection. The contractor shall provide all labor, collection expenses, materials, equipment, and facilities to provide recoveries on claims that are assigned to it where the Bank's total corporate exposure is less than \$20 million per transaction, paid under the Bank's short-term insurance program and medium-term insurance, medium-term guarantee, and working capital guarantee programs. Ex-Im Bank staff will monitor the activities of the contractor and the contractor shall make reports to Ex-Im Bank in a form and frequency acceptable to Ex-Im Bank.

Question: How can I participate in the competition to provide this service?

Answer: This requirement will be procured under the GSA (contract) Schedule 520-4, known as Financial and Business Solutions (FABS), Debt Collection. Offerors must have a contract award that is in force, both at the time of offer and at the time of award of this requirement, under that schedule. There are currently about 104 firms that have awards under that schedule. Firms who wish to participate but cannot complete the process with GSA to be added to the schedule in time, are encouraged to team with firms who have schedule awards. The real-time list of awardees under the schedule can be accessed at www.gsa.gov by searching the phrase "debt collection sin 520-4" in the upper right corner of the web page, choose the link labeled: "GSA-Financial and Business Solutions- Services Offered" and then click on the hyperlink "520-4" to see the list.

Question: Will you consider multiple or regional awards?

Answer: Due to resource constraints, especially staffing constraints, the Bank intends to make a single award for global coverage. The Bank reserves the right, in its sole judgment, to make multiple awards if no offeror can provide global coverage at a reasonable price.

Question: How and when is payment made?

Answer: Payment is made only when and if funds are collected from the debtor. The contractor for this effort bears the entire cost of collection efforts until the debtor begins payment, then, based on the contractor offered rates in your accepted proposal, partial payment is made.

Question: What's a "DID" and what's its purpose?

Answer: A "DID" is a Data Item Description. The purpose of the DID is to provide the salient characteristics of reports that are required in the Statement of Work (SOW) without mandating a specific format. The idea is that different potential offerors have differing automated systems they use in their commercial practice and that we wish to

provide the greatest flexibility to use existing reports or systems to provide the information needed in each report. This way the Contractor decides the report format as long as what they provide meets the Bank's needs.

Question: What's a "Performance Requirements Summary" (PRS) and what's its purpose?

Answer: A PRS provides a thumbnail sketch of how a contractor will be rated in their performance after award. Beyond the monetary reward of collections, the PRS helps to motivate the successful contractor to provide high quality products and services required in the SOW beyond the simple collection of money (i.e., reports, meetings, assignment process, actively working cases, and closing cases).

Question: Why will you release the contract value, including the annual pricing, but not the matrix of the pricing of individual collection types in the current contract?

Answer: This solicitation is designed to arrive at competitive pricing. The unique mix of the pricing that makes up a successful offer is considered to be proprietary and competition sensitive. The incumbent invested significant effort and resources devising a competitive strategy that would both provide them with profit and win against other competitors. You are expected to do the same.

Question: How do I get paid for meetings in Washington with Ex-Im Bank Management, Directors, Office of General Counsel, and Office of the Inspector General? How do I get paid for litigation support?

Answer: These meetings, and litigation support, are part of the contract and not separately billable. Your fees should be bid at a rate that covers these events. This is different from the cost-sharing for legal expenses associated with approved litigation matters.