Request for Proposal
For Commodity Monetization Partner
RFP-FFPr-26-001

Activity	Date
RFP Issued	November 17, 2026
Deadline for Questions	December 1, 2026
Winrock Responses to Questions	December 4, 2026
Proposal Submission Deadline	December 17, 2026, 5:00 PM ET
Interviews/Discussions, if needed	January 11–13, 2027
Final Evaluation / Reference Checks	January 14–15, 2027
Anticipated Selection & Notification	January 22, 2027
Contract/PO Finalization	January 25–29, 2027
Anticipated Award	January 29, 2027

Winrock International
325 W. Capitol Ave, Suite 350
Little Rock, AR 72201

Winrock International is seeking qualified organizations and/or consultants to provide monetization services in support of U.S. Department of Agriculture (USDA)-funded Food for Progress opportunities.

This solicitation is being conducted as a preferred provider procurement, through which Winrock may establish supplier relationship with one or more qualified monetization service providers for a period of up to five years. Selection as a preferred provider does not guarantee any minimum volume of work, number of assignments, or contract value. Specific assignments will be contingent upon Winrock's receipt of applicable awards, availability of funding, and execution of appropriate contractual agreements. Provision of services provided by the vendor may exceed the 5-year period of the associated contract for the scope of work is initiated within the initial 5-year period.

Selected providers may be engaged to develop and implement commodity management plans and provide related monetization services for Food for Progress proposals and awards in accordance with applicable USDA requirements, rules, and regulations.

Businesses registered with the U.S. Small Business Administration (SBA) as small businesses, including minority-owned, women-owned, and veteran-owned business enterprises, are encouraged to submit proposals.

Winrock reserves the right to select one, multiple, or none of the offers received through this procurement.

Business Overview & Background

Winrock International is a global nonprofit organization that provides sustainable solutions for an interconnected world. Working with partners in the United States and more than 60 countries, Winrock integrates deep expertise in agriculture, environment and climate, and human rights to generate positive impacts for people, planet and communities. economic development, social science and the environment to offer scalable solutions that empower the disadvantaged, increase economic opportunity and sustain natural resources.

Submission Details

Submission Questions and Clarifications

Inquiries/questions must be received no later than Tuesday, December 1, 2026, 12:00 pm ET and must be submitted via e-mail to procurement@winrock.org. Winrock will review and respond to all questions by Friday, December 4, 2026, 12:00 pm ET.

Submission Deadlines

Proposals must be received no later than 5:00 pm Eastern Standard Time (EST) on Thursday, December 17, 2026. Late submissions will not be accepted. All proposals are to be submitted following the guidelines listed below. Telephone requests will not be honored.

Winrock International may request additional documentation after the bid deadline.

Winrock will evaluate complete vendor proposals to determine which proposal represents the best value to Winrock. This is an unsealed solicitation request. Winrock reserves the right to negotiate with the bidders.

Submission Delivery Address

Submissions shall be made electronically. The e-mail address to be used for all submissions is:

Attn: RFP-FFPr-26-001
procurement@winrock.org

Instructions to Bidders

The technical and price proposals may be included in the same document. Each proposal shall be clearly identified with the RFP number and the Bidder's name.

All responses to this RFP must be received no later than the submission deadline on the cover page of this RFP. Bidders must submit 1 copy of the proposal in Microsoft Word (technical and price proposal) to procurement@winrock.org, Attn: RFP-FFPr-26-001.

All inquiries and requests for information regarding this RFP must be submitted by email to the above individual no later than the question/inquiry submission deadline specified above. Reference the RFP number in all questions/inquiries.

Bidders will not be compensated for their preparation of responses to this RFP.

Additional requirements:

- Validity of bid: 120 days starting from the submission date. This includes, but is not limited to, pricing, terms and conditions, service levels, and all other information. If your organization is awarded the contract, all information in the RFP and negotiation process is contractually binding.
- Agreement will be in USD
- Payment terms and complete banking information
- Winrock International retains the right to terminate modify or re-issue the RFP. Bidders should monitor the RFP posting location here for updates.
- Proposals may be withdrawn by written notice via email at any time before award.

Bid Documents to Include

Part A: Technical Proposal

1. Capability and Technical Experience

Demonstrate capabilities and technical experience by providing the following:

a. Organization Overview
b. Capabilities Statement including but not limited to:
c. Current service offerings
d. The history and volume of international agricultural commodity trades (commercial and food assistance combined)
e. History, including volume, of food assistance program related logistics management and monetization experience, specifying Food for Progress, McGovern Dole, and/or Food for Peace I, including countries of sale
f. Statement of previous claims and challenges during previous monetization. Experience in monetizing commodities for USDA food assistance programs;
g. Experience in developing specific and detailed commodity management plans for USDA awards
h. Ability to interact effectively with local and international staff as well as government and

private sector representatives

i. Summary of proposed technical approach to monetization, demonstrating procedural knowledge of transaction as well as knowledge of regulatory requirements governing Food for Progress monetization. If the monetization agent is not a freight forwarder, include a list of Food Assistance licensed freight forwarders with whom the organization has partnered for commodity sale logistics and with whom it will partner for the purposes of delivering services under any contract(s) issued under this RFP.

j. Project Staffing. Identify the individuals who will support the project(s), and qualifications of these individuals in a brief biography. You may optionally attach recent C.V.s.

2. References

Please include three client references and contact information. References should have worked with your organization within the past five years and preferably in the last 3 years.

Part B: Cost Proposal

Describe your proposed cost and fee structure for provision of monetization services. Costs may be expressed as a percentage of total monetization proceeds, fixed-flat cost per sale, fixed flat-cost per scale on a cost-tiered basis, or a combination of percentage plus fixed costs. Include any proposed discounts. Bidders are advised that for the purposes of cost comparison, all offers will be evaluated assuming a single monetization that yields 16 million USD in proceeds.

For bids that set fixed costs on a per-sale basis, rather than as a percentage of total costs, the bidder must specify discounts, if any, applied to multiple sales under a single project.

Because this is a multi-year procurement, bidders may (but are not required to) specify an inflation linked escalation rate. If an annual escalation rate is included in the bid, an annual escalation rate cap must be specified in the cost proposal. Bidders are advised that total payments to intermediaries may not exceed 2.5% of total transportation costs per 7 CFR 1499.6.

Offerors may propose their monetization service fee as either **(1) a percentage of the total monetization value or (2) a fixed dollar amount**.

For purposes of evaluating and comparing cost proposals, Winrock will convert any fixed-dollar fee to an equivalent percentage using an **assumed monetization value of $16,000,000**. This assumed value is for evaluation purposes only and does not represent a guarantee or commitment regarding the value of any future monetization transaction.

Example: A fixed fee of $160,000 would be evaluated as **1.00%** of the assumed $16 million monetization value.

Winrock may consider both the proposed pricing and the overall value of the offer in making its preferred provider selection(s).

Solicitation Process

The submitted proposals will be reviewed against the criteria for evaluation defined and rated on bidder's ability to satisfy the requirements stated in this RFP document. A preferred Vendor will be chosen and formally notified. The preferred Subcontractor will support the development of the Commodity Management component of Winrock's Food for Progress proposal(s). A formal award will be negotiated with the selected Vendorand, pending Winrock notification of a winning Food for Progress bid from USDA, the Vendor will begin work on the project.

Winrock International may reject any proposal that does not adhere to all terms and conditions

of the RFP. A proposal must be complete, signed by an authorized signatory, and delivered no later than the submission time and date indicated on the cover sheet of this RFP. Winrock International may reserve the right to waive any minor discrepancies in a proposal.

Winrock International reserves the right to issue an award based on the initial evaluation of proposals without discussion and reserves the right to enter into best and final negotiations with any responsive Bidders for all or part of the proposed scope.

Bidders submitting proposals must (1) be officially licensed to do such business in country of operation, (2) be able to receive USDA funds and (3) not have been identified as a terrorist. In addition, Offeror may be required to provide the following information:

- Documentation to verify licensure (e.g., tax id, registration certificate, etc.)
- Demonstration of adequate management and financial resources to perform the contract
- Satisfactory records of performance history, integrity and business ethics

Award

Winrock anticipates notifying the successful bidder the week of January 19, 2027; the agreement for monetization services will be executed after Winrock received the signed award from USDA.

Winrock will run an open and fair competitive bidding process.

As warranted, Winrock may increase or decrease the quantities.

Detailed Specifications

Winrock International is seeking an organization or consultant to provide monetization services. This contract is dependent on Winrock being awarded the funding to implement the FY27-32 USDA Food for Progress projects. Winrock seeks a monetization agent partner to develop the commodity management section (CMS) during Winrock's proposal stage; then develop and implement the commodity management plan in accordance with USDA rules and regulations should Winrock be notified of a successful proposal.

The monetization partner will be responsible for the following tasks:

1. Develop a detailed and specific commodity management/monetization plan with Winrock to be included in award in accordance with requirements laid out in the Food for Progress solicitation and relevant USDA regulations, inclusive of considerations for a post-monetization assessment;
2. Fully understand importation regulations and requirements in the proposed country(ies) of sale and ensure they are reflected in a commodity monetization plan;
3. Upon approval of the final monetization plan, advertise the approved tender, conduct a bid analysis and make recommendations to Winrock for approval;
4. Identify and engage buyers for the sale of commodities and draft purchase agreement(s);
5. Liaise with Winrock and USDA to call forward commodities from USDA following the agreed upon monetization plan and in accordance with applicable regulations, applicable USDA terms and conditions and rules and guidelines;
6. Coordinate with freight forwarder to arrange for the transportation of commodities to designated port(s);
7. Manage all business transactions associated with the sale of commodities in accordance with USDA and Winrock rules and regulations;

8. Ensure all documentation related to commodity acquisition, transportation, importation, and sale are presented to USDA and Winrock in a timely manner and in accordance with USDA and Winrock rules and regulations;
9. Ensure funds from sale of commodities are deposited into a Winrock designated bank account upon sale of commodities and that Winrock is notified immediately afterward;
10. Communicate with designated Winrock focal point on a regular basis, as agreed upon.

Each Bid must conform to the following requirements:

a. All Vendors must be registered to do business in the United States. Proof of Business Registration may be requested.

b. A Bidder may withdraw or change a bid before the deadline to receive bids if written notice of the withdrawal or change is received by Winrock for submission of bids. Any changes may be made only by substitution of another bid.

c. Bids received after the time specified in the request for bid will not be considered and shall be returned to the respondent.

d. The bidder must have excellent communication skills and methods and be able to communicate very clearly at every step of development, both providing information to the Winrock team as well as requesting, understanding and closely following guidance from the Winrock team.

Evaluation Criteria

Winrock International will evaluate proposals based on best-value determination; Bidders should submit their most competitive price proposal. Proposals will be evaluated using the following criteria:

Criteria	Points
Technical Approach	15
Company and proposed project staff capabilities	15
Experience of Offeror	25
Presentation of risks and assumptions by Offeror based on previous monetization performance/claims	10
References	10
Subtotal Technical Score	**75**
Proposed Fee Structure	**25**
Total Score	**100**

Basis of evaluation: Best value.

The evaluation committee will review the technical proposal based upon the technical criteria listed above. The committee will also assess the reasonableness of costs and the cost-effectiveness of proposed fees and will determine whether the costs reflect a clear understanding of project requirements. A contract will be offered to the responsible Offeror

whose proposal follows the RFP instructions and is judged to be the most advantageous balance of price, quality, service, performance to Winrock International (receiving the highest Total Score, considered Best Value). Winrock reserves the right to award a partial award or no award at all.

Certification of Independent Price Determination

The offeror certifies that—

(1) The fees in this offer have been arrived at independently, without, for the purpose of restricting competition, any consultation, communication, or agreement with any other offeror, including but not limited to subsidiaries or other entities in which offeror has any ownership or other interests, or any competitor relating to (i) those prices, (ii) the intention to submit an offer, or (iii) the methods or factors used to calculate the prices offered;

(2) The fees in this offer have not been and will not be knowingly disclosed by the offeror, directly or indirectly, to any other offeror, including but not limited to subsidiaries or other entities in which offeror has any ownership or other interests, or any competitor before bid opening (in the case of a sealed bid solicitation) or contract award (in the case of a negotiated or competitive solicitation) unless otherwise required by law; and

(3) No attempt has been made or will be made by the offeror to induce any other concern or individual to submit or not to submit an offer for the purpose of restricting competition or influencing the competitive environment.

(a) Each signature on the offer is considered to be a certification by the signatory that the signatory—

(1) Is the person in the bidder's organization responsible for determining the prices being offered in this bid or proposal, and that the signatory has not participated and will not participate in any action contrary to subparagraphs (a)(1) through (a)(3) above; or

(2)(i) Has been authorized, in writing, to act as agent for the principals of the offeror in certifying that those principals have not participated, and will not participate in any action contrary to subparagraphs (a)(1) through (a)(3) above; (ii) As an authorized agent, does certify that the principals of the offeror have not participated, and will not participate, in any action contrary to subparagraphs (a)(1) through (a)(3) above; and (iii) As an agent, has not personally participated, and will not participate, in any action contrary to subparagraphs (a)(1) through (a)(3) above.

(b) Offeror understands and agrees that–

(1) Violation of this certification will result in immediate disqualification from this solicitation without recourse and may result in disqualification from future solicitations; and

Discovery of any violation after award to the offeror will result in the termination of the award for default.