

REQUEST FOR PROPOSAL

SUBMISSION DEADLINE

5:00 PM CST, 6/1/2022

RFP TITLE: COMPARATIVE ANALYSIS OF SOY PRODUCTS

RFP CONTACT:

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PROPOSAL DEADLINE: 6/1/2022

INTRODUCTION:

U.S. Soybean Export Council (USSEC), Inc. requests proposals to assist in the analytical work for a research study of composition, protein quality and nutritive value of raw soybeans, SBM, and full fat soybeans of different origins. The quality of soy products originating from the U.S. will be compared to soy products from Argentina, Paraguay and Brazil.

Research for the proposal will correlate chemical and nutritive values of raw soybeans, SBM and full fat soybeans from different beans collected in Europe, by wet chemistry and NIRS technology of key importers, feed companies and poultry/livestock producers. Other research conducted will include a continuation of evaluating the value of soybeans by origin of the original beans with interest in bean processing, oil marketing, and nutritional value for animals. The study will include work on proximal analysis, amino acids content and profile, and mineral and protein fractions of around 50 samples (samples from USA, Brazil, and Argentina, respectively). Also, correlations between in vivo energy content of SBM, full fat soy and raw beans, vs in vitro data and in vivo energy content of SBM, full fat soy and raw beans, vs. prediction equation will be evaluated. Moreover, the correlation between vivo vs. in vitro protein digestibility of the SBM, full fat soy and raw beans will be studied. Additionally, the study will include work on chemical composition of full-fat soybeans, by bean quality (high quality vs. damaged beans). Raw beans from 5 to 6 European full fat plants (total of 20 to 24 soybean samples) will be classified visually (0 to 5) for quality. The raw and the processed beans will be analyzed for major nutrients, including the lipid, protein, and CHO fractions, plus AA, minerals, and protein and oil quality indicators. This proposal will also include research for technical publications on the use of US soybean products from US origin in commercial diets for pigs and poultry. Technical information data will also be used in brochures and marketing materials once published in a technical journal.

Proposal research will include the collection of samples of raw beans at arrival to European ports by specialized personnel, full fat soybeans samples, collected at the processing plant, and soybean meals samples will be obtained from different ($n > 15$) crushers and feed mills. The

samples will be analyzed for main proximal components, carbohydrate content, amino acids, and protein by wet and NIRS analyses. In addition, the raw beans will be classified in foreign material, splits, non-damaged beans, and. damaged beans. Analyses will include quantity and quality (acidity and peroxide values) of the beans.

Data for SBM will be compared with data of previous years by origin of the beans. In addition, the energy content by country of origin of the beans, will be calculated by prediction equation and the values will be compared with those obtained in the *in vivo* trial (data available already).

For raw beans, data by vessel will be determined and then data from damaged and non-damaged values will be compared by country of origin of the vessel.

For full fat soybeans, proximal chemical analyses, ether extract, and protein quality data by country and plant will be compared before and after processing

PURPOSE OF RFP:

USSEC's standard practice is to RFP every 3 years in an openly and competitive manner. This type of cost analysis will assist in determining the fair market value for the work to be performed and allows USSEC the opportunity to evaluate various proposals and select the best contractor for the job based on experience, availability, expertise, approach, and cost.

The purpose of this RFP is to seek proposals related to the analysis of soy products for the quality attributes related to: quality of fat and protein fractions, nutritive value, amino acid composition and digestibility.

BACKGROUND & PURPOSE OF PROJECT:

Many target audiences along the animal feed and production value chain do not fully understand the value of U.S. soybean meal's nutritional bundle and may instead buy strictly on price or a combination of price and crude protein. Those that have some understanding of the value may still undervalue the superior quality of U.S. soy, resulting in missed export opportunities when U.S. soy is priced moderately higher than that from other origins. Educating Industry about the U.S. Soy Advantage would help USSEC reach program objectives by their recognition of the nutrient advantages in U.S. soy and become regular purchasers of U.S. soy and while the research is high level it would be presented in a format that could be used for other training efforts as well as a highly technical audience. In the European Union and the UK, 165 million tons of feed were produced, with an estimated turnover of 55 billion euros. The consumption of protein feed materials was approximately 39.3 million tons in 2020, of which approximately 29% (or 13.5 million tons) were supplied by soybean meal. In the case of the EU and UK, less than 3% of the total SBM was produced internally. This creates a unique opportunity for education on the

benefits of US Soy products. As scientific research is always advancing, and to stay abreast and educate, USSEC must continually gather new data and use our resources to disseminate that information to the industry personnel that can benefit from and relay U.S. Soy messaging.

TARGET AUDIENCE:

- Nutritionists
- End users
- FFS producers
- Soy crushers

SCOPE (SERVICES) OF WORK:

- Contractor will work with other cooperators to obtain samples and ensure data/sample continuity.
- Full-fat, SBM and raw soybeans European surveys
- Wet chemistry vs NIRS values for soybean meals
- Energy content of SBM of three origins, in vivo vs in vitro data
- Energy content of SBM, “in vivo” vs prediction equations data
- Course on Nutritive value and quality control of soy products. Protein fraction
- Course on Nutritive value and quality control of soy products. Energy and functional fiber fractions
- SBM protein digestibility. In vivo vs in vitro trials
- Technical publications on soy products in local magazines and congresses
- Soybean meal European survey
- Effects of functional soy hulls on nutrient digestibility and growth performance of broilers
- Second Step Soybeans quality differentiation

ADDITIONAL CONSIDERATION (if applicable)

- In budget, break out project management cost, and per sample cost

DELIVERABLES:

Completion Date	Description of Deliverables
Week of 6/1/22	Meeting with USSEC Representative to discuss setting sample stewardship/data collection.
TBD	Early data provided to USSEC.
Ongoing	All data will be provided in Excel format to the USSEC and stakeholders.
Ongoing	Bi-weekly updates (email or phone call)

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PROJECT TIMELINE:

Our expectation is that the work called for in this RFP will start in early May/June 2022 and will last up until the FY end 2022.

RFP TIMELINE:

- **RFP Distribution:**
- **Last Day to Submit Questions:** May 31st, 2022, by 5:00PM Central Time
- **Project Proposals Due:** May 31st, 2022, by 5:00PM Central Time
- **Selections Made By:** June 1st, 2022
- **Prospective Contractors Notified By:** June 1st, 2022

INSTRUCTIONS:

Proposals must contain at a minimum the specific criteria listed below:

1. Please email the proposal to RFP@USSEC.ORG by **5:00PM Central Time on June 1st, 2022**
2. A description of Prospective Contractor's capabilities, resources, and experience. Emphasis should be placed on experience related to this RFP.
3. A thorough proposal outlining Prospective Contractors planned work, deliverables, and timeline to complete the work.
3. Resumes for each of the Prospective Contractor's personnel assigned to work directly on the implementation of the contract.
4. Provide a minimum of two names and contact information for other similarly sized clients for reference purposes.
5. Detailed Budget
 - All bids for services must provide a breakout of how the fee was derived including but not limited to a breakdown of hourly rate and the amount of effort they anticipate to do the work.
6. Proposals should be no longer than **10 pages** (8 ½" x 11").

NOTES:

- Prospective Contractors are hereby notified that proposals will be duplicated for internal review only. Every effort will be made to maintain confidentiality of all information

presented. The appropriate representatives from staff and legal counsel will review proposals. Proposals will not be returned.

- USSEC reserves the right to retain all proposals submitted. Submission of a proposal indicates acceptance by the submitter of the conditions contained in the request for proposal, unless clearly and specifically noted in the proposal submitted and confirmed in the contract between USSEC and the contractor selected.
- Confidentiality - Without USSEC's prior written consent, Prospective Contractors and its officers, employees, agents, representatives, affiliates, and subcontractors shall not disclose to any third party any documents, materials, or information that the Prospective Contractors learns from or is provided in relation to the RFP request.
- During the evaluation process, USSEC reserves the right to request additional information or clarifications from proposers, or to allow corrections of errors and omissions.
- USSEC reserves the right to reject any proposal that is in any way inconsistent or irregular. USSEC also reserves the right to waive proposal defects or deficiencies, to request additional information, and/or to negotiate with the Prospective Contractor regarding the proposal.
- Prospective Contractor agrees that Fees are in lieu of any and all other benefits, including, but not limited to, repayment of any and all taxes related to contractor service fees, health and life insurance, administrative costs, and vacation.
- Prospective Contractor agrees that any income taxes, value added taxes or any other form of direct or indirect taxes on compensation paid under the contract shall be paid by Contractor and not by USSEC or Funding Sources.
 - Prior to any payment to a Contractor, a contractor must provide a W-9, W-8, or W-8BEN upon agreement signature
- Non-Competition. Contractor shall not act as agent or representative for any product or service directly or indirectly competitive with U.S. soybeans or soybean products for the length of the contract.
- USSEC and Prospective Contractor agrees to comply with the provisions of Equal Employment Opportunity (EEO). USSEC provides EEO to all employees and applicants for employment without regard to race, color, religion, gender, sexual orientation, gender identity or expression, national origin, age, disability, genetic information, marital status, amnesty, or status as a covered veteran in accordance with applicable federal, state, and local laws.

SUPPLEMENTAL INFORMATION AND BACKGROUND

BUILDING A PREFERENCE FOR U.S. SOY

USSEC's strategy can be found here: <http://ussec.org/about-ussec/vision-mission/>

USB's Long Range Strategic Plan can be found here: <http://unitedsoybean.org/about-usb/strategic-planning/>

We are a dynamic partnership of key stakeholders representing soybean producers, commodity shippers, merchandisers, allied agribusiness, and agricultural organizations.

Through a global network of international offices and strong support in the U.S., we help build a preference for U.S. soybeans and soybean products, advocate for the use of soy in feed, aquaculture, and human consumption, promote the benefits of soy use through education and connect industry leaders through a robust membership program.

Our 15-member board of directors is comprised of four members from the American Soybean Association (ASA), four members from the United Soybean Board (USB), and seven members representing trade, allied industry, and state organizations.

New board members are seated annually. We are receiving funding from a variety of sources including soy producer checkoff dollars invested by the USB and various state soybean councils; cooperating industry; and the American Soybean Association's investment of cost-share funding provided by the United States Department of Agriculture's (USDA) Foreign Agriculture Service.

The United Soybean Board, created by the 1990 Farm Bill to manage and direct the National Soybean Checkoff, is dedicated to marketing and research for the soybean industry. USB is comprised of 73 volunteer soybean farmers representing the interests of fellow growers nationwide. Each board member is nominated by Qualified State Soybean Boards (QSSBs) and appointed by the U.S. Secretary of Agriculture.

Because of the limitations on administrative and salary costs established in the Act, USB outsources the majority of its program management responsibilities to USB's three primary contractors:

- SmithBucklin-St. Louis for domestic marketing, new uses, production research and Board initiative activities.
- Osborn & Barr Communications for communications/public relations activities and;
- U.S. Soybean Export Council (USSEC), Inc. for international marketing and global opportunities activities.

As one of these three primary contractors USSEC may also undertake initiative activities on behalf of USB. USB considers primary contractor staff (approximately 60 people) as core USB staff. These three primary contractors use a number of subcontractors and, together, these entities carry out approximately 450 projects each year for USB. USB also manages approximately 10 subcontractors.

Non-Discrimination Statement

In accordance with Federal civil rights law and U.S. Department of Agriculture (USDA) civil rights regulations and policies, the USDA, its Agencies, offices, and employees, and

institutions participating in or administering USDA programs are prohibited from discriminating based on race, color, national origin, religion, sex, gender identity (including gender expression), sexual orientation, disability, age, marital status, family/parental status, income derived from a public assistance program, political beliefs, or reprisal or retaliation for prior civil rights activity in any program or activity conducted or funded by USDA (not all bases apply to all programs). Remedies and complaint filing deadlines vary by program or incident.

Persons with disabilities who require alternative means of communication for program information (e.g., Braille, large print, audiotope, American Sign Language, etc.) should contact the responsible Agency or USDA's TARGET Center at (202) 720-2600 {voice and TTY} or contact USDA through the Federal Relay Service at (800) 877-8339. Additionally, program information may be made available in languages other than English.

To file a program discrimination complaint, complete the USDA Program Discrimination Complaint Form, AD-3027, found online at [How to File a Program Discrimination Complaint](#) and at any USDA office or write a letter addressed to USDA and provide in the letter all of the information requested in the form. To request a copy of the complaint form, call (866) 632-9992. Submit your completed form or letter to USDA by: (1) mail: U.S. Department of Agriculture, Office of the Assistant Secretary for Civil Rights, 1400 Independence Avenue, SW, Washington, D.C. 20250-9410; (2) fax: (202) 690-7442; or (3) email: program.intake@usda.gov.

USDA is an equal opportunity provider, employer, and lender.

Civil Rights Clause

Contractor agrees that during the performance of this Agreement it will not discriminate against any employee or applicant for employment because of race, color, religion, gender, national origin, age, disability, political beliefs, sexual orientation, marital or family status, parental status or protected genetic information. Contractor further agrees that it will fully comply with any and all applicable Federal, State, and local equal employment opportunity statutes, ordinances, and regulations, including, without limitation, Title VII of the Civil Rights Act of 1964, the Americans with Disabilities Act of 1990, the Age Discrimination in

Employment Act of 1967, and the Equal Pay Act of 1963. Nothing in this section shall require Contractor to comply with or become liable under any law, ordinance, regulation, or rule that does not otherwise apply to Contractor.