October 30, 2026

Mississippi Development Authority (MDA)
Office of Statewide Strategic Sourcing (OSSS)
State of Mississippi

RE: FORMAL REQUEST FOR RECONSIDERATION OF NOTICE OF INTENT TO AWARD
RFP No. 3120003342 – Asian Regional Office Representative
Notice of Intent to Award dated October 28, 2026

Dear Members of the Evaluation Committee and Procurement Officials:

On behalf of Tractus Asia Ltd. ("Tractus"), I am writing to formally request reconsideration of the Mississippi Development Authority's (MDA) Notice of Intent to Award the Asian Regional Office Representative contract, RFP No. 3120003342, to Amena Trade & Investment.

This request is submitted pursuant to OPSCR Rule 6.9.3, Request for Reconsideration, within the prescribed three-business-day period following issuance of the Notice of Intent to Award dated October 28, 2026.

First, we appreciate the opportunity to participate in this competitive procurement process and recognize the time and effort invested by MDA and its Evaluation Committee. However, after reviewing the published evaluation results, we have substantial concerns regarding the scoring of Tractus' proposal, particularly within the Technical and Management categories.

1. Concerns Regarding Technical and Management Evaluation Scores

According to the Notice of Intent to Award, Tractus received an overall score of 79.37 points, compared with 80.71 points awarded to Amena Trade & Investment, representing a difference of only 1.34 points.

The evaluation results indicate:

- **Technical Evaluation:** Tractus received 30.00 of 36 possible points, compared with 35.00 points awarded to Amena Trade & Investment.
- **Management Evaluation:** Tractus received 23.67 of 29 possible points, compared with 28.33 points awarded to Amena Trade & Investment.
- **Cost Evaluation:** Tractus received 25.70 of 35 possible points, compared with 17.38 points awarded to Amena Trade & Investment.

While Tractus received a substantially higher cost evaluation score, the difference in the Technical and Management categories ultimately determined the outcome.

We respectfully question the basis for these differences, particularly given Tractus' 30 years in Asia, extensive operational presence throughout Asia, established regional infrastructure, experienced in-country personnel, and demonstrated experience representing U.S. economic development organizations in foreign direct investment attraction and international trade promotion.

2. Tractus's Established Presence and Capabilities in Asia

Over the last 30 years, Tractus has established an extensive operating presence across Asia, supported by offices, experienced professionals and in-country resources in key markets, including Japan, South Korea, Taiwan, China, India, ASEAN and Australia.

Our firm has considerable experience providing direct representation and project execution services to U.S. state and regional economic development organizations. These activities include investment prospect identification, executive outreach, investment attraction, trade promotion, business matchmaking, market intelligence, and the organization and execution of international trade and investment missions.

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We recognize that AMENA Trade & Investment (AMENA), headquartered in Germany, is an established economic development consulting firm with demonstrated expertise in investment attraction and international trade promotion. We respect the firm's capabilities and experience in these areas.

However, based on our understanding of AMENA's current operational structure in Asia, its directly employed in-market resources appear to be considerably more limited than those of Tractus. Specifically, our understanding is that AMENA maintains one full-time consultant based in Taipei, Taiwan, and utilizes project-based consulting resources in Indonesia. We acknowledge that AMENA may have access to additional personnel and partner networks not reflected in publicly available information.

Nevertheless, this raises a substantive question regarding how the Evaluation Committee assessed and compared the two firms' respective operational capabilities, geographic coverage, staffing resources, and ability to execute services throughout the Asian region. We believe Tractus's established regional infrastructure and proven track record represent significant competitive advantages that should be appropriately reflected in MDA's evaluation.

We therefore respectfully request clarification as to how AMENA received substantially higher Technical and Management scores despite what appears to be a more limited direct operational presence across Asia. We seek to understand how the Evaluation Committee assessed the distinction between established in-country personnel and infrastructure versus project-based consultants, external partners, and other indirect resources, insofar as these considerations were included in the published evaluation criteria.

We believe these capabilities are directly relevant to the objectives and requirements of MDA's Asian Regional Office Representative contract.

Given the depth of our regional infrastructure, professional resources, and relevant economic development experience, we are concerned that our technical qualifications and management capabilities may not have been fully recognized or appropriately reflected in the evaluation scores.

We are not suggesting that organizational size or geographic presence alone should determine the award. Rather, we believe that demonstrated operational capacity, direct in-market experience, established relationships, and the ability to execute across multiple Asian markets should receive appropriate consideration under the applicable evaluation criteria.

3. Request for Clarification of Evaluation Methodology and Scoring

To better understand the evaluation outcome and assess whether the published evaluation criteria were applied consistently and objectively, Tractus formally requests the following information:

1. **Evaluation Methodology:** A detailed explanation of the scoring system, evaluation methodology, rating scales, and any scoring guidelines used to assess proposals within the Technical and Management categories.
2. **Detailed Technical Scoring:** An itemized breakdown of Tractus's Technical score, including the specific criteria, sub-criteria, assigned point values, and documented reasons for any deductions from the maximum available score.
3. **Detailed Management Scoring:** An itemized breakdown of Tractus's Management score, including the assessment of organizational qualifications, staffing, in-country resources, project management capabilities, and relevant experience, to the extent these factors formed part of the published evaluation criteria.
4. **Comparative Evaluation:** An explanation of the principal factors supporting the higher Technical and Management scores awarded to Amena Trade & Investment, including the documented strengths and weaknesses identified by the Evaluation Committee, subject to applicable public-records and confidentiality requirements.

5. **Evaluation Committee Documentation:** Copies of the individual evaluator score sheets, composite evaluation summaries, evaluator comments, scoring narratives, and other documentation supporting the evaluation and final ranking.
6. **Consistency of Evaluation:** Confirmation that all proposals were evaluated using the same published criteria, weighting, scoring methodology, and standards, and that no undisclosed criteria or considerations influenced the final scoring.

We recognize that the Agency Procurement File is publicly available pursuant to OPSCR Rule 6.9.1.2. However, we request clarification beyond the numerical scores where the supporting documentation does not adequately explain the basis for the differences in evaluation.

4. Request for Reconsideration of the Award Recommendation

The final difference of 1.34 points between the two highest-ranked proposals is exceptionally narrow. In a procurement of this nature, even a modest discrepancy in the application of evaluation criteria could materially affect the final ranking.

Considering Tractus's established regional operations, extensive experience representing U.S. economic development organizations, and competitive cost evaluation, we believe there are sufficient grounds to request a careful review of the Technical and Management evaluations.

Accordingly, Tractus respectfully requests that MDA and OSSS:

- Conduct a formal reconsideration of the Technical and Management scores assigned to Tractus's proposal.
- Review whether the published evaluation criteria were consistently applied and whether Tractus's documented qualifications received appropriate consideration.
- Provide a written explanation of the evaluation methodology and the specific factors responsible for the scoring differences.
- Correct any identified scoring errors or inconsistencies and revise the final ranking if warranted.
- Refrain from finalizing the contract award, to the extent permitted under applicable procurement rules, until this request for reconsideration has been reviewed and resolved.

Tractus remains *highly interested* in supporting the Mississippi Development Authority's international investment attraction and trade promotion objectives throughout Asia.

We respect MDA's responsibility to conduct a fair and competitive procurement process and recognize its authority to select the proposal offering the best overall value to the State of Mississippi.

However, given the narrow margin separating the two leading proposals and the substantial differences in Technical and Management scores, we believe a more detailed explanation and formal reconsideration are warranted.

Our objective is to ensure that the evaluation accurately reflects the qualifications, experience, operational capabilities, and proposed services of all participating firms and that the final award recommendation is supported by a transparent, consistent, and properly documented evaluation process.

We respectfully request written acknowledgment of this submission, confirmation of the reconsideration procedure, and a timely written response addressing the matters raised. Thank you for your consideration. We look forward to your response.

Sincerely,

John J. Evans, Co-Founder & Managing Director

11/02/2026

Tractus Asia Ltd.
Attn: John J. Evans

Re: Request for Reconsideration of Intent to Award
RFP No. 3120003342

Dear John:

The Agency acknowledges receipt of your October 30, 2026, correspondence titled "Formal Request for Reconsideration of Notice of Intent to Award" regarding RFP No. 3120003342-Asian Regional Office Representative.

The Agency has reviewed your submission in accordance with Section 6.9.3 of the Mississippi Office of Personal Service Contract Review Rules and Regulations governing requests for reconsideration of an Intent to Award.

After review, the Agency has determined that the submission does not identify a specific violation of the solicitation requirements, the evaluation criteria contained in the RFP, or the applicable OPSCR Rules and Regulations. Rather, the letter primarily requests additional information regarding the evaluation process, scoring methodology, evaluator comments, and documentation supporting the evaluation results.

Section 6.9.3 requires a vendor seeking reconsideration to identify the specific rule(s) and/or term(s) of the RFP that were allegedly violated during the evaluation process, provide the factual basis supporting the alleged violation(s), and explain how the alleged violation(s) affected the outcome of the procurement. While your correspondence expresses disagreement with the evaluation results and seeks clarification regarding the scoring of proposals, it does not allege that the Agency failed to follow a particular evaluation criterion, procurement rule, or requirement contained in the RFP.

The Agency notes that your letter focuses primarily on questions concerning:

- The basis for the evaluation committee's scoring decisions;
- The relative scoring differences between proposals;
- Evaluator comments and supporting documentation; and
- The Agency's assessment of vendor qualifications and experience.

These matters are more appropriately characterized as requests for a debriefing or additional explanation of the evaluation process rather than a request for reconsideration based upon an alleged procurement or evaluation-process violation.

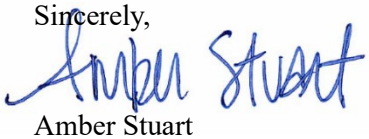
The Agency further notes that the Agency Procurement File constitutes the official record of this procurement and contains all documentation maintained by the Agency relating to the solicitation, evaluation, and award determination. All documentation available regarding this procurement is contained within the Agency Procurement File. Accordingly, the Agency is not aware of any additional evaluation documentation, supporting materials, or procurement records beyond those contained in the Agency Procurement File.

Accordingly, the Agency finds that the submission does not present sufficient grounds for reconsideration under Section 6.9.3 because it does not identify a specific violation of the RFP or applicable procurement rules.

The Agency's Notice of Intent to Award therefore remains unchanged.

Thank you for your interest in this procurement and for your participation in the competitive solicitation process.

Sincerely,



Amber Stuart
Director, Accounting and Finance
Mississippi Development Authority