



## Agricultural Growth Program- Livestock Development Market

### Request for Quotation (RFQ)

<b>RFQ Number:</b>	033
<b>Issuance Date:</b>	5 April 2016
<b>Deadline for Offers:</b>	15:00, Addis Ababa, East Africa Time Zone, 20 April 2016
<b>Description:</b>	Supply of Dairy and Farm Equipment
<b>For:</b>	Agricultural Growth Program – Livestock Market Development (AGP-LMD) Project
<b>Funded By:</b>	United States Agency for International Development Contract No. AID-663-C-12-00009
<b>Implemented By:</b>	CNFA
<b>Point of Contact:</b>	Ashenafi Gebremedhin, Procurement and Logistics Manager USAID/Agricultural Growth Program – Livestock Market Development Project Agricultural Growth Program – Livestock Market Development Project CMC Road – Opposite Civil Service College Palm Building 3rd Floor P.O. Box 20451 Code 1000 Addis Ababa, Ethiopia Email: <a href="mailto:agebremedhin@livestockmarketdevelopment.com">agebremedhin@livestockmarketdevelopment.com</a>

#### Background:

The AGP-LMD Project is a USAID program implemented by CNFA –an American international development organization- in Ethiopia. The goal of the AGP-LMD is to build on the Government of Ethiopia's initiatives and renewed commitment to increase agricultural and livestock productivity and competitiveness, as well as the U.S. Government's Feed the Future initiative. As part of project activities, the AGP-LMD Project requires the purchase of artificial insemination equipment and upscaling technology for milk collection centers to help mitigate inefficiencies in Ethiopia's dairy sector and build capacity for Ethiopian dairy production.

AGP-LMD is soliciting quotations from eligible and responsible firms for the procurement of the above referenced equipment. Once vendor(s) are selected, CNFA will issue purchase orders for the equipment quoted by the vendor.

Delivery place: Addis Ababa, Ethiopia.

Please submit the bid for the equipment described in the attached pages in accordance with the instructions and terms and conditions of the RFQ as described below.

This RFQ includes the following sections:

1. Offer Deadline and Protocol
2. Questions/Clarifications
3. Prohibited Sources
4. Eligibility of Offerors
5. Quotations



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6. Terms and Conditions of the RFQ
7. Basis of Award
8. Negotiations
9. Place of Performance
10. Payment and Award
11. List of Equipment
12. Technical Specifications

### Attachment 1: Cover Letter

All correspondence and/or inquiries regarding this Request for Quotation must be in accordance with the instructions contained in this RFQ. Failure to comply with the instructions described in this RFQ may lead to disqualification of an offer from consideration.

### **1. OFFER DEADLINE AND PROTOCOL**

Offers must be received no later than 15:00, Addis Ababa, East Africa Standard Time, on 20 April 2016. Late offers will not be considered by AGP-LMD and must be sent by e-mail to the party listed below on or before the designated offer receipt date and closing time. Please indicate RFQ-AGP-LMD-033 on the subject line of your e-mail.

Mr. Ashenafi Gebremedhin  
Procurement and Logistics Manager  
USAID/Agricultural Growth Program – Livestock Market Development Project  
Agricultural Growth Program – Livestock Market Development Project  
CMC Road – Opposite Civil Service College  
Palm Building 3rd Floor  
P.O. Box 20451  
Code 1000  
Addis Ababa, Ethiopia  
Email: [agebremedhin@livestockmarketdevelopment.com](mailto:agebremedhin@livestockmarketdevelopment.com)

### **2. QUESTIONS/CLARIFICATIONS**

All questions and/or clarifications regarding this RFQ must be in writing and can be submitted to [agebremedhin@livestockmarketdevelopment.com](mailto:agebremedhin@livestockmarketdevelopment.com). Questions and requests for clarification must be received by email no later than 15:00, Addis Ababa, East Africa Time Zone, on 12 April 2016. Questions must be submitted in writing; phone calls will not be accepted. Questions and requests for clarification—and the responses thereto—that CNFA believes may be of interest to other offerors will be circulated to all RFQ recipients who have indicated an interest in bidding.

Only the written answers issued by CNFA will be considered official and carry weight in the RFQ process and subsequent evaluation. Any verbal information received from employees of CNFA or any other entity should not be considered as an official response to any questions regarding this RFQ.



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### **3. PROHIBITED SOURCES**

The following applies to this RFQ, all related correspondence, and any resulting subcontract:

- A. No items, items with components from, that are manufactured or assembled in, shipped from, transported through, or otherwise involving any of the following countries may be offered: Burma (Myanmar), Cuba, Iran, North Korea, (North) Sudan and Syria. Related services include incidental services pertaining to any/all aspects of this work to be performed under a resulting subcontract (including transportation, fuel, lodging, meals, and communications expenses).

### **4. ELIGIBILITY OF OFFERORS**

In accordance with Federal Acquisition Regulation Clause 52.209-6, "Protecting the Government's Interest When Subcontracting with Contractors Debarred, Suspended, or Proposed for Debarment," (OCT 2015), all offerors must certify that they are not debarred, suspended, or proposed for debarment by the USG. AGP-LMD will not award a subcontract to any firm or firms' principals who are debarred, suspended, or proposed for debarment, or who proposes to do business with firms (including subcontractors) or firms' principals who are debarred, suspended, or proposed for debarment, in the performance of the requirement of this activity.

### **5. QUOTATIONS**

Quotations in response to this RFQ must be priced on a fixed-price, all-inclusive basis, including delivery and all other costs. Pricing must be presented in USD. Offers must remain valid for not less than 30 calendar days after the offer deadline. Offerors are requested to provide quotations for each of the sub sections in Section 11 separately on official letterhead or format; in the event this is not possible, offerors may complete the table in Section 11 by choosing the subsection of their interest.

In addition, offerors responding to this RFQ are requested to submit the following:

- A separate quotation for each of the sub sections below Section 11. All quotations should be submitted within the same envelope or package.
- Organizations responding to this RFQ are requested to submit a copy of their official registration or business license.
- Individuals responding to this RFQ are requested to submit a copy of their identification card.
- Interested vendors should also submit the following information:
  - Bidder's full legal name, contact information, and the name of the authorized representative;
  - List of similar services performed during the last few years (preferably in Ethiopia);
  - The duration of the validity of the quotation. The duration of validity of the quotation should be no less than 30 days;
  - Warranty and aftersale services.

### **6. TERMS AND CONDITIONS OF THE RFQ**

Issuance of this solicitation does not in any way obligate AGP-LMD to award a subcontract, nor does it commit AGP-LMD to pay for costs incurred in the preparation and submission of the offer. AGP-LMD reserves the right to make revisions to the content and order of the provisions in the actual purchase document prior to execution by AGP-LMD and the selected awardee.



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Please note This solicitation is subject to the following terms and conditions:

- (a) Payment will only be issued to the entity submitting the offer in response to this RFQ and identified in the resulting award; payment will not be issued to a third party.
- (b) Any award resulting from this RFQ will be in the form of a Purchase Order for the equipment quoted by the vendor.
- (c) No commodities or services may be supplied that are manufactured or assembled in, shipped from, transported through, or otherwise involving any of the following countries: Burma (Myanmar), Cuba, Iran, North Korea, (North) Sudan, Syria
- (d) **Any international air or ocean transportation or shipping carried out under any award resulting from this RFQ must take place on U.S.-flag carriers/vessels. Any additional costs resulting from shipping the goods via U.S. flag should be factored into the final prices presented by the offerors.**
- (e) Preference is for regional, international offerors as well as local offeror with bonded warehouses who will be able to provide a cost breakdown that accurately shows taxes amount.
- (f) United States law prohibits transactions with, and the provision of resources and support to, individuals and organizations associated with terrorism. The supplier under any award resulting from this RFQ must ensure compliance with these laws.
- (g) The title to any goods supplied under any award resulting from this RFQ shall pass to CNFA following delivery and acceptance of the goods by CNFA. Risk of loss, injury, or destruction of the goods shall be borne by the offeror until title passes to CNFA.
- (h) Prices should clearly indicate, in separate lines, the basic price, and any additional taxes, including but not limited to VAT, customs, duty etc.
- (i) All offers should be submitted in English.

### 7. **BASIS FOR AWARD**

The award will be made to a responsible offeror whose offer follows the RFQ instructions, meets the eligibility requirements, and is determined via a trade-off analysis to be the best value based on application of the criteria below. A Review Panel, appointed by the AGP-LMD project, will evaluate quotations submitted by eligible firms in accordance with the following:

- **Technical – 32%:** Responsiveness to the technical specifications and requirements.
- **Delivery – 31%:** The speed of delivery.
- **After-Sales Services – 10%:** The ability for the offeror to provide after-sales services, including warranty and routine maintenance, particularly in the areas outside of the capital city. Service center(s) will be evaluated on ability to be equipped with tools, staffed with technical personnel, and stocked with spare parts for after-sales service.
- **Price – 27%:** The overall cost presented in the offer.

Please note that if there are significant deficiencies regarding responsiveness to the requirements of this RFQ, the offer may be deemed “non-responsive” and thereby disqualified from consideration. CNFA reserves the right to waive immaterial deficiencies at its discretion.

### 8. **NEGOTIATIONS**

Best-offer quotations are requested. It is anticipated that award will be made solely on the basis of these original quotations. However, CNFA reserves the right to:

- Conduct negotiations with and/or request clarifications from any offeror prior to award;



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- While preference will be given to offerors who can address the full technical requirements of this RFQ, CNFA may issue a partial award or split the award among various suppliers, if in the best interest of the AGP-LMD Project;
- Cancel this RFQ at any time.

### 9. PLACE OF PERFORMANCE

The delivery location for the items described in this RFQ is Addis Ababa, Ethiopia. As part of its response to this RFQ, each offeror is expected to provide an estimate (in calendar days) of the delivery timeframe (after receipt of order). The delivery estimate presented in an offer in response to this RFQ must be upheld in the performance of any resulting contract.

### 10. PAYMENT AND AWARD

The Purchase Orders will be awarded to the offeror whose quotation represents the best value to AGP-LMD. The payment will be made through a Purchase Order between AGP-LMD and the offeror.

Bidders are responsible for ensuring that their offers are received in accordance with the instructions stated herein. Failure to adhere to the instructions described herein may lead to a quotation's disqualification from consideration.

The negotiated purchase order/contract is subject to AGP-LMD terms and conditions.

Please note that in submitting a quotation, the bidder understands that USAID is not a party to this RFQ. Therefore the bidder agrees that any protest hereunder must be presented — in writing with full explanations — to AGP-LMD for consideration, as USAID will not consider protests regarding procurements carried out by implementing partners. CNFA, the implementer of AGP-LMD, at its sole discretion, will make a final decision on the protest for this procurement.

### 11. TECHNICAL SPECIFICATIONS

The table below contains the technical requirements of the commodities/services. Offerors are requested to provide quotations containing the information below on official letterhead or official quotation format separately for each sub section. In the event that this is not possible, offerors may complete the table below by choosing the subsection of their interest, and submit a signed/stamped version to AGP-LMD.

S/N	Code	Item	Technical Specifications	Qty	Unit Price USD	Total Price USD	Delivery time/ Calendar days
1	37	Refrigeration Room Evaporator and Condenser	Refrigeration Room DWM Copeland Unit Type: D9RCL-500L Bar: 25/20.5 (inclusive of control panel Board with Analog/digital controller, Expansion Valve, sight Glass, filter Drier, shut of Valve and Solenoid Valve)	1			
2	37	Pasteurization Unit-Electrical	Batch cream pasteurization heater (if possible Packo brand)	1			



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		Elements	Circulation pump single phase (if possible Packo brand)				
3	37	Electrical Invertors	Invertors Hitachi Model: L2000-015 NFEF2, Kw/ (Hp): 1.5/(2) Impute/ENTRÉE : 50HZ, boltz 200-240 Volt 1 PH 16.0A, 50 HZ, 60 HZ 200-240 Volt, 3PH 4.3 Q Output/ Sortie: 0.5-400HZ 200 volt-240 volt 3PH, 7.1 A MFGN064AT19502A011	3			
4	23	Milk reception cooler plate type heat exchanger	Stainless steel grade 304 flow rate 2000lts/hr with pump capacity of 2000lts/hr	1			
5	27	Container Kiosks 9m2	The kiosks are made by 3 meter length, 3 meter width and 2.8 meter height Material used for construction: <ul style="list-style-type: none"> <li>Wall: Flat Iron sheet of thickness 1 mm and internal stand and frame by 40*40*2.5 angle iron metal</li> <li>Roofing: covered by iron sheet 332 Gages and internally covered by plastic sailing</li> <li>Window and Door: It also has two windows at two sides and one door at the middle which is done by 38 LTZ metal.</li> <li>Glass type: 4mm</li> </ul> Painting: one time anti- rest and two times water proof paint	15			
6	27	Milk Transportation insulated tank 3000 lit	SUS 304-Stainless steel, insulated tank, divided in to three chambers	1			
7	39	Stabilizer 1500 watt	Gato Stabilizer: Model SVC 1500, 1500 watt	10			
8	42, 14	Diesel Driven Robin Water Pump	<ul style="list-style-type: none"> <li>Displacement mL (cc)- 183</li> <li>Continuous output kW/rpm (HP)- 2.6/3600 (3.5/3600)</li> <li>Maximum output kW/rpm (HP)- 3.7/4000 (5/4000)</li> <li>Direction of Rotation- counterclockwise, as viewed from P.T.O shaft side</li> <li>Lubricant- Automotive detergent oil(API/SE or higher grade, SAE/10W-30 etc</li> <li>Oil capacity- 0.6 liter</li> </ul>	2			





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			<ul style="list-style-type: none"> <li>Fuel- Automotive gasoline/diesel</li> <li>Fuel tank capacity in liters- 3.8</li> <li>Spark Plug- NGK-B-6HS or BR-6HS, (CHAMPION L86C or RL86C)</li> <li>Starting system- Recoil starter</li> <li>Dry weight in kg- 15</li> <li>Dimension (L x W x H) mm- 303 x318 x392</li> </ul> Country of origin- JAPAN				
9	42	Pipe for irrigation	<ul style="list-style-type: none"> <li>HDPE Pipe for irrigation</li> <li>Dimension in inch- 3"</li> </ul> Length in meters - 100 m	100 m			
10	42	Motorized/diesel driven grass /forage harvester	<ul style="list-style-type: none"> <li>Cutting width (mm)- 1000</li> <li>Capacity (Mu/hr)- 2-3</li> <li>Matched power (HP)- 8</li> <li>That can reap and bundle one time</li> <li>Small weight, easy to operate</li> <li>High efficiency and durable</li> <li>Total loss rate- less than 1%</li> <li>Laying angle- 90±20</li> </ul>	1			
11	42	Motorized/diesel driven forage chopper	<ul style="list-style-type: none"> <li>Motor power capacity (kW/HP)- 7.5kw/10</li> <li>Chopping capacity- 2.5-3tons/hr</li> <li>Used for kneading the fresh and dry corn stalks, alfalfa, rice straw and other crop residue straws as well as branches and barks of trees.</li> <li>Used for about 30 cows and 100 sheep</li> </ul>	1			
12	42	Diesel driven grass baler	<ul style="list-style-type: none"> <li>Dimensions:               <ul style="list-style-type: none"> <li>Overall length (mm)- 1915</li> <li>Overall width (mm)- 1530</li> <li>Overall height (mm)-1340</li> <li>Weight (kg)- 690</li> </ul> </li> <li>Engine:               <ul style="list-style-type: none"> <li>Types-Air-cooled diesel</li> </ul> </li> </ul>	1			



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			<ul style="list-style-type: none"> <li>○ Rated output (kW {PS})-4.4 {6.0}</li> <li>○ Maximum output (kW {PS})-4.8 {6.5}</li> <li>○ Starter-Cell starter</li> <li>• Baler section:               <ul style="list-style-type: none"> <li>○ Operation width (cm)-102</li> <li>○ Bale size (Dia x W cm)- <math>\phi 50 \times 73</math></li> <li>○ Bale weight (kg)- 14 - 20 (moisture content 20 ~ 50%)</li> <li>○ Binding method-Twine/Net</li> </ul> </li> <li>• Operation speed (km/h):               <ul style="list-style-type: none"> <li>○ 1.0 - 3.5 (variable speed)</li> </ul> </li> <li>• Operation efficiency:               <ul style="list-style-type: none"> <li>○ Twine (mm/10a)- 30 - 40</li> <li>○ Net (mm/10a)- 23 - 30</li> </ul> </li> <li>• Other features:               <ul style="list-style-type: none"> <li>○ Easy to operate on soft ground with its wide pickup, HST (variable speed), and crawler with a long contact length.</li> <li>○ The cutting apparatus is standard equipment, and the baling pressure can be adjusted by a lever operation to satisfy various needs.</li> <li>○ The binding method can be easily switched between net and twine.</li> </ul> </li> </ul> <p>Mounted with a new diesel engine designed to meet emission regulations.</p>				
13	42	Silage bag for silage making	<ul style="list-style-type: none"> <li>• Bag filling capacity: 200kg</li> <li>• Dimension (W, L, H): 75cmx75cmx75cm</li> <li>• Bag construction type, (Rectangle bag size, duffle top with skirt, lifting loops at 4 corners), U panel + 2 side panel</li> <li>• Color: can be white, green and black</li> <li>• Fabric Material: polypropylene, UV treated</li> <li>• Tensile strength: &gt;1300N</li> <li>• Type: duffle with single tie</li> <li>• Size (height): 60cm</li> </ul> <p>Fabric tensile strength: &gt;600N</p>	50			
14	42	Solar Power Milk Cooling Tank	<ul style="list-style-type: none"> <li>• Unit runs on storage power backup system which is charged by both Solar Energy and Grid Power</li> <li>• Capable of giving power for 6 hrs (3 hrs in morning and 3 hrs in evening)</li> <li>• Tank capacity- from 400-500 liters of milk</li> <li>• Batteries used are flooded cell lead acid type tubular which lasts up to 8 years</li> </ul>	1			





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			<ul style="list-style-type: none"> <li>Charging system equipped with Multi Point Power Tracking Module (MPPT) for optimum use of solar power, priority of switching to power source is as follows:               <ul style="list-style-type: none"> <li>Power output is 3 phase soft start pure sine wave having an efficiency of over 75%</li> <li>Available in for both single and three phase power sources</li> <li>Refrigeration panel is micro controlled using solid state switching module</li> <li>Internal circuitry designed on microcontroller based digital logic system</li> </ul> </li> </ul> <p>System equipped with smart heater that prepares hot water for CIP without consuming any power</p>				
15	42	Graduated milk measuring beaker	<ul style="list-style-type: none"> <li>Made from polypropylene material</li> <li>Capacity- 1 liters</li> <li>Raised numeric graduation from 100-1000 ml for easy reading</li> <li>Thick wall- to eliminate distortion</li> <li>Color- transparent</li> </ul>	10			
16	42	Drenching gun	<p>Body constructed of durable plastic with curved metal drenching nozzle</p> <ul style="list-style-type: none"> <li>Capacity- 600 ml, which can adjustable by 50 ml increments and has replaceable O-ring</li> <li>Ideal for dosing large animals, cattle and sheep</li> </ul>	2			
17	42	Knapsack sprayer	<ul style="list-style-type: none"> <li>Manual, back pack sprayer</li> <li>Tank material- PP very durable and fresh material</li> <li>Tank capacity- 16 liters (4 Gallon)</li> <li>Working pressure- 0.2-0.3 MPA</li> <li>NW/GW- 2.4/3 kg</li> <li>Color- Customized color is welcome</li> <li>One sprayer should come with 3 different kinds of nozzle</li> </ul>	2			
18	22	Cheese making machine	100 lt/hr, stainless steel, digital, double Jacket	1			
19	22, 9, 13	Lacto scan		7			
20	14	Baler	Baler (High Density REC. Baler)	1			
21	18	cheese vat	300 lt	1			
22		Batch	SUS304 stainless steel, Sus316 plate,	1			



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		pasteurizing vat (500Lts)	isolated & dimple plated; fan sys ; PT-100;DN40 product outlet; digital heating indicator ;AF-2 pump, single phase				
23		Yoghurt incubation chamber	600 cups capacity, single phase	1			
24		Yoghurt cup sealer	Manual machine for sealing cups with aluminum foil.	1			
25		Lactometer	Lactodensometer	3			
26		Drainage table	• Stainless steel	2			
27		Working table	• Stainless steel	2			
28		Product Display Refrigerators	758lt- Hisence	26			
29		Product Display Refrigerators	518lt-Hisence	5			

Length of warranty on offered equipment: \_\_\_\_\_ years

Location of service center(s) for after-sales service, including warranty repair: \_\_\_\_\_

<b>Subtotal:</b>	
<b>Delivery Costs:</b>	
<b>Other Costs (Describe: _____):</b>	
<b>GRAND TOTAL USD:</b>	



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### Attachment #1: Cover Letter

*The following cover letter must be placed on letterhead and completed/signed/stamped by a representative authorized to sign on behalf of the offeror:*

To: Ashenafi Gebremedhin,  
Procurement and Logistics Manager  
Agricultural Growth Program – Livestock Market Development Project  
CMC Road – Opposite Civil Service College  
Palm Building 3<sup>rd</sup> Floor  
P.O. Box 20451  
Code 1000  
Addis Ababa, Ethiopia

Reference: RFQ-AGP-LMD-033

To Whom It May Concern:

We, the undersigned, hereby provide the attached offer to perform all work required to complete the activities and requirements as described in the above-referenced RFQ. Please find our offer attached.

We hereby acknowledge and agree to all terms, conditions, special provisions, and instructions included in the above-referenced RFQ. We further certify that the below-named firm—as well as the firm’s principal officers and all commodities and services offered in response to this RFQ—are eligible to participate in this procurement under the terms of this solicitation and under USAID regulations.

Furthermore, we hereby certify that, to the best of our knowledge and belief:

- We have no close, familial, or financial relationships with any CNFA or AGP-LMD project staff members;
- We have no close, familial, or financial relationships with any other offerors submitting proposals in response to the above-referenced RFQ; and
- The prices in our offer have been arrived at independently, without any consultation, communication, or agreement with any other offeror or competitor for the purpose of restricting competition.
- All information in our proposal and all supporting documentation is authentic and accurate.
- We understand and agree to CNFA’s prohibitions against fraud, bribery, and kickbacks.

We hereby certify that the enclosed representations, certifications, and other statements are accurate, current, and complete.

Authorized Signature: \_\_\_\_\_

Name and Title of Signatory: \_\_\_\_\_

Date: \_\_\_\_\_



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Company Name: \_\_\_\_\_

Company Address: \_\_\_\_\_

Company Telephone and Website: \_\_\_\_\_

Company Registration or Taxpayer ID Number: \_\_\_\_\_

Does the company have an active bank account (Yes/No)? \_\_\_\_\_

Official name associated with bank account (for payment): \_\_\_\_\_