

Amendment No. 3
to
RFP-DC-23-0004 – Procurement of Pilot Boats
(Pilot Launch)

RFP Issuance Date: September 15, 2023

Amendment No.1 Issuance Date: September 26, 2023

Amendment No.2 Issuance Date: October 09, 2023

Amendment No. 3 Issuance Date: October 12, 2023

This Amendment is issued to:

- 1- To answer the remaining questions received before the Deadline for Receipt of Questions

The details of the amendment are as follows:

1. Answers to the questions received from bidder's:

Question # 1:	Is there an IMO Tier requirement for the vessels?	Существует ли требование IMO Tier для судов?
Answer # 1:	IMO Tier requirements do not apply to custom-built vessels. Compliance of ship engine emissions with these requirements is not monitored in the Black Sea.	Вимоги IMO Tier не розповсюджуються на замовлені судна. Відповідність викидів суднових двигунів зазначеним вимогам в Чорному морі не контролюється.
Question # 2:	What would be the hourly use of boats per year?	Каково будет часовое использование лодок в год?
Answer # 2:	The typical operating time of pilot boat engines is 2000-3000 hours per year.	Типове напрацювання суднових двигунів лоцманських катерів складає 2000 – 3000 годин на рік.
Question # 3:	We have two different types of Pilot Boats 15 meters to 19 meters. We also have three Pilot Boats under construction. 1- Two steel Hull 2- Aluminum 17 meters and 3- Full aluminum 15 meters. Do you require IACS Classification for the Pilot boats? This is not clear in required specification. Classification - Sea Area: Coastal 5 nautical miles / 20 nautical miles from port	Мы располагаем двумя различными типами лоцманских судов длиной от 15 до 19 метров. Кроме того, в стадии строительства находятся три лоцманских судна. 1- два стальных корпуса 2- алюминиевый корпус 17 метров и 3- полностью алюминиевый корпус 15 метров. Требуется ли вам классификация IACS для лоцманских судов? Это неясно в требуемой спецификации. Классификация - Морской район: Прибрежная зона 5 морских миль / 20 морских миль от порта.

Answer # 3:	<p>- The question is not clear. We consider it as information.</p> <p>- Yes, the vessels shall be classified by a classification society - member of IACS or by the Shipping Register of Ukraine. A standard certificate of conformity or a certificate of conformity for a particular vessel is required.</p>	<p>- Питання не зрозуміле. Розглядаємо як інформацію.</p> <p>- Так, Судна мають бути класифіковані класифікаційним товариством – членом МАКО (IACS) або Регістром судноплавства України. Вимагається наявність типового сертифіката відповідності або сертифіката відповідності на конкретне судно.</p>
Question # 4:	<p>Which authority will certify the vessel for ISO 6216:1980?</p> <p>ISO 6216:1980 is very old requirement which we are not familiar. As we study it is very low standards.</p>	<p>Какой орган будет сертифицировать судно по ISO 6216:1980?</p> <p>ISO 6216:1980 - это очень старые требования, с которыми мы не знакомы. По нашим исследованиям, это очень низкие стандарты.</p>
Answer # 4:	<p>- There is no body that certifies ships according to ISO 6216:1980. Compliance with these standards must be verified directly by the customer during sea trials.</p> <p>- The said standard was last revised in 2018 and is currently relevant. Its official version can be found on the Internet at https://www.iso.org/obp/ui/ru/#iso:std:iso:6216:ed-1:v1:en</p>	<p>- Немає органу, який має сертифікувати судна за стандартом ISO 6216:1980. Перевірку відповідності зазначеним нормам має здійснювати безпосередньо Замовник під час ходових випробувань.</p> <p>- Зазначений стандарт в останній раз переглядався в 2018 році та є актуальним на теперішній час. Його офіційну версію можна знайти в інтернеті за адресою: https://www.iso.org/obp/ui/ru/#iso:std:iso:6216:ed-1:v1:en</p>

2.1 General Instructions

Proposals are due no later than **October 15, 2023 at 5:30pm US Eastern Standard Time** to be submitted via email to Procurement@dai.com .

Except as provided herein, all other terms and conditions of the RFP remains unchanged

Amendment No. 2
to
RFP-DC-23-0004 – Procurement of Pilot Boats
(Pilot Launch)

RFP Issuance Date: September 15, 2023

Amendment No. 1 Issuance Date: September 26, 2023

Amendment No. 2 Issuance Date: October 10, 2023

This Amendment is issued to:

- 1- To answer the questions received before the Deadline for Receipt of Questions

The details of the amendment are as follows:

- 1. Answers to the questions received from the bidder’s:

Question # 1:	Questions related to “ <i>The offeror must have adequate financial resources to finance and perform the work or deliver goods or the ability to obtain financial resources without received advance funds from DAF</i> ” This statement in RFP means that our company will need to self-finance the project and we don’t work with this condition, we always receive payment from customer and partial payments during construction, and good are only delivered when payment is received 100%.
Answer # 1:	The offer can propose reasonable amount of advance payment to be considered by DAI.
Question # 2:	Please let us know if ERA project needs new pilot boats or used pilot boats? If project needs used pilot boats, what is the age limit?
Answer # 2:	Pilot Boats must be original/new product; no used, refurbished, or remanufactured products will be accepted and must be removed from the final invoice.
Question # 3:	A supplier hesitates to submit a proposal because they build vessels with lighter and stringer composite materials which is different than steel or aluminum.
Answer # 3:	The RFP makes it clear that the Boat shall be made of steel or aluminium. Thus, the supplier fails to provide one of the basic conditions.
Question # 4:	As per the RFP “ <i>Technical proposals should be delivered in a sealed and separate envelope from price proposal</i> ”. When delivering material electronically, what is your preferred method of sealing. Are two different ZIP folders, okay?
Answer # 4:	Proposals in ZIP folders are acceptable if the price and technical proposals are in two separate folders
Question # 5:	In the RFP it is mentioned that “ <i>Offerors are strongly encouraged to initiate the process to obtain a Unique Entity ID (SAM) prior to submitting an offer</i> ”.

	Can you clarify whether we should have the Unique Entity ID in place already when submitting the offer? We have requested it from SAM.gov but our request is still pending – and there is no way for us to know whether it will be pending until we need to leave the offer
Answer # 5:	<p>There is a mandatory requirement for your organization to provide an Unique Entity ID (SAM) to DAI. Offerors who fail to provide Unique Entity ID (SAM) will not receive an award and DAI will select an alternate Offeror.</p> <p>Obtaining a Unique Entity ID (SAM) may take up to 3 weeks or more. Therefore, offerors are strongly encouraged to initiate the process to obtain a Unique Entity ID (SAM) prior to submitting an offer. If an offeror is selected for award but does not have a Unique Entity ID (SAM), DAI reserves the right to deem the offeror ineligible for award or apply additional conditions in any resultant subcontract/purchase order. If an offeror is going to miss the proposal submission deadline before they get the Unique Entity ID (SAM), they can submit a proof of a Unique Entity ID (SAM) registration request with proposal package.</p> <p>Offeror must submit a Unique Entity ID (SAM) before they sign the Purchase Order/Agreement with DAI.</p>
Question # 6:	Is it possible to see the ship building contract draft that will be used?
Answer # 6:	A draft of Pilot Boats Purchase Order/Agreement will be shared with supplier for review before signing the agreement
Question # 7:	Attachment E – Past Performance DAI requires a “completion letter”. Is there a standard form for the letter? Will these be evaluated when scoring the tenders?
Answer # 7:	<p>Offeror can submit the completion letter in their own template.</p> <p>Yes, it will be evaluated during scoring the tender.</p>
Question # 8:	During the project, who will be the supervisory body of the project? Will the shipyard work with USPA to obtain the necessary permits?
Answer # 8:	It may be prudent to have a designated USPA technical representative oversee the Boat manufacturing process. During the construction process, he cannot make changes in technical aspects that would change the contract price.
Question # 9:	Do you have an estimated timeline scheduled for the decision and purchase order?
Answer # 9:	Yes, we have a preliminary timeline for this transaction. We estimate the fastest realistic delivery.
Question # 10:	What would be the rating requirement for the engines?
Answer # 10:	The agreed technical specification contains requirements regarding fuel, number of engines and the principle of propulsion. There is no rating requirement.
Question # 11:	What would be the delivery term?
Answer # 11:	Lead times and delivery times will be an important factor and will be considered when deciding. We look forward to hearing from bidders on lead times and delivery times. We see the best delivery term as DDP Reni Port, Ukraine.

Question # 12:	Will the handover of the boats be made in the builder's shipyard or in Reni Port in Ukraine? Will the boats be accepted to delivered only after they have arrived at Reni port, and will the sea acceptance test be made in Reni Port as well?
Answer # 12:	Delivery of the Boat to the port of Reni is a condition of delivery. The acceptance of the Boat will take place there. The same for sea acceptance test.
Question # 13:	Should we include the delivery time from shipyard to Reni Port when counting the days in delivery schedule in technical proposal?
Answer # 13:	Yes, you should include the delivery time from shipyard to Reni Port when counting the days in delivery schedule in technical proposal.
Question # 14:	Will the contract be made in USD or in EUR?
Answer # 14:	The currency in Purchase Order/Agreement will be in USD. Please submit the price schedule in USD.
Question # 15:	What will be the flag of the vessel?
Answer # 15:	The registration procedure will be carried out by the beneficiary, in accordance with the laws of Ukraine and under the flag of Ukraine.
Question # 16:	Who will register the boat?
Answer # 16:	The registration procedure will be carried out by the Administration of Sea Ports of Ukraine, in accordance with the legislation of Ukraine and under the flag of Ukraine.
Question # 17:	Do we sell as boat or goods?
Answer # 17:	We need to clarify what the questioner sees as the difference. What specifics are there when selling a Boat?
Question # 18:	We can offer road transport and Ship transport however there is war risk. Who will be responsible for war risk and insurance of the Pilot boats(transportation)
Answer # 18:	Offeror will be responsible to ship the Pilot Boats in delivery locations, Offeror must include the price for delivery and good insurance cost in price proposal
Question # 19:	When and where we will be paid? Ex-Works, FOB, CIF ? We can offer any however we need to close the account before leaving our shipyard.
Answer # 19:	Payment terms are flexible. Pease provide your payment terms in proposal to be evaluated. We see the best delivery term as DDP Reni Port, Ukraine.
Question # 20:	How will be the payment terms? Do you require payment guarantee for down payments?

Answer # 20:	Payment terms are flexible. Please provide your payment terms in proposal to be evaluated.
Question # 21:	According to the RFP, the place of delivery of the Pilot Boats is in Reni Port, Ukraine. Considering that the Port of Reni is in a war zone (being bombed numerous times in the last weeks), for the safety of the delivery personnel, please accept that the training of the personnel, acceptance of the Pilot Boats and place of delivery to be in the Port of Galati, Tulcea or Constanta from Romania. The distance on water from Port of Galati/ Tulcea to Port of Reni is about 2 hours. The distance on water from Port of Constanta to Port of Reni is max 10 hours. Also please take into consideration that it will be almost impossible and very expensive to obtain an insurance for delivery of the Pilot Boats in a war zone.
Answer # 21:	The condition of delivery is delivery to the port of Reni. Delivery and insurance costs may be included in the price of the Boat.
Question # 22:	Considering that the payment method is payment upon delivery and acceptance of the delivered goods, please accept that after awarding the contract, the amount related to it will be reserved in a letter of credit account opened at the supplier's Bank, following that it will be transferred to the supplier after receiving the products.
Answer # 22:	This is acceptable.

2.1 General Instructions

Proposals are due no later than **October 15, 2023 at 5:30pm US Eastern Standard Time** to be submitted via email to Procurement@dai.com .

Except as provided herein, all other terms and conditions of the RFP remains unchanged

Amendment No. 1
to
RFP-DC-23-0004 – Procurement of Pilot Boat (Pilot Launch) Sea-worthy boat

RFP Issuance Date: September 15, 2023

Amendment 1 Issuance Date: September 26 2023

This Amendment is issued to:

- 1- To extend the deadline for receipt of questions and for receipt of proposals of RFP (RFP-DC-23-0004).

The details of the amendment are as follows:

Initial deadline for receipt of questions	September 25, 2023 , no later than 5:30pm, U.S. Eastern Standard Time to the email address Procurement@dai.com. All questions will be collected and replies to them will be sent via email to tender participants.
Amended deadline for receipt of questions	October 4, 2023 , no later than 5:30pm, U.S. Eastern Standard Time to the email address Procurement@dai.com. All questions will be collected and replies to them will be sent via email to tender participants.
Initial deadline for receipt of proposals	October 4, 2023 , no later than 5:30pm US Eastern Standard Time to the email address Procurement@dai.com.
Amended deadline for receipt of proposals	October 15, 2023 , no later than 5:30pm US Eastern Standard Time to the email address Procurement@dai.com.

Except as provided herein, all other terms and conditions of the RFP remains unchanged



USAID Economic Resilience Activity (USAID ERA)

Request For Proposals (RFP)

No. RFP-DC-23-0004

Procurement of Pilot Boat (Pilot Launch)

Issue Date: September 15, 2023

WARNING: Prospective Offerors who have received this document from a source other than the procurement@dai.com should immediately contact procurement@dai.com and provide their name and mailing address in order that amendments to the RFP or other communications can be sent directly to them. Any prospective Offeror who fails to register their interest assumes complete responsibility in the event that they do not receive communications prior to the closing date. Any amendments to this solicitation will be issued through procurement@dai.com.

DAI conducts business under the strictest ethical standards to assure fairness in competition, reasonable prices and successful performance or delivery of quality goods and equipment. DAI does not tolerate corruption, bribery, collusion or conflicts of interest. Any requests for payment or favors by DAI employees should be reported as soon as possible to ethics@dai.com or by visiting www.dai.ethicspoint.com. Further, any attempts by an offeror or subcontractor to offer inducements to a DAI employee to influence a decision will not be tolerated and will be grounds for disqualification, termination and possible debarment. See provision No. 9 for more details.

Table of Contents

- 1. Introduction and Purpose4**
 - 1.1 Purpose 4
 - 1.2 Issuing Office 4
 - 1.3 Type of Award Anticipated 4
- 2. General Instructions to Offerors.....4**
 - 2.1 General Instructions..... 4
 - 2.2 Proposal Cover Letter 5
 - 2.3 Questions regarding the RFP 6
- 3. Instructions for the Preparation of Technical Proposals6**
 - 3.1 Services Specified..... 7
 - 3.2 Technical Evaluation Criteria 7
- 4. Instructions for the Preparation of Cost/Price Proposals8**
 - 4.1 Cost/Price Proposals 8
- 5. Basis of Award.....8**
 - 5.1 Best Value Determination..... 8
 - 5.2 Responsibility Determination 8
- 6. Compliance with Terms and Conditions.....9**
 - 6.1 General Terms and Conditions..... 9
 - 6.2 Prohibited Technology 9
 - 6.3 Source and Nationality..... 9
 - 6.4 Unique Entity ID (SAM) 10
- 7. Anti-Corruption and Anti-Bribery Policy and Reporting Responsibilities10**
- 8. Attachments.....12**
 - 8.1 Attachment C: Proposal Cover Letter 13
 - 8.2 Attachment E: Past Performance Form 14
 - 8.3 Attachment F: Representations and Certifications of Compliance..... 15
 - 8.4 Attachment G: Proposal Checklist 16

Synopsis of the RFP

RFP No.	RFP-DC-23-0004
Issue Date	September 15, 2023
Title	Procurement of Pilot Boat (Pilot Launch) Sea-worthy boat with ability to carry out delivery and safe transfer of pilots.
Issuing Office & Email/Physical Address for Submission of Proposals	USAID Economic Resilience Activity (USAID ERA). . For proposals submissions the email address to use is Procurement@dai.com .
Deadline for Receipt of Questions	September 25, 2023 , no later than 5:30pm, U.S. Eastern Standard Time to the email address Procurement@dai.com . All questions will be collected and replies to them will be sent via email to tender participants.
Deadline for Receipt of Proposals	October 4, 2023 , no later than 5:30pm US Eastern Standard Time to the email address Procurement@dai.com .
Point of Contact	Procurement@dai.com .
Anticipated Award Type	<p>Firm Fixed Price Purchase Order (PO)</p> <p>Firm Fixed Price Purchase Order – is a commercial document issued by a buyer to a vendor/ service provider indicating types, quantities, and agreed prices for products or services (Please see Attachment I).</p> <p>Issuance of this RFP in no way obligates DAI to award any subcontract and Bidders will not be reimbursed for any costs associated with the preparation of their proposal.</p>
Basis for Award	An award will be made based on the Trade Off Method. The award will be issued to the responsible and reasonable offeror who provides the best value to DAI and its client using a combination of technical and cost/price factors.

1. Introduction and Purpose

1.1 Purpose

DAI, the implementer of the **USAID Economic Resilience Activity (USAID ERA)** invites qualified offerors to submit proposals to buy a Pilot Boat to support the program implementation. This procurement will help USAID ERA beneficiary company to increase the volume of processed goods and increase the export of agricultural products.

USAID ERA plans to support one of our beneficiary companies in the logistics and export sector by purchasing equipment for transshipment and transportation of agricultural products, which will help the company to increase the volume of grain and oilseed exports from Ukraine by railway transport.

Russia's aggression has resulted in significant reductions in exports through the Black Sea ports of Odesa, Chornomorsk and Yuzhne and these ports cannot fully meet the needs of Ukrainian farmers. Development of land infrastructure and export capacities on the land border with EU countries opens up additional opportunities for Ukrainian agricultural exports to EU countries and further around the world that are not disrupted by Russia's actions.

As a result, it improves world food security and provides additional opportunities for developing the Ukrainian economy while simultaneously developing the western regions of Ukraine.

Technological requirements and description of equipment

- Please refer to "RFP-DC-23-0004 Attachment A VOLUME I" for technical specifications: **Please provide detailed information required in the Attachment.**
- Please provide detailed description of the proposed boat accompanying brochure including pictures/drawings.
- Deliver Location: Reni Port, Ukraine
- Delivery time: **Please provide the fastest realistic delivery term.**

1.2 Issuing Office

The Issuing Office and Contact Person noted in the above synopsis is the sole point of contact at DAI for purposes of this RFP. Any prospective offeror who fails to register their interest with this office assumes complete responsibility in the event that they do not receive direct communications (amendments, answers to questions, etc.) prior to the closing date.

1.3 Type of Award Anticipated

DAI anticipates awarding a Fixed Price Purchase Order.

A Firm Fixed Price Purchase Order is: An award for a total firm fixed price, for values less than \$150,000, for the provision of specific services, goods, or deliverables and is not adjusted if the actual costs are higher or lower than the fixed price amount. Offerors are expected to include all costs, direct and indirect, into their total proposed price.

2. General Instructions to Offerors

2.1 General Instructions

"Bidder", "Offeror" or "Subcontractor" means a firm proposing the work under this RFP.

"Proposal" means the package of documents the firm submits in response to this RFP

Bidders wishing to respond to this RFP must submit Proposals, **in English**, in accordance with the RFP instructions. Bidders are required to review all instructions and specifications contained in this RFP. Failure to do so will be at the Bidder's risk. If the solicitation is amended, then all terms and conditions not modified in the amendment shall remain unchanged.

Issuance of this RFP in no way obligates DAI to award a subcontract or purchase order. Bidders will not be reimbursed for any costs associated with the preparation or submission of their proposal. DAI shall in no case be responsible for liable for these costs.

Proposals are due no later than **October 04, 2023, 5:30 pm**, US Standard Eastern Time to the email address procurement@dai.com.

Please note that Bidders shall submit proposals only electronically via email address procurement@dai.com.

Late proposals will be rejected except under extraordinary circumstances at DAI's discretion.

The submission to DAI of a proposal in response to this RFP will constitute a proposal and indicates the Bidder's agreement to the terms and conditions in this RFP and any attachments hereto. DAI reserves the right not to evaluate a non-responsive or incomplete proposal.

The RFP number and title shall be indicated in the subject line of emails.

Bidders shall sign and date their proposal cover letter. The Bidder shall submit this letter in .pdf format.

Bidders shall submit a cost proposal in accordance with the instructions in Attachment B: VOLUME II Price Schedule/Bill of Quantities and indicate its date. Bidders must indicate the prices of goods in the US Dollars currency.

Value Added Tax (VAT) shall not be included in the Price Schedule.

These services are eligible for VAT exemption on the basis of the USAID Contract №72012118C00004 registered with the Secretariat of Cabinet of Ministers of Ukraine, registration card #3987-17 dated March 06, 2023, accreditation certificate #288 dated January 11, 2017 (with amendments).

Each Bidder, and any of its subsidiaries, shall submit only one proposal.

2.2 Proposal Cover Letter

A cover letter shall be included with the proposal on the Offeror's company letterhead with a duly authorized signature and company stamp/seal using **Attachment C** as a template for the letter's format. You can find the **Attachment C** in this template. The cover letter shall include the following items:

- The Offeror will certify a validity period of 60 calendar days for the prices provided.
- Acknowledge the solicitation amendments received.
- To confirm that offeror is not providing any goods and/or services that utilize telecommunications and video surveillance products from the following companies: Huawei Technologies Company, ZTE Corporation, Hytera Communications Corporation, Hangzhou Hikvision Digital Technology Company, or Dahua Technology Company, or any subsidiary or affiliate thereof, in compliance with FAR 52.204-25.

2.3 Questions regarding the RFP

Each Bidder is responsible for reading and complying with the terms and conditions of this RFP. Requests for clarification or additional information must be submitted in writing via email Procurement@dai.com as specified in the Synopsis above.

Questions will not be answered by phone. Any verbal information received from a DAI or USAID ERA employee or other entity shall not be considered as an official response to any question regarding this RFP. Copies of Questions and Responses will be distributed in writing to all prospective Bidders who are on record as having received this RFP after the submission date specified in the Synopsis above. Cost information related to the construction will not be provided with this RFP.

3. Instructions for the Preparation of Technical Proposals

Technical proposals shall be sealed in a separate envelope from cost/price proposals and shall be clearly labeled as "VOLUME I: TECHNICAL PROPOSAL".

Technical proposals shall include the following contents.

1. Technical Specifications : Proposals will be evaluated for solution quality based on the requirements of the RFP and the Bidder's technical ability to deliver an acceptable solution. Bidder demonstrates technical competency and product specifications that demonstrate superior quality, product robustness, efficiency & performance, serviceability, and warranty. The proposed equipment and vendor should be suitable and adequate to deliver solutions for use within the Ukrainian market.

Vendor shall confirm that all goods undamaged, in original packaging. Items that are damaged during the performance of the delivery will be returned to the vendor and removed from the final invoice.

Vendor shall provide Equipment warranties to cover faulty workmanship and manufacturer's defects for at least for a period of 12 months from the date of purchase.

All goods must be original new products; no used, refurbished, or remanufactured products will be accepted and must be removed from the final invoice.

Vendor must take responsibility for the security of goods until the goods has been delivered and accepted by DAI.

2. Delivery Timeline: The bidder shall specify the timelines around which the equipment can be delivered and / or installed at the designated location. Please provide the fastest realistic delivery term.

3. Past Performance: The vendor should have:

Minimum 3 years of experience in provision of relevant goods/ services (please fill Attachment E: Past Performance).

Experience in provision of similar goods/ services to Ukrainian non-profit organizations or international non-governmental organizations is preferred.

Experience in supply goods/ provision services with a VAT exemption (preferably).

Provide evidence through references, trade publications, or online evidence of the bidder's experience in selling and providing after-sales service of similar equipment. Provide a list of at least three (3) recent awards of similar scope and duration. The information shall be supplied as a table and shall include the legal name and address of the organization for which services were performed, a description of work performed, the duration of the work and the value of the

contract, description of any problems encountered and how it was resolved, and a current contact phone number of a responsible and knowledgeable representative of the organization. See Attachment E.

3.1 Services Specified

For this RFP, DAI is in need of the goods described in Attachment A, Detailed Technical Specification.

3.2 Technical Evaluation Criteria

Each proposal will be evaluated and scored against the evaluation criteria and evaluation sub-criteria, which are stated in the table below.

Evaluation Criteria	Evaluation Sub-criteria	Maximum Points
Technical Specifications	<p>Proposals will be evaluated for solution quality based on the requirements of the RFP and the Bidder’s technical ability to deliver an acceptable solution.</p> <p>Bidder demonstrates technical competency and product specifications that demonstrate superior quality, product robustness, warranty, efficiency & performance (including environmental and fuel efficiency), serviceability, suitability for use in the waters and climatic conditions of the Lower Danube Basin and Black Sea region.</p> <p>The proposed equipment and vendor should be suitable and adequate to deliver solutions for use within the Ukrainian market. Equipment warranties cover faulty workmanship and manufacturer’s defects at least for a period of 12 months from the date of purchase.</p> <p>All goods must be original new products; no used, refurbished, or remanufactured products.</p>	45 points
Timeliness of Delivery	<p>The bidder shall specify the timelines around which the appropriate equipment can be delivered and / or installed at the designated location.</p>	35 points

Past Performance	Provide evidence through reference, trade publications, or online research of the bidder's experience selling similar equipment. If available, evidence of reliability in public, government authority or donor funded procurements of similar equipment.	20 points
Total Points		100 points

4. Instructions for the Preparation of Cost/Price Proposals

4.1 Cost/Price Proposals

Cost/Price proposals shall be sent in a separate attachment from technical proposals and shall be clearly labeled as "VOLUME II: COST/PRICE PROPOSAL". Provided in **Attachment B** is a template for the Price Schedule, for fixed price awards. Bidders shall complete the template including as much detailed information as possible. Pricing must be inclusive of all costs and include any installation/ assembly, setup services, any logistics, final delivery and training services if required.

These goods are eligible for VAT exemption on the basis of the USAID Contract #72012118C00004 registered with the Secretariat of Cabinet of Ministers of Ukraine, registration card #3987-17 dated March 06, 2023, and accreditation certificate #288 dated January 11, 2017 (with amendments).

5. Basis of Award

5.1 Best Value Determination

DAI will review all proposals, and make an award based on the technical and cost evaluation criteria stated above and select the Bidder whose proposal provides the best value to DAI. DAI may also exclude a Proposal from consideration if it determines that an Bidder is "not responsible", i.e., that it does not have the management and financial capabilities required to supply and deliver the goods required.

Evaluation points will not be awarded for cost. Cost will primarily be evaluated for realism and reasonableness. DAI may award to a comparatively higher priced Bidder if a determination is made that the higher technical evaluation of that Bidder merits the additional cost/price.

DAI may award to a Bidder without discussions. Therefore, the initial Proposal **must contain the Bidder's best price and technical terms.**

5.2 Responsibility Determination

DAI will not enter into any type of agreement with an Offeror prior to ensuring the Offeror's responsibility. When assessing an Offeror's responsibility, the following factors are taken into consideration:

DAI will not enter into any type of agreement with a Bidder prior to ensuring the Bidder's responsibility. When assessing a Bidder's responsibility, the following factors are taken into consideration:

1. Provide copies of the required business licenses to operate in the host country.
2. Evidence of a Unique Entity ID (SAM) number (Please follow the instructions in **Attachment D** of the RFP package).

3. The source, origin and nationality of the services are not from a Prohibited Country (explained below).
4. Having adequate financial resources to finance and perform the work or deliver goods or the ability to obtain financial resources without receiving advance funds from DAI.
5. A brief overview of the organization, including professional achievements.
6. Ability to comply with required or proposed delivery or performance schedules.
7. Have a satisfactory past performance record.
8. Have a satisfactory record of integrity and business ethics.
9. Have the necessary organization, experience, accounting and operational controls and technical skills.
10. Have the necessary production, construction and technical equipment and facilities if applicable.
11. Be qualified and eligible to perform work under applicable laws and regulations (availability of relevant licenses and certificates). Consent to receive payment for goods solely by bank transfer.

6. Compliance with Terms and Conditions

6.1 General Terms and Conditions

Bidder shall be aware of the general terms and conditions for an award resulting from this RFP. The selected Bidder shall comply with all Representations and Certifications of Compliance listed in Attachment F.

6.2 Prohibited Technology

Bidders MUST NOT provide any goods and/or services that utilize telecommunications and video surveillance products from the following companies: Huawei Technologies Company, ZTE Corporation, Hytera Communications Corporation, Hangzhou Hikvision Digital Technology Company, or Dahua Technology Company, or any subsidiary or affiliate thereof, in compliance with FAR 52.204-25.

8.3 Source and Nationality

Under the authorized geographic code for its contract DAI may only procure goods and services from the following countries.

Geographic Code 935: Goods and services from any area or country including the cooperating country but excluding Prohibited Countries.

DAI must verify the source and nationality of goods and services and ensure (to the fullest extent possible) that DAI does not procure any goods or services from prohibited countries listed by the Office of Foreign Assets Control (OFAC) as sanctioned countries. OFAC sanctioned countries may be searched within the System for Award Management (SAM) at www.SAM.gov. The current list of countries under comprehensive sanctions include: Cuba, Iran, North Korea, Sudan, and Syria. Goods may not transit through or be assembled in comprehensive sanctioned origin or nationality countries nor can the vendor be owned or controlled by a prohibited country. DAI is prohibited from facilitating any transaction by a third party if that transaction would be prohibited if performed by DAI.

By submitting a proposal in response to this RFP, Offerors confirm that they are not violating the Source and Nationality requirements of the goods or services being offered and that the goods and services comply with the Geographic Code and the exclusions for prohibited countries outlined above.

8.4 Unique Entity ID (SAM)

There is a **mandatory** requirement for your organization to provide a Unique Entity ID (SAM) to DAI. Without a Unique Entity ID (SAM), DAI cannot deem an Offeror “responsible” to conduct business with and therefore, DAI will not enter into a subcontract/purchase order or monetary agreement with any organization. The determination of a successful offeror/applicant resulting from this RFP/RFQ/RFA is contingent upon the winner providing a Unique Entity ID (SAM) DAI. Offerors who fail to provide a Unique Entity ID (SAM) will not receive an award and DAI will select an alternate Offeror.

For those required to obtain a Unique Entity ID (SAM) number, see Attachment D: Instructions for Obtaining an Unique Entity ID (SAM) Number.

Obtaining a Unique Entity ID (SAM) may take up to 3 weeks or more. Therefore, offerors are strongly encouraged to initiate the process to obtain a Unique Entity ID (SAM) prior to submitting an offer. If an offeror is selected for award but does not have a Unique Entity ID (SAM), DAI reserves the right to deem the offeror ineligible for award or apply additional conditions in any resultant subcontract/purchase order.

For those required to obtain an Unique Entity ID (SAM), see Attachment D - Instructions for Obtaining an Unique Entity ID (SAM)- DAI’S Vendors, Subcontractors

7. Anti-Corruption and Anti-Bribery Policy and Reporting Responsibilities

DAI conducts business under the strictest ethical standards to assure fairness in competition, reasonable prices and successful performance or delivery of quality goods and equipment. **DAI does not tolerate the following acts of corruption:**

- Any requests for a bribe, kickback, facilitation payment or gratuity in the form of payment, gift or special consideration by a DAI employee, Government official, or their representatives, to influence an award or approval decision.
- Any offer of a bribe, kickback, facilitation payment or gratuity in the form of payment, gift or special consideration by an offeror or subcontractor to influence an award or approval decision.
- Any fraud, such as mis-stating or withholding information to benefit the offeror or subcontractor.
- Any collusion or conflicts of interest in which a DAI employee, consultant, or representative has a business or personal relationship with a principal or owner of the offeror or subcontractor that may appear to unfairly favor the offeror or subcontractor. Subcontractors must also avoid collusion or conflicts of interest in their procurements from vendors. Any such relationship must be disclosed immediately to DAI management for review and appropriate action, including possible exclusion from award.

These acts of corruption are not tolerated and may result in serious consequences, including termination of the award and possible suspension and debarment by the U.S. Government, excluding the offeror or subcontractor from participating in future U.S. Government business.

Any attempted or actual corruption should be reported immediately by either the offeror, subcontractor or DAI staff to:

- Toll-free Ethics and Compliance Anonymous Hotline at (U.S.) +1-503-597-4328
- Hotline website – www.DAI.ethicspoint.com, or

- Email to Ethics@DAI.com
- USAID's Office of the Inspector General Hotline at hotline@usaid.gov.

By signing this proposal, the offeror confirms adherence to this standard and ensures that no attempts shall be made to influence DAI or Government staff through bribes, gratuities, facilitation payments, kickbacks or fraud. The offeror also acknowledges that violation of this policy may result in termination, repayment of funds disallowed by the corrupt actions and possible suspension and debarment by the U.S. Government.

8. Attachments

Official RFP appendices are included in the RFP package:

Attachment A: VOLUME I Technical Proposal (Attached to this email)

Attachment B: VOLUME II Price Schedule (Attached to this email)

Attachment C: Proposal Cover Letter (Stated in below in the RFP document)

Attachment D: Instructions for Obtaining a Unique Entity ID (UEI) number - DAI's Vendors, Subcontractors (Attached to this email)

Attachment E: Past Performance (Stated below in the RFP document)

Attachment F: Representations and Certifications of Compliance (Stated below in the RFP document)

Attachment G: Proposal Checklist (Stated below in the RFP document)

8.1 Attachment C: Proposal Cover Letter

Date:

TO:

Development Alternatives, Inc.

We, the undersigned, provide the attached proposal in accordance RFP-DC-23-0004 dated September 15, 2023 Our attached proposal is for the total price of _____ (figure and in words).

We certify a validity period of 60 (sixty) calendar days for the prices provided in the attached Price Schedule. We certify our financial responsibility and acceptance of DAI payment terms, which is payment upon delivery and acceptance of the delivered goods/ provided services.

Our proposal shall be binding upon us subject to the modifications resulting from any discussions.

We confirm that we are not providing any goods and/or services that utilize telecommunications and video surveillance products from the following companies: Huawei Technologies Company, ZTE Corporation, Hytera Communications Corporation, Hangzhou Hikvision Digital Technology Company, or Dahua Technology Company, or any subsidiary or affiliate thereof, in compliance with FAR 52.204-25.

We understand that DAI is not bound to accept any proposal it receives.

Yours sincerely,

Authorized Signature:

Name and Title of Signatory:

Name of Firm:

Address:

Telephone:

Email:

Company Seal/Stamp

8.2 Attachment E: Past Performance Form

Include projects that best illustrate your work experience relevant to this RFP, sorted by decreasing order of completion date.

Projects should have been undertaken in the past three years. Projects undertaken in the past six years may be taken into consideration at the discretion of the evaluation committee.

#	Project Title	Description of Activities	Location Province/ District	Client Name/Tel No	Cost in US\$	Start-End Dates	Complete d on schedule (Yes/No)	Completion Letter Received? (Yes/No)	Type of Agreement, Subcontract, Grant, PO (fixed price, cost reimbursable)
1									
2									
3									
4									
5									

8.3 Attachment F: Representations and Certifications of Compliance

1. Federal Excluded Parties List - The Bidder Select is not presently debarred, suspended, or determined ineligible for an award of a contract by any Federal agency.
2. Executive Compensation Certification- FAR 52.204-10 requires DAI, as prime contractor of U.S. federal government contracts, to report compensation levels of the five most highly compensated subcontractor executives to the Federal Funding Accountability and Transparency Act Sub-Award Report System (FSRS)
3. Executive Order on Terrorism Financing- The Contractor is reminded that U.S. Executive Orders and U.S. law prohibits transactions with, and the provision of resources and support to, individuals and organizations associated with terrorism. It is the legal responsibility of the Contractor/Recipient to ensure compliance with these Executive Orders and laws. Recipients may not engage with, or provide resources or support to, individuals and organizations associated with terrorism. No support or resources may be provided to individuals or entities that appear on the Specially Designated Nationals and Blocked persons List maintained by the US Treasury (online at www.SAM.gov) or the United Nations Security Designation List (online at: http://www.un.org/sc/committees/1267/aq_sanctions_list.shtml). This provision must be included in all subcontracts/sub awards issued under this Contract.
4. Trafficking of Persons – The Contractor may not traffic in persons (as defined in the Protocol to Prevent, Suppress, and Punish Trafficking of persons, especially Women and Children, supplementing the UN Convention against Transnational Organized Crime), procure commercial sex, and use forced labor during the period of this award.
5. Certification and Disclosure Regarding Payment to Influence Certain Federal Transactions – The Bidder certifies that it currently is and will remain in compliance with FAR 52.203-11, Certification and Disclosure Regarding Payment to Influence Certain Federal Transactions.
6. Organizational Conflict of Interest – The Bidder certifies that will comply FAR Part 9.5, Organizational Conflict of Interest. The Bidder certifies that is not aware of any information bearing on the existence of any potential organizational conflict of interest. The Bidder further certifies that if the Bidder becomes aware of information bearing on whether a potential conflict may exist, that Bidder shall immediately provide DAII with a disclosure statement describing this information.
7. Prohibition of Segregated Facilities - The Bidder certifies that it is compliant with FAR 52.222-21, Prohibition of Segregated Facilities.
8. Equal Opportunity – The Bidder certifies that it does not discriminate against any employee or applicant for employment because of age, sex, religion, handicap, race, creed, color or national origin.
9. Labor Laws – The Bidder certifies that it is in compliance with all labor laws.
10. Federal Acquisition Regulation (FAR) – The Bidder certifies that it is familiar with the Federal Acquisition Regulation (FAR) and is in not in violation of any certifications required in the applicable clauses of the FAR, including but not limited to certifications regarding lobbying, kickbacks, equal employment opportunity, affirmation action, and payments to influence Federal transactions.
11. Employee Compliance – The Bidder warrants that it will require all employees, entities and individuals providing services in connection with the performance of an DAI Purchase Order to comply with the provisions of the resulting Purchase Order and with all Federal, State, and local laws and regulations in connection with the work associated therein.

By submitting a proposal, offerors agree to fully comply with the terms and conditions above and all applicable U.S. federal government clauses included herein, and will be asked to sign these Representations and Certifications upon award.

8.4 Attachment G: Proposal Checklist

Offeror: _____

Have you?

Submitted your proposal to DAI in a sealed envelope to the address (electronic or mailing) as specified in General Instructions above?

Does your proposal include the following?

Separate Technical and Cost proposals individually sealed and labeled as Volume I and Volume II respectfully.

Detailed description of the proposed boat accompanying brochure including pictures/drawings.

Signed Cover Letter (*use template in Attachment C*)

Proposal of the Product or Service that meets the technical requirements as per Attachment A

Response to each of the evaluation criteria

Documents use to determine Responsibility

Evidence of an Unique Entity ID (SAM)

Past Performance (*use template in Attachment E*)

Valid Business License