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Section I: General Information

1. Introduction:

The Global Health Supply Chain Program – Procurement and Supply Management (GHSC-PSM) project (alternately referred to herein as “Chemonics” or “GHSC-PSM” or “Buyer”) is an official project of the United States Agency for International Development (USAID) implemented by Chemonics International and its consortium members. The purpose of GHSC-PSM is to ensure uninterrupted supplies of health commodities in support of USG-funded public health initiatives around the world. The project provides direct procurement and supply chain management support to the President’s Emergency Plan for AIDS Relief (PEPFAR), the President’s Malaria Initiative (PMI), and Population and Reproductive Health (PRH). GHSC-PSM supports health programs through the supply of a wide range of health commodities, including contraceptives and condoms, essential medicines; and select commodities for HIV/AIDS, malaria, maternal and child health, and infectious diseases.

2. Objectives and scope of the solicitation

As part of emergency COVID-19 response activities, the GHSC-PSM Project requires the provision of bulk liquid vacuum insulated evaporator (VIE), cylinder manifold systems, medical grade bulk liquid oxygen, medical grade gaseous oxygen for cylinder refills, materials required for installation of preceding items, and pipeline reticulation system (listed in Annex 1 – Price Quotation Form attached to this RFQ for supply to various facilities in Botswana listed in Table 1 below.

The VIEs and/or bulk liquid oxygen tanks and/or cylinder manifold systems shall be delivered, installed and commissioned at facilities listed in Annex 1 by the Offeror, under DAP Incoterms. The VIEs will be used for the conversion of bulk liquid oxygen and cylinder filling on a 24/7 basis.

The oxygen converted from liquid to gas shall be certified. Such certification is required for formal acceptance of the VIE and/or bulk liquid oxygen tanks and/or cylinder manifold systems. The Offeror shall be responsible for training health facility staff on the safe use of the VIE and/or cylinder manifold systems, required maintenance protocols, and shall provide maintenance and necessary repairs to the equipment pursuant to relevant national and international standards governing oxygen delivery systems through a Service Level Agreement (SLA).

Offerors are requested to propose equipment meeting the specifications in Annex 4, and describe the Offeror’s “standard” installation and commissioning, and training process.

Chemonics has arranged for the Offeror(s) to visit and inspect the selected site(s), during the period of this solicitation. This will allow Offeror(s) the opportunity to tailor offers to the requirements of selected site(s) and ensure any subsequent installation and operation may be performed in accordance with relevant safety requirements and Offeror’s warranty.

Table 1 Health Facility Names, Addresses and Geographic Locations		
Health Facility	Address	Geographical Coordinates
Jubilee Hospital	New Bridge Road, Francistown	21°09'28.2"S 27°30'35.0"E
Masunga Primary Hospital	Near Liz General Wholesalers, Masunga	20°36'58.5"S 27°26'31.7"E
Tatisiding Clinic	Next to Kgotla	27,473026, -21,281468

Offerors are required to conduct site visits at their own expense to inform proposals. GHS-PSM will not reimburse costs related to the site visits. To schedule site visits to each of the identified facilities,

Offerors shall contact the GHSC-PSM staff listed below. Site visits should take place between May 9 and May 20.

Christopher Katholo
Biomedical Engineering Consultant, GHSC-PSM Botswana
CKatholo@ghsc-psm.org
Office: +267 3914110
Cell +267 7746 9065

If the site selected for a VIE and/or bulk liquid oxygen tanks and/or cylinder manifold systems does not meet the requirements of the Offeror's "standard" installation and commissioning process, Chemonics may order "custom" installation services from the Offeror.

It is anticipated the selected Supplier(s) will be responsible for the following:

Supplier(s)
Delivery, installation, and commissioning of VIE and/or bulk liquid oxygen tanks and/or cylinder manifold systems at the identified health facility(ies), in accordance with Annex 4 – Product Specifications and Technical Requirements
Training of health facility staff on required maintenance protocols of related equipment
Bulk LOX delivery in accordance with facility requirements through approximately September 30, 2023 (subject to available funding)

Based on this scope of work, and the technical specifications provided in Annex 4, Offerors are required to provide responses with supporting documentation, to the questions listed in **Annex 1. Price Quotation Form**.

3. General information/questions submission process:

The following attachments are included in this solicitation:

- Annex 1 – Price Quotation Form
- Annex 2 – Representations and Certifications
- Annex 3 – Basic Ordering Agreement (BOA) with Price Schedule Annex Example
- Annex 4 – Product Specifications and Technical Requirements
- Annex 5 – Medical Gas Technical Questionnaire
- Supplement 1: Instructions for creating and submitting technical documentation to FHI 360

We kindly request that questions or requests regarding the RFQ be submitted in writing to the following email addresses: mdixon@ghsc-psm.org, Attn: Mariah Dixon and copy PSMBidTender@ghsc-psm.org by May 20, 2022, 5:00 PM (CAT). Offeror may send questions and request for clarifications specific on how to fill the Annex 5 – Medical Gas Technical Questionnaire to aguta@fhi360.org.

Chemonics/GHSC-PSM will not compensate any offeror for responding to a solicitation.

4. Product utilization



Items purchased by GHSC-PSM are not for use in the United States of America or for resale. As part of project activities, the GHSC-PSM requires the supply of selected commodities for one or multiple countries supported by USAID initiatives.

These products may not be used by recipient institutions for resale to commercial institutions or in response to bids on local or international tenders.

Section II: Instructions for Offerors

1. Overview and Contents of Proposals

The Suppliers (alternatively referred to herein as “Subcontractors” or “Suppliers”) are responsible for ensuring that their offers are received by GHSC-PSM in accordance with the instructions, terms, and conditions described in this solicitation. Failure to adhere to instructions described in this solicitation may lead to disqualification of an offer from consideration. GHSC-PSM anticipates the award of a Basic Ordering Agreement (BOA) and Price Schedule Annex with the Supplier(s) who meets the criteria established in this solicitation and is determined to be a responsible, eligible supplier for the specified item(s). Chemonics reserves the right to cancel the solicitation or split orders across multiple successful Suppliers in order to meet the needs of the GHSC-PSM project and the U.S. government.

Chemonics/GHSC-PSM will accept the submission of **quotations** via email for this procurement. QA documentation shall be provided as specified in “Supplement 1: Instructions for creating and submitting technical documentation to FHI360.” Phone calls will not be accepted. Only the written answers issued by GHSC-PSM will be considered official and carry weight in the solicitation process and subsequent evaluation process. Any verbal information received from employees of the project, Chemonics International, Inc. or any other entity should not be considered as an official response to any questions regarding to this solicitation.

Prospective offerors must complete and submit for consideration:

- (1) Annex 1 - Price Quotation Form and all required documents attached listed as a part of this RFQ.
- (2) Annex 2 - Representations and Certifications
- (3) Annex 5 – Medical Gas Questionnaire, with all required documents attached. See Supplement 1 for *Instructions for creating and submitting technical documentation to FHI360*.

Annex 1 Instructions

Within the Annex 1. Price Quotation Form, Offerors are requested to propose equipment meeting QA requirements in Annex 4. Annex 1 provides Offerors the opportunity to not only list pricing, but also demonstrate the capabilities of their products and services, including installation, training, warranty(ies), and service under the SLA.

Price Quotation: this tab is broken down by health facility, and provides address, geographic coordinates and number of beds per facility, along with the GHSC-PSM QA Standards. Products listed in Column B are based on initial assessments conducted. Offeror is encouraged to submit a tailored solution based on their expertise. Please complete fields that are highlighted in yellow, including price for each proposed item (under DAP Incoterms), and include detail for dimensions, manufacture site, etc., as requested.

Installation and Training: This tab requests additional detail related to your offer, including minimum requirements for unit operation, installation procedure, trainings offered, and specifics related to each of these subjects.



Warranty and Service Agreement: Within this tab, please provide specifics in response to the questions on warranties and service agreements. Additionally, Offerors shall attach warranty examples, as stated within the tab. Offeror shall propose SLA terms meeting the requirements of site(s) and warranty.

2. Offer deadline and submission protocol

Quotations should be prepared based on the guidelines listed in this solicitation, along with properly filled out price quotations using the Annex 1 – Price Quotation Form.

Quotations and all correspondence and documents relating to the offer shall be in English. **Quotations must be submitted no later than 5:00 PM (GMT +2) on Friday, June 3, 2022. The RFQ documents must be submitted in accordance with the instructions in the table below:**

Offeror Submission Requirements	Instructions	Due Date
Annex 1 – Price Quotation Form	Submit via email to PSMBidTender@ghsc-psm.org and Mariah Dixon at mdixon@ghsc-psm.org	June 3, 2022 at 5:00 PM (CAT)
Annex 2– Representations and Certifications		
Annex 5 – Medical Gas Questionnaire with all required supporting documents	Submit per the instructions in Supplement 1 - Instructions for creating and submitting technical documentation to FHI360.	
SLA Template	Submit via email to PSMBidTender@ghsc-psm.org and Mariah Dixon at mdixon@ghsc-psm.org	
Warranty Statement(s)		
Company Warranty on installed system		
OEM Warrant(ies)		
Specification sheets for all oxygen generation and storage equipment proposed		

Offers received after the specified time and date will be considered late and will be handled in accordance with FAR 15.208 and at Chemonics's discretion.

3. Amendments to this Solicitation:

At any time prior to the deadline for submission of the quote, GHSC-PSM may for any reason, such as in response to clarification requested by Offeror, modify the solicitation in the form of a Supplemental Information Amendment to the solicitation. All prospective Offerors will be notified through in writing of all changes and additional instructions through the Supplemental Information Amendment to the solicitation.



To afford prospective Offerors reasonable time to consider the amendments in preparing their quote, GHSC-PSM may, at its discretion, extend the deadline for submission of the quote, (if) justified and needed.

4. Technical specifications:

Goods offered in the quotations must fully comply with the technical specifications, including packaging requirements referenced in this RFQ. The quotations must contain detailed specifications of the product(s) offered.

5. Quotations:

Suppliers are requested to provide quotations for the required items listed in the Annex 1 – Price Quotation Form. GHSC-PSM reserves the right to order for less or more quantities as required during the period of performance of any award(s) in response to this solicitation.

The Annex 1 - Price Quotation Form includes the product GHSC-PSM intends to source in Botswana as a result of this solicitation. Please note that the product offered must meet the quality assurance requirement set forth in Annex 4 – Product Specifications and Technical Requirements. Products that do not meet the quality assurance requirements will not be considered.

6. Prices

Please quote prices on the following basis: Incoterms 2020 DAP (Delivered at Place) Shipping Address. The prices (unit prices) for the VIE and/or bulk liquid oxygen tanks and/or cylinder manifold systems, and other equipment (as necessary), warranties and service level agreements should be firm, fixed, and all-inclusive total unit prices. Pricing must be presented in U.S. Dollars. Quotations in response to this solicitation must be priced on a fixed-price, all-inclusive basis, including delivery per the DAP INCOTERM, and all other costs. The prices must cover all subcontractor obligations for the performance of services required in this solicitation under the supplier's applicable BOA terms and conditions. No additional sums will be payable for any change or escalation in the cost of materials, equipment, palletization, packaging or labor; the costs of cooperating with sampling, testing, inspection and other quality assurance requirements, when applicable; warranty-related costs and charges; and any and all other costs and charges of whatever description or amount in connection with, necessary for, or resulting from a subcontractor's required performance. Pricing must be presented in the currency (or currencies) specified in the Annex 1 - Price Quotation Form. **PLEASE NOTE: The Offeror will quote in Annex 1 VAT in accordance with Government of Botswana regulations. All quotations must clearly specify and report the tax as a separate line item so that GHSC-PSM may seek the appropriate exemption from the Government of Botswana.**

The Supplier shall agree that the Price(s) in the quote in response to this solicitation represents the lowest price(s) at which Supplier currently sells the Goods under comparable terms and conditions to any United States Government or U.S. Government funded customers. If during the life of any subsequent subcontract, the subcontractor sells the Goods to any U.S. Government or U.S. Government funded customer for a lower price, it will promptly inform Chemonics/GHSC-PSM and execute an amendment to the subcontract so that such lower price applies to any pending or subsequent Goods delivered thereunder.

Offers must remain valid for 90 calendar days after the offer deadline date.

The Suppliers shall provide their best estimated lead time (in calendar weeks) for each item quoted. For this purpose, lead time means the period between the receipt of an order and the time when the goods are ready for delivery to the health facility. The lead time and shipping timeline indicated in a resulting order shall be upheld in the performance of any Purchase Order.

7. Withdrawal, Substitution, and Modification:

Offerors are expected to have sole responsibility for taking steps to carefully examine in detail the full consistency of its quote to the requirements of the solicitation, keeping in mind that material deficiencies in providing information requested by GHSC-PSM, or lack of clarity in the description of the goods to be provided, may result in the rejection of the quote.

Prior to the RFQ closing date, an Offeror may withdraw, substitute or modify its previously submitted offer by sending a written notice to the email listed in the coversheet of this solicitation for receipt of offers, duly signed by an authorized representative. All notices must be received by Chemonics prior to the deadline for submission. The respective email shall clearly mark in the subject line “Solicitation No. RFQ-GHSC-PSM-TO1-Botswana-LOX” and then type either “Withdrawal”, “Substitution”, or “Modification”.

Unless otherwise accepted by Chemonics, no quote may be withdrawn, substituted, or modified in the interval between the RFQ closing date and the expiration of the period of quote validity specified by the Offeror or any extension thereof.

8. Confidentiality:

Information relating to the examination and evaluation of the quote, and the recommendation of the award, shall not be disclosed to any other Offerors/persons not officially concerned with such process.

If the Offeror is unsuccessful, the Offeror will receive an “Unsuccessful Offeror Letter” from GHSC-PSM. The purpose of the letter is to provide feedback on the strengths and weaknesses of the Offeror’s submission in order to assist the Offeror in improving subsequent Offer(s) presented to GHSC-PSM and to be a stronger competitor in all future procurement opportunities.

Section III: Evaluation Criteria and Award Process

1. Overview of Evaluation Criteria and Award Process

GHSC-PSM anticipates the award of a BOA with the Supplier(s) who follow the solicitation instructions, meet the eligibility requirements established in this solicitation, and are determined to be responsible, eligible supplier(s) for the specified items. Proposals will be evaluated on the following criteria:

Evaluation Criteria:	Order of Importance
Quality Assurance Eligibility (Pass/Fail)	1
Price	2
Availability and Delivery Schedule	3

Quality Assurance Eligibility – Please note that the product offered must meet the quality assurance requirement set forth in **Annex 4 – Product Specifications and Technical Requirements** in order to be considered for award. Products that do not meet the quality assurance requirements will not be considered.

It is anticipated that award(s) will be made based on original quotations and the above referenced evaluation criteria to qualified suppliers. However, Chemonics reserves the right to conduct negotiations with and/or request clarifications from any Supplier prior to award.



Proposals that meet the minimum technical requirements will be evaluated on the basis of the evaluation criteria referenced in the RFQ. It is anticipated that an award will be made based on original quotations and the above referenced evaluation criteria to up to two top qualified suppliers.

The RFQ Annex 1 - Price Quotation Form designates mandatory fields required in order for Offerors to submit the business proposal.

2. Additional Specific Solicitation Requirements:

Not applicable for this solicitation.

3. Clarification of Quote:

To assist in the examination and evaluation of the Offers, GHSC-PSM may, at its discretion, ask the Offeror to clarify the Offer, after which scores may be re-evaluated.

4. Responsiveness of Quote:

GHSC-PSM's determination of an Offer's responsiveness will be based on the contents of the quote itself. A substantially responsive quote is one that conforms to all the terms, conditions, and specification of this solicitation without material deviation, reservation, or omission. If a quote is not substantially responsive, it shall be rejected by GHSC-PSM and may not subsequently be made responsive by the Offeror by correction of the material deviation, reservation, or omission.

5. Nonconformities, Reparable Errors and Omissions:

Provided that the quote is substantially responsive, GHSC-PSM may waive any non-conformities or omissions in the quote that, in the opinion of GHSC-PSM, do not constitute a material deviation.

Section IV: Terms and Conditions

1. Terms and conditions

Issuance of this solicitation does not in any way obligate Chemonics, the GHSC-PSM project, or USAID to make an award or pay for costs incurred by the Supplier in the preparation and submission of an offer.

This solicitation is subject to the agreed upon terms and conditions of the relevant BOA. Any resultant award will be in the form of a BOA and Price Schedule Annex. Chemonics reserves the right to make revisions to the content, order, and numbering of the provisions in the actual BOA Price Schedule Annex prior to execution by Chemonics and the selected Offeror. Placement of any orders thereunder is subject to the availability of sufficient funds.

[END OF RFQ]