

Request for Quote/Proposal (RFQ/RFP)

Commodity/Service Required:	Milk Equipment
Type of Procurement:	Goods
Type of Contract:	Cost not to exceed
Term of Contract:	One time
Contract Funding:	U.S. Department of State
This Procurement supports:	Feed the Future Ethiopia Transforming Agriculture
Submit Proposal to:	See the method of submission below
Date of Issue of RFP:	March 8, 2026
Date Questions from Supplier Due:	March 12, 2026, at 16:00 East Africa Time (EAT)
Date Response posted on RTI website:	March 13, 2026, at 16:00 East Africa Time (EAT)
Date Proposal Due:	March 18, 2026
Approximate Date Purchase Order Issued to Successful Bidder(s):	TBD

Method of Submittal:	
Via email to InkindProcurement.ETA@transforming-agriculture.org	
Respond via e-mail with attached document in MS Word / pdf format. The Bidder/Seller agrees to hold the prices in its offer firm for 90 days from the date specified for the receipt of offers, unless another time is specified in the addendum of the RFP/RFQ.	
Solicitation Number:	ETA-AA-24-027A-GRT-Mod3 and ETA-AA-26-013-GRT

Attachments to RFP:

1. Attachment "A" – Commodity Specifications
2. Attachment "B" – Instructions to Bidders/Sellers
3. Attachment "C" – Vendor Information Form
4. All PO Terms and Conditions are listed on our website at: [rti-po-terms English Version - v1.20.pdf](#) or for commercial items: [http://www.rti.org/files/PO FAR Clauses Commercial Items.pdf](http://www.rti.org/files/PO_FAR_Clauses_Commercial_Items.pdf) (hereinafter the "Terms"). Supplier's delivery of products, performance of services, or issuance of invoices in connection with this purchase order establishes Supplier's agreement to the Terms. The Terms may only be modified in writing signed by both parties.

All bidders/sellers are responsible to carefully review each attachment and follow any instructions that may be relevant to this procurement.

Attachment A

Commodity Specifications or Statement of Work

Statement of Work

Description of Activity/Service:

RTI is an independent organization dedicated to conducting innovative, multidisciplinary research that improves the human condition. Founded as a centerpiece of the Research Triangle Park in North Carolina in 1958, RTI offers innovative research and development and a full spectrum of multidisciplinary services. It has a worldwide staff of more than 4,000 people. RTI's Feed the Future Ethiopia Transforming Agriculture Activity Agriculture project that is being implemented by RTI International, invites bids from providers to supply milk processing equipment. The detailed requirements and dates of service are provided below.

Product or Service Expectations (both if applicable):

1. Milk Cans: Aluminum of 10L Capacity
2. Cream Separator: stainless steel
3. Butter Churner
4. Silcon Butter Mold
5. Butter Packaging Machine

Deliverables, Timelines, Special Terms and Conditions:

Eligibility Criteria:

The offeror must submit proof of legal registration for similar services as demonstrated by:

- Commercial registration certificate
- Renewed Business license
- Tax identification number (TIN).
- Value Added Tax (VAT) certificate

Proposal Requirements

- The offeror must provide evidence that the product conforms with specifications (technical documentation).
- Offer must be denominated in local currency (Ethiopian Birr)
- **Offer must include transportation, installation, loading and unloading cost at the grantee site in Bahirdar.**
- Offer must indicate the proposed lead time availability (number of days)
- The offeror must confirm that all quoted prices are firm and remain valid for a minimum period of 90 days from the date of submission.
- Include provision of user manuals in English and local language (if applicable) for each machine.
- Include basic maintenance kits for each machinery unit.
- Provide on-site installation and commissioning of equipment.
- Provide training for at least 2 staff members on the operation and maintenance of each machine.
- Bidders can participate for one item or multiple items. However, those participating for one or more items should include in their offer the costs for transportation, applicable installation, and any other expenses relevant to the items they are bidding for.

See Attachment B, Section 3 for additional proposal requirements

Delivery Location:

- **The items/machines must be delivered to Bahirdar, kebele 14 nearby industry Zone**

Other Special Terms and Conditions

- **Warranty:** A minimum warranty of 12 months must be provided for all machinery, covering parts and labor.
- **After-Sales Service:** The supplier must have a local service partner or representative available to support any post-installation issues within 72 hours of request.
- **Quality Inspection:** All items will be inspected upon delivery. RTI reserves the right to reject non-compliant or damaged items.
- **Training & Support:** On-site training shall be included in the offer.

Pricing

Item #	Quantity to be Purchased	Description of Preferred Commodity or Services Specifications	UOM	Unit Fixed Price (Each)	Total Fixed Price (Each)	Lead Time Availability (Number of Days)
1	1000	Milk cans: Aluminum of 10 L capacity, Material: Food-grade virgin aluminum alloy - Wall thickness: 2.0 - 3.0 mm - Easy to clean, corrosion-resistant Including transport, loading & unloading at Bahirdar kebele 14 nearby industry Zone	pcs			
2	1	Cream separator: Stainless steel, 500L/hr capacity with accessories to align with the milk processing line Including Transport, installation and commissioning at Bahir Dar town including loading & unloading	Pcs			
3	1	Butter churner Capacity: 100 L - Material: Stainless steel - Operation: Both electric and manual - Locally produced Including Transport, installation and commissioning at Bahir Dar town	Pcs			

4	1	Silicon Butter mold Capacity: 200g - Shape: Rectangular - Dimensions: L 9.5 cm × W 6.5 cm × H 3.8 cm - Material: Food-grade silicone Transportation to Bahir Dar town				
5	1	Butter packaging machine made of AISI 304 Quality Stainless Steel, Capacity: 500 kg/h, 0,75kW 32 rpm agitator, single helezon, square and round form outlet, The machine kneads the butter to remove excess moisture and shapes it into the desired form. With an integrated mold system, butter can be shaped into round, rectangular, or square forms. Adjustable cutting wires allow for precise weight control. 250-500-1000-2000 adjustable weighing. Dimensions: 1450mm*350mm*1050mm (h) Weight: 75 kg.				
Sub Total Value						
VAT 15%						
Total Value including 15%						

BID VALIDITY PERIOD

Expected Bid Validity Period by RTI	90 days from the date specified for the receipt of offers
Supplier Bid Validity Period	

SUPPLIER WARRANTY REQUIREMENTS

- The supplier shall provide a full warranty for a minimum period of 12 months from the date of final acceptance of the equipment.
- The warranty shall cover all defects in materials, workmanship, and performance, and include free replacement of parts, labor, and on-site service.
- The supplier shall ensure the availability of spare parts for at least five (5) years after delivery.



- Response to service requests must be made within 72 hours. An option for extended warranty must be included in the offer

Supplier's Response:

- Yes, we fully accept the warranty requirements as stated above.
- No, we do not fully accept the warranty requirements.

PAYMENT TERMS ACCEPTANCE

The vendor's willingness to accept RTI's standard payment terms (i.e., payment within 30 days after delivery and acceptance of goods/services and submission of a valid invoice) will be evaluated.

Supplier's Response:

- Yes, we accept RTI's standard payment terms and conditions.
- No, we do not accept RTI's standard payment terms and conditions.

By signing this attachment, the bidder confirms he has a complete understanding of the specifications and fully intends to deliver items that comply with the above listed specifications.

Signature:

Title:

Date:

Attachment “B” Instructions to Bidders/Sellers

- 1. Procurement Narrative Description:** The Buyer (RTI) intends to purchase commodities and/or services identified in Attachment A. The Buyer intends to purchase the quantities (for commodities) and/or services (based on deliverables identified in a Statement of Work). The term of the Ordering Agreement shall be from Award Date to the Delivery date of the Offeror unless extended by mutual agreement of the parties. The Buyer intends to award to a single “approved” supplier based on conformance to the listed specifications, the ability to service this contract, and selling price. We reserve the right to award to more than one bidder. If an Ordering Agreement is established as a result of this RFQ/RFP, supplier understands that quantities indicated in the specifications (Attachment A) are an estimate only and RTI does not guarantee the purchase quantity of any item listed.
- 2. Procuring Activity:** This procurement will be made by **Research Triangle Institute (RTI International)**, located at

RTI-Feed the Future Ethiopia Transforming Agriculture Bole Flamingo, Minaye Building 11th Floor, Kirkos Sub City, Woreda 09, House Number 501/004/498 Addis Ababa
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who has a purchase requirement in support of a project funded by

U.S. Department of State

RTI shall award the initial quantities and/or services and any option quantities (if exercised by RTI) to Seller by a properly executed Purchase Order as set forth within the terms of this properly executed agreement.

- 3. Proposal Requirements.** All Sellers will submit a quote/proposal which contains offers for all items and options included in this RFQ/RFP. All information presented in the Sellers quote/proposal will be considered during RTI’s evaluation. Failure to submit the information required in this RFQ/RFP may result in Seller’s offer being deemed non-responsive. Sellers are responsible for submitting offers, and any modifications, revisions, or withdrawals, so as to reach RTI’s office designated in the RFQ/RFP by the time and date specified in the RFQ/RFP. Any offer, modification, revision, or withdrawal of an offer received at the RTI office designated in the RFQ/RFP after the exact time specified for receipt of offers is “late” and may not be considered at the discretion of the RTI Procurement Officer. The Seller’s proposal shall include the following:
 - (a) The solicitation number:
 - (b) The date and time submitted:
 - (c) The name, address, and telephone number of the seller (bidder) and authorized signature of same:
 - (d) Validity period of Quote:

- (e) A technical description of the items being offered in sufficient detail to evaluate compliance with the requirements in the solicitation. This may include product literature, or other documents, if necessary.
 - (f) If RTI informs Seller that the Commodity is intended for export and the Commodity is not classified for export under Export Classification Control Number (ECCN) “EAR99” of the U.S. Department of Commerce Export Administration Regulations (EAR), then Seller must provide RTI the correct ECCN and the name of Seller’s representative responsible for Trade Compliance who can confirm the export classification.
 - (g) Lead Time Availability of the Commodity/Service.
 - (h) Terms of warranty describing what and how the warranties will be serviced.
 - (i) Special pricing instructions: Price and any discount terms or special requirements or terms (special note: pricing must include guaranteed firm fixed prices for items requested.)
 - (j) Payment address or instructions (if different from mailing address)
 - (k) Acknowledgment of solicitation amendments (if any)
 - (l) Past performance information, when included as an evaluation factor, to include recent and relevant contracts for the same or similar items and other references (including points of contact with telephone numbers, and other relevant information)
 - (m) **Special Note:** *The Seller, by his response to this RFQ/RFP and accompanying signatures, confirms that the terms and conditions associated with this RFQ/RFP document have been agreed to and all of its attachments have been carefully read and understood and all related questions answered.*
4. **Forms:** Sellers (potential bidders or suppliers) must record their pricing utilizing the format found on Attachment “A”. Sellers must sign the single hardcopy submitted and send to address listed on the cover page of this RFQ/RFP.
5. **Questions Concerning the Procurement.** All questions in regards to this RFQ/RFP to be directed to
- Feed the Future Ethiopia Transforming Agriculture Procurement team
- at this email address:
- InkindProcurement.ETA@transforming-agriculture.org
- The cut-off date for questions is.
- March 12, 2026, at 16:00 East Africa Time (EAT)
6. **Notifications and Deliveries:** Time is of the essence for this procurement. Seller shall deliver the items or services no later than the dates set forth in the contract that will be agreed by both parties as a result of this RFQ/RFP. The Seller shall immediately contact the Buyer’s Procurement Officer if the specifications, availability, or the delivery schedule(s) changes.

Exceptional delays will result in financial penalties being imposed of Seller.

7. **Documentation:** The following documents will be required for payment for each item:
 - (a) A detailed invoice listing Purchase Order Number, Bank information with wiring instructions (when applicable)
 - (b) Packing List
 - (c) All relevant product/service documentation (manuals, warranty doc, certificate of analysis, etc.)
8. **Payment Terms:** Refer to RTI purchase order terms and conditions found in https://www.rti.org/sites/default/files/rti-po-terms_english_version_-_v1.18.pdf, http://www.rti.org/files/PO_FAR_Clauses.pdf, or http://www.rti.org/files/PO_FAR_Clauses_Commercial_Items.pdf. Payment can be made via wire transfer or other acceptable form. Sellers may propose alternative payment terms and they will be considered in the evaluation process.
9. **Alternative Proposals:** Sellers are permitted to offer “alternatives” should they not be able to meet the listed requirements. Any alternative proposals shall still satisfy the minimum requirements set forth in Attachment A Specifications.
10. **Inspection Process:** Each item shall be inspected prior to final acceptance of the item. All significant discrepancies, shortages, and/or faults must be satisfactorily corrected and satisfactorily documented prior to delivery and release of payment.
11. **Evaluation and Award Process:** The RTI Procurement Officer will award an agreement contract resulting from this solicitation to the responsible Seller (bidder) whose offer conforms to the RFQ/RFP will be most advantageous to RTI, price and other factors considered. The award will be made to the Seller representing the **best value** to the project and to RTI. For the purpose of this RFQ/RFP, price, delivery, technical and past performance are of equal importance for the purposes of evaluating and selecting the “best value” awardee. RTI intends to evaluate offers and award an Agreement without discussions with Sellers. Therefore, the Seller’s initial offer should contain the Seller’s best terms from a price and technical standpoint. However, RTI reserves the right to conduct discussions if later determined by the RTI Procurement Officer to be necessary.

The evaluation factors will be comprised of the following criteria:

The evaluation of bids will follow a weighted scoring system based on five key criteria: Price (30%), Delivery (10%), Technical (30%), Past Performance (20%), and Other Evaluation Criteria (10%). Each area will be assessed using defined sub-criteria with corresponding weights, scoring guidance, and evidence required from bidders as detailed below.

(a) Price – 30%

- **Completeness and accuracy of the price schedule (8%)**
 - Evidence: Completed and signed price schedule including items and costs.
- **Reasonableness and competitiveness of prices (10%)**
 - Evidence: Detailed breakdown of unit prices, for comparing unit and total prices among qualified bidders to ensure consistency with prevailing market rates.
- **Arithmetic accuracy and price validity (5%)**

- Evidence: Correctly calculated total amounts and validity of prices for at least 90 days.
- Inclusion of all associated costs (7%)
 - Evidence: Documentation showing transportation, installation, commissioning, and other related costs.
 - **Total weight: 30%**

(b) Delivery – 10%

- Lead time offered (10%) – Shorter but realistic delivery schedules.
 - **Total weight: 10%**

(c) Technical – 30%

- Conformance with specifications (20%)
 - Evidence provide evidence that the product conforms with specifications (technical documentation).
- Availability of technical documentation (4%)
 - Evidence: Manuals, brochures, catalogues, or technical guides.
- User training and warranty obligations (6%)
 - Evidence: Training plan and warranty terms.
 - **Total weight: 30%**

(d) Past Performance – 20%

- Evidence of similar contracts (8%)
 - Evidence: Copies of at least three similar contract agreements.
- Client references or completion certificates (12%)
 - Evidence: Three reference letters or certificates from previous clients.
 - **Total weight: 20%**

(e) Other Evaluation Criteria – 10%

- Warranty and spare parts (5%)
 - Evidence: Warranty statement, spare parts availability commitment, and response time confirmation.
 - Warranty period ≥ 12 months and spare parts availability with a written commitment and response time ≤ 72 hours. 5%
 - Partially accepts the warranty, spare parts, and response time requirements but proposes minor deviations. 3%
 - No warranty statement or missing evidence. 0%
- Acceptance of payment terms (5%)
 - Evidence: Signed acknowledgment of acceptance of RTI's standard 30-day payment terms.
 - Fully accepts RTI's 30-day payment terms without conditions. 5%
 - Partial accepts payment terms but proposes minor deviations. 2 %

- Rejects or omits acknowledgment of payment terms. 0%
- **Total weight: 10%**
- **Total Score 100%**

12. **Award Notice.** A written notice of award or acceptance of an offer, mailed or otherwise furnished to the successful supplier within the time acceptance specified in the offer, shall result in a binding contract without further action by either party.
13. **Validity of Offer.** This RFP in no way obligates RTI to make an award, nor does it commit RTI to pay any costs incurred by the Seller in the preparation and submission of a proposal or amendments to a proposal. Your proposal shall be considered valid for 90 days after submission.
14. **Representations and Certifications.** Winning suppliers under a US Federal Contract are required to complete and sign as part of your offer RTI Representations and Certifications for values over \$10,000.
15. **Certification.** The offeror, by signing its offer, hereby certifies to the best of its knowledge and belief that no Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress on its behalf in connection with the awarding of this contract.
16. **Anti- Kick Back Act of 1986.** Anti-Kickback Act of 1986 as referenced in FAR 52.203-7 is hereby incorporated into this Request for Proposal as a condition of acceptance. If you have reasonable grounds to believe that a violation, as described in Paragraph (b) of FAR 52.203-7 may have occurred, you should report this suspected violation to the RTI's Ethics Hotline at 1-877-212-7220 or by sending an e-mail to ethics@rti.org. You may report a suspected violation anonymously.
17. **The John S. McCain National Defense Authorization Act for fiscal year 2019 - section 889.** RTI cannot use any equipment or services from specific companies, or their subsidiaries and affiliates, including Huawei Technologies Company, ZTE Corporation, Hytera Communications Corporation, Hangzhou Hikvision Digital Technology Company, and Dahua Technology Company ("Covered Technology"). In response to this request for proposal, please do not provide a quote which includes any Covered Technology. Any quote which includes Covered Technology will be deemed non-responsive. Additionally, if the United States Government is the source of funds for this RFP, the resulting Supplier shall not provide any equipment, system, or service that uses Covered Technology as a substantial or essential component.

Acceptance:

Seller agrees, as evidenced by signature below, that the seller's completed and signed solicitation, seller's proposal including all required submissions and the negotiated terms contained herein, constitute the entire agreement for the services described herein.



By: (Seller Company Name)

Signature: _____

Title:

Date:

Attachment “C” Vendor Information Form

	 KEY QUESTIONS	VENDOR INFORMATION FORM <i>Please write your answers clearly and use additional paper if needed to provide <u>as much detail as possible</u> in your answers to these questions. More details and facts are always better than fewer details. We will attempt to verify the important facts you have listed below using our local personnel in and around the country.</i>
1	Contact name of reference	
2	Title or position of contact	
3	Phone Number(s) for contact	
4	E-mail address for contact	
5	Company name	
6	Company address	
7	Primary business of company	
8	List cities where company has offices and/or workshops.	
9	List manufacturers or brands your company currently represents.	
10	Define <u>type</u> of representation of each brand (agent, dealer, authorized mfg rep, etc.) and whether or not it is exclusive.	
11	Is company locally owned or foreign owned?	
12	Describe previous experience in working with USAID-funded projects.	
13	If your company has been awarded previous USAID-funded work, please describe.	
14	Please describe your recent experience (last 12 months) with doing work, providing equipment or services as defined in our specifications or statement of work.	
15	List the names and current contact information for the project managers working <u>for your customers</u> in your last two projects for us to contact and ask about your performance.	



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Telephone 919.541.6000 ■ Fax 919.541.5985 ■ www.rti.org

16	If your company is based outside of the country, please describe how you would effectively service and support a future contract.	
17	Confirm that you agree to comply with RTI's standard terms and conditions.	