

Request for Quote/Proposal (RFQ/RFP)

Commodity/Service Required:	Business Development Services for Capital Mobilization in Ethiopia's Sunflower Sector
Type of Procurement:	Request for Proposals (RFP) / Subcontract
Type of Contract:	Fixed Price (FP) Subcontract
Term of Contract:	Up to 24 months from award, subject to the final Subcontract
Contract Funding:	USDA Food for Progress Program - Ethiopia SunGold Project
This Procurement supports:	Hands-on investment readiness, business development support, transaction advisory, deal facilitation, and mobilization of USD 6,000,000 in verified financing
Submit Proposal to:	Procurement@sungold.rti.org
Date of Issue of RFP:	October 31, 2026
Date Questions from Supplier Due:	November 6, 2026 at 5:00 P.M. EAT
Responses to be shared by RTI:	November 10, 2026 at 5:00 P.M. EAT
Date Proposal Due:	November 16, 2026 at 5:00 P.M. EAT
Approximate Date Purchase Order Issued to Successful Bidder(s):	TBD

Method of Submittal:	
Respond by email with the technical and financial proposals attached in PDF format. Submission address and deadline will be specified in the final solicitation.	
Respond via e-mail with attached document in 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:	RTI-SunGold RFP: SG-001-2027

Attachments to RFP:

1. Attachment “A” – Commodity Specifications
2. Attachment “B” – Instructions to Bidders/Sellers
3. 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 (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

Indicate a description of the activity/service that is expected from the supplier. Provide product specifications or service expectations (both if applicable). Include deliverables, timelines, and any special terms and conditions.

Description of Activity/Service:

1. Project Summary:

RTI International (RTI) is implementing the Ethiopia SunGold Project (SunGold), funded by the U.S. Department of Agriculture (USDA) through the Food for Progress Program. SunGold targets Ethiopia's underdeveloped sunflower sector using a U.S.-led value chain approach that benefits the United States and Ethiopia. The SunGold project will increase sunflower yields in Ethiopia through strategic partnerships that leverage U.S. technology (e.g. seed, equipment), build the capacity of both small- and large-scale Ethiopian farmers, and unlock access to finance through contract farming and new loan products. SunGold will also advocate for policy reforms to reduce trade barriers, aligning Ethiopian policies to science based international standards to increase two-way agricultural trade, investment, and market access between Ethiopia and the United States.

SunGold intends to engage qualified business development services (BDS) consultants or firms to provide practical, hands-on support that makes sunflower-related agribusinesses credit- and investment-ready. The service provider will build and manage a transaction pipeline, help businesses prepare robust financial projections and supporting documentation, connect them with appropriate banks, microfinance institutions (MFIs), grant facilities, investors, and other capital providers, and support transactions through verified financial close.

2. Purpose and Objective

RTI International, through the USDA Food for Progress Ethiopia SunGold Project, seeks a qualified business development services firm or individual consultant to make sunflower-related agribusinesses investment-ready and mobilize an aggregate USD 6,000,000 in eligible, additional, attributable, and successfully closed external financing. Priority implementation areas are SunGold operating areas in Oromia, including Jimma, and the Central, South, and Southwest Ethiopia Regions.

Eligible financing may include third-party grants, credit, loans, working capital, capital investment, equity or quasi-equity, asset finance, and eligible debt refinancing or restructuring.

Product or Service Expectations (both if applicable):

3. Scope of Services

3.1. Inception, BDS Orientation, and Market Mapping

- Participate in SunGold orientation on the sunflower value chain, target operating areas, SME selection guidelines, investment-readiness tools, digital systems, reporting, verification, and applicable safeguards.
- Agree on definitions, target segments, eligible financing instruments, pipeline stages, attribution rules, transaction evidence, confidentiality, conflicts of interest, reporting, and coordination arrangements.
- Map relevant Ethiopian and international capital providers, including banks and MFIs, and document products, funding windows, eligibility requirements, ticket sizes, collateral expectations, decision timelines, and application requirements.
- Prepare an outreach, origination, and conversion plan showing how the USD 6,000,000 target will be achieved.

3.2. Long List, Selection, and Pipeline Development

- Develop a long list of legally registered sunflower-related businesses in the target regions. SunGold may also provide an initial SME or agribusiness pipeline.
- Apply SunGold-approved selection guidelines and screening criteria before presenting businesses to banks, MFIs, investors, or grant facilities.
- Verify legal status, sunflower-sector involvement, financing need, proposed use of funds, management capacity, existing obligations, previous applications, and business consent.
- Maintain a live pipeline showing financing need, proposed instrument, prospective provider, stage, probability, next action, responsible person, constraints, expected close date, and expected value.
- Prioritize transactions based on feasibility, additionality, value-chain relevance, development impact, time to close, and contribution to the aggregate target.

3.3. Investment-Readiness Diagnostics and Boot Camps

- Use or adapt SunGold investment-readiness toolkits to diagnose business, financial, governance, documentation, digital, and management gaps.
- Conduct practical boot camps for shortlisted businesses covering business models, financial statements, cash-flow forecasting, financing needs, use of funds, debt-service capacity, investment returns, collateral, governance, risk, lender or investor communication, and application requirements.
- Include practical financial literacy and digital literacy support where identified as a material readiness gap.
- Prepare a time-bound readiness plan for each shortlisted business and provide targeted follow-up coaching.
- Maintain attendance, assessment, coaching, and readiness records. Completion of a boot camp does not constitute unlocked financing.

3.4. Digital Records and Finance Preparation

- Use available SunGold-supported digital records, where authorized and available, to strengthen financing applications and due diligence. These may include farm or business records, input needs, production information, and offtake agreements.

Description of Activity/Service:

- Coordinate, where applicable, with SunGold’s digital partner Dimagi on digitized farm or cluster records, and with Samanu where production verification or repayment tracking is relevant to a proposed transaction.
- Support cluster-level monitoring of production and performance where this strengthens a financing case, loan negotiation, repayment management, or resolution of financing challenges.
- Prepare or improve business plans, financial models, cash-flow forecasts, financing memoranda, pitch decks, grant and credit applications, data rooms, management profiles, use-of-funds schedules, implementation plans, and supporting documentation.
- Ensure projections and claims are supported by records and reasonable assumptions and are clearly understood and approved by the beneficiary business.

3.5. Financing Awareness and Structuring

- Help businesses assess appropriate financing instruments, amounts, tenor, grace period, repayment profile, security, covenants, ownership implications, and currency exposure.
- Where relevant, increase awareness of appropriate bundled insurance products, including covered risks, premiums, exclusions, claims requirements, and triggers for payouts.
- Support businesses in negotiating appropriate loan or investment terms and resolving documentation or transaction issues.
- Ensure businesses understand obligations, fees, risks, repayment requirements, dilution, reporting duties, and consequences of default before submission or signing.

3.6. Deal Facilitation and Closing

- Introduce eligible businesses to appropriate capital providers and organize lender meetings, investor pitches, site visits, and due-diligence exchanges.
- Engage regularly and, where necessary, on a hands-on or day-to-day basis with participating agricultural SMEs to complete readiness actions and respond promptly to capital-provider requests.
- Coordinate information requests and maintain a transaction checklist, issue log, and secure document repository.
- Support term-sheet review, negotiation, credit- or investment-committee preparation, legal documentation, conditions precedent, and closing.
- Track approvals, commitments, signing, disbursements, equity subscriptions, refinancing settlements, and transaction conditions.
- Provide SunGold with a complete closing file and independent evidence of the eligible amount unlocked.

4. Eligibility Criteria

4.1. Eligibility of Beneficiary Businesses

- The beneficiary must be a legally registered Ethiopian business entity with valid registration, business license, tax identification, governance or ownership details, and authorized-signatory documentation.
- The beneficiary must have a substantive current or planned commercial role in the sunflower value chain. Eligible businesses may include input suppliers, commercial farms, aggregators, processors, storage and handling businesses, by-product enterprises, mechanization and equipment service providers, logistics firms, distributors, and other approved sunflower enterprises.

Description of Activity/Service:

- The financing need and proposed use of funds must support sunflower-related commercial activity and improve productivity, market access, storage, handling, processing, by-product utilization, or overall business efficiency.
- The beneficiary must consent to information sharing, verification, monitoring, and reporting and pass applicable integrity, sanctions, anti-fraud, conflict-of-interest, environmental, social, and safeguarding screening.

4.2. Eligible Financing Instruments

- Third-party grants and challenge-fund awards.
- Bank, MFI, cooperative, leasing, supplier, buyer, or other approved credit.
- Working-capital facilities, term loans, and asset finance.
- Equity or quasi-equity investment and other approved capital investment.
- Debt refinancing or restructuring that demonstrably improves the business's financing position and supports eligible sunflower activity.
- Other instruments approved in writing by SunGold before being counted.

5. Definition and Verification of Unlocked Finance

Financing will count only when SunGold determines that it is eligible, attributable to the service provider's documented work, additional to financing the business had already secured, and successfully closed. The verified unlocked amount will be calculated as follows:

- **Grants:** the amount in a signed award agreement or official award notification that creates an enforceable funding commitment, subject to the final Subcontract.
- **Loans, credit, and working capital:** the amount made irrevocably available under executed financing documents, as defined in the final Subcontract.
- **Equity or quasi-equity:** the amount invested and received by the beneficiary, supported by executed investment and payment evidence.
- **Debt refinancing:** the principal amount refinanced and settled. Interest savings, waived penalties, or tenor extensions are excluded unless expressly approved.
- Only the eligible sunflower-related portion of a larger transaction will count. Canceled, reversed, double-counted, unsupported, previously committed, or SunGold-funded amounts will not count.

RTI (SunGold) will:

- Provide project background, target-area information, an SME or agribusiness pipeline where available, investment-readiness tools, SME selection guidelines, indicator definitions, and reporting templates.
- Facilitate appropriate engagement with banks, MFIs, investors, grant makers, Dimagi, Samanu, and other SunGold partners where this supports an eligible transaction.
- Provide orientation or targeted capacity strengthening to align selected BDS providers with SunGold tools, standards, digital systems, and verification requirements.
- Review and approve business eligibility, financing instruments, local adaptations, transaction-verification standards, and milestone evidence.
- SunGold does not guarantee approval or disbursement. Final financing decisions remain with the capital provider and beneficiary business

Description of Activity/Service:

6. Deliverables, Timelines, Special Terms and Conditions:

Milestone	Key activities	Required outputs/evidence	Lead
1. Inception and orientation	Confirm methodology, SME selection guideline, target regions, partners, tools, definitions, controls, and work plan.	Approved inception report; provider map; origination plan; pipeline and verification tools; coordination and conflict protocol.	Service provider; SunGold verifies and approves as applicable
2. Long list and screened pipeline	Identify, verify, diagnose, and prioritize businesses, including any SunGold-referred pipeline.	Long list; legal and sunflower eligibility evidence; readiness diagnostics; financing-needs analysis; prioritized transaction pipeline.	Service provider; SunGold verifies and approves as applicable
3. Boot camps and readiness plans	Deliver investment-readiness, financial-literacy, and digital-literacy support where needed.	Materials; attendance and assessments; business-level gap analyses; improvement plans; coaching records.	Service provider; SunGold verifies and approves as applicable
4. Financing packages	Prepare projections, records, applications, data rooms, and lender- or investor-ready packages.	Approved business plans, projections, applications, pitch materials, digital or business records, and submission evidence.	Service provider; SunGold verifies and approves as applicable
5. Deal advancement	Facilitate introductions, due diligence, negotiations, and completion of conditions.	Capital-provider engagement records; due-diligence tracker; term sheets or approvals; issue and action log.	Service provider; SunGold verifies and approves as applicable.
6. Financial close and fee	Close eligible transactions and submit complete evidence.	Disbursement, investment, or settlement evidence; provider and beneficiary confirmations; attribution statement; fee calculation and invoice.	Service provider; SunGold verifies and approves as applicable

Milestone	Key activities	Required outputs/evidence	Lead
7. Final close-out	Reconcile results and transfer the remaining pipeline and learning.	Final report; transaction register; funds disbursements, USD 6 million reconciliation; pipeline handover; lessons and sustainability recommendations.	Service provider; SunGold verifies and approves as applicable

7. Performance Indicators

- Number of eligible businesses identified, screened, and included in the active pipeline.
- Number of businesses completing investment-readiness support, including financial or digital literacy where applicable.
- Number and value of applications or investment packages submitted.
- Number and value of closed transactions by instrument, finance provider, business, location, and sunflower value-chain segment.
- Value of agriculture-related financing accessed as a result of USDA assistance, subject to SunGold definitions and verification.
- Total verified capital unlocked in U.S. dollars against the USD 6,000,000 target.
- Pipeline conversion rates and average time from entry to financial close.
- Value of success fees paid and ratio of verified finance mobilized to SunGold expenditure.
- Number and value of transactions rejected, withdrawn, canceled, or disallowed, with reasons.

8. Reporting, Data, and Verification

- Maintain a secure transaction-management system with an audit trail for pipeline changes, business records, communications, applications, and claimed results.
- Submit concise monthly pipeline reports and immediate close notifications using SunGold-approved formats.
- Use digitized farm, cluster, production, input, offtake, and repayment information only when authorized and relevant to the financing transaction.
- Obtain written business consent before sharing confidential information.
- Cooperate with SunGold, RTI, USDA, auditors, and authorized representatives during transaction verification, data-quality assessments, spot checks, and audits.
- Immediately report suspected fraud, bribery, facilitation payments, misrepresentation, sanctions concerns, conflicts of interest, or data breaches.

9. Confidentiality, Ownership, and Ethical Conduct

- All pipeline data, digitized records, business information, transaction materials, reports, and deliverables will be handled and owned as specified in the Subcontract.
- The provider must protect beneficiary and capital-provider information and may not reuse it without authorization.
- The provider may not promise financing, misrepresent SunGold or RTI, offer improper inducements, or make unauthorized commitments.
- Actual or potential conflicts and all compensation arrangements must be disclosed promptly and managed to SunGold's satisfaction.

10. Key Assumptions for Finalization

- The USD 6,000,000 target and up to 5% fee are aggregate figures.
- The subcontract will establish the contract ceiling, period, tax treatment, exchange-rate convention, minimum evidence by instrument, and whether a transaction counts upon binding commitment, availability, or disbursement.
- The final solicitation will clarify whether one or more providers may be selected and how target allocation and transaction attribution will be handled.
- Any fixed capacity-building or mobilization payment, reimbursable expense, minimum transaction size, or per-transaction fee cap must be expressly stated in the final Subcontract.

11. PAYMENT TERMS:

Performance fee and payment: The success fee is up to 5% of the verified eligible financing unlocked and accepted by SunGold. At the full USD 6,000,000 target, the corresponding maximum fee is USD 300,000, subject to the Subcontract ceiling, verification, applicable taxes, and final contract terms. No success fee is payable solely for pipeline listing, training, application submission, expressions of interest, or non-binding term sheets.

Verification standard: Financing counts only when SunGold determines that it is eligible, additional, attributable to the provider's documented work, and successfully closed. Canceled, reversed, double-counted, unsupported, previously committed, or SunGold-funded amounts will not count.

Duration and reporting: The anticipated assignment duration is up to 24 months. The provider will submit concise monthly pipeline reports and immediate close notifications using SunGold-approved formats.

Special terms: The provider must disclose all fees, commissions, equity interests, retainers, referral payments, or other compensation from beneficiaries or capital providers. Undisclosed dual compensation is prohibited. Final financing decisions remain with the capital provider and beneficiary business.

12. Key Qualifications of Service Provider

- A legally registered BDS firm or individual consultant authorized to contract and provide the proposed services in Ethiopia.
- Professional certification relevant to business development, accounting, finance, investment, banking, management consulting, or a closely related field is preferred.
- Demonstrated knowledge of the business environment in SunGold operating woredas and ability to work directly with agricultural SMEs.
- Experience making agribusinesses bankable or investment-ready through hands-on business support, financial projections, documentation, digital records, and application preparation.
- Evidence of successfully closed grants, credit, working-capital facilities, loans, equity investments, or refinancing, supported by verifiable references.
- Strong relationships with Ethiopian banks, MFIs, investors, grant makers, and other relevant finance providers.
- Understanding of sunflower, oilseeds, edible oil, agricultural production, aggregation, storage, processing, inputs, mechanization, logistics, or related sectors.
- Adequate confidentiality, data-protection, ethics, anti-fraud, conflict-of-interest, financial-management, and internal-control systems.

13. ELIGIBILITY CRITERIA

This assignment is open to both consultancy firms and individual consultants. To be considered eligible, applicants must meet the following minimum requirements:

- **Legal Registration and Tax Identification:** Consultancy firms must submit a valid commercial registration certificate, Tax Identification Number (TIN), and Value Added Tax (VAT) registration certificate, where applicable. Individual consultants must provide the applicable professional registration and tax identification documentation required under Ethiopian law.
- **Valid Business or Professional License:** Consultancy firms must submit a valid and renewed business license for the current Ethiopian fiscal year, authorizing them to operate in the relevant sector. Individual consultants must provide a valid and renewed professional license or other applicable authorization, where required by law.
- **Compliance with Tax Invoice Requirements:** Applicants must demonstrate their ability to issue valid tax invoices, including QR-code-supported tax invoices where required under applicable Ethiopian Ministry of Revenue requirements. The selected consultant or firm must maintain compliance with applicable tax invoicing requirements throughout the contract period.

14. Proposal and Submission Requirements

- Technical proposal, maximum 12 pages, covering the transaction methodology, target regions, BDS approach, SME selection and readiness model, use of digital records, capital-provider strategy, staffing, safeguards, work plan, and route to USD 6,000,000.
- Initial or illustrative pipeline-building strategy, without disclosing confidential third-party information.
- Staffing plan and CVs, including relevant professional certifications and availability of the transaction lead.
- Record of comparable assignments and closed transactions, including instrument, sector, approximate value, role, close date, and reference contact, subject to confidentiality restrictions.
- Legal registration, license, tax, ownership or governance, banking, authorized-signatory, and other due-diligence documents required by RTI.
- Conflict-of-interest and compensation disclosures, including relationships with prospective businesses and capital providers.
- At least three relevant client or transaction references.
- Financial proposal confirming the 5% success fee and disclosing all proposed fixed, reimbursable, tax, or other charges. Unapproved charges will not be payable.

Pricing/Budget Template: This budgeting template must be provided by the bidder in the following Excel format.

Budget Template					
Project: SunGold					
Subcontractor Name:					
Item	Unit Description	Rate (ETB)	Unit	Total (ETB)	Explanation/Notes
Salaries					
Staff Name & Title					
	/day				
	/day				

	/day				
Total Salaries					
Consultants (if applicable)					
Consultant Name & Role					
	/day				
	/day				
	/day				
Total Consultants					
Travel, Transportation and Per Diem (if applicable)					
	/trip				
	/trip				
	/trip				
Total Travel					
Equipment or Supplies (if applicable)					
	/unit				
	/unit				
	/unit				
Total Equipment or Supplies					
Workshops and Trainings (if applicable)					
<i>See workshop training detail tab</i>					
Total Equipment or Supplies					
Other Direct Costs (if applicable)					
	/unit				
	/unit				
	/unit				
	/unit				
	/unit				
Total Other Direct Costs					

Subtotal (ETB)					
VAT (ETB)					*Please insert formula where VAT rate * Subtotal
Total, VAT inclusive (ETB)				0	

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

Kazanchis Area, Bete Berhan Building, 4th Floor, Kirkos Sub-City, Addis Ababa

(insert full address of the office)

who has a purchase requirement in support of a project funded by

US Department of Agriculture

(insert client’s name)

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.

(a) The solicitation number:

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

- (f) 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)

Past performance information, when included as an evaluation factor, to include recent and

- (l) 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

SunGold Procurement team

(insert name of procurement officer)

at this email address:

Procurement@sungold.rti.org

(insert email address of the procurement officer).

The cut-off date for questions is (insert date).

November 6, 2026 at 5:00 P.M. 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:
 - (a) **PRICE**. Lowest evaluated ceiling price (inclusive of option quantities) .
 - (b) **DELIVERY**. Seller provides the most advantageous delivery schedule.
 - (c) **TECHNICAL**. Items/Services shall satisfy or exceed the specifications described in RFQ/RFP Attachment A.
 - (d) **PAST PERFORMANCE** - Seller can demonstrate his/her capability and resources to provide the items/services requested in this solicitation in a timely and responsive manner.
 - (e) **OTHER EVALUATION CRITERIA**.

Criterion	Assessment Focus / Sub-Criterion	Points
Technical Approach and Transaction Methodology	Clear and practical origination-to-close methodology for mobilizing finance (10 points)	
	Approach to SME selection, screening, and investment-readiness assessment (5 points)	
	Strategy for hands-on BDS support, digital tools, and transaction verification (5 points)	
	Realistic pathway and work plan to achieve the USD 6 million financing target (5 points)	
	Subtotal	25
Relevant Experience and Successfully Closed Transactions	Demonstrated experience providing agribusiness BDS and investment-readiness services (10 points)	
	Value and number of successfully closed financing transactions relevant to the assignment (10 points)	
	Quality, relevance, and verifiability of references and past assignments (5 points)	
	Subtotal	25
Capital-Provider Network and Local Market Access	Strength and diversity of relationships with banks, MFIs, investors, and grant facilities (10 points)	
	Demonstrated access and operational experience in SunGold target regions (5 points)	
	Understanding of local financing opportunities and constraints within the sunflower value chain (5 points)	
	Subtotal	20
Team, Certification, and Organizational Capacity	Qualifications and relevant expertise of proposed key personnel (7 points)	
	Availability of personnel and capacity to manage multiple transactions concurrently (5 points)	
	Organizational systems, controls, and operational capability (3 points)	
	Subtotal	15
Value for Money and Commercial Terms	Acceptance of the 5% success-fee structure and overall commercial competitiveness (5 points)	

	Transparency and reasonableness of any proposed additional costs or reimbursable expenses (5 points)	
	Subtotal	10
Integrity, Confidentiality, and Data Protection	Adequacy of policies and controls for confidentiality, conflicts of interest, and data protection (3 points)	
	Measures to prevent dual charging, misrepresentation, and unethical conduct (2 points)	
	Subtotal	5
TOTAL		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: