



Bid no. 25/T/2021

**Supply of Maintenance and Leak Detection Vehicles for
Aqaba Water Company**

VERSION 1.0

July 2021

Aqaba – Jordan

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Introduction

Aqaba Water Company (AWC) invites all eligible registered Jordanian bidders who has an official business in Jordan to submit their proposals in response to this RFP. Please read the submission instructions and rules listed in section (3) and submit your proposal by the deadline stated below and according to instructions in section (4).

Should you require any additional information or clarification of this RFP, you may seek such information from AWC through the officials named in section (2)

Section 1 - Light RFP Key Information

| | |
|---|--|
| RFP Number | 25/B/2021 |
| Last date to sell tender documents | 19/8/2021 |
| Last date to receive inquiries | 26/8/2021 |
| Date of releasing Q&As appendix | 2/9/2021 |
| Closing Date (Submission Deadline) | 19/9/2021 |
| Date of opening the sealed technical offers | 10 A.M, 20/9/2021 |
| Project Name / Title | Supply of maintenance vehicles for Aqaba Water Company |
| Quantity | 11 |
| Bid Language | English |
| Bid-Bond Value | 24000 |
| Performance Bond | 10% of the PO amount |
| Maintenance Bond | 5% of the PO amount valid for 3 years |
| Applicable Code | USAID Code 00 Applies to this RFP |
| Bid Currency | JOD |
| Penalties | According to AWC Laws and Regulations |
| Project Description & BoQ | Appendix A |
| Special Conditions | N/A |
| Award Criteria | Most Responsive (50% Technical and 50% Financial) |
| Delivery Location | <ul style="list-style-type: none"> • Aqaba Company Central Warehouse in Aqaba City |
| Bidder Eligibility | <ul style="list-style-type: none"> • Have an official established business in Jordan • All licenses and trade certificates are renewed and up to date • Is not banned or black-listed by any government agency or Jordanian Bank • Has official partnership agreement with solution manufacturer • Has well-trained and certified staff • Additional See Section 4 |
| Income/Withholding Tax | Bidder Responsibility (To be paid by the bidder) |
| Sales Tax | To be clearly included in the commercial proposal |
| Stamp Fees | All Contracts with foreign and local firms are subject to 0.3% non-refundable Stamp Fee on the Grand Total Amount that is payable by the firm (Seller) upon signing of a contract or purchase order. |

Section 2 - Light RFP Contact Person

All inquiries concerning the contents of this RFP document must be addressed in writing via email to:

Bid Evaluation Committee

RFP Title – Bidder Name

Aqaba Water Company
Al-Sharif Al-Hussein Ben Ali Street
Aqaba 77110 Jordan

E-mail: Procurement@aw.com.jo

Email's Subject Line: RFP - Inquiries

Section 3 – RFP Key Terms and Conditions

- All bidders must accept that submission of a Proposal does not place AWC under any obligation to acquire the products, solution, equipment, hardware, software, services or any other item included in the any bidders' Proposal.
- With the submission of a proposal, each Bidder agrees that it will not bring claims or have cause of action against Aqaba Water Company based on any misunderstanding concerning the information provided herein or concerning AW's or AW's failure, negligence, or otherwise, to provide the Bidder with pertinent information as intended by this RFP
- All Bidders must be responsible for any expenses incurred in the preparation of the Proposal and any subsequent presentations or demonstrations.
- AWC reserves the right to amend this RFP prior to final Winning Bidder selection.
- AWC reserves the right, at their sole option, to withdraw its invitation to selected or all bidders to propose to this RFP at any time during the RFP process.
- AWC is not bound to accept the proposal with the lowest price. AWC shall have no obligation to disclose the nature of any proposal received.
- All the terms and conditions of this RFP are deemed to be accepted by the all bidders and are incorporated in the proposal except for those terms and conditions that are expressly excluded in the proposal.
- Proposals received after the stated Submission Deadline is liable to be rejected.
- The Submission Deadline may be extended at the sole discretion of AWC.
- Proposals not meeting critical requirements are liable to be rejected without further notice.
- All Bidders proposals will become the property of AWC.
- Proposal prices has to be quoted in Jordanian Dinars (JOD)
- The Bidders shall provide a fixed total price for all the deliverables. Prices quoted should be valid for a minimum period of **Ninety (90) days** from the date of Submission Deadline.
- Bidders are to make themselves aware of the applicable government and AWC procurement laws and regulation and such knowledge is assumed by AWC.
- AWC has the right to ask the bidder for any clarification
- Multiple proposals are accepted and will be treated as separate proposals
- AWC reserves the right to accept or reject any part of any proposal, and to accept or reject any or all proposals without penalty or the obligation to give any explanation.
- Prior to AW awarding the contract, AW will inform all unsuccessful bidders its decision and allow unsuccessful bidders to raise their objections within a timeframe not to exceed **five (5) working days**

from the date of AW message. Unsuccessful Bidders have the right to provide their objections using the designed AW form but are not allowed to change their bids or proposals.

- Award of the Contract resulting from This RFP will be based upon the Most Responsive Bidder whose offer will be the most advantageous to AWC in Terms of Cost, responding on AWC requirements and other factors as specified elsewhere in this RFP.

3.1 USAID Procurement Laws and Regulations

3.1.1. As this procurement is funded by USAID through the FARA agreement signed between AW and USAID, it shall be clear that the bidder comply with USAID Source and Nationality Code – 00. It is mandatory to comply with USAID procurement and comply with **Code 00**.

Shipping of any and all solution components have to be done by a USA company and an evidence shall be provided to AW

3.1.2 Complying with USAID procurement laws and regulation for this RFP is mandatory. Failure to comply with USAID laws and regulations will result in contract defaulting, disqualification of the bidder and AW will not be held liable to reimburse the contractor for any costs or fees.

3.1.3 It is the bidder complete and total responsibility to educate himself of the related USAID regulations and can communicate with AW for any clarification if required.

3.1.4 As this is a USAID financed procurement, AW will reimburse the winning bidder upon receiving the official acceptance by USAID and upon transferring the money from USAID to AW.

Section 4 – Preparation and Submission of Bids (Proposals)

| | |
|-------------------------------|--|
| Bid Submission Format | 2 Envelop System (Technical and Commercial) |
| Number of Copies | <ul style="list-style-type: none"> Three Hard Copies, signed and stamped with company official stamp One Soft Copy to be placed in respective envelop, , signed and stamped with company official stamp |
| Envelop Marking and Labeling | <p style="text-align: center;">Aqaba Water Company Al-Sharif Al-Hussein Ben Ali Street Aqaba 77110 Jordan</p> <p style="text-align: center;">Bid Evaluation Committee RFP Title – Bidder Name</p> <p style="text-align: center;">Envelop Title: RFP Title E-mail: procurement@aw.com.jo</p> |
| Technical Proposal Guidelines | <ul style="list-style-type: none"> Font: Arial 11 No Pricing in Technical Proposal Not to exceed: 50 Pages Marketing Material to be placed in appendices |
| Financial Proposal Guidelines | <ul style="list-style-type: none"> Font: Arial 11 Has one cost summary table for all items Has detailed pricing for each item proposed Proposal need to include monthly running cost for each proposed vehicle Proposal must include all maintenance cost items for each proposed vehicles under the assumption that every vehicle will do 5000 km/month Proposal must include a total cost of ownership for 10 years as a model for each proposed vehicle |
| Delivery Address | Aqaba Water Company Headquarters in Aqaba City |
| Email Delivery | Procurement@aw.com.jo |

Section 5 – Eligibility Criteria

Only bidders who fulfill the following criteria are eligible to respond to the RFP. Offers received from the bidders who do not fulfill all or any of the following eligibility criteria are liable to be rejected.

5.1 The bidder should have been providing the services for enterprises for the last two years as on submission date.

5.2 Bidder should provide last two years' financial statement

5.3 Bidder should provide at least two reference sites with similar implementations

- 5.4 The bidder should have qualified and certified personnel for this kind of projects.
- 5.5 **The bidder should provide aftersales service in Aqaba for maintenance and repairs purposes. Temporary stations are accepted; permanent stations are preferred.**

Section 6 – Evaluation Criteria

- 6.1. The technical offers will be opened first and evaluated against the technical requirements as outlined in this RFP.
- 6.2. Eligibility of bidders will be assessed as part of the technical evaluation. Bidders who do not meet eligibility criteria will lose points in the technical evaluation and can be automatically disqualified.
- 6.3. AW may use sources of information not supplied by the eligible bidder(s) concerning the abilities to perform this work and any proposed component.
- 6.4. Technical Proposal will be allocated 50% of the total score
- 6.5. AW Bid Evaluation Committee will structure the technical evaluation into:

| Criterion | Allocated % |
|---|-------------|
| Car Compliance to Technical Specifications | 50% |
| Bidder Company Profile, Experience & References | 10% |
| Maintenance and Support Services | 40% |

- 6.6. Eligibility of bidders will be assessed as part of the technical evaluation. Bidders who do not meet eligibility criteria will lose points in the technical evaluation.
- 6.7. The financial offers will be opened following completion of the technical evaluation. Only financial offers associated with technically qualified proposals will be opened. Financial offers associated with technically unqualified technical proposals will be returned to Bidders unopened.
- 6.8. Financial Proposal will be allocated 50% of the total score. However, financial proposals with a value of more than the ceiling of allocated to this RFP will be eliminated from further consideration, regardless of the technical score.
- 6.9. A Technically qualified bid/bidder must have scored at least 75% out of 50% in order for the bid to be technically qualified. (i.e. passing grade is 51 out of 50)
- 6.10. Financial Proposal weighting criteria will be distributed as follow
 - Proposal Cost percentage is calculated as follows
 - $C1 = (\text{Minimal Proposal Cost} / \text{Evaluated Proposal Cost}) * 50\%$

$C2 = (\text{Minimal Recurring Cost} / \text{Evaluated Recurring Cost}) * 50\%$

$\text{Financial Proposal Score} = (C1 + C2) * 50\%$

- 6.11. The proposed recurring maintenance cost should take into consideration the period of warranty specified in this RFP
- 6.12. Overall bid score will be equal to the sum of technical and financial score. The contract will be award to the highest bid score.
- 6.13. In case where the highest bid score for two or more proposals have been equal, preference and award will be made to the bid with the highest technical score.
- 6.14. In case where highest bid score for two or more proposals have been equal and their technical bid score has also been equal, the bid evaluation committee will require a discount from the two eligible bidders and will award the contract to the bidder with the least cost.
- 6.15. If case where the highest bid score for two or more proposals have been equal and their technical bid score has also been equal, the bid evaluation committee will require a discount from the two eligible bidders and in case the new discounted prices are found to be similar, the bid evaluation committee has the right to award the contract to eligible bidder that it desires without any reason disposition.
- 6.16. Operation cost instead of Recurring cost: shall be sum of Maintenance and Running cost over 10 year included fuel consumption, oil change, recommended parts replacement according the Vehicle Maintenance Manual over 5000 km/ month and the Fuel tariff shall be clearly provided in the bidder
- 6.17. The Financial Proposal shall have priced list for all Vehicle Spare part list in Jordan.

Section 7 – Proposal Format

The Submitted proposal is suggested to include each of the following sections:

1. Executive Summary.
2. Bidder Company Profile, Strategy and last two years' financial statements.
3. Vehicles Overview and Technical Specifications
4. Compliance Matrix
5. Certificates and Technical Documents
6. Project Plan
7. Statement of Conformance.
8. References.
9. Pricing (in Separate Envelop)

Section 8 - Compliance Statement

The following are response codes to be used in responding to each requirement. Bidders must describe how the requirement is met in each case, with references to support documents, relevant proposal sections as appropriate.

| Response Code | Description |
|---------------|--|
| 7 | Provided Option exceed the required configuration and provides a value-add, adheres to the requirements of the RFP and provides a longer service life and performance enhancements |
| 6 | Fully Compliant and exactly meets the indicated requirement |
| 5 | The requirement is not part of the provided vehicle Additional products, services and/or tools are provided at <u>no extra cost</u> to AW |
| 4 | The requirement is not part of the provided vehicle Additional products, services and/or tools are provided at <u>additional cost</u> to AW |
| 3 | The requirement is not part of the provided but will be provided in the near future at maximum 6 months |
| 2 | The requirement is not part of the provided but will be provided in the near future at maximum 12 months |
| 1 | Future option with a more than 1-year plan. |
| 0 | Not Compliant |

8.1 - Leak Detection and Maintenance Mobile Workshop Vehicles

| No | Specification | Compliance Level | Reference in Proposal | Comments |
|---------------------------------|--|------------------|-----------------------|----------|
| 1 | Responsibilities of the Parties in the Umbrella FARA (Attachment I) which states that: the authorized USAID Principal Geographic Code for the procurement of goods and services under this associate FARA is Code 00 | | | |
| 2 | The Vehicle shall be The Medium size Truck and shall be 4X4 Drive | | | |
| 3 | The requested Vehicle shall serve very narrow and crowded urban areas in Jordan Middle East Area. | | | |
| 4 | The Requested Vehicle shall meet the Middle East Weather Condition. | | | |
| 5 | General | | | |
| 5.1 | Model 2020 or 2021 brand new. | | | |
| 5.2 | Made and assembled in the USA. | | | |
| 5.3 | The Medium Truck shall complete with all standard accessories. | | | |
| 6 | The design standards shall be in complete compliance with the following standards: 1-Federal Motor Vehicles Safety Standard FMVSS 2Jordanian Vehicles Standard and regulation for emission, markings, registrations, permit, and 3-Jordanian Traffic and Road Transport Regulations. | | | |
| 7 | The defects warranty shall not be less than 36 months or 100,000 kilometers. | | | |
| 8 | Trucks shall be covered by warranty of an authorized representative and for after sales services established in Jordan. | | | |
| Technical Specifications | | | | |
| 9 | The requested Vehicle shall be suitable for drive off-road, on-road on harsh and hilly area, 6 seats, double cabin, pay load 800 kg the accepted engine as following: a. Alternative 1: Diesel Engine Euro 5 compatible with engine capacity 3.0 L, 6-cylinder Turbo 250 horse power. b. Alternative 2: 3.5L 6-cylinder Hybrid Gasoline Engine Unleaded 90 | | | |

| No | Specification | Compliance Level | Reference in Proposal | Comments |
|----------|--|------------------|-----------------------|----------|
| | compatible (Gasoline unleaded 90 specification sheets as in appendix 2) c. Alternative 3: 2.7 to 3.6L 4 or 6-cylinder turbo Gasoline unleaded 90 (Gasoline unleaded 90. | | | |
| 10 | Truck Wheelbase and other dimensions of truck should ensure suitable weight distribution of the fully loaded Truck without overloading on either front or rear axles. | | | |
| 11 | Front bumper with protection for front headlights. | | | |
| 12 | Rear and front hooks shall be provided. | | | |
| 7 | Power, Transmission, steering and Brake | | | |
| 7.1 | Transmission gear box shall be Automatic Electronic 10 speed | | | |
| 7.2 | Brakes shall be Power 4-wheel anti-lock vented disc. | | | |
| 7.3 | Direct electric starting with battery, with quick starting facility in cold weather of Jordan. | | | |
| 7.4 | Left hands drive (L. H. D.) Hydraulic power assistance steering. | | | |
| 7.5 | Selectable Drive Modes shall be furnished: Normal, ECO, Sport, Tow/Haul, Slippery, Deep Snow/Sand, Mud/Rut | | | |
| 7.6 | Hill Descent Control | | | |
| 7.7 | Fuel tank capacity minimum 60 liters | | | |
| 8 | Suspension shall be Heavy-duty type | | | |
| 9 | Interior options required: | | | |
| 9.1 | 8-inch touch screen | | | |
| 9.2 | Dual-Zone Electronic Automatic Temperature Control. | | | |
| 9.3 | Pre-Collision Assist with Automatic Emergency Braking | | | |
| 9.4 | Outside Temperature Display | | | |
| 9.5 | Power Door Locks | | | |
| 9.6 | Reverse and Forward Sensing System | | | |
| 9.7 | Steering Wheel shall be Manual adjusting (up/Down) and Telescoping | | | |
| 9.8 | Intelligent Access with Push-Button Start | | | |
| 9.9 | Rearview Mirror | | | |
| 9.10 | Automatic Adjustable front seats. | | | |
| 9.11 | Fabric normal seating. | | | |

| No | Specification | Compliance Level | Reference in Proposal | Comments |
|--------------|--|------------------|-----------------------|----------|
| 9.12 | 12v Power Point | | | |
| 9.13 | Safety glass. | | | |
| 9.14 | 4 Seat belts. | | | |
| 9.15 | 4 Head rests. | | | |
| 9.16 | Original Floor mats. | | | |
| 9.17 | Front Window washer, two speeds and intermittent wiper. | | | |
| 9.18 | Two sun visors. | | | |
| 10 | Exterior options required | | | |
| 10.1 | Two Side Mirror Power adjust with direction led lamp. | | | |
| 10.2 | Step bars. | | | |
| 10.3 | Tailgate LED Light. | | | |
| 10.4 | Power Onboard 7 KW 220 VAC. | | | |
| 10.5 | Tailgate Step | | | |
| 10.6 | Car surrounding Zone Lighting option. | | | |
| 10.7 | Fog lamp | | | |
| 11 | Meters, Gauges & Instrumentation | | | |
| 11.1 | The vehicle must be equipped with a manufacturer standard electronic box interface, for Bodybuilder. This interface will enable to control the required Vehicle working conditions. | | | |
| 11.2 | All units of measure on the dashboard's instrument cluster shall be follow the standard "metric" system. | | | |
| 11.3 11.4 | Speedometer, , | | | |
| | Odometer, | | | |
| | Tachometer., , | | | |
| | Coolant temperature gauge | | | |
| | Engine Oil | | | |
| | Pressure gauge | | | |
| | Air pressure gauge | | | |
| 11.5 | Fuel gauge. | | | |
| 11.5 | Warning lights for low oil engine pressure, low air pressure, high coolant temperature, charging system and sediment in fuel system, and Hazards in special system installed on the chassis. | | | |

| | | | | |
|------------------------------|---|--|--|--|
| 12 | Accessories | | | |
| 12.1 | Rear bumper with light reflector, and with protection for rear tail lights. | | | |
| 12.2 | Spare wheel with carrier, and with the recommended changing tools. | | | |
| 12.3 | Oil jack suitable for lifting vehicle & body equipment on any axle. | | | |
| 12.4 | Front & rear wheels' mud guards. | | | |
| 12.5 | Reflector + Fire extinguisher + First Aid mid. kit box. | | | |
| 12.6 | Reverse buzzer | | | |
| 13 | Rear Cabinet boxes The rear cabinet boxes shall be provided and installed by the recommended truck manufacturer and shall meet the following specifications: | | | |
| 13.1 | Rear Cabinet Boxes | | | |
| 13.2 | Material: Aluminum. | | | |
| 13.3 | LED Light shall be included inside the boxes operated when the box opened | | | |
| 13.4 | Security locks | | | |
| 13.5 | No screws used inside the box all the box part shall be welded only. | | | |
| 13.6 | No screws used outside the boxes to fit the box with truck body | | | |
| End of Specifications | | | | |

Section 9 – Statement of Conformance

Bidders need to fill in the Statement of Conformance provided below, sign it by an authorized representative of the company and stamp it with the company official stamp. Enter “Yes” or “No” in the left column to indicate your conformance level (without any additional words or qualifying statements like “Agree in Principle”, “Agree with conservation” ...etc)

| Mandatory Requirements Checklist (Statement of Conformance) | |
|---|---|
| Agree & Confirm | Requirement |
| | 1. We have read this RFP and we hereby agree and confirm with all the terms, conditions and project scope of the This RFP |
| | 2. We fully understand that the project will be managed and awarded as a turnkey manner as described in the RFP and we take fully responsibility for the successfully delivery and completion of all project and RFP requirements, tasks and as per the directions of AW. |
| | 3. Any malfunction, incomplete delivery, partial delivery, partial operation or any other reason for any of the solution components that render it as useless or not working up to AWC satisfaction shall be rejected immediately and the winning bidder will be responsible for replacing the component. |
| | 4. The Bidder fully complies with the technical requirements in this RFP and shall not devise from the specification without the written consent of AWC |
| | 5. We confirm that the prices provided in our commercial proposal are comprehensive, conform with the RFP requirement |
| | 6. We have structured our technical and commercial proposals based on the RFP requirements |
| | 7. We have included in our technical and commercial proposals all tools, processes and resources required to successfully complete the project on time, quality and as requested by the RFP. |
| | 8. We conform that any missing item will be assumed at zero cost and AW can't be held liable for any reimbursement or payment to be made. |
| | 9. We have no hidden or un-declared cost items |
| | 10. We confirm that the proposal has been prepared internally without the assistance of any external party or any previously or currently associated vendor(s) with Aqaba Water Company. |
| | 11. We confirm that our company is an independent company that is not or nor has been associated directly or indirectly with any existing or previous vendor(s) who has or in a legal, business, commercial or contractual dispute with Aqaba Water Company |
| | 12. We confirm that we have read and fully understood the USAID Procurement laws and regulations and shall comply with in full. |
| | 13. We confirm that we will submit the proposal according to this RFP format and outline. |

| Mandatory Requirements Checklist (Statement of Conformance) | |
|--|---|
| Agree & Confirm | Requirement |
| | 14. We confirm and agree that our company will sign the contract directly with Aqaba Water Company without any third-party or middleman |
| | 15. We confirm that we have developed, provided information and presented all the information required by the RFP and any additional information that will help Aqaba Water Company to select the winning bidder. |
| | 16. Non-disclosure Agreement. We hereby confirm that our company agrees to the AW NDA agreement and that all employees involved in the preparation of the proposal and proposed for project implementation have signed a similar NDA with our company |

Authorized Representative Name & Signature: