



**Request For Proposal Document**  
**Electric Vehicles**

**RFP NUMBER: 16 / B /2022**

**VERSION 1.0**

**Feb 2022**

**Aqaba – Jordan**

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## Introduction

Aqaba Water Company (AWC) invites all eligible local (Jordanian) bidders who has an official registered business in Jordan to prepare and 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                | 16/B/2022   |
| RFP Purpose               | Supply of Electric Vehicles   |
| RFP Issue Date            | 24-Feb-2022, 12 PM  |
| Submission Deadline       | 17-Mar-2022   |
| Project Name / Title      | Supply of Electric Vehicles   |
| Bid Language              | English   |
| Bid-Bond Value            | JOD 3500  |
| Applicable Code           | Source and Origin in European Union (EU)  |
| Bid Currency              | JOD   |
| Penalties                 | According to AWC Laws and Regulations   |
| Project Description & BoQ | Section 8   |
| Special Conditions        | <ul style="list-style-type: none"> <li>• <b>Preference is made for bidders with available stock and ready for a delivery period not to exceed <u>7</u> working days.</b></li> </ul>   |
| Award Criteria            | Most Responsive (50% Technical and 50% Financial)   |
| Bidder Eligibility        | <ul style="list-style-type: none"> <li>• Have an official established business in Jordan</li> <li>• All licenses and trade certificates are renewed and up to date</li> <li>• Is not banned or black-listed by any government agency or Jordanian Bank</li> <li>• Has official partnership agreement with the vehicle manufacturer is preferable.</li> <li>• Has well-trained maintenance staff is plus.</li> <li>• Have 5 years of spare parts available in the bidder's warehouse in Jordan or confirm availability of spare parts.</li> <li>• Preferable to have a workshop in Aqaba.</li> <li>• Additional See Section 4</li> </ul> |
| Income/Withholding Tax    | Bidder Responsibility (To be paid by the bidder)  |
| Stamp Fees                | All Contracts with foreign and local firms are subject to 0.6% 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 no. 16/B/2022  
Supply of Electrical Vehicles

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

E-mail: [procurement@aw.com.jo](mailto:procurement@aw.com.jo)

Fax: +962 3 201 5296

Email's Subject Line: RFP - Inquiries

## Section 3 – Light 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, services or any other item included in the any bidder's 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 selection of the Winning Bidder.
- 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 quotation. 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) unless otherwise required by AWC
- The Bidders shall provide a fixed total price for all the deliverables. Prices quoted should be valid for a minimum period of Sixty (60) 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 that the of its decision and allow unsuccessful bidders to raise their objections within a timeframe not to exceed three (3)

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.

### Section 3 – Preparation and Submission of Bids (Proposals)

|                               |   |
|-------------------------------|---|
| Bid Submission Format         | 2 Envelop System (Technical and Commercial)   |
| Number of Copies              | <ul style="list-style-type: none"> <li>Three Hard Copies, signed and stamped with company official stamp</li> <li>One Soft Copy to be placed in respective envelop, , signed and stamped with company official stamp</li> </ul> |
| Envelop Marking and Labeling  | <p>Aqaba Water Company<br/>Al-Sharif Hussein Ben Ali Street<br/>Aqaba 77110 Jordan</p> <p>Bid Evaluation Committee</p>  |
|                               | <p>Bid no. 16/B/2022<br/>Supply of Electrical Vehicles</p>  |
|                               | <p>E-mail: PROCUREMENT@AW.COM.JO<br/>Fax: +962 3 201 5296</p>   |
| Technical Proposal Guidelines | <ul style="list-style-type: none"> <li>Font: Arial 10</li> <li>No Pricing in Technical Proposal</li> <li>Not to exceed: 50 Pages</li> <li>Marketing Material to be placed in appendices</li> </ul>                              |
| Financial Proposal Guidelines | <p>Font: Arial 10</p> <p>Has one cost summary table for all items</p> <p>Has detailed pricing for each item proposed</p>  |
| Delivery Address              | Aqaba Water Company Headquarters in Aqaba City  |
| Email Delivery                | Procurement@aw.com.jo   |

### Section 4 – 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.

- The bidder should have been providing its services for enterprises for the last two years as on submission date.
- Bidder should provide last two years' financial statement
- Bidder should provide at least two reference sites with similar case
- The bidder should have qualified for maintenance.
- Bidder shall have all proposed equipment available in Jordan and for immediate delivery.

## Section 5 – 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. Solution Overview and Technical Specifications
4. Compliance Statement.
5. References.
6. Pricing (in Separate Envelop)



## Section 6 – 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. All hardware shall be delivered directly and immediately to AWC warehouse in Aqaba City.   |
|   | 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 deviate 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 confirm 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.   |
|   | 8. We have no hidden or un-declared cost items  |
|   | 9. 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.   |
|   | 10. 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   |
|   | 11. We confirm that we will submit the proposal according to this RFP format and outline.   |
|   | 12. We confirm and agree that our company will sign the contract directly with Aqaba Water Company without any third-party or middleman   |
|   | 13. 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.   |

Authorized Representative Name & Signature:

## Section 7 – Compliance and Rating Matrix

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  |
|---------------|--|
| 3             | 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 |
| 2             | Fully Compliant and exactly meets the indicated requirement  |
| 1             | Partially Compliant and requires a   |
| 0             | Not Compliance   |

## Section 8 – Bill of Quantities and Specification

### 8.1 Bill of Quantities

| No. | Item             | Quantity |
|-----|------------------|----------|
| 1   | Electric Vehicle | (6)      |

### 8.2 Vehicle Minimum Specifications

| No                            | Category      | Specification  | Response Code | Reference in Proposal | Comments |
|-------------------------------|---------------|--|---------------|-----------------------|----------|
| 1                             | Motor         | Full Electric Motor Only   |               |                       |          |
| 1                             | Battery Range | To do not less than 450 KM in one charge.  |               |                       |          |
| 2                             | Powertrain    | Preferable: Dual Motor All Wheel Drive (AWD); Front and Rear Wheel Drive options are acceptable.<br>Bidder need to provide technical details and specifications. |               |                       |          |
| 3                             | Seats         | 5 Seats  |               |                       |          |
| 4                             | Type          | SUV is Preferable  |               |                       |          |
| 5                             | Other         | 360 Camera is a plus,  |               |                       |          |
|                               |               | Park Distance Control Front And Rear Parking Sensors   |               |                       |          |
|                               |               | Manufacturer Tented Windows is Preferable  |               |                       |          |
|                               |               | Parking Sensors  |               |                       |          |
|                               |               | HVAC with Under seat Ducts and Console Ducts   |               |                       |          |
|                               |               | Air Filtration   |               |                       |          |
|                               |               | Electronic Stability Control (ESC)   |               |                       |          |
|                               |               | ABS And Driveline Traction Control   |               |                       |          |
|                               |               | Manual Tilt/Telescoping Steering Column  |               |                       |          |
|                               |               | Push Button Start  |               |                       |          |
|                               |               | Remote Keyless Entry with integrated key transmitter   |               |                       |          |
|                               |               | Seats with dark cloth material   |               |                       |          |
|                               |               | Dual Stage Driver And Passenger Seat-Mounted Side Airbags  |               |                       |          |
|                               |               | Minimum two (2) 12V DC Power outlet  |               |                       |          |
|                               |               | Day-Night Auto-Dimming Rearview Mirror   |               |                       |          |
| Low Tire Pressure Warning     |               |  |               |                       |          |
| Active Side Assist Blind Spot |               |  |               |                       |          |

| No | Category    | Specification  | Response Code | Reference in Proposal | Comments |
|----|-------------|--|---------------|-----------------------|----------|
|    |             | Airbag Occupancy Sensor  |               |                       |          |
| 6  | Warranty    | 3 Years Maintenance and Basic Warranty or 150,000KM Free warranty at Zero Cost to AWC  |               |                       |          |
|    |             | 3 Years Warranty on Drivetrain and Battery of 150,000KM free warranty at Zero Cost to AWC  |               |                       |          |
|    |             | 7 Years Corrosion Years warranty or 200,00 KM free warranty at Zero Cost to AWC  |               |                       |          |
|    |             | 3 Years Roadside Assistance or 150,000 K free roadside assistance at Zero Cost to AWC  |               |                       |          |
|    |             | 7 Years free manufacturer software update or any manufacturer recall for maintenance, software update or bug correction.   |               |                       |          |
| 7  | Spare Parts | All spare parts whether for internal fixture, body, chassis or electrical components shall be available in the bidder's local (Jordan) warehouse for immediate delivery within 1 calendar day. |               |                       |          |
| 8  | Maintenance | Preferable: Maintenance shop in Aqaba City. Mobile (Vehicle-based) workshops are considered.   |               |                       |          |
| 9  | Call Center | Available 6 days per week excluding public holidays.   |               |                       |          |

End of RFP