



**Amendment No. 1**  
**to**  
**RFP-DC-23-0007 – Procurement of Loading**  
**Equipment for Grain in Ports and Transshipment**  
**Facilities**

**RFP Issuance Date: October 06, 2023**

**Amendment No. 1 Issuance Date: October 20, 2023**



This Amendment is issued to:

1- To answer the questions received before the deadline for receipt of questions. The deadline for receipt of questions was October 13, 2023, no later than 5:30pm US EST.

The details of the amendment are as follows:

**1. Answers to the questions received from potential bidder's:**

Question # 1:	<p>We can supply equipment within 2- 6 months, but it will not be exactly as per DAI requirements in the technical specifications.</p> <p>Please find Genbeic Telestack HF 520 Hopper Feeder specifications for the unit we can offer:</p> <ul style="list-style-type: none"><li>• 20 metre boom – non telescopic</li><li>• 250tph grain diesel engine with option to power conveyor belts electrically</li><li>• 7 m 3 hopper feed in height 2.9 metre</li><li>• Crawler track mounted fully mobile.</li></ul> <p>We can offer Telestack HF 521Revolution Hopper Feeder as well.</p> <p>It has nearly same b/m features as HF 520 model, and one more additional ability – to 360° conveyor rotation about an axis of tracked chassis. Due to this feature radial movement of the boom is ensured. And linear and parallel travelling on tracks can ensure loading flexibility, incl. material stowage throughout holds of the ship/barge.</p> <p>Can you please discuss these two options with your beneficiary company and inform us for either model we should submit our proposal or for both models?</p>	<p>Мы можем поставить оборудование в течение 2-6 месяцев, но оно не будет точно соответствовать требованиям DAI, указанным в технических характеристиках.</p> <p>Ниже приведены технические характеристики бункерного питателя Genbeic Telestack HF 520, который мы можем предложить:</p> <ul style="list-style-type: none"><li>- 20-метровая стрела - не телескопическая</li><li>- Дизельный двигатель производительностью 250 т/ч с возможностью электрического питания конвейерных лент</li><li>- 7 м 3 бункер-накопитель высотой 2,9 м</li><li>- Полностью мобильная установка на гусеничном ходу.</li></ul> <p>Мы также можем предложить бункерный питатель <b>Telestack HF 521Revolution</b>.</p> <p>Он имеет практически те же б/м характеристики, что и модель HF 520, и еще одну дополнительную возможность - поворот конвейера на 360° вокруг оси гусеничного шасси. Благодаря этому обеспечивается радиальное перемещение стрелы. А линейное и параллельное перемещение по гусеницам может обеспечить гибкость погрузки, в том числе укладку материала в трюмы судна/баржи.</p> <p>Не могли бы Вы обсудить эти два варианта с Вашей компанией-бенефициаром и сообщить нам, по какой из моделей мы должны представить наше предложение или по обеим моделям?</p>
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Answer # 1:	We need to see the drawings with description for full understanding	Для полного понимания нам необходимо видеть чертежи с описанием
Question # 2:	From the technical specification, it is apparent that the conveyor (Lot 1) will be fed by a front-end loader. Can you confirm the front-end loader bucket dimensions: maximum width and capacity (m³)?	Из технического задания следует, что конвейер (Лот 1) будет подаваться фронтальным погрузчиком. Можете ли вы подтвердить размеры ковша фронтального погрузчика: максимальную ширину и вместимость (м³)?
Answer # 2:	 <p>It is planned to work from a dump truck (as on the picture)</p>	 <p>Предусмотрена работа от самосвала (как на рисунке)</p>
Question # 3:	Please explain why the conveyor must be telescopic.	Объясните, пожалуйста, почему конвейер должен быть телескопическим.
Answer # 3:	The loading technology involves working only with a telescopic boom	Технология погрузки предусматривает работу только с телескопической стрелой
Question # 4:	Please explain where the material (cereals) will be transferred from the conveyor (Lot 1).	Объясните, пожалуйста, куда будет перегружаться материал (зерно) с конвейера (Лот 1).
Answer # 4:	The barge, the fleet...	Баржа, флот...
Question # 5:	Can an assembly manual be offered along with on-line assembly assistance instead of local installation/assembly?	Можно ли вместо локальной установки/сборки предложить руководство по сборке вместе с онлайн-помощью по сборке?
Answer # 5:	Yes	ок
Question # 6:	Can layout of operational area be provided to understand all operational concept?	Можно ли предоставить схему операционной зоны для понимания всей операционной концепции?
Answer # 6:	No. Because there are many sites, and the tasks change. You need flexibility. And, there is no understanding of what kind of equipment we are talking about.	Нет. Поскольку участков много и задачи меняются. Нужна гибкость. А также нет понимания о каком оборудовании идет речь.
Question # 7:	Regarding the item 1 given the short telescopic distance only 4 metres, would you consider moving the machine (by way of tracks) in and out from the loading point (without a telescopic function)?	Что касается пункта 1. Учитывая небольшое телескопическое расстояние - всего 4 метра, рассматриваете ли Вы возможность перемещения машины (на гусеницах) внутрь и наружу от места загрузки (без функции телескопирования)?

Answer # 7:	On caterpillars, yes. But a telescope is a must if there are stock or fleet tasks.	На гусеницах – да. Но телескоп необходим если есть задачи по работе в складе или с флотом.
Question # 8.1:	We are working on our proposal but when it comes to telescopic radial conveyor, we have couple of questions: Why require maximum raise angle of 21 degrees?	Мы работаем над нашим предложением, но когда речь заходит о телескопическом радиальном конвейере, у нас возникает несколько вопросов: Почему требуется максимальный угол подъема 21 градус?
Answer # 8.1:	Please refer to technical specification which is announced. We will follow it in the assessment of your bid.	Пожалуйста, ознакомьтесь с техническим заданием, которое объявлено. Мы будем руководствоваться им при оценке Вашего предложения.
Question # 8.2:	Why is requirement 18 degrees unload height minimum 6 meters ?	Почему в требовании 18 градусов высота разгрузки не менее 6 метров?
Answer # 8.2:	Please refer to technical specification which is announced. We will follow it in the assessment of your bid.	Пожалуйста, ознакомьтесь с техническим заданием, которое объявлено. Мы будем руководствоваться им при оценке Вашего предложения.
Question # 8.3:	Why is requirement for maximum 2 meters height or less for receiving hopper...?	Почему для приемного бункера требуется высота не более 2 м?
Answer # 8.3:	Because there are restrictions on the feeding equipment (feeders) But we consider all options, we will choose the best one.	Т.к. есть ограничения по подающему оборудованию (питатели) Но рассматриваем все варианты, будем выбирать оптимальный
Question # 9:	Can layout of operational area be provided to understand all operational concept?	Можно ли предоставить схему операционной зоны для понимания всей операционной концепции?
Answer # 9:	No. Because there are many sites, and the tasks change. We need flexibility. And there is no understanding of what kind of equipment we are talking about.	Нет. Поскольку участков много и задачи меняются. Нужна гибкость. А также нет понимания о каком оборудовании идет речь.
Question # 10:	<b><i>Lot 1-Radial telescopic conveyor with a capacity of not less than 250 t/h with one hopper for receiving from a front loader.</i></b>  A. Please indicate the widths of the bucket of the front loader and the direction of its approach to the receiving hopper (perpendicular to the conveyor - from the sides or along the conveyor - from the rear end). this will determine the design features of the receiving hopper that are not described in these Technical Specifications	Лот 1-Радиальный телескопический конвейер производительностью не менее 250 т/ч с одним бункером для приема от фронтального погрузчика. А. Просьба указать ширину ковша фронтального погрузчика и направление его подъезда к приемному бункеру (перпендикулярно конвейеру - с боков или вдоль конвейера - с заднего конца). Это позволит определить конструктивные особенности приемного бункера, не описанные в настоящем Техническом задании
Answer # 10:	Please refer to technical specification which is announced. We will follow it in the assessment of your bid.	Пожалуйста, ознакомьтесь с техническим заданием, которое объявлено. Мы будем руководствоваться им при оценке Вашего предложения.



Question # 11:	<p>B. Power / drive: Combined(Electric 380V + Diesel Engine): Please indicate which movements of the conveyor each type of drive should be capable to ensure.</p> <table border="1"> <thead> <tr> <th></th><th>electric</th><th>diesel</th></tr> </thead> <tbody> <tr> <td>Belt (loading process)</td><td>✓</td><td>?</td></tr> <tr> <td>Conveyor telescoping</td><td>✓</td><td>?</td></tr> <tr> <td>Raising / lowering (change of the angle of the conveyor)</td><td>✓</td><td>?</td></tr> <tr> <td>Travelling</td><td>?</td><td>?</td></tr> </tbody> </table>		electric	diesel	Belt (loading process)	✓	?	Conveyor telescoping	✓	?	Raising / lowering (change of the angle of the conveyor)	✓	?	Travelling	?	?	<p>В. Мощность / привод: Комбинированный (электрический 380 В + дизельный двигатель): Укажите, какие движения конвейера должен обеспечивать каждый тип привода. электрический дизельный Ленточный (процесс загрузки) <input type="checkbox"/> ? Телескопирование конвейера <input type="checkbox"/> ? Подъем / опускание (изменение угла наклона конвейера) <input type="checkbox"/> ? Передвижение ? ?</p>
	electric	diesel															
Belt (loading process)	✓	?															
Conveyor telescoping	✓	?															
Raising / lowering (change of the angle of the conveyor)	✓	?															
Travelling	?	?															
Answer # 11:	<p>All those movements that are described: Belt (loading process) Telescoping of the conveyor Raising / lowering (changing the inclination angle of the conveyor) Moving</p>	<p>Все те движения, которые описаны: Ленточный (процесс загрузки) Телескопирование конвейера Подъем / опускание (изменение угла наклона конвейера) Передвижение</p>															

## 2 General Instructions

Proposals are due no later than **October 29, 2023, at 5:30pm US Eastern Standard Time** to be submitted via email to [ERAhoprocurement@dai.com](mailto:ERAhoprocurement@dai.com).

**Except as provided herein, all other terms and conditions of the RFP remains unchanged.**



## **USAID Economic Resilience Activity (USAID ERA)**

Request For Proposals (RFP)

No. RFP-DC-23-0007

### **Procurement of Loading Equipment for Grain in Ports and Transshipment Facilities**

Issue Date: October 06, 2023

**WARNING:** Prospective Offerors who have received this document from a source other than the [ERAhoprocurement@dai.com](mailto:ERAhoprocurement@dai.com) should immediately contact [procurement@dai.com](mailto:procurement@dai.com) and provide their name and mailing address in order that amendments to the RFP or other communications can be sent directly to them. Any prospective Offeror who fails to register their interest assumes complete responsibility in the event that they do not receive communications prior to the closing date. Any amendments to this solicitation will be issued through [ERAhoprocurement@dai.com](mailto:ERAhoprocurement@dai.com).

DAI conducts business under the strictest ethical standards to assure fairness in competition, reasonable prices and successful performance or delivery of quality goods and equipment. DAI does not tolerate corruption, bribery, collusion or conflicts of interest. Any requests for payment or favors by DAI employees should be reported as soon as possible to [ethics@dai.com](mailto:ethics@dai.com) or by visiting [www.dai.ethicspoint.com](http://www.dai.ethicspoint.com). Further, any attempts by an offeror or subcontractor to offer inducements to a DAI employee to influence a decision will not be tolerated and will be grounds for disqualification, termination and possible debarment. See provision No. 9 for more details.

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**Synopsis of the RFP**

RFP No.	RFP-DC-23-0007
Issue Date	October 06, 2023
Title	Procurement of Loading Equipment for Grain in Ports and Transshipment Facilities
Issuing Office & Email/Physical Address for Submission of Proposals	USAID Economic Resilience Activity (USAID ERA). . For proposals submissions the email address to use is <a href="mailto:ERAhoprocmnt@dai.com">ERAhoprocmnt@dai.com</a>
Deadline for Receipt of Questions	<b>October 13, 2023</b> , no later than 5:30pm, U.S. Eastern Standard Time to the email address <a href="mailto:ERAhoprocmnt@dai.com">ERAhoprocmnt@dai.com</a> . All questions will be collected and replies to them will be sent via email to tender participants.
Deadline for Receipt of Proposals	<b>October 29, 2023</b> , no later than 5:30pm US Eastern Standard Time to the email address <a href="mailto:ERAhoprocmnt@dai.com">ERAhoprocmnt@dai.com</a>
Point of Contact	<a href="mailto:ERAhoprocmnt@dai.com">ERAhoprocmnt@dai.com</a>
Anticipated Award Type	Firm Fixed Price Purchase Order (PO)  Issuance of this RFP in no way obligates DAI to award any subcontract and Bidders will not be reimbursed for any costs associated with the preparation of their proposal.
Basis for Award	An award will be made based on the Trade Off Method. The award will be issued to the responsible and reasonable offeror who provides the best value to DAI and its client using a combination of technical and cost/price factors.

## 1. Introduction and Purpose

### 1.1 Purpose

DAI, the implementer of the **USAID Economic Resilience Activity (USAID ERA)** invites qualified offerors to submit proposals to buy Loading Equipment for Grain in Ports and Transshipment Facilities to support the program implementation. This procurement will help USAID ERA beneficiary companies to increase the volume of processed goods and increase the export of agricultural products.

USAID ERA plans to support our beneficiary companies in the logistics and export sector by purchasing equipment for transshipment and transportation of agricultural products, which will help the company to increase the volume of grain and oilseed exports from Ukraine by railway transport.

### 1.2 Issuing Office

The Issuing Office and Contact Person noted in the above synopsis is the sole point of contact at DAI for purposes of this RFP. Any prospective offeror who fails to register their interest with this office assumes complete responsibility in the event that they do not receive direct communications (amendments, answers to questions, etc.) prior to the closing date.

### 1.3 Type of Award Anticipated

DAI anticipates awarding a Fixed Price Purchase Order.

A Firm Fixed Price Purchase Order is: An award for a total firm fixed price, , for the provision of specific services, goods, or deliverables and is not adjusted if the actual costs are higher or lower than the fixed price amount. Offerors are expected to include all costs, direct and indirect, into their total proposed price.

## 2. General Instructions to Offerors

### 2.1 General Instructions

“Bidder”, “Offeror” or “Subcontractor” means a firm proposing the work under this RFP.

“Proposal” means the package of documents the firm submits in response to this RFP

Bidders wishing to respond to this RFP must submit Proposals, **in English**, in accordance with the RFP instructions. Bidders are required to review all instructions and specifications contained in this RFP. Failure to do so will be at the Bidder’s risk. If the solicitation is amended, then all terms and conditions not modified in the amendment shall remain unchanged.

Issuance of this RFP in no way obligates DAI to award a subcontract or purchase order. Bidders will not be reimbursed for any costs associated with the preparation or submission of their proposal. DAI shall in no case be responsible for liable for these costs.

Proposals are due no later than **October 29, 2023, 5:30 pm**, US Standard Eastern Time to the email address [ERAhoprocurement@dai.com](mailto:ERAhoprocurement@dai.com) .

Please note that Bidders shall submit proposals only electronically via email address [ERAhoprocurement@dai.com](mailto:ERAhoprocurement@dai.com).

Late proposals will be rejected except under extraordinary circumstances at DAI’s discretion.

The submission to DAI of a proposal in response to this RFP will constitute a proposal and indicates the Bidder’s agreement to the terms and conditions in this RFP and any attachments hereto. DAI reserves the right not to evaluate a non-responsive or incomplete proposal.

The RFP number and title shall be indicated in the subject line of emails.



Bidders shall sign and date their proposal cover letter. The Bidder shall submit this letter in .pdf format.

Bidders shall submit a cost proposal in accordance with the instructions in Attachment B: VOLUME II Price Schedule/Bill of Quantities and indicate its date. Bidders must indicate the prices of goods in the US Dollars currency.

**Value Added Tax (VAT) shall not be included in the Price Schedule.**

These services are eligible for VAT exemption on the basis of the USAID Contract №72012118C00004 registered with the Secretariat of Cabinet of Ministers of Ukraine, registration card #3987-17 dated March 06, 2023, accreditation certificate #288 dated January 11, 2017 (with amendments).

Each Bidder, and any of its subsidiaries, shall submit only one proposal.

## **2.2 Proposal Cover Letter**

A cover letter shall be included with the proposal on the Offeror's company letterhead with a duly authorized signature and company stamp/seal using **Attachment C** as a template for the letter's format. You can find the **Attachment C** in this template. The cover letter shall include the following items:

- The Offeror will certify a validity period of 60 calendar days for the prices provided.
- Acknowledge the solicitation amendments received.
- To confirm that offeror is not providing any goods and/or services that utilize telecommunications and video surveillance products from the following companies: Huawei Technologies Company, ZTE Corporation, Hytera Communications Corporation, Hangzhou Hikvision Digital Technology Company, or Dahua Technology Company, or any subsidiary or affiliate thereof, in compliance with FAR 52.204-25.

## **2.3 Questions regarding the RFP**

Each Bidder is responsible for reading and complying with the terms and conditions of this RFP.

Requests for clarification or additional information must be submitted in writing via email

[ERAhoprocurement@dai.com](mailto:ERAhoprocurement@dai.com) as specified in the Synopsis above.

Questions will not be answered by phone. Any verbal information received from a DAI or USAID ERA employee or other entity shall not be considered as an official response to any question regarding this RFP. Copies of Questions and Responses will be distributed in writing to all prospective Bidders who are on record as having received this RFP after the submission date specified in the Synopsis above. .

## **3. Instructions for the Preparation of Technical Proposals**

Technical proposals shall be sealed in a separate envelope from cost/price proposals and shall be clearly labeled as "VOLUME I: TECHNICAL PROPOSAL".

Technical proposals shall include the following contents.

1. Technical Specifications : Proposals will be evaluated for solution quality based on the requirements of the RFP and the Bidder's technical ability to deliver an acceptable solution. Bidder demonstrates technical competency and product specifications that demonstrate superior quality, product robustness, warranty, efficiency & performance, serviceability. The proposed equipment and vendor should be suitable and adequate to deliver solutions for use

within the Ukrainian market. Vendors must be authorized distributors for the brand/manufacturer of equipment they are proposing in their proposal.

2. **Delivery Timeline:** The bidder shall specify the timelines around which the appropriate equipment can be delivered and / or installed at the designated location.
3. **Past Performance:** The bidder must provide evidence through references, trade publications, or online research of the bidder's experience selling similar equipment in the last three years. The bidder must provide minimum 3 years of experience in provision of relevant goods/ services (please fill Attachment E: Past Performance).

The bidder must provide a list of at least three (3) recent awards of similar scope and duration. The information shall be supplied as a table and shall include the legal name and address of the organization for which services were performed, a description of work performed, the duration of the work and the value of the contract, description of any problems encountered and how it was resolved, and a current contact phone number of a responsible and knowledgeable representative of the organization. Please fill Attachment E of the RFP: Past Performance.

### 3.1 Services Specified

For this RFP, DAI is in need of the goods described in Attachment A, Detailed Technical Specification.

### 3.2 Technical Evaluation Criteria

Each proposal will be evaluated and scored against the evaluation criteria and evaluation sub-criteria, which are stated in the table below. Cost/Price proposals are not assigned points, but for overall evaluation purposes of this RFP, technical evaluation factors other than cost/price, when combined, are considered approximately equal to cost/price factors.

<b>Evaluation Criteria</b>	<b>Evaluation Sub-criteria</b>	<b>Maximum Points</b>
Technical Specifications	<p>Proposals will be evaluated for solution quality based on the requirements of the RFP and the Bidder's technical ability to deliver an acceptable solution. /</p> <p>Bidder demonstrates technical competency and product specifications that demonstrate superior quality, product robustness, warranty, efficiency &amp; performance, serviceability.</p> <p>The proposed equipment and vendor should be suitable and adequate to deliver solutions for use within the Ukrainian market.</p> <p>Vendors must be authorized distributors for the brand / manufacturer of equipment they are proposing in their proposal.</p>	50 points

Timeliness of Delivery	The bidder shall specify the timelines around which the appropriate equipment can be delivered and / or installed at the designated location.	30 points
Past Performance	Provide evidence through references, trade publications, or online research of the bidder's experience selling similar equipment in the last three years.	20 points
<b>Total Points</b>		100 points

#### 4. Instructions for the Preparation of Cost/Price Proposals

##### 4.1 Cost/Price Proposals

Cost/Price proposals shall be sent in a separate attachment from technical proposals and shall be clearly labeled as "VOLUME II: COST/PRICE PROPOSAL". Provided in **Attachment B** is a template for the Price Schedule, for fixed price awards. Bidders shall complete the template including as much detailed information as possible. Pricing must be inclusive of all costs and include any installation/ assembly, setup services, any logistics, final delivery, equipment insurance cost and training services if required.

These goods are eligible for VAT exemption on the basis of the USAID Contract #72012118C00004 registered with the Secretariat of Cabinet of Ministers of Ukraine, registration card #3987-17 dated March 06, 2023, and accreditation certificate #288 dated January 11, 2017 (with amendments).

#### 5. Basis of Award

##### 5.1 Best Value Determination

DAI will review all proposals, and make an award based on the technical and cost evaluation criteria stated above and select the Bidder whose proposal provides the best value to DAI. DAI may also exclude a Proposal from consideration if it determines that an Bidder is "not responsible", i.e., that it does not have the management and financial capabilities required to supply and deliver the goods required.

Evaluation points will not be awarded for cost. Cost will primarily be evaluated for realism and reasonableness. DAI may award to a comparatively higher priced Bidder if a determination is made that the higher technical evaluation of that Bidder merits the additional cost/price.

DAI may award to a Bidder without discussions. Therefore, the initial Proposal **must contain the Bidder's best price and technical terms.**

## 5.2 Responsibility Determination

DAI will not enter into any type of agreement with an Offeror prior to ensuring the Offeror's responsibility. When assessing an Offeror's responsibility, the following factors are taken into consideration:

DAI will not enter into any type of agreement with a Bidder prior to ensuring the Bidder's responsibility. When assessing a Bidder's responsibility, the following factors are taken into consideration:

1. Provide copies of the required business licenses to operate in the host country.
2. Evidence of a Unique Entity ID (SAM) number (Please follow the instructions in **Attachment D** of the RFP package).
3. The source, origin and nationality of the services are not from a Prohibited Country (explained below).
4. Having adequate financial resources to finance and perform the work or deliver goods or the ability to obtain financial resources without receiving advance funds from DAI.
5. A brief overview of the organization, including professional achievements.
6. Ability to comply with required or proposed delivery or performance schedules.
7. Have a satisfactory past performance record.
8. Have a satisfactory record of integrity and business ethics.
9. Have the necessary organization, experience, accounting and operational controls and technical skills.
10. Have the necessary production, construction and technical equipment and facilities if applicable.
11. Be qualified and eligible to perform work under applicable laws and regulations (availability of relevant licenses and certificates). Consent to receive payment for goods solely by bank transfer.

## 6. Compliance with Terms and Conditions

### 6.1 General Terms and Conditions

Bidder shall be aware of the general terms and conditions for an award resulting from this RFP. The selected Bidder shall comply with all Representations and Certifications of Compliance listed in Attachment F.

### 6.2 Prohibited Technology

Bidders MUST NOT provide any goods and/or services that utilize telecommunications and video surveillance products from the following companies: Huawei Technologies Company, ZTE Corporation, Hytera Communications Corporation, Hangzhou Hikvision Digital Technology Company, or Dahua Technology Company, or any subsidiary or affiliate thereof, in compliance with FAR 52.204-25.

### 8.3 Source and Nationality

Under the authorized geographic code for its contract DAI may only procure goods and services from the following countries.

Geographic Code 935: Goods and services from any area or country including the cooperating country but excluding Prohibited Countries.

DAI must verify the source and nationality of goods and services and ensure (to the fullest extent possible) that DAI does not procure any goods or services from prohibited countries listed by the Office of Foreign Assets Control (OFAC) as sanctioned countries. OFAC sanctioned countries may be searched within the System for Award Management (SAM) at [www.SAM.gov](http://www.SAM.gov). The current list of countries under comprehensive sanctions include: Cuba, Iran, North Korea, Sudan, and Syria. Goods may not transit

through or be assembled in comprehensive sanctioned origin or nationality countries nor can the vendor be owned or controlled by a prohibited country. DAI is prohibited from facilitating any transaction by a third party if that transaction would be prohibited if performed by DAI.

By submitting a proposal in response to this RFP, Offerors confirm that they are not violating the Source and Nationality requirements of the goods or services being offered and that the goods and services comply with the Geographic Code and the exclusions for prohibited countries outlined above.

#### 8.4 Unique Entity ID (SAM)

There is a **mandatory** requirement for your organization to provide a Unique Entity ID (SAM) to DAI. Without a Unique Entity ID (SAM), DAI cannot deem an Offeror “responsible” to conduct business with and therefore, DAI will not enter into a subcontract/purchase order or monetary agreement with any organization. The determination of a successful offeror/applicant resulting from this RFP/RFQ/RFA is contingent upon the winner providing a Unique Entity ID (SAM) DAI. Offerors who fail to provide a Unique Entity ID (SAM) will not receive an award and DAI will select an alternate Offeror.

Obtaining a Unique Entity ID (SAM) may take up to 3 weeks or more. Therefore, offerors are strongly encouraged to initiate the process to obtain a Unique Entity ID (SAM) prior to submitting an offer. If an offeror is selected for award but does not have a Unique Entity ID (SAM), DAI reserves the right to deem the offeror ineligible for award or apply additional conditions in any resultant subcontract/purchase order.

For those required to obtain an Unique Entity ID (SAM), see Attachment D - Instructions for Obtaining an Unique Entity ID (SAM)- DAI’S Vendors, Subcontractors

### 7. Anti-Corruption and Anti-Bribery Policy and Reporting Responsibilities

DAI conducts business under the strictest ethical standards to assure fairness in competition, reasonable prices and successful performance or delivery of quality goods and equipment. **DAI does not tolerate the following acts of corruption:**

- Any requests for a bribe, kickback, facilitation payment or gratuity in the form of payment, gift or special consideration by a DAI employee, Government official, or their representatives, to influence an award or approval decision.
- Any offer of a bribe, kickback, facilitation payment or gratuity in the form of payment, gift or special consideration by an offeror or subcontractor to influence an award or approval decision.
- Any fraud, such as mis-stating or withholding information to benefit the offeror or subcontractor.
- Any collusion or conflicts of interest in which a DAI employee, consultant, or representative has a business or personal relationship with a principal or owner of the offeror or subcontractor that may appear to unfairly favor the offeror or subcontractor. Subcontractors must also avoid collusion or conflicts of interest in their procurements from vendors. Any such relationship must be disclosed immediately to DAI management for review and appropriate action, including possible exclusion from award.

These acts of corruption are not tolerated and may result in serious consequences, including termination of the award and possible suspension and debarment by the U.S. Government, excluding the offeror or subcontractor from participating in future U.S. Government business.

Any attempted or actual corruption should be reported immediately by either the offeror, subcontractor or DAI staff to:

- Toll-free Ethics and Compliance Anonymous Hotline at (U.S.) +1-503-597-4328
- Hotline website – [www.DAI.ethicspoint.com](http://www.DAI.ethicspoint.com), or
- Email to [Ethics@DAI.com](mailto:Ethics@DAI.com)
- USAID's Office of the Inspector General Hotline at [hotline@usaid.gov](mailto:hotline@usaid.gov).

By signing this proposal, the offeror confirms adherence to this standard and ensures that no attempts shall be made to influence DAI or Government staff through bribes, gratuities, facilitation payments, kickbacks or fraud. The offeror also acknowledges that violation of this policy may result in termination, repayment of funds disallowed by the corrupt actions and possible suspension and debarment by the U.S. Government.

## 8. **Attachments**

Official RFP appendices are included in the RFP package:

**Attachment A: VOLUME I** Technical Specifications (Attached to this email)

**Attachment B: VOLUME II** Price Schedule (Attached to this email)

**Attachment C:** Proposal Cover Letter (Stated in below in the RFP document)

**Attachment D:** Instructions for Obtaining a Unique Entity ID (UEI) number - DAI's Vendors, Subcontractors (Attached to this email)

**Attachment E:** Past Performance (Stated below in the RFP document)

**Attachment F:** Representations and Certifications of Compliance (Stated below in the RFP document)

**Attachment G:** Proposal Checklist (Stated below in the RFP document)

## 8.1 Attachment C: Proposal Cover Letter

Date:

TO:

Development Alternatives, Inc.

We, the undersigned, provide the attached proposal in accordance RFP-DC-23-0007 dated October 6, 2023 Our attached proposal is for the total price of \_\_\_\_\_ (figure and in words).

We certify a validity period of 60 (sixty) calendar days for the prices provided in the attached Price Schedule. We certify our financial responsibility and acceptance of DAI payment terms, which is payment upon delivery and acceptance of the delivered goods/ provided services.

Our proposal shall be binding upon us subject to the modifications resulting from any discussions.

We confirm that we are not providing any goods and/or services that utilize telecommunications and video surveillance products from the following companies: Huawei Technologies Company, ZTE Corporation, Hytera Communications Corporation, Hangzhou Hikvision Digital Technology Company, or Dahua Technology Company, or any subsidiary or affiliate thereof, in compliance with FAR 52.204-25.

We understand that DAI is not bound to accept any proposal it receives.

Yours sincerely,

Authorized Signature:

Name and Title of Signatory:

Name of Firm:

Address:

Telephone:

Email:

Company Seal/Stamp



## 8.2 Attachment E: Past Performance Form

Include projects that best illustrate your work experience relevant to this RFP, sorted by decreasing order of completion date.

Projects should have been undertaken in the past three years. Projects undertaken in the past six years may be taken into consideration at the discretion of the evaluation committee.

#	Project Title	Description of Activities	Location Province/ District	Client Email address Name/Tel No	Cost in US\$	Start-End Dates	Complete d on schedule (Yes/No)	Completion Letter Received? (Yes/No)	Type of Agreement, Subcontract, Grant, PO (fixed price, cost reimbursable)
1									
2									
3									
4									
5									

### 8.3 Attachment F: Representations and Certifications of Compliance

1. Federal Excluded Parties List - The Bidder Select is not presently debarred, suspended, or determined ineligible for an award of a contract by any Federal agency.
2. Executive Compensation Certification- FAR 52.204-10 requires DAI, as prime contractor of U.S. federal government contracts, to report compensation levels of the five most highly compensated subcontractor executives to the Federal Funding Accountability and Transparency Act Sub-Award Report System (FSRS)
3. Executive Order on Terrorism Financing- The Contractor is reminded that U.S. Executive Orders and U.S. law prohibits transactions with, and the provision of resources and support to, individuals and organizations associated with terrorism. It is the legal responsibility of the Contractor/Recipient to ensure compliance with these Executive Orders and laws. Recipients may not engage with, or provide resources or support to, individuals and organizations associated with terrorism. No support or resources may be provided to individuals or entities that appear on the Specially Designated Nationals and Blocked persons List maintained by the US Treasury (online at [www.SAM.gov](http://www.SAM.gov)) or the United Nations Security Designation List (online at: [http://www.un.org/sc/committees/1267/aq\\_sanctions\\_list.shtml](http://www.un.org/sc/committees/1267/aq_sanctions_list.shtml)). This provision must be included in all subcontracts/sub awards issued under this Contract.
4. Trafficking of Persons – The Contractor may not traffic in persons (as defined in the Protocol to Prevent, Suppress, and Punish Trafficking of persons, especially Women and Children, supplementing the UN Convention against Transnational Organized Crime), procure commercial sex, and use forced labor during the period of this award.
5. Certification and Disclosure Regarding Payment to Influence Certain Federal Transactions – The Bidder certifies that it currently is and will remain in compliance with FAR 52.203-11, Certification and Disclosure Regarding Payment to Influence Certain Federal Transactions.
6. Organizational Conflict of Interest – The Bidder certifies that will comply FAR Part 9.5, Organizational Conflict of Interest. The Bidder certifies that is not aware of any information bearing on the existence of any potential organizational conflict of interest. The Bidder further certifies that if the Bidder becomes aware of information bearing on whether a potential conflict may exist, that Bidder shall immediately provide DAI with a disclosure statement describing this information.
7. Prohibition of Segregated Facilities - The Bidder certifies that it is compliant with FAR 52.222-21, Prohibition of Segregated Facilities.
8. Equal Opportunity – The Bidder certifies that it does not discriminate against any employee or applicant for employment because of age, sex, religion, handicap, race, creed, color or national origin.
9. Labor Laws – The Bidder certifies that it is in compliance with all labor laws.
10. Federal Acquisition Regulation (FAR) – The Bidder certifies that it is familiar with the Federal Acquisition Regulation (FAR) and is in not in violation of any certifications required in the applicable clauses of the FAR, including but not limited to certifications regarding lobbying, kickbacks, equal employment opportunity, affirmation action, and payments to influence Federal transactions.
11. Employee Compliance – The Bidder warrants that it will require all employees, entities and individuals providing services in connection with the performance of an DAI Purchase Order to comply with the provisions of the resulting Purchase Order and with all Federal, State, and local laws and regulations in connection with the work associated therein.

By submitting a proposal, offerors agree to fully comply with the terms and conditions above and all applicable U.S. federal government clauses included herein, and will be asked to sign these Representations and Certifications upon award.

#### 8.4 Attachment G: Proposal Checklist

Offeror: \_\_\_\_\_

Have you?

☐ Submitted your proposal to DAI in a sealed envelope to the address (electronic or mailing) as specified in General Instructions above?

Does your proposal include the following?

☐ Separate Technical and Cost proposals individually sealed and labeled as Volume I and Volume II respectfully.

☐ Detailed description of the proposed boat accompanying brochure including pictures/drawings.

☐ Signed Cover Letter (*use template in Attachment C*)

☐ Proposal of the Product or Service that meets the technical requirements as per Attachment A

☐ Response to each of the evaluation criteria

☐ Documents use to determine Responsibility.

☐ Evidence of an Unique Entity ID (SAM)

☐ Past Performance (*use template in Attachment E*)

☐ Valid Business License

## VOLUME I: Technical Specifications

<b>Specification</b>	<b>Delivery Destination</b>
<p><b>Lot 1 - Radial telescopic conveyor with a capacity of not less than 250 t/h with one hopper for receiving from a front loader</b></p> <ul style="list-style-type: none"> <li>• Type: Radial telescopic conveyor.</li> <li>• Product: typical bulk density 0.65 t/m<sup>3</sup>; this equipment will be used to convey agricultural commodities such as grains, oilseeds, and oil cake</li> <li>• Capacity: not less 250 tonnes per hour.</li> <li>• Conveyor Length: 12000mm with capability to extend to 18000mm.</li> <li>• The maximum angle of rise of the arrow, &gt;21 degrees.</li> <li>• Working length (at an angle of 18 degrees), 12000 to 18000mm.</li> <li>• Unloading height (at an angle of 18 degrees), &gt;6000 mm.</li> <li>• Height of the centre of the receiving hopper, &lt;2000 mm.</li> <li>• The volume of the receiving hopper is at least 6.0 cubic meters.</li> <li>• Power / drive: Combined (Electric 380V + Diesel Engine)</li> <li>• Type of conveyor belt: Rubber fabric, MBS, chevron, wear-resistant, EP 400 3 Ply, not less than 4mm+2mm; Control type: Local and wireless control panel.</li> <li>• Control Panel and safety features: belt movement, excessive load on the belt, integrity of the retractable mechanism, speed of the belt movement; Power grid: External, 380V, 50Hz; Electrical equipment protection class: IP66.</li> <li>• Other design requirements: Provide a receiving funnel with a round outlet for accurate flow direction at the exit of the product from the belt. Stepless regulation of productivity in the range of 60-100%. The conveyor belt should be designed to ensure minimum wastage or losses during the loading process.</li> <li>• Please include brochure / drawings / schematic of your solution with your proposal</li> <li>• Vendor of equipment to be a recognised manufacturer of the stated equipment and shall hold stock of spare-parts for the unit model tendered. Vendor must also demonstrate capability to provide direct certified around the clock in-country or remote telephone service support. Bidder shall state in their offer the name(s) and address(es) of company / distributor / subsidiary that will be responsible for addressing issues that arise with respect to spare parts provision and / or after-sales service</li> <li>• The vendor shall ensure that the equipment is manufactured to the highest international standards and shall include measures to protect the equipment from moisture, rain, rust, corrosion, and other forms of damage, etc. considering</li> </ul>	<p>Reni, Ukraine 1 unit</p>

the local climatic conditions, the nature of the equipment, and it's intended use. The equipment shall also be designed and engineered to include featured that help ensure the health and safety of the user operator.

- Operation and Service Manuals: Solution to be supplied with all operator handbooks and workshop manuals. The following documents must be provided (in the English language and ideally, but not compulsory in the Ukrainian language) to the customer when transferring the equipment:
  - - operating manual.
  - - product datasheets.
- Manufacturing Lead-times: Units available within 2-6 months of contract signing will be given priority. Please provide an estimated delivery schedule for proposed equipment.
- The bidder shall provide training and user instruction upon installation of the equipment – please note this cost as a separate line item in your offer.



**Lot 2 – 150tph Pneumatic Transshipment Loader**

- Pneumatic transshipment loader capable of handling of at least 150 tonnes or more per hour.
- Solution to be driven by 380 V motor or diesel engine. Electric is preferred
- Product: typical bulk density 0.65 t/m<sup>3</sup>; this equipment will be used to convey agricultural commodities such as grains, oilseeds, and oil cake
- Solution shall be mobile on wheels
- Control panel to be localised on the equipment.
- Unloading from / to rail wagons or trucks and loading them directly onto trucks or in railway carriages is possible
- Vendor shall demonstrate that the solution is designed in a manner that meets best practice and causes minimal damage to the grain.

Kiev, Ukraine  
1 unit

Novomoskovsk (Dnipro), Ukraine  
1 unit

- Solution to encompass telescope boom with swivel rans of 300+ degrees. Telescopic range of 2.0 to 6.0m or more. Boom angle up to 45 degrees.
- Solution is Mobile and is possible to transport on public roads.
- The design of the wagon unloader makes it possible for optimal used near the wagon, which makes it possible to reload grain from the wagon to car trailers with minimal space requirements.
- Solution can also be used as a wagon loader
- Unloading height: 4,600 to 5,300mm
- Please include brochure / drawings / schematic of your solution with your proposal ideally in the English language.
- The vendor shall ensure that the equipment is manufactured to the highest international standards and shall include measures to protect the equipment from moisture, rain, rust, corrosion, and other forms of damage, etc. taking into account the local climatic conditions, the nature of the equipment, and it's intended use. The equipment shall also be designed and engineered to include featured that help ensure the health and safety of the user operator.
- Vendor of equipment to be a recognised manufacturer of the stated equipment and shall hold stock of spare-parts for the unit model tendered. Vendor must also demonstrate capability to provide direct certified around the clock in-country or remote telephone service support. Bidder shall state in their offer the name(s) and address(es) of company / distributor / subsidiary that will be responsible for addressing issues that arise with respect to spare parts provision and / or after-sales service
- Operation and Service Manuals: Solution to be supplied with all operator handbooks and workshop manuals. The following documents must be provided (in the English language and ideally, but not compulsory in the Ukrainian language) to the customer when transferring the equipment:
  - - operating manual.
  - - product datasheets.
- Manufacturing Lead-times: Units available within 2-6 months of contract signing will be given priority. Please provide an estimated delivery schedule for proposed equipment.





## Attachment B VOLUME II Price Schedule

S/N	Items	Unit	Qty	Unit Price in USD	Total Price in USD
1	Radial telescopic conveyor with a capacity of not less than 250tph	Each	1		
2	Pneumatic Transshipment Loader with a capacity of not less than 150tph	Each	2		
3	Services for the delivery, installation, adjustment of equipment, maintenance before commissioning, equipment insurance cost, including introductory training for personnel on working with equipment	Each	1		
	<b>TOTAL PRICE (USD)</b>				



Instructions detailing the process to be followed in order to obtain an Unique Entity ID (SAM) for your organization begin on the next page.

**THE PROCESS FOR OBTAINING AN UNIQUE ENTITY ID IS OUTLINED BELOW:**

1. Have the following information ready to request an Unique Entity ID (SAM)
  - a. Legal Business Name
  - b. Physical Address (including ZIP + 4)
  - c. SAM.gov account (this is a user account, not actual SAM.gov business registration).
    - i. **As a new user**, to get a SAM.gov account, go to [www.sam.gov](http://www.sam.gov).
      1. Click “Sign In” on the upper right-hand corner.
      2. Click on “Create a User Account”

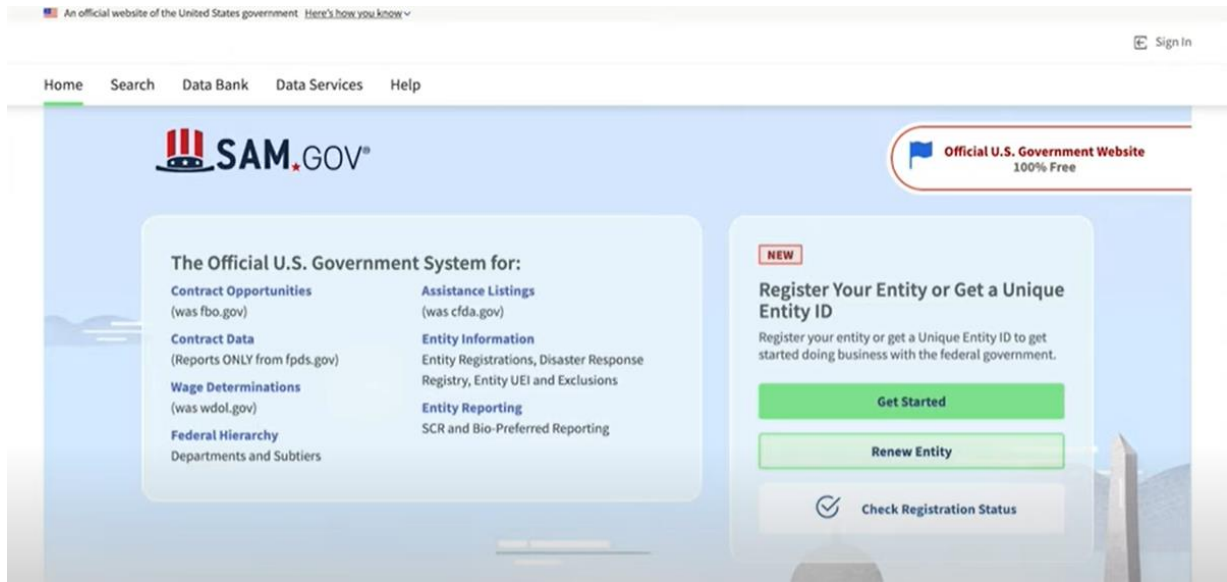


3. Choose Account Type:
  - a. Create an Individual User Account to perform tasks such as register/update your entity, create and manage exclusion records or to view FOUO level data for entity records.
  - b. Create a System User Account if you need system-to-system communication or if performing data transfer from SAM to your government database system. Complete the requested information, and then click “Submit.”
4. Click “DONE” on the confirmation page. You will receive an email confirming you have created a user account in SAM.
5. Click the validation link in the email that contains the activation code within 48 hours to activate your user account. If the email link is not

hyperlinked (i.e., underlined or appearing in a different color), please copy the validation link and paste it into the browser address bar. You can now register an entity.

NOTE: Creating a user account does not create a registration in SAM, nor will it update/renew an existing registration in SAM.

2. Once you have registered as a user, you can get an Unique Entity ID by selecting the “Get Started” button on the SAM.gov home page.



3. Select “Get Started” on the Getting Started with Registration page.

An official website of the United States government [Here's how you know](#)

**SAM.GOV**

Requests Notifications Workspace Sign Out

Home Search Data Bank Data Services Help

## Getting Started with Registration

This is the official U.S. government website for entity registration. Entity registration is FREE.

**Entity Information Home**

### Before You Get Started

Before you start your registration, there are a few steps you must complete first. Review these steps to help ensure you set aside enough time to complete your registration.

- 1 Request a DUNS Number
- 2 Prepare Your Data
- 3 Get a Login.gov Account
- 4 Submit and Finish

1 Request a DUNS Number

All entities wishing to do business with the federal government must have a unique entity identifier (UEI). Currently, the DUNS number, which is a unique nine-character identification number provided by Dun & Bradstreet (D&B) free of charge, is the official UEI. D&B assigns UEI (DUNS) for each physical location of a business. Requesting a UEI (DUNS) takes about 10 minutes. Receiving a UEI (DUNS) takes 1-2 business days (under normal circumstances) when using the D&B web form.

[Go to D&B web form](#)

**NEW**

### Register Your Entity or Get a Unique Entity ID

Register your entity or get a Unique Entity ID to get started doing business with the federal government.

**Get Started**

**Renew Entity**

**Check Registration Status**

4. Select "Get Unique Entity ID" on the Get Started page.

**Entity Management**

## Get Started

### Register Entity

An entity registration allows you to bid on government contracts and apply for federal assistance. As part of entity registration, we will assign you a Unique Entity ID (SAM).

Comprehensive and current entity information is an essential part of the federal award process. It is important to prepare your information and allow sufficient time to understand and accurately complete your registration. You only need to complete and manage it here to remain eligible for federal awards.

You must renew your registration every 365 days for it to remain active.

**Register Entity**

### Get Unique Entity ID (SAM)

If you only conduct certain types of transactions, such as reporting as a sub-awardee, you may not need to complete an entity registration. Your entity may only need a Unique Entity Identifier.

You can get a Unique Entity ID (SAM) for your organization without having to complete a full entity registration.

**Get Unique Entity ID**

5. Enter Entity Information.



- a. If you previously had a DUN Number, make sure your Legal Business Name and Physical Address are accurate and match the Entity Information, down to capitalization and punctuation, used for DUNS registration.
6. When you are ready, select “Next”
7. Confirm your company’s information.



- a. On this page you will have the option to restrict the public search of this information. “Allow the selected record to be a public display record.” If you uncheck this box, only you and the federal government users will be able to search and view the entity information and entities like DAI will not be able to independently verify that you have an Unique Entity Identifier (SAM).

☒ **Allow the selected record to be a public display record.**

If you feel displaying non-sensitive information like your registration status, legal business name and physical address in the search engine results poses a security threat or danger to you or your organization, you can restrict the public viewing of you record in SAM's search engine. However, your non-sensitive registration information remains available under the Freedom of Information Act to those who download the [SAM public data file](#). [Learn more about SAM public search results](#).

8. When you are ready, select “Next”
9. Once validation is completed, select “Request UEI” to be assigned an Unique Entity ID (SAM). Before requesting your UEI (SAM), you must certify that you are authorized to conduct transactions under penalty of law to reduce the likelihood of unauthorized transactions conducted for the entity.



## Request UEI

You have completed validation. Select **Request UEI** to be assigned a Unique Entity ID.

### VERIFIED MATCH:

**US TEST COMPANY 999** • Public

**DUNS** UNIQUE ENTITY ID:  
**362267515**


PHYSICAL ADDRESS  
3501 CORPORATE PKWY  
CENTER VALLEY, PA 18034  
US

Before requesting your UEI, please certify that you are authorized to conduct transactions under penalty of law to reduce the likelihood of unauthorized transactions conducted for my entity. Then select **Request UEI**.

☐ I certify that I am authorized to conduct transactions on behalf of the entity.

Request UEI

10. The Unique Entity ID will be shown on the next page. SAM.gov will send an email confirmation with your Unique Entity ID.



**1** Enter Entity Information      **2** Validate Information      **3** Request UEI      **4** Receive UEI

### Receive UEI

Congratulations! You have been assigned the following Unique Entity ID.

## EH4HG9MLR7Q6

**VERIFIED MATCH:**

**US TEST COMPANY 999** • Public

**DUNS** UNIQUE ENTITY ID:  
362267515

**SAM** UNIQUE ENTITY ID:  
EH4HG9MLR7Q6

PHYSICAL ADDRESS  
3501 CORPORATE PKWY  
CENTER VALLEY, PA 18034  
US

You have finished getting your Unique Entity ID, select **Done** to return to your workspace.

To continue with registration, select **Continue Registration**.

[Continue Registration](#) [Done](#)

11. If you need to view the Unique Entity ID from SAM in the future or update the organization's information, sign into SAM.gov and go to "Entity Management" widget.

The screenshot displays the SAM.gov Workspace dashboard. At the top, the SAM.gov logo is on the left, and navigation links for Requests, Notifications, Workspace (highlighted), and Sign Out are on the right. Below this is a secondary navigation bar with Home, Search, Data Bank, Data Services, and Help. The main content area is titled "Workspace" and features two primary widgets. The "Entity Management" widget, titled "What do I need for registration?", includes a "Get Started" button and a section for "Entity Registration" with four status buttons: ACTIVE (0), DRAFT (0), WORK IN PROGRESS (0), and SUBMITTED (0). It also shows a "Next Update Due" date of "Due in Next 30 days: 0 Entity Registrations". Below this is a "Unique Entity ID" section with two buttons: ACTIVE (1) and DRAFT (0). The "System Accounts" widget below it shows five status buttons: ACTIVE (1), DRAFT (0), CHANGE REQUEST (0), PENDING (0), and DEACTIVATED (0). On the right side of the dashboard is a "Profile" section with a user icon, a "Downloads" button, a "Saved Searches" button, and a "Following" button. Below the profile are sections for "Pending Requests" (No pending requests), "Notifications" (No available notifications), and "Add A New Role" (Select on the options below to request a new role. If you need a role that you do not see below, contact an administrator for your organization directly.). A "Select a Role" dropdown menu is visible at the bottom right.

**SAM.GOV®** Requests Notifications Workspace Sign Out

Home Search Data Bank Data Services Help

**Workspace**

**Entity Management**  
What do I need for registration? [Get Started](#)

**Entity Registration**

ACTIVE	DRAFT	WORK IN PROGRESS	SUBMITTED
0	0	0	0

Next Update Due: Due in Next 30 days: **0 Entity Registrations**

**Unique Entity ID**

ACTIVE	DRAFT
1	0

**System Accounts**

ACTIVE	DRAFT	CHANGE REQUEST	PENDING	DEACTIVATED
1	0	0	0	0

**Profile**

Downloads Saved Searches Following

**Pending Requests**  
No pending requests [See All](#)

**Notifications**  
No available notifications [See All](#)

**Add A New Role**  
Select on the options below to request a new role. If you need a role that you do not see below, contact an administrator for your organization directly.

Select a Role