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| **RFQ Number:** | CNFA-AZ-86 |
| **Issuance Date:** | December 20, 2018 |
| **Deadline for Questions:** | January 9, 2019 |
| **Deadline for Offers:** | January 15, 2019 |
| **Description:** | Hazelnut Farming Machinery and Equipment |
| **For:** | Agricultural Support to Azerbaijan Project (ASAP) |
| **Funded By:** | United States Agency for International Development (USAID)  AID-112-C-14-00001 |
| **Implemented By:** | CNFA |
| **Point of Contact** | Ms. Konul Veliyeva  Subcontracts & TTF Specialist  [procurement@asapaz.org](mailto:procurement@asapaz.org) |

1. **Introduction**: The Agricultural Support to Azerbaijan Project (ASAP) is a USAID program implemented by CNFA in Azerbaijan. The objective of ASAP is to support the diversification of the economy through initiatives that assist small and medium-sized agribusinesses and farmers to grow. As part of its project activities, ASAP requires the procurement and installation of machinery and equipment for the Azerbaijan Hazelnut Producers and Processors Association (AHPEA). The purpose of this RFQ is to solicit quotations for this activity.

The proposed project activity involves establishment of an Agricultural Services Center, including machinery and processing equipment for AHPEA in Zagatala region. The purpose of this RFQ is to solicit quotations for these items.

Offerors are responsible for ensuring that their offers are received by CNFA in accordance with the instructions, terms, and conditions described in this RFQ. Failure to adhere to instructions described in this RFQ may lead to disqualification of an offer from consideration.

1. **Offer Deadline and Protocol**: Offers must be received by **no later than 18:00 Baku time on January 15, 2019**. Please reference the RFQ number in any response to this RFQ. Offers received after the specified time and date will be considered late and will be considered only at the discretion of CNFA. Offers must be submitted by email to [procurement@asapaz.org](mailto:procurement@asapaz.org)

Please reference the RFQ number in any response to this RFQ. Offers received after the specified time and date will be considered late and will be considered only at the discretion of CNFA. The cover page of this solicitation summarizes the important dates of the solicitation process. Offerors must strictly follow the provided deadlines to be considered for award.

***It is not required to provide offers for all machinery and equipment. Partial offers will be accepted.***

1. **Questions**: Questions regarding the technical or administrative requirements of this RFQ may be submitted by **no later than 18:00 Baku time on January 9, 2019** by email to [procurement@asapaz.org](mailto:procurement@asapaz.org). Questions must be submitted in writing; phone calls will not be accepted. Questions and requests for clarification—and the responses thereto—that CNFA believes may be of interest to other offerors will be circulated to all RFQ recipients who have indicated an interest in bidding.

Only the written answers issued by CNFA will be considered official and carry weight in the RFQ process and subsequent evaluation. Any verbal information received from employees of CNFA or any other entity should not be considered as an official response to any questions regarding this RFQ.

1. **Technical Requirements**: Below are the technical requirements of the commodities/services. Offerors are requested to provide quotations containing the information below on official letterhead or official quotation format.

The subject of this RFQ is procurement of **two tractors**, **two air blast sprayers** and **two flail mowers**. In order to establish an Agricultural Service Center, the Association requires for its ownership and operation innovative orchard management machinery. The machinery includes both an air-blast orchard sprayer and “Flail-Type” mower for controlling grasses and weeds between rows. This type of mower is currently not used in the hazelnut industry in Azerbaijan and so this demonstration of modern, improved machinery would be a significant step forward for hazelnut producers.

Below are more detailed descriptions of the machinery and equipment:

**MACHINERY:**

* Two **medium-size tractors** are needed to operate both the mower and sprayer. Desired power range 80-135 HP (98 kW). Power transmission Hydrostatic or Power Reverser, 4WD, Cab station. 4.4 liters 4-cylinder diesel engine. Rating RPM – 2200. Torque RPM 1500, Torque – 540 lb-tf.
* The **air-blast orchard sprayers** are commonly used in Azerbaijan’s fruit and pomegranate orchards but are quite rare in hazelnut orchards. This tool will allow AHPEA to spray member orchards where small farmers have no access to backpack sprayers. Also, in the event that the Zagatala production region does have a serious outbreak of Brown Marmorated Stink Bug (BMSB) or other pests, this sprayer will help protect the areas’ production capacity. Capacity = 2000 liters, Nozzles = Brass, Number of nozzles = 9+9, Width (cm) = not over 190, Length (cm) = not over 430, Height (cm) = not over 150, Fan diameter (cm) = not over 150, Required (HP) = 60-80, Air Flow rate (m3/h)- not less than 60000, Weight (kg) not over = 600.
* The **flail mowers** cut heavy grasses and even woody plants to a short uniform level. This allows farmers to recover more of their nut crop faster than with other methods, without destroying the soil structure destroying roots and slowing tree growth while reducing yields, as is common with some other practices that are common in Azerbaijan. Desired specifications: hammer type (1700 gr. each), Width (cm) = 200 – 250, Weight (kg) = 800-1000.
* **IMPORTANT:** the successful vendor must ensure that all the tractors are compatible with the flail mower and the sprayer and will operate efficiently together.

**Offeror should use the table below to list offered items:**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **#** | **Items** | **Unit** | **Quantity** | **Unit Price** | **Total** |
| **1.** |  |  |  |  |  |
| **2.** |  |  |  |  |  |
| **3.** |  |  |  |  |  |
| **TOTAL (without VAT):** | |  |  |  |  |

**Note**: Please note that, unless otherwise indicated, any stated brand names or models are for illustrative description only. An equivalent substitute, as determined by the specifications, is acceptable.

1. **Quotations**:Quotations in response to this RFQ must be priced in USD. Offers must remain

valid for not less than ninety (90) calendar days after the offer deadline. Offerors are requested

to provide quotations on official letterhead or format.

1. **Evaluation**: The award will be made to a responsible offeror whose offer follows the RFQ instructions, meets the technical and eligibility requirements, and is determined via a trade-off analysis to be the best value based on application of the below evaluation criteria. Best value determination will consider both technical and financial proposals, i.e., the best approach and anticipated results in combination with a reasonable cost. Proposed costs must reflect and clearly match the degree of sophistication of the technical approach. CNFA will only consider U.S.-manufactured machinery. The evaluation committee will assess offerors’ acceptability in accordance with the following criteria:

1. Delivery Schedule 10 points

2. Price 40 points

3. Quality of the technical proposal and equipment offered 20 points

4. Offeror’s technical capacity 10 points

5. Payment Terms 10 points

6. In-country installation, maintenance capability and warranty terms 10 points

Best-offer proposals are requested. It is anticipated that award will be made solely on the basis of these original proposals.

However, CNFA reserves the right to conduct any of the following:

* CNFA may conduct negotiations with and/or request clarifications from any offeror prior to award;
* While preference will be given to offerors who can address the full technical requirements of this RFQ, CNFA may issue a partial award or split the award among various suppliers, if in the best interest of the ASAP Project;

CNFA may cancel this RFP at any time.

Please note that if there are deficiencies regarding responsiveness to the requirements of this RFQ, an offer may be deemed “non-responsive” and thereby disqualified from consideration. CNFA reserves the right to waive immaterial deficiencies at its discretion.

1. **Payment and Award:** The award will be awarded to the offeror whose quotation represents the best value to the Project. Any award and payment resulting from this RFQ is anticipated to be in the form of a Purchase Order. This award is subject to the ASAP Project’s terms and conditions as stipulated in Annex 3.
2. **Offer Format Instructions:** All proposals must be formatted in accordance with the below requirements:
3. English language only
4. Include the individual/agency/organization name, date, RFQ number, and page numbers as a header or footer throughout the document.
5. The Technical Offer must be in the format provided in Section 4.
6. Delivery Requirements: Offerors are requested to include arrangements in their offer for delivery of offer;
7. Payment requirements: Offerors are requested to include arrangements in the offer for their payment terms.

A full offer will include the following documents:

1. An offer checklist (Annex 1).
2. A cover letter on company letterhead, signed by an authorized representative of the offeror (Annex 2).
3. A complete Technical Offer in response to the evaluation criteria in Section 6 and in the format provided in Section 4.
4. A copy of the offeror’s business license, or, if an individual, a copy of his/her identification card.

**Annex 1 – Offeror Checklist**

To assist offerors in preparation of proposals, the following checklist summarizes the documentation to include an offer in response to this RFQ:

□ Offeror Checklist (Annex 1)

□ Cover letter, signed by an authorized representative of the offeror (see Annex 2)

□ Official quotation, including specifications of offered items (see Section 4)

□ Copy of offeror’s registration or business license.

**Annex 2 – Offeror Cover Letter**

*The following cover letter must be placed on letterhead and completed/signed/stamped by a representative authorized to sign on behalf of the offeror:*

To: ASAP Project

Baku, Azerbaijan

Reference: RFQ no. CNFA-AZ-86

To Whom It May Concern:

We, the undersigned, hereby provide the attached offer to perform all work required to complete the activities and requirements as described in the above-referenced RFQ. Please find our offer attached.

We hereby acknowledge and agree to all terms, conditions, special provisions, and instructions included in the above-referenced RFQ. We further certify that the below-named firm—as well as the firm’s principal officers and all commodities and services offered in response to this RFQ—are eligible to participate in this procurement under the terms of this solicitation and under USAID regulations.

Furthermore, we hereby certify that, to the best of our knowledge and belief:

* We have no close, familial, or financial relationships with any CNFA or ASAP project staff members;
* We have no close, familial, or financial relationships with any other offerors submitting proposals in response to the above-referenced RFQ; and
* The prices in our offer have been arrived at independently, without any consultation, communication, or agreement with any other offeror or competitor for the purpose of restricting competition.
* All information in our proposal and all supporting documentation is authentic and accurate.
* We understand and agree to CNFA’s prohibitions against fraud, bribery, and kickbacks.
* We understand and agree to CNFA’s prohibitions against funding or associating with individuals or organizations engaged in terrorism or trafficking in persons activities.

We hereby certify that the enclosed representations, certifications, and other statements are accurate, current, and complete.

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| Authorized Signature:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ | Name & Title of  Signatory:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| Date:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ | Company Name:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| Company Address:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ | Telephone:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  Website:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| Company Registration or Taxpayer ID Number:  \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ | Does the company have an active bank account? (Y/N):\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| Official name associated with the bank account (for payment):  \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ | |

**Annex 3 – CNFA Terms and Conditions**

**1. Ethical and Business Conduct Requirements.** CNFA is committed to integrity in procurement, and only selects suppliers based on objective business criteria such as price and technical merit.

CNFA does not tolerate fraud, collusion among offerors, falsified proposals/bids, bribery, or kickbacks. Any firm or individual violating these standards will be disqualified from this procurement, barred from future procurement opportunities, and may be reported to both USAID and the Office of the Inspector General.

Employees and agents of CNFA are strictly prohibited from asking for or accepting any money, fee, commission, credit, gift, gratuity, object of value or compensation from current or potential vendors or suppliers in exchange for or as a reward for business. Employees and agents engaging in this conduct are subject to termination and will be reported to USAID and the Office of the Inspector General. In addition, CNFA will inform USAID and the Office of the Inspector General of any supplier offers of money, fee, commission, credit, gift, gratuity, object of value or compensation to obtain business.

Offerors responding to this RFQ must include the following as part of the proposal submission:

* Disclose any close, familial, or financial relationships with CNFA or project staff. For example, if an offeror’s cousin is employed by the project, the offeror must state this.
* Disclose any family or financial relationship with other offerors submitting proposals. For example, if the offeror’s father owns a company that is submitting another proposal, the offeror must state this.
* Certify that the prices in the offer have been arrived at independently, without any consultation, communication, or agreement with any other offeror or competitor for the purpose of restricting competition.
* Certify that all information in the proposal and all supporting documentation are authentic and accurate.
* Certify understanding and agreement to CNFA’s prohibitions against fraud, bribery and kickbacks.

Please contact Ms. Konul Veliyevaat [procurement@asapaz.org](mailto:procurement@asapaz.org) with any questions or concerns regarding the above information or to report any potential violations. Potential violations may also be reported directly to CNFA at to [FraudHotline@cnfa.org](mailto:FraudHotline@cnfa.org) or by phone at 202-296-3920.

**2. Terms and Conditions**: This solicitation is subject to CNFA’s standard terms and conditions. Any resultant award will be governed by these terms and conditions; a copy of the full terms and conditions is available upon request. Please note the following terms and conditions will apply:

1. CNFA’s standard payment terms are net 30 days after receipt and acceptance of any commodities or deliverables. Payment will only be issued to the entity submitting the offer in response to this RFQ and identified in the resulting award; payment will not be issued to a third party.
2. No commodities or services may be supplied that are manufactured or assembled in, shipped from, transported through, or otherwise involving any of the following countries: Cuba, Iran, North Korea, Syria.
3. Any international air or ocean transportation or shipping carried out under any award resulting from this RFQ must take place on U.S.-flag carriers/vessels.
4. United States law prohibits transactions with, and the provision of resources and support to, individuals and organizations associated with terrorism. The supplier under any award resulting from this RFQ must ensure compliance with these laws.
5. The title to any goods supplied under any award resulting from this RFQ shall pass to CNFA following delivery and acceptance of the goods by CNFA. Risk of loss, injury, or destruction of the goods shall be borne by the offeror until title passes to CNFA.
6. United States law prohibits engaging in any activities related to Trafficking in Persons. The supplier under any award resulting from this RFQ must ensure compliance with these laws.

**3. Disclaimers:** This is a RFQ only. Issuance of this RFQ does not in any way obligate CNFA, the ASAP Project, or USAID to make an award or pay for costs incurred by potential offerors in the preparation and submission of an offer. In addition:

1. CNFA may cancel RFQ and not award;
2. CNFA may reject any or all responses received;
3. Issuance of RFQ does not constitute award commitment by CNFA;
4. CNFA reserves the right to disqualify any offer based on offeror failure to follow RFQ instructions;
5. CNFA will not compensate offerors for response to RFQ;
6. CNFA reserves the right to issue award based on initial evaluation of offers without further discussion;
7. CNFA may negotiate with short-listed offerors for their best and final offer;
8. CNFA reserves the right to order additional quantities or units with the selected offeror;
9. CNFA may reissue the solicitation or issue formal amendments revising the original RFQ specifications and evaluation criteria before or after receipt of proposals;
10. CNFA may modify the specifications without issuing a formal notice to all offerors when the revisions are immaterial to the scope of the RFQ;
11. CNFA may choose to award only part of the activities in the RFQ, or issue multiple awards based on multiple RFQ activities;
12. CNFA reserves the right to waive minor proposal deficiencies that can be corrected prior to award determination to promote competition;
13. CNFA will contact all offerors to confirm contact person, address, and that the bid was submitted for this RFQ;
14. CNFA will contact all offerors to inform them whether or not they were selected for award;
15. In submitting a response to this RFQ, offerors understand that USAID is not a party to this solicitation and the offeror agrees that any protest hereunder must be presented – in writing with full explanations – to the ASAP Project for consideration. USAID will not consider protests regarding procurements carried out by implementing partners. CNFA, at its sole discretion, will make a final decision on any protest for this procurement.

**4. Source/Nationality/Manufacture**: All goods and services offered in response to this RFQ or supplied under any resulting award must meet **USAID Geographic Code 937** or **110** for any procurements exceeding $25,000 in accordance with the United States Code of Federal Regulations (CFR), [22 CFR §228](http://www.gpo.gov/fdsys/pkg/CFR-2012-title22-vol1/pdf/CFR-2012-title22-vol1-part228.pdf). The cooperating country for this RFQ is Azerbaijan. Therefore, vendors registered in Azerbaijan, the United States, the independent states of the former Soviet Union, or developing countries other than advanced developing countries are preferred for this procurement. Procurements from other countries for which ASAP would procure over $25,000 worth of commodities or services would require a waiver from USAID. For a complete list of developing countries and advanced developing countries, see: <https://www.usaid.gov/ads/policy/300/310maa> and <https://www.usaid.gov/ads/policy/300/310mab>.

Offerors may not offer or supply any commodities or services that are manufactured or assembled in, shipped from, transported through, or otherwise involving any of the following countries: Cuba, Iran, North Korea, or Syria.

**5. Taxes and VAT**: As an organization that is implementing a project on behalf of USAID, CNFA is exempt from being charged VAT, customs duty or fee, excise tax, road tax, or any other form of tax or tariff for goods and services purchased for USAID funded activities. As such, offerors agree to exclude VAT or any similar taxes or fees from its cost proposal. If any taxes, including VAT, are applicable to this offer, ASAP’s beneficiary will be solely responsible for paying such taxes.

**6. Eligibility**: By submitting an offer in response to this RFQ, the offeror certifies that it and its principal officers are not debarred, suspended, or otherwise considered ineligible for an award by the U.S. Government. CNFA will not award a contract to any firm that is debarred, suspended, or considered to be ineligible by the U.S. Government.

**7. Delivery**: The delivery location for the items described in this RFQ is Mukhakh village, Zagatala rayon, Azerbaijan. Delivery terms are: CIP Mazimchay customs post, Balakan rayon, Azerbaijan for US based companies and DDP Mukhakh village, Zagatala rayon, Azerbaijan for local companies or local representatives of foreign/international companies. As part of its response to this RFQ, each offeror is expected to provide an estimate (in calendar days) of the delivery timeframe (after receipt of order). The delivery estimate presented in an offer in response to this RFQ must be upheld in the performance of any resulting contract.

**8. Warranty**: Warranty service and repair within the cooperating country is required for all commodities under this RFQ. The warranty coverage must be valid on all commodities for a minimum of twelve (12) months after delivery and acceptance of the commodities, unless otherwise specified in the technical specifications.