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| **RFQ Number:** | RFQ-TA- No: 009 |
| **Issuance Date:** | December 6, 2019 |
| **Deadline for Questions:** | December 11, 2019 |
| **Deadline for Offers:** | December 15, 2019 |
| **Description:** | Facilitation of USDA Organic Certification for BPC Ltd |
| **For:** | The USAID Agriculture Program |
| **Funded By:** | USAID  Contract No. 7211418C00001 |
| **Implemented By:** | CNFA |
| **Point of Contact** | Ms. Mariam Tevdoradze  Marketing and Export Promotion Manager  47, Kostava, Tbilisi, Georgia  2982207/13  [mtevdoradze@apgeorgia.org](mailto:mtevdoradze@apgeorgia.org) |

1. **Introduction**: The USAID Agriculture Program is implemented by CNFA in Georgia. The USAID Agriculture Program is a five-year activity that aims to accelerate growth of agricultural sub-sectors that demonstrate strong potential to create jobs and increase micro, small and medium enterprises (MSME) revenues. The USAID Agriculture Program provides competitive cost-shared grants and technical assistance (TA) to address identified gaps in horticultural value chains (VCs), namely berries, stone fruits, pome fruits (apples), culinary herbs, perishable vegetables, table grapes , mandarins, and nuts, that will result in the improved productivity and productive capacity of MSMEs, strengthened value chain linkages, increased access to markets, and improved capacity of MSMEs, cooperatives, associations, and service/information/extension providers.

These VCs, especially those for niche market products like organic products have considerable potential for further growth. Over the past years, Georgian organic production and the export of organic certified products have shown steady growth, with the main certified and exported organic products being wine and wild plants. A relatively new area of interest in Georgia is fresh and processed fruits, berries, and vegetables, due to the increased popularity of healthy, natural, organic products both locally and internationally.

To this end, the USAID Agriculture Program, within the framework of a cost-share based technical assistance program, is soliciting quotes from legally registered, United States Department of Agriculture (USDA)-accredited certification bodies to provide the full-package of services for USDA organic certification (according to National Organic Program [NOP] standards) to the Georgian juice producer company BPC Ltd and its supplier, Agricultural Cooperative Sharakhevi 1, which collects wild rose hip throughout eco-friendly regions of Georgia.

BPC Ltd operates a processing facility in Tbilisi, producing organic juices that are exported to the US, Qatar, and Russian markets. With exports and domestic sales of rose hip, cherry, and pomegranate juices bottled in glass through the leading supermarket chains, the company annually makes 350,000 liters. BPC is the only juice producer in Georgia that sells organic products in the US. The company plans to obtain organic certification and to achieve USDA’s NOP certification in 2020.

Below chart highlights operations of Sharakhevi 1 throughout Georgia:

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| **#** | **Location** | **Region** | **Wild Forest Product** | **Volume** | **Collection Period** |
| 1 | Chargali, area ~ 10ha | Dusheti municipality, Mtskheta-Mtianeti, | Rosehip/ Rosa canina | 1,8 tons raw/  900kg dry | From Late September to Late December |
| 2 | Kanatea, area ~ 10ha | Dusheti municipality, Mtskheta-Mtianeti, | Rosehip/ Rosa canina | 1,8 tons raw/  900kg dry | From Late September to Late December |
| 3 | Katsalkhevi, area ~ 12ha | Dusheti municipality, Mtskheta-Mtianeti, | Rosehip/ Rosa canina | 2,16 tons raw/  1050 kg dry | From Late September to Late December |
| 4 | Khiliana, area ~ 8ha | Dusheti municipality, Mtskheta-Mtianeti, | Rosehip/ Rosa canina | 1,44 tons raw/720kg dry | From Late September to Late December |
| 5 | Sashavardne, area 15ha | Dusheti municipality, Mtskheta-Mtianeti, | Rosehip/ Rosa canina | 2.7tons raw/  1350 kg dry | From Late September to Late December |
| 6 | Sharakhevi (Dusheti Part), area~ 12 ha | Dusheti municipality, Mtskheta-Mtianeti, | Rosehip/ Rosa canina | 2,16 tons raw/  1050 kg dry | From Late September to Late December |
| 7 | Sharakhevi (Tianeti Part), area~ 13 ha | Dusheti municipality, Mtskheta-Mtianeti, | Rosehip/ Rosa canina | 1.8 tons raw/  900 kg dry | From Late September to Late December |
| 8 | Shua Pkho, area~ 15 ha | Dusheti municipality, Mtskheta-Mtianeti, | Rosehip/ Rosa canina | 2,7 tons raw/  1,350 kg dry | From Late September to Late December |
| 9 | Tsiprani, area ~ 10 ha | Dusheti municipality, Mtskheta-Mtianeti, | Rosehip/ Rosa canina | 1.8 tons raw/  900 kg drys | From Late September to Late December |

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 with instructions described in this RFQ may lead to disqualification of an offer from consideration.

1. **Offer Deadline and Protocol**: Offers must be received no later than 16:00, Georgia Standard Time, on December 15, 2019. Offers must be submitted by email*:* [bsp@apgeorgia.org](mailto:bsp@apgeorgia.org)

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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.

1. **Questions**: Questions regarding the technical or administrative requirements of this RFQ may be submitted no later than December 11, 2019 by email to Mariam Tevdoradze at [mtevdoradze@apgeorgia.org](mailto:mtevdoradze@apgeorgia.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**: Technical requirements of the services envision provision of certification services, including inspections and final certification for both, processor company BPC Ltd and the agricultural cooperative Sharakhevi 1.

Offerors are requested to provide quotations as per technical requirements on official letterhead or below-specified official quotation format.

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| **Line Item** | **Description and Specifications** | **Price USD** |
| 1 | USDA NOP certification services for BPC Ltd, including achievement of certification |  |
| 2 | USDA NOP certification services for agricultural cooperative Sharakhevi 1, including achievement of certification |  |
|  | Other costs (describe) |  |
|  | **Total Cost (In USD, excluding VAT)** |  |

1. **Quotations**: Quotations in response to this RFQ must be priced on a fixed-price, all-inclusive basis, including delivery and all other costs. Pricing must be presented in USD. Offers must remain valid for not less than 30 calendar days after the offer deadline. Offerors are requested to provide quotations on official letterhead in the format provided in Section 4 – Technical Requirements.
2. **Evaluation**: The award will be made to a responsible offeror whose offer follows the RFQ instructions, meets the eligibility requirements, and meets or exceeds the minimum required technical specifications, and is judged to be the best value based on a lowest-price, technically-acceptable basis. Only offerors determined to be technically acceptable will be considered for award. The evaluation committee will assess offerors’ acceptability in accordance with the following criteria:

* Past performance and implementation of similar assignments – **35 points**: credible professional experience in implementing similar assignments
* Technical capacity of bidder’s team –**30 points**: personnel’s qualifications and skills to provide these services
* Cost-effectiveness and realistic implementation timeframe – **35 points**: the overall cost presented in the offer and realistic implementation period.

The proposal will be evaluated on the Offeror’s experience in delivering similar work as requested in the RFQ. This includes organic certification services for food producer companies.

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 USAID Agriculture Program;
* CNFA may cancel this RFQ 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.

**Payment and Award:** The award will be awarded to the offeror whose quotation represents the best value to the Project. Award will be issued only to the entity which submits a proposal in response to this RFQ. CNFA will not issue an award to different offerors, entities, or third-parties other than the selected offeror(s). Any award and payment resulting from this RFQ is anticipated to be in the form of a fixed price contract and reimbursed upon completion of each deliverable (inspection reports, achievement of certification). This award is subject to the USAID Agriculture Program’s Terms and Conditions as stipulated in Annex 4.

1. **Offer Format Instructions:** All proposals must be formatted in accordance with the below requirements:
2. English language only
3. Include the individual/agency/organization name, date, RFQ number, and page numbers as a header or footer throughout the document.

**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. Quotation as per format provided in Section 4, also CVs of the staff engaged in the assignment.
4. A copy of the offeror’s registration certificate, or the TIN number.
5. Five (5) contacts for references from businesses for which the offeror has successfully performed similar work and relevant portfolio. (Annex 3)

**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

□ Five (5) contacts for references from businesses for which the offeror has successfully performed similar services and the relevant portfolio (see Annex 3)

□ CNFA Terms and Conditions Form (see Annex 4)

**Annex 2 – Offeror Cover Letter**

To: The USAID Agriculture Program

47 Kostava Str., Tbilisi, Georgia

Reference: RFQ TA No. 009

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’s 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 USAID’s 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– Past Performance Form**

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| **Past Performance Template** | |
| **Project Title:** | **Period of Implementation:** |
| **Funding Organization/Contact Person:** | **Total Budget Amount:** |
| **Project Description:** | |
| **Project Outcomes**: | |

**Annex 4– 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 Irine Salukvadzeat [isalukvadze@apgeorgia.org](mailto:isalukvadze@apgeorgia.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 USAID Agriculture Program, 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 USAID Agriculture Program 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 937/110** 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 Georgia.

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 tax3, 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.

**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.