

**Amendment No. 1**  
**to**  
**RFP-DC-23-0008 – Procurement of Mobile X-**  
**ray Vehicle Scanners**

**RFP Issuance Date: October 13, 2023**

**Amendment No. 1 Issuance Date: October 30, 2023**

The details of the amendment are as follows:

This Amendment is issued to:

- 1- To Modify the Instructions for the Preparation of Technical Proposals
- 2- To Modify the Technical evaluation Criteria
- 3- To answer the questions discussed during the pre-bid conference and other questions received before the deadline for receipt of questions. The deadline for receipt of questions was October 24, 2023, no later than 5:30pm US EST.
- 4- To amend the deadline for receipt of proposals.

The details of the amendment are as follows:

1. **Modify the Section 3. Instructions for the Preparation of Technical Proposals** to read as follows:

1. **Technical Specifications:** Proposals will be evaluated for solution quality based on the requirements of the RFP as detailed in Attachment A Volume I, 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, and safety and security. 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. **Additional Services:** For the following services, Offerors may propose to bid with a servicing partner to compete for the following service deliverable in the scope but must explain their relationship with the service provider and past work with them. Offers should propose their recommended 10-year service package.
  - a) **Training:** Offerors shall provide details of the training program as detailed in Attachment A – under “Technical Requirements – 5. Training”
  - b) **Testing and Equipment Handover:** Offerors shall provide details of the “Testing and Handover” steps which conforms with details included under Attachment A under “Technical Requirements – 6. Testing and Equipment Handover”

- c) **Warranty and Service Maintenance:** Offerors shall provide details of the warranty provided and the service maintenance program which conforms with details included under Attachment A under “Technical Requirements – 7. Warranty and Service Maintenance”. The bidder should demonstrate the ability and capacity to provide servicing and maintenance during the life of the product in Ukraine. The bidder should indicate the typical lead time for servicing and maintenance after the request. Indicate the availability of remote diagnostics and support options. Indicate presence in Ukraine or neighboring countries of authorized staff or partners to provide servicing and maintenance. Indicate how long spare parts for the proposed model will be available on the market.
3. **Delivery Timeline:** The Offeror shall specify the earliest timelines around which the appropriate equipment can be reliably delivered and /or installed at the designated location. Expedited delivery is sought, and delivery schedule will be a determining factor in this award.
4. **Past Performance:** Provide evidence through past references, client letters of reference and/or completion certificates of the bidder’s experiences, selling similar equipment or same category equipment.

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, a 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 out Attachment E of the RFP: Past Performance.

**2. Modify Section 3.2 Technical Evaluation Criteria to read as follows:**

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 significantly more important than cost.

<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 as detailed in Attachment A Volume I 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 &amp; performance, and serviceability.</p> <p>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.</p>	35 points

Additional Services	<p>1. <b>Training:</b> <b>5 points</b> Ability of the offerors to provide details of the training program.</p> <p>2. <b>Testing and Equipment Handover:</b> <b>10 points</b> Ability of the offerors to provide details of Testing and Handover of the equipment.</p> <p>3. <b>Warranty and Service Maintenance:</b> <b>10 points</b> Ability of the Offeror to provide details of the warranty provided and the service maintenance program. Ability and capacity to provide servicing and maintenance during the life of the product in Ukraine. Ability of the Offeror to provide remote diagnostics and support options. And ability to provide presence in Ukraine or neighboring countries of authorized staff or partners to provide servicing and maintenance. Ability to provide the shortest time for availability of spare parts for the proposed model in the market.</p>	25 points
Delivery Timeline	The bidder shall specify the timelines around which the appropriate equipment can be delivered and/or installed at the designated location. Bidders will be evaluated on how quickly and reliably they are able to deliver the equipment. An expedited delivery schedule is a determining factor of evaluation.	20 points
Past Performance	Provide evidence through past references, client letters of reference and/or completion certificates of the bidder's experiences, selling similar equipment or same category equipment.	20 points
<b>Total Points</b>		100ints

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

NUMBERS	QUESTIONS	ANSWERS
1.	Can we propose X-ray vehicle scanners with a slightly different specification?	Potential bidders could offer products with different specification if they still meet the main technical criteria and capacity. Offers should indicate where the proposed

		specification is different from the requested one. We will review the proposal according to the evaluation criteria set in the RFP and decide on the acceptance of proposed changes.
2.	Is trailer option is out of consideration?	Yes, we confirm that the trailer option is out of consideration
3.	When is the expected delivery and installation timeline for Mobile X-ray Scanners	In reference to Illustrative Deliverables Requirements, Page 5 of the RFP, the delivery, installation, and on-site acceptance testing needs to be completed within 210 calendar days (7 months) after the award of Purchase Order.
4.	Please clarify and correct the requirements of section "III. Primary technical characteristics" point 3, namely "The scanning system must be able to scan vehicles with the following dimensional limits: Length – Unlimited; Width – Up to 3.8 meters; Height – Up to 4.9 meters", which contradicts the requirements of section General Technical Conditions" clause 2.8 "The dimensions of the object being inspected should be minimum (L x W x H) - 20m x 3.8m x 5.2m". To get a better product, we suggest changing to "The dimensions of the object being inspected should be minimum (L x W x H) - Unlimited x 3.8m x 5.2m;	Please submit our application with the suggested specs.
6	what is the expected duration for a Purchase Order award?	In reference to Attachment C of the RFP "Proposal Cover Letter", the validity period of price proposals is 60 (sixty) calendar days. In accordance with the price validity, the expected duration for an award of purchase order is 60 (sixty) calendar days. After the award the expected delivery and installation timeline will be 210 days. Please note that 210 days is an illustrative duration and will be discussed with the winning bidder while negotiating the final deliverables timeline.
7	Requirement «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.» - DAI only requires the Participant to confirm this requirement or do we have to provide any additional documents?	The confirmation from the vendor is sufficient at this point.

8	Requirement «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. Qualifications and permits to perform related works under acting legislation (availability of relevant licenses and certificates).» - since the delivery is carried out on the territory of Ukraine, please add the requirement "in accordance with the current legislation and regulatory acts of Ukraine	This is implied.
9	Please specify to whom the Proposal Cover Letter should be addressed.	The cover letter should be addressed to the ERA Head Office Procurement
10.	Please clarify and correct the requirements of section "III. Primary technical characteristics" point 3, namely "The scanning system must be able to scan vehicles with the following dimensional limits: Length – Unlimited; Width – Up to 3.8 meters; Height – Up to 4.9 meters", which contradicts the requirements of section General Technical Conditions" clause 2.8 "The dimensions of the object being inspected should be minimum (L x W x H) - 20m x 3.8m x 5.2m". To get a better product, we suggest changing to “The dimensions of the object being inspected should be minimum (L x W x H) - Unlimited x 3.8m x 5.2m;	Duplication
11.	Please clarify and correct the requirements of section "III. Primary technical characteristics", item 6, namely "Deployment/setup and readiness for operation should not exceed 30 minutes", which contradicts the requirements of section "2. General Technical Conditions", clause 2.10 "The equipment should be ready for operation in no more than 20 minutes (calculated from the moment of arrival until the start of the first scanning)". To get a better product, we suggest changing it to “The equipment should be ready for operation in no more than 20 minutes (calculated from the moment of arrival until the start of the first scanning)”;	Please submit our application with the suggested specs.

12.	We propose to remove the requirement in section "1. General Provisions and Conditions", namely clause 1.2 "The Supplier must have at least two similar project experiences in European Union member countries", as this limits the participation of Ukrainian suppliers	The project aims to support the alignment of UA and EU procedures and integration of border control, thus seeking solutions recognized and accepted by the EU. Bidder may demonstrate compliance with this aim by other means.
13.	Please provide an explanation of section "1. General Provisions and Conditions", clause 1.14, namely "The MSS, including the software used, must allow connection to the Customer's systems without additional costs", which implementation, and to which equipment the manufacturer's equipment must be connected	The system should have an interface (API) for interaction with the customs clearance information system using the SOAP protocol.
14.	We propose to change the requirement of section "3. Technical Specifications for the Mobile X-ray Unit" paragraph 3.23 "The maximum size of the safety zone should be 30 x 50 meters", on "The maximum size of the safety zone should be 40 x 50 meters", since this is the standard value, for equipment of such type	Please submit your proposal with the suggested safety zone dimensions, the technical team will review and evaluate it.
15.	We request the length of the system when stowed be 11.3m	Please submit your proposal with the suggested safety zone dimensions, the technical team will review and evaluate it.
16.	This section includes a reference to "RFP-DC-23-0006". Please confirm the intended reference is to RFP-DC-23-0008.	The reference for this solicitation is RFP-DC-23-0008
17.	Please clarify the weight or points, if any, assigned to each of the Evaluation Sub-criteria.  Please clarify how DAI intends to objectively award points for the Evaluation Criteria and Evaluation Sub-criteria. For example, what must a bidder demonstrate to obtain the full 20 points for Past Performance? What evidence corresponds to a score of 10 points for Past Performance?	Sub-criteria was not included in the evaluation criteria. The score will be based on what is included in the instructions to submit the technical proposal.
18.	Training needs to be delivered during the warranty period - How often and how many people?	Delivery, installation, connection, and commissioning at the locations indicated in section I. Installation site. Training for a group of personnel (group size not exceeding 20 individuals for each system). The training should include theoretical and practical sessions with

		<p>knowledge assessment and the issuance of appropriate certificates to system operators.</p> <p>Deliverable 3 – 210 days after the award of Purchase Order/Agreement (5% payment of the total amount of award) + (5% incentive award amount if not paid at the time of deliverable 2)</p> <p>Training and Documentation: The vendor is required to provide comprehensive training to Customs Service personnel on the operation, maintenance, and troubleshooting of the mobile scanners. Additionally, the vendor should deliver all necessary documentation, including user manuals and maintenance guides.</p>
19.	<p>Please clarify and correct the requirements of section "III. Primary technical characteristics", item 6, namely "Deployment/setup and readiness for operation should not exceed 30 minutes", which contradicts the requirements of section "2. General Technical Conditions", clause 2.10 "The equipment should be ready for operation in no more than 20 minutes (calculated from the moment of arrival until the start of the first scanning)". To get a better product, we suggest changing it to "The equipment should be ready for operation in no more than 20 minutes (calculated from the moment of arrival until the start of the first scanning)";</p>	<p>Duplication</p>
20.	<p>please clarify from what point in your understanding the countdown of after-sales service begins. Do we understand correctly that the cost of after-sales service is not included in the price of the offer, but will be paid separately. We believe that the contract for the provision of services should be awarded after the completion of all stages of delivery works according to this project.</p>	<p>The offeror should price the service contract under the Deliverable 4 price. The service contract should start as soon as the the completion of all stages of works and the equipment is installed. The offeror may provide additional details on their proposed service package as part of their proposal</p> <p>Deliverable 4 Service Agreement for 3 years- (5% payment of the total amount of award)</p> <p>The vendor must provide the recommended servicing contract for at least three (3) years after installation that</p>

		will be novated to State Customs of Ukraine or other Ukrainian government partners who own the equipment once DAI completes the ownership of the scanners.
21.	Requirement «Minimum 2-year warranty (Service Level Agreement)» - please confirm exactly this requirement, not a «The minimum warranty period for the equipment is 60 (sixty) months and, if necessary, make appropriate changes.	The expected warranty is 2 years
22.	Requirement «The bidder, in their application, shall outline separately the warranty, service and maintenance. deliverable and, where necessary, parts supply. This package shall be listed separately in the price offering.» - in which of the items of the price offer should this package be included, or should it be a separate additional item? To calculate this package, please provide information on the intensity of operation of mobile X-ray systems in engine hours per month. If you cannot provide such information, please exclude this item from the price offer, as there will be no initial data for calculating this package.	The warranty, service, maintenance, and parts can be included in the price package as separate lines as seen fit.  At this point, we cannot provide number of engine hours per month.
23.	We propose to change the requirement of section "3. Technical Specifications for the Mobile X-ray Unit" clause 3.38 "Video surveillance cameras must transmit color images to screens in the operator's room and the driver's cabin with a minimum size of 23.8 inches", namely the part related to the size of the monitor in the driver's cabin, since the 23.8 inches monitor in the driver's cabin is very large and limits the driver's visibility	Please submit our application with the suggested specs.
24.	We propose to change the requirement of section "5. Training" item 5.2 "Image analysis training" on "Base image analysis training". Advanced training in the analysis of received images is conducted by educational institutions at the stage of training specialists	The vendor is expected to provide training for Customs officers to gain sufficient skills to operate and utilize the equipment. It could be considered a basic training.
25.	We suggest removing the requirement of section "5. Training", namely clause 5.1.2, "training should be provided for four employees as internal trainers, with the issuance of a certificate from the	If you are not able to provide such training please indicate it in the application.



	equipment manufacturer with additional training rights", in this case the manufacturer or supplier will not be able to guarantee the appropriate use equipment, and bear warranty obligations	
26.	We propose to remove the requirement of section "6. Testing and Equipment Handover" namely clause 6.4 "The supplier must provide quality image testing reports for the mobile X-ray equipment as part of the initial tender submission. The final testing report should be common for all tender participants". The quality image testing reports is issued only for the finished equipment that will be supplied, at the tender stage, the equipment may not have been manufactured yet, so it will not be possible to provide the protocols	Please provide samples from similar models as an example.
27.	If the equipment is damaged by a technician/operator who has undergone training or is authorized by the supplier and has followed technical and operational instructions, the warranty remains valid", since not the manufacturer or the service center cannot be held responsible for the actions of the customer's personnel who use this equipment, even if they have received appropriate training	Agreed, consider excluded. This clause was to emphasize the importance of proper training for customs staff.
28.	Due to cyber security concerns, we request DIA to consider amending this requirement by removing the requirement of having Microsoft Office 2021 installed on to the mobile scanning system computers. The alternative would be to remove the Microsoft Outlook part of Microsoft Office to mitigate the risk of malicious emails causing damage to the IT systems onboard. If needed, we can provide full Microsoft office to unconnected laptops/workstations etc.	Accepted, please provide an Office package without Outlook
29.	The dimensions of the object being inspected should be minimum (L x W x H) - 20m x 3.8m x 5.2m.	Please submit our application with the suggested specs.

	We request DIA to consider amending the width dimension to 3.7m	
30.	The equipment must be able to operate on slopes of up to 4%. We request DIA to consider amending this requirement slopes of up to 3%	Please submit our application with the suggested specs.
31.	The driver's cabin of the truck must have three seats. Vehicle chassis that are homologated for use in Ukraine do not provide the option for three seats in the driver's cabin. We request DAI amend this requirement to a minimum of 2 seats in the driver's cabin.	Ukraine allows three-seated cabins and such vehicles available on the Ukrainian market. If you cannot provide a three-seated cabin truck, please submit our application with the suggested specs.
32.	The lower scanning limit should not be higher than 15 cm above the road surface level.  We request DIA to consider amending this requirement to be a minimum of 25cm from the road surface level	Please submit our application with the suggested specs.
33.	Please also include options for mobile scanners based on trailer chassis that meet technical requirements. As discussed during the pre-bid conference, please confirm that only mobile chassis are being considered for this requirement. Trailer only chassis will not be accepted and should be removed from the SOW.	Confirmed, trailer chassis are out of consideration
34.	RFP No. DC-230008 Illustrative Deliverables Attached A Volume I #15 –page 2  Requirements Freight forwarders are quoting delivery DDP to Ukraine. Is there an alternative delivery location that DAI would consider?	Equipment is intended for use in Ukraine and must be delivered to Ukraine.
35.	If we don't meet certain requirements, does that mean our proposal will be immediately disqualified, or will consideration be given to innovative products with unique technical	DAI will accept some variation of parameters while the scanner meets the main technical requirements for efficiency and safety. Please submit our application with the suggested specs.

	specifications? For example, requirement 3.9 on page 29 states “standard vehicle with a minimum of three axles”. Our mobile x-ray scanner is based on a truck with two axles, yet is at the same, if not better, level of performance.	
36.	The technical specifications are worth 35 points. Am I correct to assume it’s possible for a vendor to score less than 35 points and will still be considered for the award?	The award will be based on the total evaluation criteria scores earned.
37.	On page 21, requirement VII.1 states “The hardware part of the system should not have the capability for external connections and unauthorized transmission of information beyond the system”. This seems to contradict with requirement IX.8 on page 25. Can you please clarify if it’s acceptable (or expected) that the mobile x-ray scanner be able to communicate remotely with a command center through the use of a secure connection?	There should be no external physical connections to the hardware. The system should have the capacity to establish a secured wireless connection.
38.	Some of the requirements are very specific, such as the workstation (IX.2 on page 23) and printer (IX.6 on page 25). Are we able to propose our equipment that may have different technical specifications	DAI will accept some variation of parameters while the scanner meets the main technical requirements for efficiency and safety. Please submit our application with the suggested specs.
39.	On page 25, requirement X.3, can you please clarify what is required for “passport”? Also can you please specify what is included in “other documentation”, or is that up to the vendor to decide?	<p>This document should provide information on (the list is not exact and may change depending on your approach to technical documentation)</p> <p>Equipment Name and Model</p> <p>Manufacturer Details: Include the name, contact information, and location of the manufacturer.</p> <p>Technical Specifications: Provide detailed technical specifications, including dimensions, weight, capacity, power requirements, and any specific features relevant to the equipment's function.</p> <p>Compliance and Certifications: State whether the equipment complies with international standards and regulations, and list any certifications it holds.</p> <p>Warranty Information: Specify the duration and terms of the warranty provided by the manufacturer.</p> <p>Maintenance and Service Requirements: Outline recommended maintenance</p>

		<p>schedules, service procedures, and contact information for technical support.</p> <p><b>Safety Considerations:</b> Highlight any safety features, precautions, or guidelines for safe operation.</p> <p><b>User Manual:</b> Include a user manual with clear instructions on how to operate and maintain the equipment.</p> <p><b>Spare Parts Availability:</b> Mention the availability of spare parts and their sources.</p> <p><b>Training:</b> If required, detail the training programs or resources available to ensure proper equipment operation.</p> <p><b>Environmental Impact:</b> Discuss any environmental considerations, such as energy efficiency or disposal guidelines.</p> <p><b>Technical Drawings and Diagrams:</b> Include technical drawings and diagrams if applicable.</p> <p><b>Customization and Upgrade Options:</b> Specify if the equipment can be customized to meet specific project needs.</p> <p><b>After-Sales Support:</b> Describe the after-sales support and assistance available.</p> <p><b>Contact Information:</b> Include the contact information of the equipment supplier or their local representative.</p>
40	On page 26, can you please specify which “technical regulations” for requirement 1.7 is within scope?	<a href="https://zakon.rada.gov.ua/laws/show/1382-2007-%D0%BF#Text">https://zakon.rada.gov.ua/laws/show/1382-2007-%D0%BF#Text</a>
41.	On page 29, is the safety zone dimension referenced in requirement 3.23 for both drive-through mode and portal mode?	Both modes
42.	On page 30, requirement 3.35 states “The direction of movement during scanning should not be determined by a physical device attached to the steering wheel”. Does that mean the vehicle must be operated manually by hand and not indirectly through some kind of other device?	The control in Drive-Through Mode should be carried out by a person or this process should be robotic/automated (driverless). It should not use devices to lock the steering wheel and press the accelerator pedal
43.	In section 1, page 5, a minimum warranty of 2 years is requested, while section 13, p. 2 and 7.1 p 16 of the technical requirement mentions 60 months, 5 years. Please clarify.	The expected warranty is 2 years
44.	Section 1, page 5, also refers to “a minimum 3-year aftersales service” and this is valued 5% of the points.	Deliverable 4 Service Agreement for 3 years- (5% payment of the total amount of award)

	<p>Additionally, section 3.1 p8, calls for a 10 years service proposal. Is this additional to the expected warranty Please clarify the expectation.</p>	<p>The vendor must provide the recommended servicing contract for at least three (3) years after installation that will be novated to State Customs of Ukraine or other Ukrainian government partners who own the equipment once DAI completes the ownership of the scanners.</p>
--	---	---

2. To extend the deadline for receipt of proposals.

Initial deadline for receipt of proposals	<p><b>November 07, 2023</b>, no later than 5:30pm US Eastern Standard Time to the email address <a href="mailto:ERAhoprocurement@dai.com">ERAhoprocurement@dai.com</a>.</p>
Amended deadline for receipt of proposals	<p><b>November 21, 2023</b>, no later than 5:30pm US Eastern Standard Time to the email address <a href="mailto:ERAhoprocurement@dai.com">ERAhoprocurement@dai.com</a>.</p>

**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-23-0008

### **Procurement of Mobile X-ray Vehicle Scanners**

Issue Date: October 13, 2023

**WARNING:** Prospective Offerors who have received this document from a source other than [ERAhoprocmnt@dai.com](mailto:ERAhoprocmnt@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 [ERAhoprocmnt@dai.com](mailto:ERAhoprocmnt@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.

**Table of Contents**

**1. Introduction and Purpose .....4**

    1.1 Purpose ..... 4

    1.2 Issuing Office ..... 4

    1.3 Type of Award Anticipated ..... 6

**2. General Instructions to Offerors.....6**

    2.1 General Instructions..... 6

    2.2 Proposal Cover Letter ..... 7

    2.3 Questions regarding the RFP ..... 7

**3. Instructions for the Preparation of Technical Proposals .....8**

    3.1 Services Specified..... 8

    3.2 Technical Evaluation Criteria ..... 8

**4. Instructions for the Preparation of Cost/Price Proposals .....10**

    4.1 Cost/Price Proposals ..... 10

**5. Basis of Award.....10**

    5.1 Best Value Determination..... 10

    5.2 Responsibility Determination ..... 10

**6. Compliance with Terms and Conditions.....11**

    6.1 General Terms and Conditions..... 11

    6.2 Prohibited Technology ..... 11

    8.3 Source and Nationality..... 11

    8.4 Unique Entity ID (SAM) ..... 11

**7. Anti-Corruption and Anti-Bribery Policy and Reporting Responsibilities .....12**

**8. Attachments.....13**

    8.1 Attachment C: Proposal Cover Letter ..... 14

    8.2 Attachment E: Past Performance Form ..... 15

    8.3 Attachment F: Representations and Certifications of Compliance..... 16

    8.4 Attachment G: Proposal Checklist ..... 17

**Synopsis of the RFP**

RFP No.	RFP-DC-23-0008
Issue Date	October 13, 2023
Title	Procurement of Mobile X-ray Vehicle Scanners
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>
Bidder's Conference	A Pre-Proposal Bidder's Conference is scheduled for <b>October 20, 2023</b> , at 10:00 AM US Standard Eastern Time through Webex/Microsoft TEAMS. Pre-bidder's Conference Agenda will be shared with all prospective Offerors. While attendance at the pre-bidder's conference is not mandatory, all interested prospective suppliers are encouraged to attend to prepare acceptable proposals. Questions asked during the Pre-Bidder's Conference that would benefit all bidders shall be provided in an amendment to the RFP. Prospective Offerors must submit a request to attend the Bidder's conference via <a href="mailto:ERAhoprocmnt@dai.com">ERAhoprocmnt@dai.com</a> by <b>October 18, 2023</b> , not later than 5:30 PM US Standard Eastern Time, to receive log-in details and agenda of the conference.
Deadline for Receipt of Questions	<b>October 24, 2023</b> , no later than 5:30 PM, U.S. Standard Eastern 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>November 07, 2023</b> , no later than 5:30 PM US Standard Eastern 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

The Ukraine Economic Resilience Activity (ERA) (8/27/2018 - 8/26/2026) was designed to strengthen the economy and improve the resilience of businesses and communities in eastern Ukraine following Russia's 2014 annexation of Crimea and the seizure of territory in the Donetsk and Luhansk Regions by Russian backed separatists.

Prior to the war, ERA had focused interventions on Donetsk and Luhansk Oblasts. In 2019, after Russia commandeered a Ukrainian naval ship and established a blockade, ERA also added the Sea of Azov (Zaporizhzhia and Kherson oblasts and municipal centers closest to the sea) to its area of operations. With the February onset of war in eastern and southern Ukraine, Russia has significantly damaged or destroyed most of ERA's previous implementation geography, including Mariupol, Sartana, Rubizhne, and Sievierodonetsk and occupied the cities of Berdiansk, Melitopol and Stanytsia Luhanska.

Currently, ERA focuses on support to the Government of Ukraine and the private sector to facilitate grain export through the Danube River and overland routes to the global market.

Due to Russia's large-scale invasion of Ukraine and the ongoing blockade of ports in southern Ukraine, as well as Russia's withdrawal from the grain initiative, exporters and importers are forced to switch from sea transportation to land transportation, which has significantly increased the load on checkpoints on the border with European countries. The lack of air traffic also affects passenger traffic by road and bus, which adds to the workload at checkpoints.

Due to the increase in traffic flow, passenger traffic by buses and cars, and the increase in cargo transportation, including grain trucks, the infrastructure of checkpoints on the border with European countries needs to be expanded and developed. To increase the capacity of the border of Ukraine with European countries, it is necessary to build new and reconstruct existing checkpoints, introduce automated systems for control and accounting of transport and cargo, and purchase other equipment necessary for more efficient operation of the checkpoints.

USAID ERA cooperates with the Ministry of Community, Territorial and Infrastructure Development of Ukraine, the State Agency for Reconstruction and Development of Infrastructure of Ukraine, and the State Customs Service of Ukraine, and the development of infrastructure at checkpoints on the border with European countries is identified as one of the priority activities. USAID ERA technical support will include support for the development of reconstruction and construction designs of checkpoints, development of designs for automating the passage of vehicles and cargo through checkpoints, assistance with the procurement and delivery of equipment, and other activities aimed at increasing the capacity of checkpoints.

### Technological requirements and description of equipment

ERA intends to procure 3 (three) Mobile X-ray vehicle scanners. Please refer to RFP-DC-23-0006 Attachment A VOLUME I Technical Proposal file for technical specifications, which are summarized below:

- The scanning system must be capable of inspecting containers as well as vehicles to verify the conformity of cargo with transportation documents and to detect hazardous objects inside containers, semi-trailers, trailers, and within the chassis of vehicles.
- The system should be able to scan in two modes:
  - Drive-Through Mode – The scanning system passes alongside the vehicles being scanned. The container and driver's cabin are inspected by a high-energy source of no more than 6 MeV while the driver or drivers of the vehicles are at a safe distance.

- Portal Mode – During scanning, the driver remains in the cabin of the vehicle, which they operate as it passes through an inspection portal. The container is inspected by a high-energy source of no more than 6 MeV.

- X-ray radiation is generated by a linear accelerator based on a solid-state modulator that allows for differentiation between organic and inorganic substances. Systems using radioactive sources are not considered.
- The energy of the X-ray source must be up to 6 MeV (inclusive).
- Penetrating ability through steel is not less than 320 mm.
- The maximum dose that operators receive at their workplaces should not exceed 0.5  $\mu\text{Sv/h}$  (microsieverts per hour).
- The vendor is expected to provide a minimum 3-year aftersales service with the supplied solution. The vendor shall include a service-based contract.
- Minimum 2-year warranty (Service Level Agreement).
- The bidder, in their application, shall outline separately the warranty, service and maintenance deliverable and, where necessary, parts supply. This package shall be listed separately in the price offering.

Please also include options for mobile scanners based on trailer chassis that meet technical requirements.

#### **Illustrative Deliverables Requirements:**

The deliverables below are illustrative. Deliverables will be discussed and finalized during the pre-award negotiation phase:

#### **Deliverable 1 – 30 days after the award of Purchase Order/Agreement (20% payment of the total amount of award)**

Design and Specification Approval: Upon awarding the contract, the vendor is expected to submit detailed designs and specifications of the mobile scanners for review and approval by the project team. The first payment installment will be made upon successful approval of these design and specification documents, ensuring that the equipment aligns with project requirements.

#### **Deliverable 2a – 200 days after the award of Purchase Order/Agreement (65% payment of the total amount of award)**

Delivery and Installation: The vendor is required to deliver and install the mobile scanners at the designated locations as per the technical specifications. Payment for deliverable 2 will be triggered upon successful delivery, installation, and verification that the equipment is fully operational and meets safety and regulatory standards.

#### **Deliverable 2b - Expedited production and delivery – (5% payment of the total amount of award)**

5% of the total award amount will be reserved by DAI as an incentive amount. 5% of the total award will be paid only when delivery is completed according to agreed delivery dates. Non-payable if the delivery date is past, or 5% of the total award is non-payable if goods are delivered past the agreed delivery date.

#### **Deliverable 3 – 210 days after the award of Purchase Order/Agreement (5% payment of the total amount of award) + (5% incentive award amount if not paid at the time of deliverable 2)**

On-Site Acceptance Testing, Training and Documentation: After installation, the vendor is responsible for conducting On-Site Acceptance Testing (SAT) in the presence of project representatives to confirm that the mobile scanners operate effectively in the actual operational environment.

Training and Documentation: The vendor is required to provide comprehensive training to Customs Service personnel on the operation, maintenance, and troubleshooting of the mobile scanners. Additionally, the vendor should deliver all necessary documentation, including user manuals and maintenance guides.

Payment for deliverable 3 will be achieved upon the successful completion of SAT, formal acceptance by the project team, successful completion of training and documentation of the delivery.

The proposal shall fully correspond to the specifications listed above and in Attachment A VOLUME I to this RFP.

Delivery and installation addresses:

- International Border Crossing Point Porubne, Chernivtsi Oblast – 1 unit
- International Border Crossing Point Uzhhorod, Zakarpattia Oblast - 1 unit
- International Border Crossing Point Dyakivtsi, Chernivtsi Oblast - 1 unit

*Note: Exact locations will be shared with the successful bidder during final contract negotiations.*

#### **Deliverable 4 Service Agreement for 3 years- (5% payment of the total amount of award)**

The vendor must provide the recommended servicing contract for at least three (3) years after installation that will be novated to State Customs of Ukraine or other Ukrainian government partners who own the equipment once DAI completes the ownership of the scanners.

##### **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 or liable for these costs.

Proposals are due no later than **November 07, 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 the 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 indicate 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 at [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, and safety and security. 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. Offerors may propose to bid with a servicing partner to compete for the service deliverable in the scope but must explain their relationship with the service provider and past work with them. Offers should propose their recommended 10-year service package.
2. **Delivery Timeline:** The bidder shall specify the earliest timelines around which the appropriate equipment can be reliably delivered and /or installed at the designated location. Expedited delivery is sought, and delivery schedule will be a determining factor in this award.
3. **Past Performance:** Provide evidence through past references, client letters of reference and/or completion certificates of the bidder's experiences, selling similar equipment or same category equipment.

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, a 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 out 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 significantly more important than cost.

<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, and 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>	35 points
Servicing and maintenance	<p>The bidder should demonstrate the ability and capacity to provide servicing and maintenance during the life of the product in Ukraine. The bidder should indicate the typical lead time for servicing and maintenance after the request. Indicate the availability of remote diagnostics and support options. Indicate presence in Ukraine or neighboring countries of authorized staff or partners to provide servicing and maintenance. Indicate how long spare parts for the proposed model will be available on the market.</p>	20 points
Delivery Timeline	<p>The bidder shall specify the timelines around which the appropriate equipment can be delivered and/or installed at the designated location. Bidders will be evaluated on how quickly and reliably they are able to deliver the equipment. An expedited delivery schedule is a determining factor of evaluation.</p>	25 points
Past Performance	<p>Provide evidence through past references, client letters of reference and/or completion certificates of the bidder's experiences, selling similar equipment or same category equipment.</p>	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 a 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. The 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. Ability to comply with required or proposed delivery or performance schedules.
6. Have a satisfactory past performance record.
7. Have a satisfactory record of integrity and business ethics.
8. Have the necessary organization, experience, accounting and operational controls and technical skills.
9. Have the necessary production, construction and technical equipment and facilities if applicable.
10. The company must be well-known worldwide and have a solid reputation for reliability and security.



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. Qualifications and permits to perform related works under acting legislation (availability of relevant licenses and certificates).
12. Registered / Preferred Distributor: the vendor shall provide evidence that they are a registered/preferred distributor in the territory of Ukraine for the Original Equipment Manufacturer (OEM) that has manufactured the specified equipment.
13. Serviceability: The vendor shall provide evidence of after-sales service capability for the specific equipment in Ukraine.
14. Installation: the vendor should provide evidence of capacity to services of installation and commissioning works.
15. Successful experience the firm has with related projects of similar scope and size.

## 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 includes 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 a Unique Entity ID (SAM), see Attachment D - Instructions for Obtaining a 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 US Government, excluding the offeror or subcontractor from participating in future US 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 (US) +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 US 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 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 with RFP-DC-23-0008 dated October 13, 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 US 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 US Executive Orders and US law prohibit 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 it will comply with 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, the 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 a 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 US 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 the General Instructions above?

Does your proposal include the following?

Separated 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 used to determine Responsibility.

Evidence of an Unique Entity ID (SAM)

Past Performance (*use template in Attachment E*)

Valid Business License