

# REQUEST FOR QUOTATION (RFQ)

**10 units of Motorcycles**



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| <b>RFQ Reference: RFQ_013_2023 Motorcycles</b> | <b>Date: 02 October 2023</b> |
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## SECTION 1: REQUEST FOR QUOTATION (RFQ)

UNDP kindly requests your quotation for the provision of goods, works and/or services as detailed in Annex 1 of this RFQ.

This Request for Quotation comprises the following documents:

- Section 1: This request letter
- Section 2: RFQ Instructions and Data
- Annex 1: Schedule of Requirements
- Annex 2: Quotation Submission Form
- Annex 3: Technical and Financial Offer

When preparing your quotation, please be guided by the RFQ Instructions and Data. Please note that quotations must be submitted using Annex 2: Quotation Submission Form and Annex 3 Technical and Financial Offer, by the method and by the date and time indicated in Section 2. It is your responsibility to ensure that your quotation is submitted on or before the deadline. Quotations received after the submission deadline, for whatever reason, will not be considered for evaluation.

Thank you and we look forward to receiving your quotations.

Issued by:

Signature: \_\_\_\_\_

Name: Surith Sengsavang

Title: UNDP Procurement and Admin Analyst

Date: 2 October 2023

## SECTION 2: RFQ INSTRUCTIONS AND DATA


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| <b>Introduction</b>                                 | <p>Bidders shall adhere to all the requirements of this RFQ, including any amendments made in writing by UNDP. This RFQ is conducted in accordance with the <a href="#">UNDP Programme and Operations Policies and Procedures (POPP) on Contracts and Procurement</a></p> <p>Any Bid submitted will be regarded as an offer by the Bidder and does not constitute or imply the acceptance of the Bid by UNDP. UNDP is under no obligation to award a contract to any Bidder as a result of this RFQ.</p> <p>UNDP reserves the right to cancel the procurement process at any stage without any liability of any kind for UNDP, upon notice to the bidders or publication of cancellation notice on UNDP website.</p>   |
| <b>Deadline for the Submission of Quotation</b>     | <p><b>05:00 PM Vientiane time, Monday, 16 October 2023</b></p>   |
| <b>Method of Submission</b>                         | <p>Quotations must be submitted as follows:</p> <p><input type="checkbox"/> E-tendering</p> <p><input checked="" type="checkbox"/> Dedicated Email Address. We accept proposal submitted via the email below only<br/> <a href="mailto:lao.procurement@undp.org">lao.procurement@undp.org</a></p> <p><input type="checkbox"/> Courier / Hand delivery</p> <p><input type="checkbox"/> Other <a href="#">Click or tap here to enter text.</a></p> <p>Bid submission address: <a href="#">UNDP Lao PDR, Lane Xang Avenue, Ban Hatsady-Tai, P.O.Box 345, Vientiane, Lao PDR</a></p> <ul style="list-style-type: none"> <li>▪ File Format: PDF</li> <li>▪ File names must be maximum 60 characters long and must not contain any letter or special character other than from Latin alphabet/keyboard.</li> <li>▪ All files must be free of viruses and not corrupted.</li> <li>▪ Max. File Size per transmission: 20 MB</li> <li>▪ Mandatory subject of email: <b>RFQ_013_2023 Motorcycles</b></li> <li>▪ Multiple emails must be clearly identified by indicating in the subject line “email no. X of Y”, and the final “email no. Y of Y.”</li> <li>▪ It is recommended that the entire Quotation be consolidated into as few attachments as possible.</li> <li>▪ The bidder should receive an email acknowledging email receipt.</li> </ul> |
| <b>Cost of preparation of quotation</b>             | <p>UNDP shall not be responsible for any costs associated with a Supplier’s preparation and submission of a quotation, regardless of the outcome or the manner of conducting the selection process.</p>  |
| <b>Supplier Code of Conduct, Fraud, Corruption,</b> | <p>All prospective suppliers must read the United Nations Supplier Code of Conduct and acknowledge that it provides the minimum standards expected of suppliers to the UN. The Code of Conduct, which includes <b>principles on labour, human rights, environment and ethical conduct</b> may be found at: <a href="https://www.un.org/Depts/ptd/about-us/un-supplier-code-conduct">https://www.un.org/Depts/ptd/about-us/un-supplier-code-conduct</a></p> <p>Moreover, UNDP strictly enforces a policy of zero tolerance on proscribed practices, including fraud, corruption, collusion, unethical or unprofessional practices, and obstruction of UNDP vendors and requires all bidders/vendors to observe the highest standard of ethics during the procurement process and contract implementation. UNDP’s Anti-Fraud Policy can be found at <a href="http://www.undp.org/content/undp/en/home/operations/accountability/audit/office_of_audit_an_dinvestigation.html#anti">http://www.undp.org/content/undp/en/home/operations/accountability/audit/office_of_audit_an_dinvestigation.html#anti</a></p>  |

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| <b>Gifts and Hospitality</b>                    | <p>Bidders/vendors shall not offer gifts or hospitality of any kind to UNDP staff members including recreational trips to sporting or cultural events, theme parks or offers of holidays, transportation, or invitations to extravagant lunches, dinners or similar. In pursuance of this policy, UNDP: (a) Shall reject a bid if it determines that the selected bidder has engaged in any corrupt or fraudulent practices in competing for the contract in question; (b) Shall declare a vendor ineligible, either indefinitely or for a stated period, to be awarded a contract if at any time it determines that the vendor has engaged in any corrupt or fraudulent practices in competing for, or in executing a UNDP contract.</p>   |
| <b>Conflict of Interest</b>                     | <p>UNDP requires every prospective Supplier to avoid and prevent conflicts of interest, by disclosing to UNDP if you, or any of your affiliates or personnel, were involved in the preparation of the requirements, design, specifications, cost estimates, and other information used in this RFQ. Bidders shall strictly avoid conflicts with other assignments or their own interests, and act without consideration for future work. Bidders found to have a conflict of interest shall be disqualified.</p> <p>Bidders must disclose in their Bid their knowledge of the following: a) If the owners, part-owners, officers, directors, controlling shareholders, of the bidding entity or key personnel who are family members of UNDP staff involved in the procurement functions and/or the Government of the country or any Implementing Partner receiving goods and/or services under this RFQ.</p> <p>The eligibility of Bidders that are wholly or partly owned by the Government shall be subject to UNDP's further evaluation and review of various factors such as being registered, operated and managed as an independent business entity, the extent of Government ownership/share, receipt of subsidies, mandate and access to information in relation to this RFQ, among others. Conditions that may lead to undue advantage against other Bidders may result in the eventual rejection of the Bid.</p> |
| <b>General Conditions of Contract</b>           | <p>Any Purchase Order or contract that will be issued as a result of this RFQ shall be subject to the General Conditions of Contract</p> <p>Select the applicable GTC:</p> <p><input type="checkbox"/> <a href="#">General Terms and Conditions / Special Conditions for Contract.</a></p> <p><input checked="" type="checkbox"/> <a href="#">General Terms and Conditions for de minimis contracts (services only, less than \$50,000)</a></p> <p><input type="checkbox"/> <a href="#">General Terms and Conditions for Works</a></p> <p>Applicable Terms and Conditions and other provisions are available at <a href="#">UNDP/How-we-buy</a></p>   |
| <b>Special Conditions of Contract</b>           | <p><input checked="" type="checkbox"/> Cancellation of PO/Contract if the delivery/completion is delayed by [indicate number of days]</p> <p><input type="checkbox"/> Others [pls. specify]</p>   |
| <b>Eligibility</b>                              | <p>A vendor who will be engaged by UNDP may not be suspended, debarred, or otherwise identified as ineligible by any UN Organization or the World Bank Group or any other international Organization. Vendors are therefore required to disclose to UNDP whether they are subject to any sanction or temporary suspension imposed by these organizations. Failure to do so may result in termination of any contract or PO subsequently issued to the vendor by UNDP.</p> <p>It is the Bidder's responsibility to ensure that its employees, joint venture members, sub-contractors, service providers, suppliers and/or their employees meet the eligibility requirements as established by UNDP.</p> <p>Bidders must have the legal capacity to enter a binding contract with UNDP and to deliver in the country, or through an authorized representative.</p>  |
| <b>Currency of Quotation</b>                    | <p>Quotations shall be quoted in <b>USD</b></p>   |
| <b>Joint Venture, Consortium or Association</b> | <p>If the Bidder is a group of legal entities that will form or have formed a Joint Venture (JV), Consortium or Association for the Bid, they shall confirm in their Bid that : (i) they have designated one party to act as a lead entity, duly vested with authority to legally bind the members of the JV, Consortium or Association jointly and severally, which shall be evidenced by a duly notarized Agreement among the legal entities, and submitted with the Bid; and (ii) if they are awarded the contract, the contract shall be entered into, by and between UNDP and the designated lead entity, who shall be acting for and on behalf of all the member entities comprising the joint venture, Consortium or Association.</p>  |

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|                                  | Refer to Clauses 19 – 24 under <a href="#">Solicitation policy</a> for details on the applicable provisions on Joint Ventures, Consortium or Association.   |
| <b>Only one Bid</b>              | The Bidder (including the Lead Entity on behalf of the individual members of any Joint Venture, Consortium or Association) shall submit only one Bid, either in its own name or, if a joint venture, Consortium or Association, as the lead entity of such Joint Venture, Consortium or Association. Bids submitted by two (2) or more Bidders shall all be rejected if they are found to have any of the following:<br>a) they have at least one controlling partner, director or shareholder in common; or b) any one of them receive or have received any direct or indirect subsidy from the other/s; or<br>b) they have the same legal representative for purposes of this RFQ; or<br>c) they have a relationship with each other, directly or through common third parties, that puts them in a position to have access to information about, or influence on the Bid of, another Bidder regarding this RFQ process;<br>d) they are subcontractors to each other's Bid, or a subcontractor to one Bid also submits another Bid under its name as lead Bidder; or<br>e) some key personnel proposed to be in the team of one Bidder participates in more than one Bid received for this RFQ process. This condition relating to the personnel, does not apply to subcontractors being included in more than one Bid. |
| <b>Duties and taxes</b>          | Article II, Section 7, of the Convention on the Privileges and Immunities provides, inter alia, that the United Nations, including UNDP as a subsidiary organ of the General Assembly of the United Nations, is exempt from all direct taxes, except charges for public utility services, and is exempt from customs restrictions, duties, and charges of a similar nature in respect of articles imported or exported for its official use. All quotations shall be submitted net of any direct taxes and any other taxes and duties, unless otherwise specified below:<br>All prices must:<br><input type="checkbox"/> be inclusive of VAT and other applicable indirect taxes<br><input checked="" type="checkbox"/> be exclusive of VAT and other applicable indirect taxes   |
| <b>Language of quotation</b>     | Lao and English<br>Including documentation including catalogues, instructions and operating manuals.  |
| <b>Documents to be submitted</b> | Bidders shall include the following documents in their quotation:<br><input checked="" type="checkbox"/> Annex 2: Quotation Submission Form duly completed and signed<br><input type="checkbox"/> Annex 3: Technical and Financial Offer duly completed and signed and in accordance with the Schedule of Requirements in Annex 1<br><input checked="" type="checkbox"/> Company Profile.<br><input type="checkbox"/> Registration certificate;<br><input type="checkbox"/> List and value of projects performed for the last XXXX years plus client's contact details who may be contacted for further information on those contracts;<br><input type="checkbox"/> List and value of ongoing Projects with UNDP and other national/multi-national organization with contact details of clients and current completion ratio of each ongoing project;<br><input type="checkbox"/> Statement of satisfactory Performance (Certificates) from the top XXXX clients in terms of Contract value in similar field;<br><input type="checkbox"/> Completed and signed CVs for the proposed key Personnel;<br><input type="checkbox"/> Other <a href="#">Click or tap here to enter text.</a>   |
| <b>Quotation validity period</b> | Quotations shall remain valid for <b>60 days</b> from the deadline for the Submission of Quotation.   |
| <b>Price variation</b>           | No price variation due to escalation, inflation, fluctuation in exchange rates, or any other market factors shall be accepted at any time during the validity of the quotation after the quotation has been received.   |
| <b>Partial Quotes</b>            | <input checked="" type="checkbox"/> Not permitted<br><input type="checkbox"/> Permitted   |
| <b>Alternative Quotes</b>        | <input checked="" type="checkbox"/> Not permitted<br><input type="checkbox"/> Permitted<br>If permitted, an alternative quote may be submitted only if a conforming quote to the RFQ requirements is submitted. Where the conditions for its acceptance are met, or justifications are  |

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|  | clearly established, <a href="#">Click or tap here to enter text.</a> reserves the right to award a contract based on an alternative quote. If multiple/alternative quotes are being submitted, they must be clearly marked as “Main Quote” and “Alternative Quote”   |
| <b>Payment Terms</b>   | <input checked="" type="checkbox"/> 100% within 30 days after receipt of goods, works and/or services and submission of payment documentation.<br><input checked="" type="checkbox"/> Other <a href="#">Click or tap here to enter text.</a>  |
| <b>Conditions for Release of Payment</b>                                   | <input type="checkbox"/> Passing Inspection [specify method, if possible] Complete Installation<br><input type="checkbox"/> Passing all Testing [specify standard, if possible]<br><input type="checkbox"/> Completion of Training on Operation and Maintenance [specify no. of trainees, and location of training, if possible]<br><input checked="" type="checkbox"/> Written Acceptance of Goods & Services certifying that the deliverables on the contract have been fully and satisfactorily completed <input type="checkbox"/> Others [pls. specify] |
| <b>Contact Person for correspondence, notifications and clarifications</b> | E-mail address: <a href="mailto:surith.sengsavang@undp.org">surith.sengsavang@undp.org</a>  |
| <b>Clarifications</b>  | Requests for clarification from bidders will not be accepted any later than <b>3</b> days before the submission deadline. Responses to request for clarification will be communicated <a href="#">on UNDP Website https://www.undp.org/laopdr/procurement</a> by <b>11 October 2023</b>   |
| <b>Evaluation method</b>   | <input checked="" type="checkbox"/> The Contract or Purchase Order will be awarded to the lowest price substantially compliant offer<br><input type="checkbox"/> Other <a href="#">Click or tap here to enter text.</a>   |
| <b>Evaluation criteria</b>   | <input checked="" type="checkbox"/> Full compliance with all requirements as specified in Annex 1<br><input checked="" type="checkbox"/> Full acceptance of the General Conditions of Contract<br><input checked="" type="checkbox"/> Comprehensiveness of after-sales services<br><input checked="" type="checkbox"/> Earliest Delivery /shortest lead time<br><input type="checkbox"/> Others <a href="#">Click or tap here to enter text.</a>  |
| <b>Right not to accept any quotation</b>                                   | UNDP is not bound to accept any quotation, nor award a contract or Purchase Order   |
| <b>Right to vary requirement at time of award</b>                          | At the time of award of Contract or Purchase Order, UNDP reserves the right to vary (increase or decrease) the quantity of services and/or goods, by up to a maximum twenty-five per cent (25% ) of the total offer, without any change in the unit price or other terms and conditions.  |
| <b>Type of Contract to be awarded</b>                                      | <input checked="" type="checkbox"/> Purchase Order<br><input type="checkbox"/> <a href="#">Contract Face Sheet</a> (Goods and-or Services) (this template is also utilised for Long-Term Agreement) and if an LTA will be signed, specify the document that will trigger the call-off. E.g., PO, etc.) <sup>45</sup><br><input type="checkbox"/> <a href="#">Contract for Works</a><br><input type="checkbox"/> Other Type/s of Contract [pls. specify]   |
| <b>Expected date for contract award.</b>                                   | <b>30 November 2023</b>   |
| <b>Publication of Contract Award</b>                                       | UNDP will publish the contract awards valued at USD 100,000 and more on the websites of the CO and the corporate UNDP Web site.   |
| <b>Policies and procedures</b>   | This RFQ is conducted in accordance with <a href="#">UNDP Programme and Operations Policies and Procedures</a>  |

**ANNEX 1: Technical Specifications:**

| Type / Model  | Detail specification  | Quantity  |
|---|---|-----------|
| <p>Motorcycle<br/>125CC</p>   | <ul style="list-style-type: none"> <li>- Engine (cc): 125cc (4 stroke engine)</li> <li>- Minimum power 6000 rpm</li> <li>- Other parts and accessories: One Helmet with chin protection high quality and general size</li> <li>- One front or/and rear basket 15 kg</li> <li>- Safety-lock box</li> <li>- Warranty: Minimum 1 year or 12,000km (whichever comes first)</li> </ul>  | <p>10</p> |
| <p>Note: UNDP will provide an import tax exemption letter and other require documents</p> |   |           |

## Delivery Requirements

| Delivery Requirements  |  |
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| <b>Delivery date and time</b>  | Bidder shall deliver the goods in <b>60 days</b> after Contract signature.   |
| <b>Delivery Terms (INCOTERMS 2020)</b>                                 | DAP, Vientiane Capital   |
| <b>Customs clearance (must be linked to INCOTERM)</b>                  | <input type="checkbox"/> Not applicable<br><input type="checkbox"/> Name of organisation (where applicable)<br><input checked="" type="checkbox"/> Supplier/bidder<br><input type="checkbox"/> Freight Forwarder |
| <b>Exact Address(es) of Delivery Location(s)</b>                       | UNDP Lao PDR, Lane Xang Avenuevillage, Hatsadi village, Chanthabouly District, Vientiane Capital   |
| <b>Distribution of shipping documents (if using freight forwarder)</b> | Click or tap here to enter text.   |
| <b>Packing Requirements</b>  | Click or tap here to enter text.   |
| <b>Training on Operations and Maintenance</b>                          | NA   |
| <b>Warranty Period</b>   | <b>Minimum 1 years, or 12,000 Km (whichever comes first)</b>   |
| <b>After-sales service and local service support requirements</b>      | <b>Local support services after-sales service must be available</b>  |
| <b>Preferred Mode of Transport</b>                                     | Choose an item.  |

## ANNEX 2: QUOTATION SUBMISSION FORM

Bidders are requested to complete this form, including the Company Profile and Bidder's Declaration, sign it and return it as part of their quotation along with Annex 3: Technical and Financial Offer. The Bidder shall fill in this form in accordance with the instructions indicated. No alterations to its format shall be permitted and no substitutions shall be accepted.

|                 |                                  |                                     |
|-----------------|----------------------------------|-------------------------------------|
| Name of Bidder: | Click or tap here to enter text. |                                     |
| RFQ reference:  | Click or tap here to enter text. | Date: Click or tap to enter a date. |

### Company Profile

| Item Description  | Detail  |
|---|---|
| Legal name of bidder or Lead entity for JVs   | Click or tap here to enter text.  |
| Legal Address, City, Country  | Click or tap here to enter text.  |
| Website   | Click or tap here to enter text.  |
| Year of Registration  | Click or tap here to enter text.  |
| Legal structure   | Choose an item.   |
| Are you a UNGM registered vendor?   | <input type="checkbox"/> Yes <input type="checkbox"/> No      If yes, insert UNGM Vendor Number |
| Quality Assurance Certification (e.g. ISO 9000 or Equivalent) (If yes, provide a Copy of the valid Certificate):  | <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No                             |
| Does your Company hold any accreditation such as ISO 14001 or ISO 14064 or equivalent related to the environment? (If yes, provide a Copy of the valid Certificate):  | <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No                             |
| Does your Company have a written Statement of its Environmental Policy? (If yes, provide a Copy)  | <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No                             |
| Does your organization demonstrate significant commitment to sustainability through some other means, for example internal company policy documents on women empowerment, renewable energies or membership of trade institutions promoting such issues (If yes, provide a Copy) | <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No                             |



| Is your company a member of the UN Global Compact | <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No   |                |                    |                                |
|---|---|----------------|--------------------|--------------------------------|
| Bank Information                                  | Bank Name: Click or tap here to enter text.<br>Bank Address: Click or tap here to enter text.<br>IBAN: Click or tap here to enter text.<br>SWIFT/BIC: Click or tap here to enter text.<br>Account Currency: Click or tap here to enter text.<br>Bank Account Number: Click or tap here to enter text. |                |                    |                                |
| <b>Previous relevant experience: 3 contracts</b>  |   |                |                    |                                |
| Name of previous contracts                        | Client & Reference Contact Details including e-mail   | Contract Value | Period of activity | Types of activities undertaken |
|   |   |                |                    |                                |
|   |   |                |                    |                                |
|   |   |                |                    |                                |

**Bidder's Declaration**

| Yes                      | No                       |  |
|--------------------------|--------------------------|--|
| <input type="checkbox"/> | <input type="checkbox"/> | <b>Requirements and Terms and Conditions:</b> I/We have read and fully understand the RFQ, including the RFQ Information and Data, Schedule of Requirements, the General Conditions of Contract, and any Special Conditions of Contract. I/we confirm that the Bidder agrees to be bound by them.  |
| <input type="checkbox"/> | <input type="checkbox"/> | I/We confirm that the Bidder has the necessary capacity, capability, and necessary licenses to fully meet or exceed the Requirements and will be available to deliver throughout the relevant Contract period.   |
| <input type="checkbox"/> | <input type="checkbox"/> | <b>Ethics:</b> In submitting this Quote I/we warrant that the bidder: has not entered into any improper, illegal, collusive or anti-competitive arrangements with any Competitor; has not directly or indirectly approached any representative of the Buyer (other than the Point of Contact) to lobby or solicit information in relation to the RFQ ;has not attempted to influence, or provide any form of personal inducement, reward or benefit to any representative of the Buyer.  |
| <input type="checkbox"/> | <input type="checkbox"/> | I/We confirm to undertake not to engage in proscribed practices, , or any other unethical practice, with the UN or any other party, and to conduct business in a manner that averts any financial, operational, reputational or other undue risk to the UN and we have read the United Nations Supplier Code of Conduct : <a href="https://www.un.org/Depts/ptd/about-us/un-supplier-code-conduct">https://www.un.org/Depts/ptd/about-us/un-supplier-code-conduct</a> and acknowledge that it provides the minimum standards expected of suppliers to the UN.                        |
| <input type="checkbox"/> | <input type="checkbox"/> | <b>Conflict of interest:</b> I/We warrant that the bidder has no actual, potential, or perceived Conflict of Interest in submitting this Quote or entering a Contract to deliver the Requirements. Where a Conflict of Interest arises during the RFQ process the bidder will report it immediately to the Procuring Organisation's Point of Contact.  |
| <input type="checkbox"/> | <input type="checkbox"/> | <b>Prohibitions, Sanctions:</b> I/We hereby declare that our firm, its affiliates or subsidiaries or employees, including any JV/Consortium members or subcontractors or suppliers for any part of the contract is not under procurement prohibition by the United Nations, including but not limited to prohibitions derived from the Compendium of United Nations Security Council Sanctions Lists and have not been suspended, debarred, sanctioned or otherwise identified as ineligible by any UN Organization or the World Bank Group or any other international Organization. |
| <input type="checkbox"/> | <input type="checkbox"/> | <b>Bankruptcy:</b> I/We have not declared bankruptcy, are not involved in bankruptcy or receivership proceedings, and there is no judgment or pending legal action against them that could impair their operations in the foreseeable future.  |

| Yes                      | No                       |  |
|--------------------------|--------------------------|--|
| <input type="checkbox"/> | <input type="checkbox"/> | <b>Offer Validity Period:</b> I/We confirm that this Quote, including the price, remains open for acceptance for the Offer Validity.   |
| <input type="checkbox"/> | <input type="checkbox"/> | I/We understand and recognize that you are not bound to accept any Quotation you receive, and we certify that the goods offered in our Quotation are new and unused.                 |
| <input type="checkbox"/> | <input type="checkbox"/> | By signing this declaration, the signatory below represents, warrants and agrees that he/she has been authorised by the Organization/s to make this declaration on its/their behalf. |

Signature: \_\_\_\_\_

Name: Click or tap here to enter text.

Title: Click or tap here to enter text.

Date: Click or tap to enter a date.

### ANNEX 3: TECHNICAL AND FINANCIAL OFFER - GOODS

Bidders are requested to complete this form, sign it and return it as part of their bid along with Annex 2: Quotation Submission Form. The Bidder shall fill in this form in accordance with the instructions indicated. No alterations to its format shall be permitted and no substitutions shall be accepted.

|                 |                                  |                                     |
|-----------------|----------------------------------|-------------------------------------|
| Name of Bidder: | Click or tap here to enter text. |                                     |
| RFQ reference:  | Click or tap here to enter text. | Date: Click or tap to enter a date. |

| <b>Currency of the Quotation:</b> Click or tap here to enter text. |                                  |     |     |            |             |
|--|----------------------------------|-----|-----|------------|-------------|
| <b>INCOTERMS:</b> Click or tap here to enter text.                 |                                  |     |     |            |             |
| Item No  | Description                      | UOM | Qty | Unit price | Total price |
| 1.   | Click or tap here to enter text. |     |     |            |             |
| 2.   | Click or tap here to enter text. |     |     |            |             |
| 3.   | Click or tap here to enter text. |     |     |            |             |
| 4.   | Click or tap here to enter text. |     |     |            |             |
| 5.   | Click or tap here to enter text. |     |     |            |             |
| Total Price  |                                  |     |     |            |             |
| Transportation Price   |                                  |     |     |            |             |
| Insurance Price  |                                  |     |     |            |             |
| Installation Price   |                                  |     |     |            |             |
| Training Price   |                                  |     |     |            |             |
| Other Charges (specify)  |                                  |     |     |            |             |
| <b>Total Final and All-inclusive Price</b>                         |                                  |     |     |            |             |

#### Compliance with Requirements

|                                       | You Responses            |                          |   |
|---------------------------------------|--------------------------|--------------------------|---|
|                                       | Yes, we will comply      | No, we cannot comply     | If you cannot comply, pls. indicate counter - offer |
| Minimum Technical Specifications      | <input type="checkbox"/> | <input type="checkbox"/> | Click or tap here to enter text.                    |
| Delivery Term (INCOTERMS)             | <input type="checkbox"/> | <input type="checkbox"/> | Click or tap here to enter text.                    |
| Delivery Lead Time                    | <input type="checkbox"/> | <input type="checkbox"/> | Click or tap here to enter text.                    |
| Warranty and After-Sales Requirements | <input type="checkbox"/> | <input type="checkbox"/> | Click or tap here to enter text.                    |
| Validity of Quotation                 | <input type="checkbox"/> | <input type="checkbox"/> | Click or tap here to enter text.                    |
| Payment terms                         | <input type="checkbox"/> | <input type="checkbox"/> | Click or tap here to enter text.                    |
| Other requirements [pls. specify]     | <input type="checkbox"/> | <input type="checkbox"/> | Click or tap here to enter text.                    |

**Other Information:**

|  |                                  |
|--|----------------------------------|
| Estimated weight/volume/dimension of the Consignment:  | Click or tap here to enter text. |
| Country/ies of Origin:<br><i>(if export licence required this must be submitted if awarded the contract)</i> | Click or tap here to enter text. |

|   |  |
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| I, the undersigned, certify that I am duly authorized to sign this quotation and bind the company below in event that the quotation is accepted.  |  |
| <i>Exact name and address of company</i><br>Company Name: Click or tap here to enter text.<br>Address: Click or tap here to enter text.<br>Click or tap here to enter text.<br>Phone No.: Click or tap here to enter text.<br>Email Address: Click or tap here to enter text. | Authorized Signature:<br>Date: Click or tap here to enter text.<br>Name: Click or tap here to enter text.<br>Functional Title of Authorised Signatory: Click or tap here to enter text.<br>Email Address: Click or tap here to enter text. |