

Tender Package — Request for Proposal (RFP)



1. Invitation to Tender

Tender Name: RFP for the Provision of Stationary Items	Tender No: MC-12-2020
Location: Jordan	Correspondence Language(s): English & Arabic
<u>Brief Summary Description of Project:</u> Mercy Corps is an international relief and development organization working in over 40 countries worldwide helping people build secure, productive and just communities. In Jordan, Mercy Corps has been actively working since 2003 to implement a variety of programs funded by US and European governments and private donors. Mercy Corps is seeking proposals to contract with a registered and reputable stationary company under a one year master service agreement with the possibility of a one year extension.	

Tender package available from: Sunday, July 12, 2020	Tender package available: https://jordan.mercycorps.org/tenders Also the package can be found on Mercy Corps website at: www.mercycorps.org/tenders
Deadline for offer submission: Sunday, July 26, 2020 till 3:00 pm (Amman Time)	Submission of sealed offers to: Mercy Corps, Building No. 8, Tabasheer 3 Street, 7th Circle, Amman Jordan. Soft copy submission must be only to the following Email address : tenders@mercycorps.org

Mercy Corps reserves the right to accept or reject any late offers

Questions and Answers (Q&A)

If any, Submit Questions in writing to jo-tenders@mercycorps.org **or** tenders@mercycorps.org

Attention: Procurement Tenders

Last Day for Questions: Thursday, July 16, 2020 (COB) Questions received after closing date and time will not be addressed. (COB i.e. 4:30 PM)	Questions will be answered by: Sunday, July 19, 2020 (COB) (COB i.e. 4:30 PM)
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- **Questions will be answered in writing through email on given time and date. MC has the right not to consider any more questions after Thursday, July 16, 2020 (COB)**
- **All received questions along with answers will be shared with all prospective bidders who download the tender package. They will also be posted on both MC Jordan website and MC global website (Same websites which the bidders use to download the tender package as described above).**

Documentation Checklist			
These documents are contained within this tender package: (see what to add, arrange and correct if any mistakes)	✓	Invitation to Tender	(This document)
	✓	General Conditions for Tender	(This document)
	✓	Criteria and Submittals	(This document)
	✓	Offer form	(This document)
	✓	Supplier Information Form	(Attachment 1)
	✓	Master Purchase Agreement Template	(Attachment 2)
	✓	Price offer sheet	(Attachment 3)
	✓	Response Sheet	(Attachment 4)
	✓	Quality Control Plan	(Attachment 5)

2. General Conditions for Tender

Mercy Corps invites proposals for the goods, services and/or works described and summarized in these documents, and in accordance with procedures, conditions and contract terms presented herein. Mercy Corps reserves the right to vary the quantity of work/materials specified in the Tender Package without any changes in unit price or other terms and conditions and to accept or reject any, all, or part of submitted offers.

2.1 Mercy Corps' Anti-Bribery and Anti-Corruption Statement

Mercy Corps strictly prohibits:

- Any form of bribe or kickback in relation to its activities
This prohibition includes any *request* from any Mercy Corps employee, consultant or agent for anything of value from any company or individual in exchange for the employee, consultant or agents taking or not taking any action related to the award of a contract or the contract once awarded. It also applies to any *offer* from any company or individual to provide anything of value to any Mercy Corps employee, consultant or agent in exchange for that person taking or not taking any action related to the award of the contract or the contract.
- Conflicts of interests in the awarding or management of contracts
If a company is owned by, whether directly or indirectly, in whole or in part, any Mercy Corps employee or any person who is related to a Mercy Corps employee, the company must ensure that it and the employee disclose the relationship as part of or prior to submitting the offer.
- The sharing or obtaining of confidential information
Mercy Corps prohibits its employees from sharing, and any offerors from obtaining, confidential information related to this solicitation, including information regarding Mercy Corps' price estimates, competing offerors or competing offers, etc. Any information provided to one offeror must be provided to all other offerors.
- Collusion between/among offerors
Mercy Corps requires fair and open competition for this solicitation. No two (or more) companies submitting proposals can be owned or controlled by the same individual(s). Companies submitting offers cannot share prices or other offer information or take any other action intended to pre-determine which company will win the solicitation and what price will be paid.

Violations of these prohibitions, along with all evidence of such violations, should be reported to:

integrityhotline@mercycorps.org

Mercy Corps will investigate allegations fully and will take appropriate action. Any company, or individual that participates in any of the above prohibited conduct, will have its actions reported to the appropriate authorities, will be investigated fully, will have its offer rejected and/or contract terminated, and will not be eligible for future contracts with Mercy Corps. Employees participating in such conduct will have his/her employment terminated.

Violations will also be reported to Mercy Corps' donors, who may also choose to investigate and debar or suspend companies and their owners from receiving any contract that is funded in part by the donor, whether the contract is with Mercy Corps or any other entity.

2.2 Tender Basis:

- All offers shall be made in accordance with these instructions, and all documents requested should be furnished, including any required (but not limited to) supplier-specific information, technical specifications, drawings, bill of quantities, and/or delivery schedule. If any requested document is not furnished, a reason should be given for its omission in an exception sheet.
- No respondent should add, omit or change any item, term or condition herein.
- If suppliers have any additional requests and conditions, these shall be stipulated in an exception sheet.
- Each offeror may make one response only.
- Each offer shall be valid for the period of **[180 days]** from its date of submission.
- All offers should indicate whether they include taxes, compulsory payments, levies and/or duties, including VAT, if applicable.
- Suppliers should ensure that financial offers are devoid of calculation errors. If errors are identified during the evaluation process, the unit price will prevail. If there is ambiguity on the unit price, the Selection Committee may decide to disqualify the offer.
- Any requests for clarifications regarding the project that are not addressed in written documents must be presented to Mercy Corps in writing. The answer to any question raised in writing by any offeror will be issued to that offeror. In some cases Mercy Corps may choose to issue clarifications to all offerors. It is a condition of this tender that no clarification shall be deemed to supersede, contradict, add to or detract from the conditions hereof, unless made in writing as an Addendum to Tender and signed by Mercy Corps or its designated representative.
- This Tender does not obligate Mercy Corps to execute a contract nor does it commit Mercy Corps to pay any costs incurred in the preparation and submission of proposals. Furthermore, Mercy Corps reserves the right to reject any and all proposals, if such action is considered to be in the best interest of Mercy Corps.
- Mercy Corps has the right not to disclose the name of the winning offeror to the losing bidders or the terms and conditions offered by the winning bidder.

2.3 Supplier Eligibility

Suppliers may not apply, and will be rejected as ineligible, if they:

- Are not registered companies

- Are bankrupt or in the process of going bankrupt
- Have been convicted of illegal/corrupt activities, and/or unprofessional conduct
- Have been guilty of grave professional misconduct
- Have not fulfilled obligations related to payment of social security and taxes
- Are guilty of serious misinterpretation in supplying information
- Are in violation of the policies outlined in Mercy Corps Anti Bribery or Anti-Corruption Statement
- Supplier (or supplier's principals) are on any list of sanctioned parties issued by; or are presently excluded or disqualified from participation in this transaction by: the United States Government or United Nations by the United States Government, the United Kingdom, the European Union, the United Nations, other national governments, or public international organizations.

Additional eligibility criteria, if applicable, are stated in section 3.2 of this tender package.

2.4 Response Documents

Offerors can either utilize the response documents contained in this tender package to submit their offer or they can submit an offer in their own format as long as it contains all the required documents and information specified by this tender.

2.5 Acceptance of Successful Response

Documentation submitted by offerors will be verified by Mercy Corps. The winning offeror will be required to sign a contract for the stated, agreed upon amount.

2.6 Certification Regarding Terrorism

It is Mercy Corps' policy to comply with humanitarian principles and the laws and regulations of the United States, the European Union, the United Nations, the United Kingdom, host nations, and other applicable donors concerning transactions with or support to individuals or entities that have engaged in fraud, waste, abuse, human trafficking, corruption, or terrorist activity. These laws and regulations prohibit Mercy Corps from transacting with or providing support to any individuals or entities that are the subject of government sanctions, donor rules, or laws prohibiting transactions or support to such parties.

3. Criteria & Submittals

3.1 Contract Terms

- Mercy Corps intends to issue a Fixed Price master purchase agreement contract to one or more company or firm. The successful offeror shall be required to adhere to the statement of work and terms and conditions of the resulting contract. By submitting an offer, offerors certify that they understand and agree to all of the terms and clauses contained in Attachment 2 - Master purchase Agreement Template.
- The awarded supplier will be requested to submit samples for all items before contract awarding.
- The sample can be in form of pictures, physical sample, brand name or any other form MC decides.
- The samples will be checked and approved by MC team before start the contract implementation. However, MC will keep the approved physical samples (in case of requesting) in its custody and the supplier must use the approved stationary items during the provision of the supplies.
- In case of item's replacement during the contract implementation, the supplier must provide a sample for the replaced

item and MC will approve it before starting the delivery.

- MC has the right to contract with one or more suppliers. However, in case of contracting with more than one supplier, MC will categorize and prioritize them on primary, secondary and/or tertiary basis which will be based on the final ranking of each bidder and MC interest.

3.2 Specific Eligibility Criteria

Eligibility criteria must be met and the corresponding supporting documents listed below under “Tender Submittals” **must** be submitted with offers. Offerors who do not submit these documents may be **disqualified** from any further technical or financial evaluation.

Eligibility Criteria:

- Proof of local Business registration
- Proof of local Tax registration
- Submission of MC Supplier information form- Attachment 1 (Filled, signed and stamped).
- Tender bond of 25,000 JOD (Valid for 3 months)
(In case of electronic submission of the proposal , the bidders still need to provide a hardcopy for the tender bond following the hardcopy submission conditions as described in section 1 of this document)

3.3 Tender Submittals

Submission: Offers should be submitted in three sealed envelopes mentioning the name and number on each envelope separately (In case of electronic submission, the bidder must follow the same method):

✓ **Envelope 1, containing documents supporting the eligibility criteria:**

- Business registration certificate (e.g. to whom it may concern certificate or equivalent).
- A copy of valid tax registration certificate or a copy of the latest tax clearance.
- MC Supplier information form- Attachment 1 (Filled, signed and stamped).
- Submission of 25,000 JOD tender bonds.

✓ **Envelope 2, containing all documents for technical evaluation:**

- Company profile (2 pages maximum).
- Response sheet - Attachment 4 including the detailed delivery time.
- Submission of copies for the current agreements between the bidder and their current clients and/or recommendation letters.
- List of brands/pictures for the quoted items.

✓ **Envelope 3, containing the financial Offer:**

- Financial offer: Price offer sheet – Attachment 3 to be filled, signed and stamped by the bidder.
 - MC pricing sheet must be used by the company.
 - The third envelope of financial offer must contain a hardcopy pricing sheet along with a soft copy pricing sheet which must be submitted by the company in CD or flash memory inside the envelope.

- In case of number variation (discrepancy) between soft and hard copy, the numbers of soft copy will be considered in the financial evaluation.

The hard copy proposal which contains the three envelopes must be addressed to “Mercy Corps Jordan”, Sealed Offer from “Name of offering Supplier” and delivered to Mercy Corps Office, Tabasheer 3 St. Bldg. 8, 7th Circle, Amman – Jordan, Tel 55 485 70/1/2

Documents and required information listed in tender submittals are necessary in order to support the eligibility criteria and to conduct technical evaluations of received offers (and due diligence). While absence of these documents and/or information does not denote mandatory disqualification of suppliers, the lack of these items has the potential to severely and negatively impact the technical evaluation of an offer.

Price Offer:

The price offer sheet (attachment 3) is used to determine which offer represents the best value and serves as a basis of negotiation before award of a contract. As a Fixed-Price contract, the price of the contract to be awarded will be an all-inclusive fixed price basis, either in the form of a total fixed price or a per-unit/deliverable fixed price. No profit, fees, taxes, or additional costs can be added after contract signing. Offerors must show unit rates as displayed in the price offer sheet in attachment 3. All items must be clearly labeled and included in the total offered price. Not using the tender price offer sheet may have the potential to severely and negatively impact the financial evaluation of an offer.

3.4 Currency

Offers should be submitted in: _____ JOD
Payments will be made in: _____ JOD

3.5 Tender Evaluation (Trade-Off Selection Method)

Based on the above submittals, a Mercy Corps Tender Committee will conduct a tender evaluation process. Mercy Corps reserves the right to accept or reject any or all proposals, and to accept the offer(s) deemed to be in the best interest of Mercy Corps. MC will not be responsible for or pay for any expenses or losses which may be incurred by any Offeror in the preparation of their tender.

Evaluations will be conducted as described in the following subsections:

3.5.1 Scoring Evaluation

(Trade-Off Method)

Mercy Corps Tender Committee will conduct a technical evaluation which will grade technical criteria on a weighted basis (each criteria is given a percentage, all together equaling 100%). Offerors proposals should consist of all required technical submittals so a Mercy Corps committee can thoroughly evaluate the technical criteria listed herein and assign points based on the strength of a technical submission.

Award criteria shall be based on the proposal’s overall **“value for money”** (quality, cost, delivery time, etc.) while taking into consideration donor and internal requirements and regulations. Each individual criteria has been assigned a weighting prior to the release of this tender based on its importance to Mercy Corps in this process.

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Offeror(s) with the best score will be accepted as the winning offeror(s), assuming the price is deemed fair and reasonable and subject to the additional due diligence in section 3.5.2.

When performing the scoring evaluation, the Mercy Corps selection committee will assign points for each criteria based on the following scale:

Point	Rationale
0	Not acceptable; has not met any part of the specified criteria
1-4	Has met only some minimum requirements and may not be acceptable
5	Acceptable
6-9	Acceptable; has met all requirements and exceeds some
10	Acceptable; has exceeded all requirements

Supplier Capacity 55% :

Evaluation Criteria		Weight (%) (A)	Possible Points (1 to 10) (B)	Weighted Score (A*B)
List of company current clients: This is an indicator for the supplier capacity and level of stock the company has. The more the clients the company has, the more the score it will get on this criterion.		10%		
Delivery time: The purpose of assessing the delivery time is to check the suppliers' capacity in term of their ability to fulfill MC demand within the shortest possible time and to check the company good customer service level. Note: in case the bidder propose a range for delivery time (e.g. from 1 week to 2 weeks), longest delivery time will be considered in the evaluation.	In case purchase order value is up to (20,000 USD)	15%		
	In case purchase order value is (20,001– 150,000 USD)	7%		
	In case purchase order value is (150,001 USD)	3%		

<p>The percentage of priced items by the bidder in high demand list of items:</p> <p>This is another indicator on the supplier level of stock and capacity. The more items the supplier quotes for in high demand list of items (180 items as shown in price offer sheet - attachment 3) the more score the company will get on this criterion.</p> <p>As shown in price offer sheet, three country of origin are requested by MC for each single item and this will be taking into consideration during the evaluation of this criterion.</p>	20%		
Financial offer : the supplier must use MC pricing sheet template			
<p><u>Special conditions for financial offers:</u></p> <ul style="list-style-type: none"> ✓ Pricing sheet shows the level of demand for each item separately under the column "level of demand". ✓ MC requests the bidders to quote for three "country of origin" for each item (European made, Chinese made and other). ✓ The three options will be considered in the financial evaluation; the weight of financial aspect (45%) will be divided equally among the three categories in which each category will have 15% on financial evaluation. ✓ Each item in each country of origin list will have a weight of $15/291=0.05155\%$ and each line item will be evaluated separately. ✓ In case the bidder misses to quote for one or more options of "country of origin", their financial score will be affected negatively. ✓ The bidders must provide the prices for all items with sales tax and without sales tax. Percentage of applied tax for each item must be indicated by the bidder in the pricing sheet. ✓ The bidder must quote for at least 90% of the items (262 line items out of 291 required items) for each single category in order to be considered in financial evaluation, MC consider this number as an evidence/indicator of the company capacity. However, any company quotes for less than 90% of the items each single category (European, Chinese or other country origin) will be disqualified from the competition. 786 line items out of 873 for all three countries of origins must be priced at least by the bidder. ✓ All pictures in pricing sheet are illustrative pictures; the purpose of the picture is to communicate MC needs more clearly with the bidders. However, the bidder has the option either to quote for the same brand or any other equivalent one. ✓ If the supplier propose an items with low quality (not same or equivalent item to MC request), MC has the right to disqualify the supplier from the competition for not meeting its requirements. 	45%		
Total	100%		

3.5.2 Additional Due Diligence

Upon completion of both the technical and financial evaluations, Mercy Corps may choose to engage in additional due diligence processes with a particular supplier or supplier(s). The purpose of these processes is to ensure that Mercy Corps engages with reputable, ethical, responsible Suppliers with solid financials and the ability to fulfill the contract. Additional due diligence may take the form of the following processes (though it is not limited to):

- Reference Checks.
- Analysis of audited financial statements.
- Interviews
- Request to provide physical samples for the items.
- Site visits
- Determination of relations and affiliations between offerors.
- Other appropriate documented method giving Mercy Corps increased confidence in the supplier's ability to perform.

4. Offer Form

Offerors must submit their own independent offer including at least (but not limited to):

- All documents requested in the "Eligibility Criteria" section of this Tender Package
- All documents requested in the "Tender Submittals" section of this Tender Package

All offers must be duly signed (including position and full name of the signer) and stamped, with the date of completion.

Documents Comprising the Proposal

The following information must be included in the offer of any potential offeror:

- Completed and signed Mercy Corps **Supplier Information Form**. (attachment 1)
- Other important documents offeror feels need to be attached to support their proposal.

The original proposal shall be signed by the offeror or a person or persons duly authorized to bind the offeror to the contract. Financial offer pages of the proposal shall be initialed by the person or persons signing the proposal and stamped with the company seal.

Any interlineations, erasures, or overwriting shall be valid only if they are initialed by the person or persons signing the proposal.

5. Attachments to the Tender Package

- ✓ Supplier Information Form (Attachment 1)
- ✓ Master Purchase Agreement Template (Attachment 2)
- ✓ Price offer sheet (Attachment 3)
- ✓ Response Sheet (Attachment 4)
- ✓ Quality Control Plan (Attachment 5)