

Request for Quotation (RFQ)

RFQ Number: LED RFQ- 230

Issuance Date: April 23, 2021

Deadline for Offers: April 20, 2021

Description: Cheese Expert

For: LED-Lebanon

Funded By: United States Agency for International Development (USAID),
Contract No. AID-268-17-C-00001-00

Implemented By: Chemonics Beirut S.A.R.L

Point of Contact: Roger Karam

******* ETHICAL AND BUSINESS CONDUCT REQUIREMENTS *******

Chemonics is committed to integrity in procurement, and only selects suppliers based on objective business criteria such as price and technical merit. Chemonics expects suppliers to comply with our Standards of Business Conduct, available at <http://www.chemonics.com/OurStory/OurMissionAndValues/Standards-of-Business-Conduct/Pages/default.aspx>.

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

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

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

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

Please contact Douglas Griffith, dgriffith@chemonics.com with any questions or concerns regarding the above information or to report any potential violations. Potential violations may also be reported directly to Chemonics' Washington office through the contact information listed on the website found at the hyperlink above.

Section 1: Instructions to Offerors

1. **Introduction:** Chemonics, through Chemonics Beirut S.A.R.L., acting on behalf of the U.S. Agency for International Development (USAID) and the Lebanon Enterprise Development (LED) Project, under contract number AID-268-C-17-00001, is soliciting proposals from **Lebanese Individual Consultant** that can support our clients on the below scope of work.

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

Offerors should take note that this RFQ does not obligate Chemonics to execute a subcontract nor does it commit Chemonics to pay for any costs incurred in the preparation and submission of any proposals for this solicitation. Furthermore, Chemonics reserves the right to reject any and all offers, if such action is considered to be in the best interest of Chemonics.

2. **Offer Deadline and Protocol:** Offerors shall submit their proposals electronically in accordance with the instructions below:
 - **Technical and financial** offers must be received no later than **4 pm** local Beirut time on **April 23, 2021** by email to LEDprocurement@lebanon-edp.com
 - **Technical offer ONLY shall be submitted to the client.** It is the responsibility of the offeror to share contact information of the client and send the technical offer before the above-mentioned deadline.

Please reference the RFQ number **230** in any response to this RFQ. Offers received after the specified time and date will be considered late and will be considered only at the discretion of Chemonics.

3. **Questions:** Questions regarding the technical should be asked to the client directly during site visit & questions regarding administrative requirements of this RFQ may be submitted no later than **4 pm** local Beirut time on **April 20, 2021** by email to LEDprocurement@lebanon-edp.com Questions must be submitted in writing; phone calls will not be accepted. Questions and requests for clarification—and the responses thereto—that Chemonics believes may be of interest to other offerors will be circulated to all RFQ recipients who have indicated an interest in bidding. Only the written answers issued by Chemonics will be considered official and carry weight in the RFQ process and subsequent evaluation. Any verbal information received from employees of Chemonics or any other entity should not be considered as an official response to any questions regarding this RFQ.
4. **Scope of Work:** Section 3 contains the scope of work of the required service.
5. **Quotations:** Quotations in response to this RFQ must be priced on a Level-of-effort (Number of working days) term contract, all-inclusive basis, including delivery and all other costs. **Pricing must be presented in USD** and offers must remain valid for not less than thirty (30) calendar days after the offer deadline. Offerors are requested to provide quotations on their official quotation format or letterhead;

In addition, offerors responding to this RFQ are requested to submit the following:

- Copy of CV
- Copy of education certificates
- Previous work experience

- Copy of passport/ID
 - MOF registration (if applicable)
6. **Taxes and VAT:** The agreement under which this procurement is financed is not exempt from the payment of taxes, tariffs, duties, or other levies imposed by any laws in effect in the Cooperating Country. Therefore, offerors must include taxes, charges, tariffs, duties and levies in accordance with the laws of the Cooperating Country.
According to the Lebanese Law a 7.5% will be deducted as Non- Resident tax from Individuals who are not registered.
7. **Eligibility:** By submitting an offer in response to this RFQ, the offeror certifies that it and its principal officers are not debarred, suspended, or otherwise considered ineligible for an award by the U.S. Government. Chemonics will not award a contract to any firm that is debarred, suspended, or considered to be ineligible by the U.S. Government.
8. **Evaluation Criteria:** The award will be made to a responsible offeror whose offer follows the RFQ instructions, meets the eligibility requirements, and is determined via a trade-off analysis to be the best value based on application of the following evaluation criteria. The relative importance of each individual criterion is indicated by the number of points below
1. *Cost (Daily Rate x Man-days): 25 Points*
 2. *Man-days reasonableness: 10 Points*
 2. *Offeror's qualification, expertise & past experience: 20 Points*
 3. *Scope of Work: 20 Points*
 4. *Site Visit & Client feedback: 20 Points*
 5. *Timeline: 5 Points*

In case you have already an established daily rate with LED, this rate shall be fixed for a at least six month.

Follow-up discussions may be conducted with several Consultant(s) to resolve any questions, finalize the scope of work and agreement on final not-to-exceed costs as a means to recommend final selection to Chemonics.

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

Best-offer quotations are requested. It is anticipated that award will be made solely on the basis of these original quotations. However, Chemonics reserves the right to conduct any of the following:

- Chemonics may conduct negotiations with and/or request clarifications from any offeror prior to award.
- While preference will be given to offerors who can address the full technical requirements of this RFQ, Chemonics may issue a partial award or split the award among various suppliers, if in the best interest of the Lebanon LED Project.
- Chemonics may cancel this RFQ at any time.

Please note that in submitting a response to this RFQ, the offeror understands that USAID is not a party to this solicitation and the offeror agrees that any protest hereunder must be presented—in writing with full explanations—to the Lebanon-LED Project for consideration, as USAID will not consider protests regarding procurements carried out by implementing partners. Chemonics, at its sole discretion, will make a final decision on the protest for this procurement.

9. **Terms and Conditions**: This is a Request for Proposal only. Issuance of this RFQ does not in any way obligate Chemonics, the LED Project, or USAID to make an award or pay for costs incurred by potential offerors in the preparation and submission of an offer.

This solicitation is subject to Chemonics' standard terms and conditions. Any resultant award will be governed by these terms and conditions; a copy of the full terms and conditions is available upon request.

Section 2: Offer Checklist

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

- Offer Cover Letter
- SOW
- Timeline
- Man-days
- Cost in USD
- Copy of CV
- Copy of education certificates
- Previous work experience
- Copy of passport/ID
- MOF registration (if applicable)

Section 3: Scope of Work

A- Description of the Client

U-Food sal Bldg 1327, str 6, Hazmieh

U-food is a food distribution company operating in Lebanon since 1994. The company imports fresh products from France and other European countries to Lebanon and grew to become a leader quality products segment.

Over the last 25 years, and through a continuous effort from all its stakeholders, the company counts today more than 80 employees. With 2 warehouses at Hazmieh totaling 1500 square meters and a fleet of 16 refrigerated trucks, the company serves 973 POS (Points of Sales) all over Lebanon. The company established subsidiaries in the GCC, in 2005 AUF was established in Jordan, followed by Benina Qatar during 2008, and Benina Kuwait in December 2016. Through its sister company, U-Group in Paris/Rungis established in 1991, or by direct shipments from its suppliers, UFood has weekly air shipment, in addition to regular chilled & dry sea containers. Today UFood imports products from more than 25 countries and represents around 90 companies.

U-Food objective in Lebanon, and later in Jordan, Qatar, and Kuwait, was to introduce quality food products and educate consumers on how to enjoy them. The company looks to remain a leader in its sector and increase its market share through intensive marketing activities, developing new ways of consumption, and introducing innovative products from suppliers on regular basis.

Today, U-Food built a new factory in North Lebanon to produce different types of cheeses similar quality to the imported ones, intending to substitute the import of these types of cheese from Europe and to improve the livelihood of the Akkar region by employing locals especially women, and developing the rural region where the factory operates. In addition to this, through this new factory U-Food aims to increase the revenues of numerous farmers and milk suppliers in the underdeveloped region of Akkar.

The company is negotiating with its existing buyers to buy the new kinds of cheeses produced in the new factory. In addition to numerous retail shops all over the country.

The new buyers will be buying several kinds of cheeses (used to be imported) such as Mozzarella, Kachkaval, and Cheddar.

UFood started preparing all the needed infrastructure necessary to produce Mozzarella, Kashkaval, and Cheddar cheese, the company only lacks the know-how and expertise to have a successful end product.

LED will cost-share with U-Food to hire a cheese expert/consultant with expertise in the production of Kashkaval cheese, Cheddar Cheese, and Mozzarella Cheese to help the company develop those three types of products. The consultant will provide the required know-how, technical skills during all stages of the production from raw milk up to the ready-to-be-distributed packaged product. The end products must have an equivalent quality to the imported ones.

Hajjar Foods SAL is a leading goat dairy located in Bekaa Valley. It was founded by two people from Kab Elias, close to Ammik and Barouk mountains where plenty of shepherds take their goats every day to graze grass. The founders wanted to revive this authentic natural village life and take it to the market, so they started with dairy products back in 2015 working with the farmers located in this area.

They started doing a private label for a leading organic brand in Lebanon, then they launched their goat dairy brand "Go Baladi" in 2016. Hajjar Foods is the premier organic dairy in Lebanon and the Middle-East. The company is certified as organic from CCPB according to EU standards and adheres to high standards of quality in manufacturing. Hajjar Food earned the ISO 22000 food safety certificate in 2016.

The company produces traditional Lebanese dairy products based on goat milk, the production lines include Goat Labneh in olive oil with flavors, Laban, Labneh, Halloum, and Double Creme. Go Baladi is present in leading supermarkets in Beirut and the suburbs including Spinneys, Carrefour, O&C, La Cigale, Marqet, La vie Claire, and many others.

Go Baladi was supported by LED in 2018. The project created for the company packaging for new products such as goat cheese log, log with Garlic and herbs, and updated designs for some products such as yogurt, labneh, etc... the projects also created a brochure and arranged for product photo shooting.

The company now plans to introduce new products to its production lines such as Kachkawan, Cheddar cheese, and Turkish labneh, to substitute the import of those products to the Lebanese market. In addition to this, the company is working to export to the UAE and KSA Turkish labneh and Kashkawan cheese.

The company is now negotiating with several new and existing buyers to sell them the new lines of products.

The company will be cross-selling and leveraging its existence in big supermarkets and modern trade, and enter new small shops, with the Kashkawan, Cheddar cheese, and Turkish Labneh.

Having prepared all the needed infrastructure necessary to produce Kashkaval and Cheddar and Turkish style Labneh, the company only lacks the know-how and expertise to have a successful end product.

Due Diligence is conducted and concluded that Hajjar Food already purchased the required machinery for Kashkawan and Cheddar production from Europe in June 2020, and started trials, but since the trials are taking a while and are costly, the company needs a consultant specialized in these kinds of cheeses to provide the required specific know-how and skills such as exact temperatures, humidity, and other conditions in addition to production hints and expertise in order to obtain a good product to save time and money.

LED will cost-share with Hajjar Food to hire a cheese expert/consultant with expertise in the production of Kashkawan cheese, Cheddar Cheese, and Turkish labneh to help the company develop those three types of products. The consultant will provide the required know-how, technical skills during all stages of the production from raw milk up to the ready-to-be-distributed packaged product. The end products must have an equivalent quality to the imported ones.

Site Visit

Site visit or conference call with the client for this requirement is mandatory. If you submit a tender without having attended the site visit or making a conference call, your bid may be deemed non-compliant and will not be considered.

To arrange a visit or conference call, please coordinate with our business advisor for each client before the deadline. Depending on the situation, each client has the right to take conference calls instead of site visit.

Client	Business Advisor	Tel
U-Food	Samer Salamany	+961 70 516 980
Hajjar Foods sal (dba GO Baladi)	Samer Salamany	+961 70 516 980

Scope of Work:

Each consultant should submit a proposal that include a detailed SOW accompanied with price for each technical assistant.

N.B: Before awarding the contract for the winning vendor please be reminded that the SOW hence deliverables will be divided between LED and the client firm. The consultant will sign two separate contracts for the SOW:

1. A contract to be signed with LED that represents most of the technical assistance deliverables and;
2. A contract to be signed with the client firm to represent the deliverables for the client cost share part.

Section 4: Offer Cover Letter

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

To: LED Project
Fattal- Dolphin Building, 7th Floor
Daoud Ammoun Str., Horsh Tabet, Sin El Fil
Beirut, Lebanon

Reference: RFQ No. 230

To Whom It May Concern:

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

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

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

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

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

Authorized Signature: _____

Name and Title of Signatory: _____

Date: _____

Company/Consultant Name: _____

Company/ Consultant Address: _____

Company/ Consultant Telephone and Website: _____

Company/ Consultant Registration or Taxpayer ID Number: _____

Company DUNS Number: _____

Does the company/ Consultant have an active bank account (Yes/No)? _____

Official name associated with bank account (for payment): _____