



**RFP No. MMB/07/02/2022 to  
source pilot materials for  
printing and distribution in  
Malawi**

07 February 2022



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# Issue and Revision Record

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# 1 Overview of the Requirement and Procurement Process

The purpose of this Request for Proposal (RFP) is to print and distribute a total of 317,100 learner books, 5,100 teacher guides, 4,000 teacher participants workbook and 5,100 lesson planning books. The printed books will be delivered to 19 zonal educational offices and 228 target schools in the Northern, Central and Southern regions.

## 1.1 The Company

Mott MacDonald is a £1.4bn turnover, employee-owned management, engineering and development consultancy serving the public and private sectors around the world. We employ around 17,000 staff and work across more than 200 offices globally, undertaking projects in 140 countries. Our expertise and resources help deliver projects covering:

|                             |                     |
|-----------------------------|---------------------|
| • Buildings                 | • Environment       |
| • Education                 | • Communications    |
| • Health                    | • Industry          |
| • Oil and Gas               | • Power             |
| • Transport                 | • Water             |
| • Mining                    | • Urban Development |
| • International Development |                     |

Additional general information about Mott MacDonald can be found at [www.mottmac.com](http://www.mottmac.com).

## 1.2 Background & Current Situation

Mott MacDonald Limited has been appointed by the UK Foreign Commonwealth and Development Office (FCDO) – formerly DFID, to deliver the Strengthening the Teaching of Primary School Mathematics in Malawi programme, now named the National Numeracy Programme. The programme will provide technical assistance to the Ministry of Education (MoE) to help improve the quality of mathematics teaching in lower primary school (standards 1-4), nationwide by facilitating the revision of the mathematics curriculum for lower primary, develop corresponding teaching and learning materials, design teacher training strategies (including school-based support structures), rigorously pilot the new materials document impact, refine the materials and training strategies, and then oversee the national scale-up.

As part of a pilot activity, Mott MacDonald is soliciting proposals from local printers for the printing, binding, packing and distribution of learner books, participant workbook, teacher guides and lesson planning books to training centres and 228 target schools. The distribution of the books needed will be done in two phases for each Term; firstly, to the zonal education office for the teacher trainings before 11 March 2022 and 3<sup>rd</sup> June 2022 for Term 2 and 3 respectively; and distribution to the schools before 26<sup>th</sup> March 2022 and 17 June 2022 for Term 2 and 3.



### 1.3 Timescales

Set out below is the proposed procurement timetable. This is intended as a guide and whilst the Company does not intend to depart from the timetable it reserves the right to do so at any stage.

**Table 1: Proposed timetable**

#### Term 2 & 3:

| Date             | Action  |
|------------------|---|
| 7 February 2022  | RFP published                                       |
| 9 February 2022  | Deadline for clarification request                  |
| 10 February 2022 | Estimated date to answer the clarification request  |
| 11 February 2022 | Deadline for proposal submission                    |
| 14 February 2022 | Estimated date to complete the evaluation process   |
| 16 February 2022 | Date of award of notification                       |
| 17 February 2022 | Estimated date for contract signature               |
| 28 February 2022 | T2 Date to deliver files                            |
| 23 May 2022      | T3 Date to deliver files                            |
| 3 March 2022     | T2 File's approval                                  |
| 26 May 2022      | T3 File's approval                                  |
| 4 March 2022     | T2 Printing start date                              |
| 27 May 2022      | T3 Printing start date                              |
| 11 March 2022    | T2 Date of delivery to the teacher training centres |
| 3 June 2022      | T3 Date of delivery to the teacher training centres |
| 26 March 2022    | T2 End date for delivery of books to schools        |
| 17 June 2022     | T3 End date for delivery of books to schools        |

\*T2/T3 – Term 2 and Term 3

### 1.4 Company's Contact Details

Unless stated otherwise in this RFP or in writing from the Company, all correspondence and communications from suppliers during the period of this procurement exercise must be directed to the email address: [textbookprocurement\\_nnpmalawi@mottmac.com](mailto:textbookprocurement_nnpmalawi@mottmac.com)

All email communications should bear the subject line “**REQUEST FOR PROPOSALS FOR PRINTING, PACKAGING AND DISTRIBUTION OF (RFP No. MMB/07/02/2022)**”. Please ensure that the name, contact details and position of the person making the enquiry are clearly identified in any written communication.

## 1.5 Response Required

Prospective suppliers are asked to submit responses in the manner set out in Sections 3 and 4 of this RFP documents. In addition to returning a compliant RFP Response, the Company would also consider any alternative proposals Suppliers might wish to suggest which could in their opinion fulfil our requirements.

## 1.6 Glossary

- Unless the context otherwise requires, the following words and expressions used within this RFP document shall have the following meanings:

**Table 2: Definitions of terms used in this document**

| Term   | Meaning  |
|--|--|
| "Agreement" or "Contract"                              | The agreement to be entered into by the Company and the Supplier following any award under the procurement exercise to supply the goods and/or services.         |
| "Charges" or "Prices"                                  | The costs, prices and related expenses proposed by the Supplier in relation to the supply of the goods and/or services.  |
| "Company" or "Mott MacDonald"                          | Mott MacDonald Group Limited and its subsidiary companies.   |
| "Deadline"   | The closing date for RFP Responses, as shown in Section 1.4 – Timescales.  |
| "Due Diligence Information"                            | The background and supporting documents and information provided by the Company for the purpose of better informing Suppliers' responses to this RFP.            |
| "Instructions to Suppliers"                            | The terms and conditions set out in this RFP relating to the submission of a Response.   |
| "Request for Proposal" or "RFP"                        | This Request for Proposal document and all related documents published by the Company and made available to Suppliers (including any Due Diligence Information). |
| "RFP Response" or "Response" or "Tender" or "Bid".     | A Supplier's formal offer in response to this Request for Proposal.  |
| "Supplier" or "Suppliers" or "Tenderer" or "Tenderers" | The party/parties responding to or contemplating a response to this RFP.   |

## 2 Instructions to Tenderers

### 2.1 Introduction

- This RFP is in four sections:
  - Section 1 states the outline of the requirement.
  - Section 2 contains the Instructions to Tenderers and the conditions of this RFP.
  - Section 3 contains the detailed specifications/scope of the requirement.
  - Section 4 specifies the format or manner in which Tenderers are requested to respond.
- Potential Suppliers are free to express and propose in their response the solution(s) that they believe meet best the Company's requirement.
- Suppliers shall under in no circumstances be entitled to recover from the Company any costs, charges, expenses, or claims associated with the preparation and submission of a response to this RFP, including in the event of this RFP or subsequent Tender being withdrawn.
- Whilst it is the Company's intention to purchase the goods/services described herein from the Supplier(s) appointed, this does not confer any exclusivity on any appointed Supplier. The Company reserves the right to purchase any goods/services (including those similar to the goods/services covered by this procurement exercise) from any supplier.

### 2.2 General

- These instructions are designed to ensure that all Suppliers are given fair and equal access and consideration. It is important therefore that Tenderers provide all the information asked for in the format and manner specified.
- Suppliers should read these instructions carefully before submitting a Tender. Failure to comply with these requirements for completion and submission of the RFP Response may result in the rejection of the Tender. Suppliers are advised therefore to acquaint themselves fully with the extent and nature of the goods/services and contractual obligations. These instructions constitute the Conditions of Tender. Participation in the tender process automatically signals that the Supplier accepts these Conditions.
- All material issued in connection with this RFP shall remain the property of the Company and shall be used only for the purpose of this procurement exercise. All Due Diligence Information shall be either returned to the Company or securely destroyed by the Supplier (at the Company's option) at the conclusion of the procurement exercise.
- The Supplier shall ensure that each and every supplier, sub-contractor, consortium member and adviser that they chose to work with in responding to this RFP abides by the terms of these instructions.
- The Supplier shall not contact any employee, agent or consultant of the Company that is in any way connected with this procurement exercise during the period of this procurement exercise, save for the Company's designated contact, unless instructed otherwise by the Company in writing.
- The Company shall not be committed to any course of action as a result of: issuing this RFP or any invitation to participate in this procurement exercise; an invitation to submit any Response in respect of this procurement exercise; communicating with a Supplier or a Supplier's representatives or agents in respect of this procurement exercise; or any other communication between the Company (whether directly or by its agents or representatives) and any other party.

- Suppliers shall accept and acknowledge that by issuing this RFP the Company shall not be bound to accept any subsequent Tender and reserves the right not to conclude an Agreement, where applicable, for some or all of the goods and/or services for which Tenders are invited.
- The Company reserves the right to amend, add to or withdraw all or any part of this RFP at any time during the procurement exercise.

## 2.3 Confidentiality

- Subject to the exceptions stated below, the contents of this RFP are made available by the Company with the following conditions:
  - Suppliers shall always treat the contents of the RFP and any related documents (together called the 'Information') as confidential, save in so far as they are already in the public domain.
  - Suppliers shall not disclose, copy, reproduce, distribute, or pass any of the Information to any other person at any time or permit any of these things to happen.
  - Suppliers shall not use any of the Information for any purpose other than for the purpose of submitting (or deciding whether to submit) a response to the RFP.
  - Suppliers shall not undertake any publicity activity within any section of the media, including but not limited to social networking and online blogs, in relation to this RFP.
- Suppliers may disclose, distribute, or pass any of the Information to its advisers, sub-contractors or to another person provided that at least one of the following conditions applies:
  - This is done for the sole purpose of enabling a Response to be submitted and the person receiving the Information undertakes in writing to keep the Information confidential on the same terms as if that person were the Supplier.
  - The Supplier obtains the prior written consent of the Company in relation to such disclosure, distribution or passing of Information.
  - The Supplier is legally required to make such a disclosure.
- The Company may disclose detailed information and responses relating to this RFP and any subsequent Tenders to its officers, employees, agents, or advisers.
- Where a Supplier has requested information or clarification then the Company reserves the right to disseminate information that is materially relevant to the procurement to all Suppliers involved, even if the information has only been requested by one Supplier, subject to the duty to protect each Supplier's commercial confidentiality in relation to its Response.
- In this section, the definition of 'person' includes but is not limited to any person, firm, corporate body, or unincorporated association.

## 2.4 Clarification

- It is anticipated that sufficient information has been provided herein to allow Suppliers to prepare their response. However, should additional information be deemed necessary, please submit a request by email to the Company's designated contact. The Company will endeavour to answer all questions as quickly as possible. If, in our opinion, the question and answer are deemed to be of interest to all potential Suppliers, then we reserve the right to respond with the question and answer to all potential Suppliers. Care will be taken to ensure that the identity of the party asking the question will remain anonymous.

## 2.5 Preparation of Responses

- Suppliers must obtain for themselves at their own responsibility and expense all information necessary for the preparation of the Response. Suppliers are solely responsible for the costs and expenses incurred in connection with the preparation and submission of their Response and all other stages of the selection and evaluation process. Under no circumstances will the Company, or any of its officers, employees, agents, or advisers, be liable for any costs or expenses borne by Suppliers or their sub-contractors, suppliers, or advisers in this process.
- The Company relies on Suppliers' own analysis and review of information provided. Consequently, Suppliers are solely responsible for obtaining the information which they consider is necessary in order to make decisions regarding the content of their Responses and to undertake any investigations they consider necessary in order to verify any information provided to them during the procurement process.
- Suppliers must form their own opinions, making such investigations, and taking such advice (including professional advice) as is appropriate, regarding the scope of supply and any subsequent Response, without reliance upon any opinion or other information provided by the Company or its advisers or representatives. Suppliers must notify the Company promptly of any perceived ambiguity, inconsistency, or omission in this RFP, any of its associated documents and/or any other information issued to them during the procurement process.

## 2.6 Submission of Responses

- Responses are to be received by the Company no later than the closing date and time stated in Section 1.4.
- The Company may at its own absolute discretion extend the closing date and the time for receipt of Responses. Any extension granted will apply to all Suppliers.
- Suppliers must submit Responses according to the instructions set out Section 4
- It is anticipated that all Responses can be processed from the submitted documents but if Suppliers would like to ask any question, they may do so by emailing the Company's designated contact. The Company will endeavour to answer all questions as quickly as possible, but cannot guarantee a minimum response time.
- Suppliers' Response and any documents accompanying it must be in the English language.
- Suppliers may include in the Response a small amount of related and relevant information which has not been specifically requested in the RFP.

## 2.7 Canvassing

- Any Supplier who directly or indirectly canvasses any officer, member, employee, or agent of the Company concerning this procurement or who directly or indirectly obtains or attempts to obtain information from any such officer, member, employee or agent or concerning any other Supplier, Tender or proposed Tender may be disqualified.

## 2.8 Disclaimers

- Whilst the information in this RFP has been prepared in good faith, it does not purport to be comprehensive nor has it been independently verified.
- Suppliers should note that the details, volumes, and any potential service dates set out in this document are estimates only. They are not intended to provide any commitment as to the value of goods/services that the Company may purchase using this or any other procurement.

- Any Agreement(s) awarded will be non-exclusive. The Company gives no undertaking that it will purchase the whole or any of the requirements for goods/services through such arrangement.
- Neither the Company nor its advisers, directors, officers, members, partners, employees, other staff or agents:
  - Makes any representation or warranty (express or implied) as to the accuracy, reasonableness, or completeness of the RFP.
  - Accepts any responsibility for the information contained in the RFP or for the fairness, accuracy or completeness of that information, nor shall any of them be liable for any loss or damage (other than in respect of fraudulent misrepresentation) arising as a result of reliance on such information or any subsequent communication.
- Any persons considering making a decision to enter contractual relationships with the Company following receipt of the RFP should make their own investigations and their own independent assessment of the Company and its requirements for the goods/services and should seek their own professional advice.
- Any Agreement concluded as a result of this RFP shall be governed by the Laws of England and Wales, or by the laws of the country in which the Supplier is based, or by alternative laws and jurisdiction, at the Company's discretion.

## 2.9 No Inducement or Incentive

- The RFP is issued on the basis that nothing contained in it shall constitute an inducement or incentive nor shall have in any other way persuaded a Supplier to submit a Response or enter into any subsequent Agreement or any other contractual arrangement.

## 2.10 Acceptance and Admission to the Agreement

- The Company shall be under no obligation to contract with, or conclude any Agreement with the Supplier following receipt of its Response to this RFP or any subsequent tender documentation, irrespective of whether it has tendered the lowest price.

## 2.11 Amendments to RFP Documents

- At any time prior to the deadline for the receipt of RFP Responses, the Company may modify the RFP by amendment. Any such amendments will be numbered and dated and issued to all prospective Suppliers prior to the Deadline for the submission of Responses. To give prospective Suppliers reasonable time in which to take the amendment into account in preparing their Responses, the Company may, at its discretion, extend the Deadline for receipt of Responses.

## 2.12 Late Responses

- Any Response received at the designated point after the Deadline for receipt of Responses may be rejected unless the Supplier can provide irrefutable evidence that the Response was capable of being received by the due date and time.

## 2.13 Modification and Withdrawal

- Suppliers may modify or withdraw their Response prior to the Deadline by giving notice to the Company in writing or via electronic submission to the Company's designated contact.

- Suppliers may withdraw their Response at any time prior to accepting the offer of an Agreement following the final stage of the tender process. The notice to withdraw the Response must be in writing and sent to the Company by recorded delivery or equivalent service and delivered to the Company's designated contact.

#### 2.14 Right to Reject/Disqualify

- The Company reserves the right to reject or disqualify a Supplier where one or more of the following apply:
  - The Supplier fails to comply fully with the requirements of this RFP.
  - The Supplier is guilty of serious misrepresentation in relation to its Tender and/or the Tender process or in supplying any information required in this document.
  - There is a change in identity, control, financial standing or other factor impacting on the selection and/or evaluation process affecting the Supplier.
  - There is evidence that the Supplier has acted in collusion with another party.

#### 2.15 Right to Cancel, Clarify or Vary the Process

- The Company reserves the right to:
  - Amend the terms and conditions of the Tender process.
  - Cancel the evaluation process at any stage.
  - Require the Supplier to clarify its Response in writing and/or provide additional information. Failure to respond adequately may result in the Supplier not being selected.

#### 2.16 Customer References

- The Company may wish to contact and/or visit one or more customer references submitted by the Supplier, as part of the evaluation stage of this RFP or subsequently if the Supplier is selected as preferred supplier.

#### 2.17 Evaluation Process

- The evaluation process for this RFP will feature the following steps:
  - Step 1: Compliance checks, verifying that all information requested has been submitted in compliance with the Tender instructions.
  - Step 2: Evaluation and scoring of Responses:
    - Technical (goods/services offered)
    - Commercial (price and terms)
  - Step 3: Evaluation report and recommendation.
  - Step 4: Confirmation of outcome and authorisation to proceed.
  - Step 5: Notification of outcome to the successful Tenderer.

#### 2.18 Evaluation Criteria

Basis of Award: The award will be made to the tenderer whose offer presents the Best Value: the optimal combination of technical merits and reasonable cost. Proposals will be scored on technical factors first. Only the financial proposals of those offers that surpass the minimum qualifying score of 70 points in the technical evaluation will have their Cost/Business Proposal reviewed. Those that do not reach this qualifying score in the Technical Evaluation will be considered non-competitive and their Cost/Business proposals will not be considered.

## 1. Technical approach (40 points)

Provide a clear, and precise technical proposal that covers both the conceptual and practical approaches of how to achieve the objectives of this project. Specifically, please address the following, in the order specified below:

| Category  | Brief Explanation   | Scoring   |
|---|---|-----------|
| 1. Methodology                                  | <p>Considering the Statement of Work, please describe in detail the following:</p> <p>The steps, in chronological order, that you will take to implement the work.</p> <p>A description of similar projects you implemented in the past and lessons you learned that will be incorporated into the activity described in this RFP.</p>  | 10 points |
| 2. The technical capacity of the print facility | <p>Mott Macdonald seeks to contract with a tenderer who can manage this print run. The service providers shall submit a list of available equipment, including:</p> <ul style="list-style-type: none"> <li>Established web offset lithography printing press</li> <li>Desktop publishing applications and devices to support: <ul style="list-style-type: none"> <li>Computer to plate facilities, plate-making capacity</li> </ul> </li> </ul> <p>Minimum two Web-fed offset lithography printing machine capable of printing in one and four colours.</p> <ul style="list-style-type: none"> <li>Finishing and Binding Capacity: <ul style="list-style-type: none"> <li>Saddle Stitching: Automated section stitching machine equipped with 4 stitching heads</li> </ul> </li> </ul> <p>Packing capacity with 3 or 5 ply cardboard boxes Packaging must be moisture resistant</p> | 20 points |
| 3. Scheduling plan and quality assurance        | <p>Describe clearly the practical steps you will take to ensure that all deliverables will be executed following high-quality standards</p> <ul style="list-style-type: none"> <li>Files checking using a pre-flight tool, print profile, and calibration according to paper and printing process.</li> <li>Quality control in printing (inking quality, colour matching, registration) and binding (binding quality, book size control).</li> </ul>  | 10 points |



|              |   |                  |
|--------------|---|------------------|
|              | <ul style="list-style-type: none"> <li>• Verification process during packing and labelling</li> <li>• Quantity control throughout shipping and final delivery.</li> <li>• Custom Clearance process management</li> </ul> <p>Scheduling more realistic plans, and that propose realistic timelines and mitigation plans will be evaluated more favourably than those plans that do not consider these factors.</p> |                  |
| <b>Total</b> |   | <b>40 points</b> |

## 2. Sustainability, Gender Equity and Social Inclusion (10 points)

Document the efforts made towards environment sustainability, gender equity and social inclusion.

|   |  |                  |
|---|--|------------------|
| The sustainability, Gender equality and social inclusion. | <p><b>Environment sustainability</b></p> <p>The tenderer shall demonstrate its commitment to the protection of the environment, healthy and sustainable print production and provide:</p> <ul style="list-style-type: none"> <li>• Proof of FSC or PEFC certification for the paper to be used in the production of the project's books. The certificates provided will be cross-checked against the FSC or PEFC bodies.</li> <li>• Proof of use of eco-friendly inks such as Blue Angel or similar standardisation.</li> <li>• Wastage management</li> <li>• Use of renewable source energy for production.</li> <li>• Low environmental impact packing material</li> </ul> <p>Quality management certification (ISO 90001, ISO 14001, ISO 45001, or OHSAS 18001).</p> <p><b>Gender equity and social inclusion</b></p> <p>The tenderer shall describe the efforts they have made to ensure Gender Equality and Social Inclusion (GESI) issues are addressed. The tenderer must indicate the measures taken to ensure all members of the society including women, people with disabilities and disadvantaged communities are integrated into the work force of the company.</p> | <b>10 points</b> |
|---|--|------------------|

If a tenderer submits a proposal that fails to respond to the majority of the information requested in this RFP, as outlined specifically in the statement of work and the evaluation criteria, the Service provider's proposal will be automatically disqualified.

## 2. Past performance and Experience (10 points)

Document and summarize the previous experience in printing workbooks /supplementary reading materials, teacher guides of similar scope. Using the exact table format provided below, please list only the projects you have implemented within the past 4 years, a brief description of how each is relevant to this RFP, and the contact details for each previous client or donor. You may also include recommendation/appreciation letters and certificates as attachments.

|    | (a)<br>Activity title | (b)<br>Location of activity | (c)<br>Summary of activities relevant to this RFP | (d)<br>Performance period (date, duration, and if completed on schedule) | (e) Contract type – Prime or subcontractor | (f)<br>Contract value | (g) Name and contacts of the client |
|----|-----------------------|-----------------------------|---|--|--|-----------------------|-------------------------------------|
| 1. |                       |                             |   |  |  |                       |                                     |
| 2. |                       |                             |   |  |  |                       |                                     |
| 3. |                       |                             |   |  |  |                       |                                     |

## 4. Financial Proposal (40 points)

Submit a detailed financial proposal (using Annex 1 as a template) for the proposed work as highlighted in the scope of work. Mott MacDonald's review of the financial proposal shall determine if the overall costs proposed are realistic for the work to be performed, reflect a correct understanding of the project requirements, and are consistent with the tenderer's technical proposal. Mott MacDonald will also review unit costs.

### 2.19 Notification

- The Company will inform the successful tenderer(s) of its intention to award contract(s) based on the evaluation process as outlined above.
- Upon request, all unsuccessful Tenderers will be afforded the opportunity of feedback on the Company's reasons for the unsuccessful outcome.

### 2.20 Agreement

- In the event that the Company wishes to enter into an Agreement with any Supplier, that Agreement will be augmented with appropriate information submitted in the Tender's Responses including any Specifications, Technical Requirements and Charges. In drafting their responses Tenderers must be mindful of this and should ensure that their Responses are drafted in clear and concise terms which will provide a basis for translation into firm contractual commitments.

## 3 Scope of Supply

### 3.1 Introduction

The scope of this RFQ include the production and distribution of a total of 317,100 learner books, 5,100 teacher guides, 4,000 teacher participants workbook and 5,100 lesson planning books. The printed books will be delivered to 19 zonal educational offices and 228 target schools in the Northern, Central and Southern regions. The quantities may vary with (+/-)10% at the time of signing the contract

The distribution of the books needed will be done in two phases for each Term, firstly to the zonal education office for the teacher trainings before 11<sup>th</sup> March 2022 and 3<sup>rd</sup> June 2022 for Term 2 and 3 respectively; and distribution to the schools before 26<sup>th</sup> March 2022 and 17 June 2022 for Term 2 and 3.

### 3.2 Technical specifications

The technical specifications of the Learner Books, Participant Workbooks, Teacher Guides and Lesson planning books are as described in the attachment Annex 1- Pilot T 2&3 Technical Specification and Proposal". The quantities may vary with (+/-)10% at the time of signing the contract.

The tenderer should also submit the paper technical data sheet for the exact paper they intend to use for this procurement. Mott MacDonald will inspect the specified paper before printing to confirm that the paper is the same as indicated in the data sheet. A discrepancy between the paper available verse and the technical data sheet may result in immediate termination of the contract.

It is a requirement that the tenderer has the specified paper in store at the time of responding to the RFQ. This is as a result of the strict timelines for the production and distribution of the workbooks to training centres and schools. Mott MacDonald reserves the right to inspect availability of paper before awarding the contract.

#### a) Packing

All teaching and learning materials shall be packed in a 5-ply carton, for international printers or a 3-ply carton for local printers. Preferably the external ply of the box should be made from kraft board. The box must be sealed with reinforced kraft tape (not plastic, minimum 70 mm width). The right packaging protects the printed materials from rain, moisture, dust, dirt, and any other environmental factors that may be encountered before final delivery.

The maximum weight in the box should be 15kgs. The packing will be done school-wise. Package labels shall indicate contents (including book title and quantities), and delivery destination, including region name, district, and school. The tenderer will submit a sample of the labels before packing for approval.

The selected tenderer shall be responsible for sorting the materials, packing, labelling, distribution of materials specific to quantities needed by each educational division, district, and school. A preliminary list of schools is provided in Annex 4. Mott MacDonald will provide a finalised distribution list on the last week of February 2022.

The Tenderer needs to describe the warehouse location, size, and available equipment(s) in the RFP. The selected service provider should highlight an existing stock management system or record-keeping system that they intend to use during the distribution.

#### **b) Distribution**

The Tenderer will also be responsible for the provision of fuelled trucks (whether own or subcontracted), provision of paid skilled staff. The distribution coordinator/team leader should have a minimum of five years' experience managing distributions of similar scope.

The selected trucks for the proposed distribution should either have a tracking system installed or the service provider should be able to confirm the exact location of the trucks and books throughout the distribution process.

The sample of the goods receipt notes/Proof of Delivery are found in Annex 3. The Tenderer will print in triplicate copies, fill and have the headteachers sign and stamp during the distribution process. The service provider will be responsible for the submission of the signed, remarked, and stamped proof of delivery document. Every truck loading must be accompanied by 3 delivery notes and a packing list signed by the warehouse manager of the supplier and the truck driver. Two sets of these documents will be handed over to the truck driver, the remaining one will be submitted to Mott MacDonald's as proof of delivery. Only invoices supported by a delivery note and packing list are due.

A representative from Mott MacDonald will monitor the distribution to sampled schools and offer corrective advice regarding the distribution. Mott MacDonald's will consider the distribution to be completed upon receipt of all PODs and verification of deliveries to sampled schools

### **3.3 Tender pricing**

The quotation must include all the necessary components required to meet all the requirements specified in the technical specification section. The tenderer must provide the prices as follows;

- i). Costs by category such as cost of paper, cost of production, and delivery cost
- ii). total and unit cost for printing and delivering each of the specified books
- iii). price per page of each of the books.

Prices should be quoted DDP as per Incoterm 2020. Annex 1 is a template for the detailed quotation, failure to utilise or fill all the cells in the annex could surmount to a disqualification of the proposal.

The supplier is not required to consider Malawian taxes or Malawian import duties etc as this project is tax exempt in Malawi.

A tenderer can request for the quotation template in excel by sending an email to:

[textbookprocurement\\_nnpmalawi@mottmac.com](mailto:textbookprocurement_nnpmalawi@mottmac.com)

- All tenderers must specify their prices in GBP.
- Prices tendered must be firm, fixed and valid for 60 days following the closing date for submission of RFP responses.
- Prices of the tenders must include delivery of teaching and learning materials to Lilongwe or Blantyre, Malawi, and all applicable administration, shipping, goods in-transit insurance, and handling costs.

### 3.4 Delivery

Delivery and handover of the materials is expected to take place will be done in two phases for each Term, firstly to the 19 zonal education office for the teacher trainings before 11 March 2022 and 3<sup>rd</sup> June 2022 for Term 2 and 3 respectively; and to the 228 schools before 26<sup>th</sup> March 2022 and 17 June 2022 for Term 2 and 3.

Any delayed performance up to the point of shipment from the supplier's factory will attract a penalty of 2.5% of the value of the delayed books, for every week delayed. The penalty will be restricted to a maximum of 10% of the contract value.

### 3.5 Taxes

The National Numeracy project is tax exempted within Malawi and therefore the quotations should not include any Malawian taxes or duties. Mott MacDonald is exempted from paying tax and duty based on Malawi Revenue Authority approval.

### 3.6 Payment

- Supplier(s) will be paid in GBP.
- The payments are pegged on each terms' production and delivery. The first payment will be paid upon delivery and verification of Term 2 books, and the second payment upon delivery and verification of Term 3 books. a.

| Payment milestones                             | Term 2 & 3 |
|--|------------|
| Upon delivery and verification of Term 2 books | 50%        |
| Upon delivery and verification of Term 3 books | 50%        |

The milestones will be subject to a verification and approval process by Mott MacDonald or a designated representative in the country where the printer is located. Payment of the invoices will be made within 30 days, following receipt of a valid invoice and approval of the invoice by Mott MacDonald.

### 3.7 Legal

- Any purchase order placed as a result of this procurement will be subject to Mott MacDonald's purchase order Terms and Conditions as will be outlined in contract.
- Mott MacDonald will carry out its own assessment of tenders' financial standing and this will be considered alongside the RFP Response.

### 3.8 Alternative proposals

- Alongside the requirements stated in this RFP, Mott MacDonald would be open to considering other or alternative options that Suppliers might wish to propose to fulfil our requirements. In case the tenderer opts to send an alternative offer with different set of technical qualifications, they should clearly state different technical specifications indicated and the reasons for such.

- Even for alternative proposals, the pricing should be submitted using the template provided in Annex 1. All cells must be filled in.

### 3.9 Reporting

The tenderer will be required to send a status report to Mott MacDonald at least twice a week, to give an update on the production and shipping process. This will allow Mott MacDonald to get updates as well as resolve any arising issues as quickly as possible.

### 3.10 Insurances

Suppliers are encouraged to provide details of any relevant insurances, e.g., Employer Liability insurance, Public and Products Liability insurance

## 4 Response

Due to Covid-19, Mott MacDonald will not be accepting any physical bids. **ALL bid submissions must be done via email.**

Bid submission emails must bear the subject line “**REQUEST FOR PROPOSALS FOR PRINTING, PACKAGING AND DISTRIBUTION PILOT MATERIALS IN MALAWI. RFP No. MMB/07/02/2022**” and addressed for the attention of **NNP Procurement**. Bids will remain unopened until after the Deadline.

The technical and financial proposal must be submitted in two separate e-mails with attachments compatible with Adobe PDF and be limited to 5 MB.  
Annex 1 of the financial proposal should be submitted in Excel format.

### **E-mail 1 – Technical Proposal**

### **E-mail 2 – Financial proposal**

Proposals must be delivered no later than the specified date/time to the email addresses [textbookprocurement nnp@textbookprocurement.mtmalawi.com](mailto:nnp@textbookprocurement.mtmalawi.com)

Tenderers' RFP responses must contain the following:

- i). Technical proposal including general documents
- ii). Financial proposal

Tenderers who do not submit their technical and financial proposals separately will be automatically disqualified. Both technical and financial proposals must be received for the offer to be considered complete. Only complete and responsive offers will be considered for award.

### **General documents:**

- The Cover Letter (Annex 2) should be on the tenderer's letterhead and must contain the information requested.
- Valid business registration certificate.
- Letter of compliance with RFP and technical specifications
- Physical address, postal address and verifiable contact telephone / cell phone numbers of the vendor.
- References indicating the tenderer's experience and capacity to deliver similar products to reputable organisations (private companies, INGOs, Government).
- Any relevant accreditations or quality certificate(s) such as ISO standards, etc.
- Any other relevant information such as ethics policy, anti-slavery policy, GESI, etc.

### **The Technical Proposal should:**

- Clearly outline theoretical aspects that the tenderer has considered and will employ to carry out the statement of work.
- Demonstrate that the tenderer achieved success by executing projects for educational material in a similar SOW and volume in the last 3 years.

- Demonstrate that the tenderer has the technical capacity to implement the activities as highlighted in the scope of works and should address the key issues described in the Evaluation Criteria.
- Demonstrate that the tenderer/printer is FSC or PEFC certified and/or will be using FSC or PEFC certified paper in line with the environment protection.
- Be divided into clearly marked sections following the same order of the Evaluation Criteria.
- The tenderer will need to submit a work plan that includes a quality checklist.
- The tenderer should provide one or two technical data sheet(s) for the paper they intend to use for the book production. The technical data sheet should include the technical specification of both the inner paper and cover paper.
- The tenderer should include any attempts and/ or actions to empower and encourage women's employment.
- The tenderer should highlight any efforts on Gender equity and social inclusion
- The tenderer highlight efforts made to employ people with disabilities and efforts made to protect children from child labour:
- 1 copies of white dummies of each type of book should be delivered to New Mercantile Building, Opposite Golden Peacock Shopping Mall, Off Presidential Drive, City Centre, P/O Box 1133, Lilongwe.

**The financial proposal will primarily indicate the cost for performing the work specified in this RFP.**

- The bids must be valid for 60 days from date of submission of the bids.
- Provide evidence that the tenderer has sufficient financial resources to complete the activity described in the scope of work, or the ability to obtain such resources: financial worthiness or credit facility/liquidity at his disposal.
- Valid tax clearance certificate (if based in Malawi) issued in the last 3 months.
- Bank certificate – a letter from the bank indicating that the tenderer enjoys both funded and non-funded facilities with the bank and is solvent up to £50,000 and the conduct of the account has been satisfactory to date.
- Audited accounts (Balance sheet and Profit and Loss statements) of the last 3 years.