



**RFP No. MMB/29/05/2024 to
source for the Distribution of
the Scale-up Teaching and
Learning materials**

29 May 2024

Cambridge Education
22 Station Road
Cambridge CB1 2JD
United Kingdom

T +44 (0)1223 463500
camb-ed.com

RFP No. MMB/29/05/2024 to source for the Distribution of the Scale-up Teaching and Learning materials

29 May 2024

Issue and Revision Record

Revision	Date	Originator	Checker(s)	Approver	Description
1.0	25.03.24	MM/ Cambridge Education BlueTree Group	MM Commercial	FCDO Malawi	

Information class: Standard

This document is issued for the party which commissioned it and for specific purposes connected with the above-captioned project only. It should not be relied upon by any other party or used for any other purpose.

We accept no responsibility for the consequences of this document being relied upon by any other party, or being used for any other purpose, or containing any error or omission which is due to an error or omission in data supplied to us by other parties.

This document contains confidential information and proprietary intellectual property. It should not be shown to other parties without consent from us and from the party which commissioned it.

Contents

1	Overview of the Requirement and Procurement Process	1
1.1	The Company	1
1.2	Background & Current Situation	1
1.3	Timescales	1
1.4	Company's Contact Details	2
1.5	Response Required	3
1.6	Glossary	3
2	Instructions to Tenderers	4
2.1	Introduction	4
2.2	General	4
2.3	Confidentiality	5
2.4	Clarification	5
2.5	Preparation of Responses	6
2.6	Submission of Responses	6
2.7	Canvassing	6
2.8	Disclaimers	7
2.9	No Inducement or Incentive	7
2.10	Acceptance and Admission to the Agreement	7
2.11	Amendments to RFP Documents	7
2.12	Late Responses	7
2.13	Modification and Withdrawal	8
2.14	Right to Reject/Disqualify	8
2.15	Right to Cancel, Clarify or Vary the Process	8
2.16	Customer References	8
2.17	Evaluation Process	8
2.18	Evaluation Criteria	9
2.19	Notification	12
2.20	Agreement	12
3	Scope of Supply	13
3.1	Introduction	13
3.2	Tender Pricing	13
3.3	Delivery	13
3.4	Delayed performance Penalties	14
3.5	Taxes	14
3.6	Payment	14

3.7	Legal	14
3.8	Alternative proposals	14
3.9	Reporting	14
3.10	Insurances	14
4	Response	16

1 Overview of the Requirement and Procurement Process

The purpose of this Request for Proposal (RFP) is to find a Supplier who can distribute to Malawian schools a total of circa 7,112,862 learner workbooks and 73,479 teacher guides for the three school terms in the next academic school year 2024/2025.

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.

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), carry lessons learnt from the pre-pilot and the pilot to oversee the national scale-up.

The programme is seeking a 15-months extension from 1 June 2024 to 31 August 2025 to enable national scale-up extension. If the extension is approved, then Mott MacDonald Limited will be allocated funds that will include but not be limited to the scale-up book procurement : RFP No. MMB/20/05/2024 to source for the distribution of the Scale-up materials. The Contract advertised will be awarded subject to the approval of the NNP scale-up extension and funding availability.

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

Date	Action
29 May 2024	RFP published
10 June 2024	Deadline for clarification request and estimated date for pre-bid meeting
13 June 2024	Answer to the clarification request
21 June 2024	Deadline for proposal submission
28 June 2024	Estimated date to complete the evaluation process
3 July 2024	Date of award of notification
12 July 2024	Estimated date for contract signature
15 July 2024	T1 Date of first delivery in Malawi by the Printer
15 July 2024	T1 Date of the distribution commencement
26 July 2024	T1 Date of the last delivery in Malawi by the Printer
2 September 2024	T1 Date of distribution conclusion
28 October 2024	T2 Date of the first delivery in Malawi by the Printer
28 October 2024	T2 Date of the distribution Commencement
8 November 2024	T2 Date of the last delivery in Malawi by the Printer
20 December 2024	T2 Date of distribution conclusion
10 February 2025	T3 Date of First Delivery in Malawi by the Printer
10 February 2025	T3 Date of distribution commencement
25 February 2025	T3 Date of the last delivery in Malawi by the Printer
1 April 2025	T3 Date of distribution conclusion

*T1, T2, T3 relate to Term 1, Term 2 and Term 3 respectively

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

All email communications should bear the subject line “**REQUEST FOR PROPOSALS FOR DISTRIBUTION OF SCALE-UP TEACHING AND LEARNING MATERIALS TO MALAWIAN SCHOOLS (RFP No. MMB/20/05/2024)**”. 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 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 services (including those similar to the 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 proposal. Failure to comply with these requirements for completion and submission of the RFP Response may result in the rejection of the proposal. Suppliers are advised therefore to acquaint themselves fully with the extent and nature of the 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 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.

To ensure a clear understanding of the procurement requirements and address potential misinterpretations, a virtual pre-bid meeting has been scheduled for April 30th, 2024. This meeting will allow potential bidders to ask questions and receive timely answers from the procurement officials responsible for managing the process.

To attend the virtual pre-bid meeting, please email the Company's designated contact with the email reference **RFP No. MMB/20/05/2024**, providing the name(s) and corresponding email address of attendee(s). Invitations to the pre-bid meeting will be sent via email to all

bidders who have expressed interest in participating in the procurement process. **We strongly encourage all interested bidders to attend the meeting, as it will help them to prepare a more accurate and comprehensive bid proposal.**

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 1.3.
- 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 questions, 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 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 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 deciding 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 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 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 Contract advertised will be awarded subject to the approval of the NNP scale-up extension and funding availability.**
- 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 (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 proposals of those offers that surpass the minimum qualifying score of 40 points in the technical evaluation (including Sustainability, GESI and past Experience) 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> <ul style="list-style-type: none"> The steps, in chronological order, that you will take to implement the work. As minimum requirement, the management process and organisation of the following activities must be clearly provided: <ul style="list-style-type: none"> Unstuffing and quantity check Sorting process Distribution management Installation of TnT Application. The distributor to be responsible for sourcing Smartphones compatible to the TnT Application TnT scanning of each box before loading in trucks for distribution Getting completed PODs, TnT monitoring A detailed description of the distribution process has to be submitted: The distribution plan. <p>The distribution plan should clearly describe:</p> <ul style="list-style-type: none"> Detailed and realistic routes the supplier intends to use to deliver all schools in all regions. <p>The distribution plan shall be presented in form of excel sheet with the list of schools per day or plans or all tools at his disposal to highlight the number of schools delivered per day, and the route taken to deliver.</p> <ul style="list-style-type: none"> The number of kilometres run per day <p>The tenderer should indicate the number of kilometres in conjunction with the proposed delivery plan.</p>	10 points

	<ul style="list-style-type: none"> ○ Monitoring and tracking system used to keep contact with the people in charge of the distribution. ○ Back-up solution in the event of accident, breakdown or damage on the vehicle <p>A description of similar projects you implemented in the past.</p>	
2. The technical capacity of the logistic company	<p>Mott Macdonald seeks to contract with a tenderer who can manage the distribution of high volume. The service providers shall submit the following information:</p> <ul style="list-style-type: none"> • The location of the warehouses for <ul style="list-style-type: none"> ○ container unstuffing ○ sorting/dispatching ○ Loading of trucks for delivery <p>The drawings of the warehouses should demonstrate that the surface reach at least 750 square meters each.</p> <ul style="list-style-type: none"> • The technical equipment for the distribution <ul style="list-style-type: none"> ○ The type of vehicle utilised to complete the distribution to all schools. ○ The list of available trucks for the dispatching. • Labour resources implicated in the distribution. • Maintenance and repair service provided during the distribution process. 	20 points
3. Scheduling plan and quality assurance	<p>Describe clearly the practical steps you will take to ensure that the delivery will be executed following high-quality standards</p> <ul style="list-style-type: none"> • Quantity and quality check at arrival of the containers • Box scanning with the TnT system. • Tracking report and solutions in case of delay compared to the distribution plan or in case of damage on the cartons/books • POD completed and submitted as proof of delivery. <p>A scheduling plan of the project execution must be submitted.</p> <p>Bidders scheduling more realistic plans, and that propose realistic timelines and mitigation plans will be evaluated more</p>	10 points

	favourably than those plans that do not consider these factors.	
Total		40 points

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. 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>Environment sustainability</p> <p>The tenderer shall demonstrate its commitment to the protection of the environment, healthy and sustainable material, and provide:</p> <ul style="list-style-type: none"> • Use of recent and well-maintained vehicles that emit fewer emissions into the air. • Use of vehicles that consume as little fuel as possible. <p>Gender equity and social inclusion</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> <p>The tenderer shall describe efforts made to protect children from child labour and include their child protection policies. The tenderer shall describe their alert system for raising issues regarding sexual misconduct or child protection issues.</p>	10 points
---	---	-----------

2. Past performance and Experience (10 points)

Document and summarize the previous experience in distribution of 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 5 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) Activity title	(b) Location of activity	(c) Summary of activities relevant to this RFP	(d) Performance period (date, duration, and if completed on schedule)	(e) Contract type – Prime or subcontractor	(f) 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. A detailed proposal as follows:

- The cost for the rent of the Warehouses if necessary
- The Distribution cost

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.

The delivery period mentioned must be accurate. In the event of an award of a contract, delivery will be closely monitored, and delivery in full and on time will be used to measure performance and calculate the penalties for the delivery delay.

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 includes:

- Rental of warehouse space or utilization of distributor-owned warehouses in three Malawian cities: Lilongwe, Blantyre, and Mzuzu, for unloading containers, sorting boxes, and loading trucks prior to distribution.
- Receipt of carton boxes without pallets, verification of box quantities, sorting, and distribution of approximatively

The books will be delivered by a printing company to the supplier's warehouses in Lilongwe, Blantyre and Mzuzu. The distribution to the 5,887 schools in Malawi, will be done according to the lists annex 5.

3.2 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 labours, fuel, security, and insurance
- ii). Total cost for distribution to all specific schools

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 must consider Malawian VAT.

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

textbookprocurement_nnpmalawi@mottmac.com

- All tenderers must specify their prices in MWK.
- 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 distribution of teaching and learning materials from Lilongwe, Blantyre and Mzuzu to all schools specified in the distribution list, and all applicable administration, warehouse insurance, goods in-transit insurance, and handling costs.

3.3 Delivery

Handover of the materials by the tenderer is expected to take place at Lilongwe, Blantyre, Mzuzu, In Malawi. The dispatching of the containers between those 3 destinations will be determined in Agreement the tenderer.

Each box delivered by the supplier will feature a label containing a QR code. This QR code must be scanned at every distribution stage by the supplier, using an application provided to them prior to the distribution commencement. Each scan will be geolocated, ensuring that the delivery of the book-containing boxes is considered validated only if the final scan is conducted within a 1km radius of the designated school receiving the box.

3.4 Delayed performance Penalties

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 not VAT exempted within Malawi and therefore the quotations should include any Malawian taxes.

Payment

- Supplier(s) will be paid in MWK.
- The payments are pegged on terms' distribution

Payment milestones	Term 1	Term 2	Term 3
Mobilisation advance	33%	33%	33%
Delivery of all books to schools, conclusion of TnT verification and submission of POD for each term	67%	67%	67%

The Delivery will be subject to a verification and approval process by Mott MacDonald or a designated representative. Payment of the invoices will be made within 30 days, following receipt of a valid invoice and approval of the invoice by Mott MacDonald.

3.6 Legal

- Any purchase order placed as a result of this procurement will be subject to Mott MacDonald's purchase order Terms and Conditions as outlined in this RFP (Annex 3).
- Mott MacDonald will carry out its own assessment of tenders' financial standing and this will be considered alongside the RFP Response.

3.7 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 a different methodology, they should clearly state different processes 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.

3.8 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 distribution process. This will allow Mott MacDonald to get updates as well as resolve any arising issues as quickly as possible.

3.9 Insurances

The selected service provider will provide insurance for all the Learner Books and Teacher Guides and will assume all risk of loss or damage to the material ordered until the same are finally

received by MMs' representative or by the respective distributor; following the terms and conditions outlined in a contract resulting from this RFP. The service provider will also assume the risk of loss of or damage to any books rejected by MM for non-conformity.

4 Response

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 DISTRIBUTION OF SCALE-UP TEACHING AND LEARNING MATERIALS TO MALAWI. RFP No. MMB/20/05/2024**” and addressed for the attention of the **NNP Procurement Team**. 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_nnpmalawi@mottmac.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.

Technical Proposal must include the following documents to be considered complete:

- The Cover Letter (Annex 2) should be on the tenderer's letterhead and must contain the information requested.
- Valid business registration certificate.
- Tax payment certificate from the relevant tax authority, issued in the last 3 months.
- Letter of compliance with RFP requirement
- The signed litigations and investigations form (Annex 4)
- List of significant supply contracts conducted within the last four years that the bidder has successfully completed involving the distribution of similar goods. Details should be provided for at least three contracts with value, start and end dates, services supplied and the client's name and contact details. Mott MacDonald reserves the right to contact and/or visit one or more customers submitted by the bidder as part of the evaluation stage of this RFP.
- The tenderer provide evidence that he has sufficient financial resources to complete the activity described in the scope of work, or the ability to obtain such resources: a 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 150,000,000 MWK and the conduct of the account has been satisfactory to date.
- Workplan and Methodology
- List of technical equipment and information on capacity
- A scheduling plan and quality assurance
- The tenderer should highlight
 - any efforts on Gender equity and social inclusion

- efforts made to employ people with disabilities and to protect children from child labour
- any attempts and/ or actions to empower and encourage women's employment.
- any other relevant information such as ethics policy, anti-slavery policy 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 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.
- The tenderer will provide a distribution plan and the technical/human resources he will intend to mobilize to execute the distribution following high-quality standard.
- Be divided into clearly marked sections following the same order of the Evaluation Criteria.

The Financial Proposal:

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.
- Should include the prices for:
 - The Warehouse rent for 750 square meter for 2 months at the 3 locations, security and Insurance,
 - The distribution cost to all schools, and using the template for the detailed quotation: Annex 1.

The Contract advertised will be awarded subject to the approval of the NNP scale-up extension and funding availability.