



## U.S. - PAKISTAN PARTNERSHIP FOR AGRICULTURAL MARKET DEVELOPMENT

### Request for Proposals (RFP)

**RFP Number:** AMD-035  
**Issuance Date:** May 16, 2018  
**Deadline for Questions:** May 22, 2018  
**Deadline for Offers:** June 7, 2018  
**Description:** Procurement of Feedlot / Meat Package Software & Hardware  
**For:** U.S. Pakistan Partnership for Agricultural Market Development (AMD)  
**Funded By:** United States Agency for International Development (USAID),  
Contract no. AID-391-C-15-00003  
**Implemented By:** CNFA  
**Point of Contact:** AMD Procurement Department

### Section 1: Instructions to Offerors

#### **1.1 Introduction**

The U.S.-Pakistan Partnership for Agricultural Market Development (AMD) is a USAID funded project which aims to improve the ability of Pakistan's commercial agriculture and livestock sectors to compete in international and national markets in the four target product lines; meat, high value and off season vegetables, mangoes and citrus. AMD will act as a catalyst for development and investment in target product lines by actively promoting cooperation and coordination amongst the value chain actors and ancillary service providers. AMD's implementation strategy is underpinned by a strictly commercial and market driven approach with a clear focus on strengthening market access for its partner organizations, and support international marketing and sales efforts. The objective of the AMD project is to encourage investments in the four target product lines through matching grants and technical assistance, and empower stakeholders by developing synergies among them to accomplish together what they cannot do alone. AMD will support upgrading, streamline supply chains, provide technical assistance to optimize profit margins, increase participation of women entrepreneurs, and ultimately help make Pakistani meat, high value and off season vegetables, mangoes and citrus become more profitable and competitive.

The purpose to this RFP is to solicit proposals for Procurement of Ration Balancing Software Programs for Feedlot Grantees.

#### **1.2 Offer Deadline and Protocol**

Separate technical and financial proposals must be submitted. Technical and Financial Proposals in **hard or soft copies** should be submitted no later than **June 7, 2018** by **11AM local time with RFP Number and Name on the envelope "RFP-AMD-035" to AMD:**

**Procurement Department**  
Agricultural Market Development  
Office No. 83-A/E-1, 5<sup>th</sup> Floor  
Main Boulevard, Gulberg III,  
Lahore, Pakistan

**Electronic submissions must be sent to the following email address quoting "RFP AMD-035" along with the title of the RFP in the subject line:**  
solicitations@pakistan-amd.org



**U.S. - PAKISTAN PARTNERSHIP FOR AGRICULTURAL MARKET DEVELOPMENT**

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

**Questions:** Questions regarding the technical or administrative requirements of this RFP may be submitted no later than **4 PM local Lahore time on May 22, 2018** by email to [Procurement@pakistan-amd.org](mailto:Procurement@pakistan-amd.org). Questions and requests for clarification—and the responses thereto—that CNFA believes may be of interest to other offerors will be circulated to all RFP recipients who have indicated an interest in bidding.

Only the written answers issued by CNFA will be considered official and carry weight in the RFP process and subsequent evaluation.

**1.3 Technical Proposal**

The Technical Proposal must be specific, complete, and concise, describing the offeror’s proposed plan to complete the scope of work (SOW) and deliverables found in Section 3. It should demonstrate a clear understanding of the work to be undertaken and the responsibilities of all parties involved. The Technical Proposal should respond to all requirements as per Section 3 and ensure compliance with 100% of the required technical specifications.

**1.4 Financial Proposal**

The Financial Proposal is used to establish the best value among proposals, and serves as a basis of negotiation for the signing of the subcontract. The Financial Proposal must include a detailed budget, as well as a budget narrative which explains the basis for the estimate of each budget element (where required). Supporting information should be provided in sufficient detail to allow a complete analysis of each cost element. Cost must be expressed in Pakistani Rupees.

The anticipated contract type for this procurement will be a firm fixed price subcontract. The successful offeror will be required to adhere to the terms of the fixed price subcontract with AMD.

Offers must remain valid for not less than one hundred eighty (180) calendar days after the offer deadline. Offerors are requested to provide proposals on official letterhead or format.

Cost proposal must be submitted as per the following format:

**Estimated ten (10) Units consisting of Modules 1+2+3, including delivery installation, training/Orientation, after sale service.**

Sr. #	Activity	Unit cost (PKR)	Unit	Total Cost (PKR)
Module #1	Ration Balancing & Inventory control packaged software		10	
Module #2	Beef animal performance monitoring packaged software			
Module #3	Beef animal management hardware			
<b>Total</b>				



**U.S. - PAKISTAN PARTNERSHIP FOR AGRICULTURAL MARKET DEVELOPMENT**

Note: The AMD Project is exempt from cooperating country taxes, duties, and VAT. Exemption certificates will be provided under the “Exemption Regime”.

**1.5 Eligibility**

By submitting an offer in response to this RFP, 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. In accordance with Federal Acquisition Regulation Clause 52.209-6, —Protecting the Government’s Interest When Subcontracting with Contractors Debarred, Suspended, or Proposed for Debarment,II (OCT 2015), CNFA will not award a contract to any firm that is debarred, suspended, or considered to be ineligible by the U.S. Government. Only firms that are locally registered or Pakistani nationals will be considered eligible offerors to respond to this RFP. Offerors must submit a copy of their business registration or license.

The offerors are expected to meet the following minimum requirements. If an offeror fails meeting one or more of these requirements, the offer will be disqualified from consideration.

- Provide technical specifications requested in this RFP. The offeror will explain in their technical proposal how they intend to meet the requirements (benefits) as described in Section 3.

**1.6 Evaluation and Award**

The award will be made to a responsible offeror whose offer follows the RFP 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.

Item	Technical Feature	Score
1	<b>Program – Module 01</b>	15
	i. Meets specifications as detailed in Section 4	
2	<b>Program – Module 02</b>	15
	i. Meets specification as detailed in Section 4	
	ii. Capacity to generate the reports outlined in Section 4	
3	<b>Hardware – Module 03</b>	25
	i. Meets specifications as detailed in Section 4 ii. Supply of total hardware needs	
4	<b>Company Profile and Services</b>	25
	i. Registered company in Pakistan. a. Ranked by number of years in business	
	ii. Have a principal place of business in Pakistan	
	iii. Letter of representation or similar from the principal providing the software/hardware.	
	iv. References from beef animal operations where software is being utilized. a. Testimonials from current users of the software will be considered in the selection process.	
	v. Description of on-site technical orientation and training sessions.	



**U.S. - PAKISTAN PARTNERSHIP FOR AGRICULTURAL MARKET DEVELOPMENT**

	<p>a. Note: Bidders submitting a clear description of the training agenda and content will receive the highest marks in this criterion.</p> <p>vi. Description of after sale service to each licensed user for one year from the time of installation.</p> <p>a. Note: Bidders submitting a clear description of the after-sale service / backstopping to be provided will receive the highest marks in this criterion.</p>	
	<b>Total</b>	80

Sr #	Evaluation criteria	Score
1	Technical	80
2	Financial	20
	Total	100

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

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

- CNFA 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 for all three facilities mentioned in this RFP, CNFA may issue a partial award or split the award among various offerors, if in the best interest of the AMD Project.
- CNFA may cancel this RFP at any time.

Please note that in submitting a response to this RFP, 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 AMD Project for consideration, as USAID will not consider protests regarding procurements carried out by implementing partners. CNFA, at its sole discretion, will make a final decision on the protest for this procurement.

**1.7 Terms and Conditions**

This is a Request for Proposal only. Issuance of this RFP does not in any way obligate CNFA, the AMD 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 CNFA’s standard terms and conditions. Any resultant award will be governed by these terms and conditions. Please note that payment will only be issued to the entity submitting the offer in response to this RFP and identified in the resulting award; payment will not be issued to a third party.

**1.8 Language**



## U.S. - PAKISTAN PARTNERSHIP FOR AGRICULTURAL MARKET DEVELOPMENT

Offerors shall provide all responses in English. Additionally, a basic requirement for all offerors to be considered responsive is the ability to communicate proficiently in English while providing said services to the AMD project.



## U.S. - PAKISTAN PARTNERSHIP FOR AGRICULTURAL MARKET DEVELOPMENT

### **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 RFP:

- Cover letter**, signed by an authorized representative of the offeror (see Section 4 for template)
- Technical Proposal**
- Financial Proposal**
- Mandatory annexes** such as NTN, Registrations Certificates(s).



## U.S. - PAKISTAN PARTNERSHIP FOR AGRICULTURAL MARKET DEVELOPMENT

### **Section 3: Scope of Work**

**Objective:** The objective of this scope of work is to engage a vendor having competency of providing product for the procurement of software programs and ancillary hardware for beef animals operations as per the following three modules:

- Module 01: Ration balancing and Inventory control packaged software
- Module 02: Beef animal performance monitoring packaged software
- Module 03: Beef animal management hardware

The deliverables of the vendor will be as follows:

- Vendor will deliver the package software and license for all 3 modules to AMD grantees
- Vendor will sell the product with all rights to AMD which will be transferred to the grantees
- Vendor will conduct on-site technical orientation and training for each licensed software at the time of installation sufficient to develop their understanding and skill in use of the integrated programs and their features.
- Vendor will conduct separate trainings in the use of the integrated program and features for two persons indicated by AMD.
- Vendor will provide after sale service / backstopping to each licensed software grantee for one year from the time of installation.
- The vendor will embed the company name, logo and other pertinent user information in each licensed software.

### **Specifications of Modules 1, 2 and 3:**

#### **Module 01 – Ration balancing and inventory control Packaged Software to include the following features**

- Linear and or nonlinear algorithmic balancing software
- Up to 25 ingredients per ration
- Up to 25 rations
- Simplified user interface design
- Easily create mixes from an existing ration or from the new ingredients
- Balance Growing Steer and Bull Rations
- Balance, Goat or Sheep Rations
- Best performance ration formulation
- Least cost ration balancing
- Minimum of 25 nutritional constraints plus min/max for each ingredient
- Ration Advisor access to assist when rations won't balance
- Generate Reports for operation
- Ability to have Side by Side Evaluation of Different Rations
- Rations can be formulated on a dry matter or As-fed basis or both
- User can define their own set of requirement targets
- Imperial or Metric measurements
- Ability to build a user library
- Inventory of feedstock and usage
- Windows 10 Compatible

#### **Module 02 – Beef animals performance monitoring Packaged Software to include the following features:**

- Animal weight gain, breakeven reporting on demand
- Vaccination and deworming report
- Closeout summaries (individuals and group)
- Individual animal monitoring, Performance Tracking, Traceability metrics
- Reports to screen, printer or Excel
- Ability to describe animals with at least five description fields (e.g., frame, fat score, breed, age)
- Ability to use RFID, Barcode or enter ID manually
- Ability to enter rations to groups /pens
- Ability to manage movements on groups, pen and animal basis
- Receiving management
  - by group/pen allocation



## U.S. - PAKISTAN PARTNERSHIP FOR AGRICULTURAL MARKET DEVELOPMENT

- Inventory record
- Individual animal management data
- Animal vaccination, deworming
  - By individual / group / pen / total herd
- Feeding efficiencies (Actual Daily Live Weight Gain vs Ration Predicted DLWG)
- Daily Bunk Scores
- Feed stocks Inventory Control (synchronized to Module-1)
- Cattle Sales disposal
- Data Analysis
  - Group / pen
    - Ability to merge Abattoir FEEDBACK from Chiller Assessment data

### Capacity to generate the minimum following reports:

- Live Cattle data
- Historical data by dates/group/pen/individual
- Individual animal or Group or Pen, Current performance
- Benchmark analysis
- Bunk Management - Score capture and previous 120 day History
- Formula based ADG
- Actual ADG
- Waybill of cattle sold to an abattoir Including all Traceability data transferred at time of dispatch
- Merged Abattoir FEEDBACK from Chiller Assessment data from Historical file

### **Module 03 – Beef animals management Hardware:**

- Tags (Manual) NADRA PVC visual tag with stamped (preprinted) Barcode
  - (to be applied where cattle are supplied without individual Barcoded ID)
- Tags (RFID) passive, half duplex, with minimum 60cm range
- Load cells
  - Compatible with the Digital weigh box
- Digital Weigh box
  - Animal weight, Location
  - Ability to use, RFID, Barcode or manually enter ID / Weights / Location
  - Ability to monitor and capture activities on group / pen / individual
  - Ability to export data to Excel spreadsheet
  - Connectivity to laptop via cable / Bluetooth / USB
  - Windows 10 compatible based program
- Cabling where Bluetooth is not a feature
- Tag reader (Barcode)
  - handheld
- Tag reader (RFID)
  - static panel
- Barcode Printer (to replicate multiple tags required)

### **Period and Place of delivery:**

The vendor will deliver the product as per specification within 60 days from the issuance of the Purchase Order. Points of delivery are the following rural areas:

- 03 packaged software/hardware in Interior Sindh
- 07 packaged software/hardware in South & Central Punjab

### **Vendor Selection and Qualification:**

- a) Have a registered company in Pakistan.
- b) Have a principal place of business in Pakistan.
- c) Having a legal entity operating at least five years
- d) Can provide letter of representation or similar from the principal providing the software/ hardware.
- e) Can provide at least three references from beef animal operations where software is being utilized.
  - a. Testimonials from current users of the software will be considered in the selection process.





## U.S. - PAKISTAN PARTNERSHIP FOR AGRICULTURAL MARKET DEVELOPMENT

- f) Ability to conduct on-site technical orientation and training sessions of up to five persons for each packaged software license sold. Proposed trainings should be sufficient to develop the end-user understanding and skill in use of the integrated program and features.
  - a. Note: Bidders submitting a clear description of the training agenda and content will receive the highest marks in this criterion.
- g) Able to provide after sale service / backstopping to each licensed user for one year from the time of installation.
  - a. Note: Bidders submitting a clear description of the after-sale service / backstopping to be provided will receive the highest marks in this criterion.



**U.S. - PAKISTAN PARTNERSHIP FOR AGRICULTURAL MARKET DEVELOPMENT**

**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: AMD Project

Reference: **RFP-AMD-035 – Procurement of Feedlot / Meat Package Software & Hardware**

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 RFP. Please find our offer attached.

We hereby acknowledge and agree to all terms, conditions, special provisions, and instructions included in the above-referenced RFP. We further certify that the below-named firm—as well as the firm’s principal officers and all services offered in response to this RFP—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 CNFA or AMD project staff members;
- We have no close, familial, or financial relationships with any other offerors submitting proposals in response to the above-referenced RFP; 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 CNFA’s prohibitions against fraud, bribery, and kickbacks.
- We understand and agree to CNFA’s prohibition against funding or associating with individuals or organizations engaged in terrorism or trafficking in persons activities.

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 Name: \_\_\_\_\_

Company Address: \_\_\_\_\_

Company Telephone, Website: \_\_\_\_\_

Company Email address: \_\_\_\_\_

Company Registration or Taxpayer ID Number: \_\_\_\_\_

Does the company have an active bank account (Yes/No)? \_\_\_\_\_

Official name associated with bank account (for payment): \_\_\_\_\_



## U.S. - PAKISTAN PARTNERSHIP FOR AGRICULTURAL MARKET DEVELOPMENT

### **Section 5: CNFA Terms and Conditions**

**5.1 Ethical and Business Conduct Requirements:** CNFA is committed to integrity in procurement, and only selects suppliers based on objective business criteria such as price and technical merit.

CNFA 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 CNFA 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, CNFA 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 RFP must include the following as part of the proposal submission:

- Disclose any close, familial, or financial relationships with CNFA 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 CNFA's prohibitions against fraud, bribery and kickbacks.

Please contact [PDickrell@cnfa.org](mailto:PDickrell@cnfa.org) with any questions or concerns regarding the above information or to report any potential violations. Potential violations may also be reported directly to CNFA at to [FraudHotline@cnfa.org](mailto:FraudHotline@cnfa.org).

**5.2 Terms and Conditions:** This solicitation is subject to CNFA's 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. Please note the following terms and conditions will apply:

- (a) CNFA's standard payment terms are net 30 days after receipt and acceptance of any commodities or deliverables. Payment will only be issued to the entity submitting the offer in response to this RFP and identified in the resulting award; payment will not be issued to a third party.
- (b) No commodities or services may be supplied that are manufactured or assembled in, shipped from, transported through, or otherwise involving any of the following countries: Cuba, Iran, North Korea, Syria.
- (c) Any international air or ocean transportation or shipping carried out under any award resulting from this RFP must take place on U.S.-flag carriers/vessels.
- (d) United States law prohibits transactions with, and the provision of resources and support to, individuals and organizations associated with terrorism. The supplier under any award resulting from this RFP must ensure compliance with these laws.
- (e) United States law prohibits engaging in any activities related to Trafficking in Persons. The supplier under any award resulting from this RFP must ensure compliance with these laws.
- (f) The title to any goods supplied under any award resulting from this RFP shall pass to CNFA following delivery and acceptance of the goods by CNFA. Risk of loss, injury, or destruction of the goods shall be borne by the offeror until title passes to CNFA.

**5.3 Disclaimers:** This is a Request for Proposals only. Issuance of this RFP does not in any way obligate CNFA, the AMD Project, or USAID to make an award or pay for costs incurred by potential offerors in the preparation and submission of an offer. In addition:

- (a) CNFA may cancel RFP and not award;
- (b) CNFA may reject any or all responses received;
- (c) Issuance of RFP does not constitute award commitment by CNFA;
- (d) CNFA reserves the right to disqualify any offer based on offeror failure to follow RFP instructions;
- (e) CNFA will not compensate offerors for response to RFP;
- (f) CNFA reserves the right to issue award based on initial evaluation of offers without further discussion;
- (g) CNFA may negotiate with short-listed offerors for their best and final offer;



## U.S. - PAKISTAN PARTNERSHIP FOR AGRICULTURAL MARKET DEVELOPMENT

- (h) CNFA reserves the right to order additional quantities or units with the selected offeror;
- (i) CNFA may reissue the solicitation or issue formal amendments revising the original RFP specifications and evaluation criteria before or after receipt of proposals;
- (j) CNFA may modify the specifications without issuing a formal notice to all offerors when the revisions are immaterial to the scope of the RFP;
- (k) CNFA may choose to award only part of the activities in the RFP, or issue multiple awards based on multiple RFP activities;
- (l) CNFA reserves the right to waive minor proposal deficiencies that can be corrected prior to award determination to promote competition;
- (m) CNFA will contact all offerors to confirm contact person, address, and that the bid was submitted for this RFP;
- (n) CNFA will contact all offerors to inform them whether or not they were selected for award;

In submitting a response to this RFP, offerors understand 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 AMD Project for consideration. USAID will not consider protests regarding procurements carried out by implementing partners. CNFA, at its sole discretion, will make a final decision on any protest for this procurement.

**5.4 Source/Nationality/Manufacture:** All goods and services offered in response to this RFP or supplied under any resulting award must meet **USAID Geographic Code 937** in accordance with the United States Code of Federal Regulations (CFR), [22 CFR §228](#). The cooperating country for this RFP is Pakistan.

Offerors may **not** offer or supply any commodities or services that are manufactured or assembled in, shipped from, transported through, or otherwise involving any of the following countries: Cuba, Iran, North Korea, Syria.

**5.5 Taxes and General Sales Tax (GST):** As an organization that is implementing a project on behalf of USAID, CNFA is exempt from being charged GST (federal and provincial), customs duty or fee, excise tax, road tax, or any other form of tax or tariff for goods and services purchased for USAID funded activities. As such, offerors agree to exclude GST or any similar taxes or fees from its cost proposal.

**5.6 Eligibility:** By submitting an offer in response to this RFP, 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. CNFA will not award a contract to any firm that is debarred, suspended, or considered to be ineligible by the U.S. Government.