

Request for Quotations (RFQ)

RFQ Number: RFQ-2020-072

Issuance Date: July 18, 2020

Deadline for Offers: July 25, 2020

Description: Production and design services for the tourist road signs

For: Moldova Competitiveness Project

Funded By: United States Agency for International Development (USAID), Sweden and UK aid, Contract No. AID-117-C-15-00001

Implemented By: Chemonics International Inc.

Point of Contact: MCP Procurement Team, procurement@chemonics.md

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

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

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

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

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

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

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

Section 1: Instructions to Offerors

1. **Introduction:** The Moldova Competitiveness Project (MCP) is a program funded by USAID and the Swedish Government and implemented by Chemonics International in Moldova. The goal of the MCP is to support Republic of Moldova's efforts to promote a strong, diverse and export-oriented economy by improving competitiveness and efficiency in key Moldovan industries, namely wine production clustered with tourism, light industry (clustered textiles and apparel with footwear manufacturing), and information and communication technology (ICT) clustered with creative services and precision engineering.

The Moldova Competitiveness Project is supporting the implementation of a series of activities for the promotion of Moldova as a Wine Tourism destination on target markets. One of the activities is the installation of the road signs. First 35 signs were installed in the Central region of the country - Criuleni district, in the frame of 3rd UNWTO Conference on Wine Tourism which is a prestigious international event, that positions Moldova as a valuable wine tourism destination, after that another 156 tourist road signs have been installed.

For the second phase, MCP in partnership with the National Wine and Vine Office and Investment Agency, shall install another 100 tourist road signs across Moldova. These signs will direct travelers to destinations on the newly developed "Wine Route" and will increase tourist flow to the most important cultural sights in each corner of the country. Therefore, MCP is responsible for the design and production of 42 tourist road signs.

The purpose of this RFQ is to solicit quotations for the services described in the Section 3.

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

2. **Offer Deadline and Protocol:** Offers must be received no later than **18.00 local Chisinau time on July 25, 2020** by email to procurement@chemonics.md.

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

3. **Questions:** Questions regarding the technical or administrative requirements of this RFQ may be submitted no later than **15.00 local Chisinau time on July 22, 2020** by email to procurement@chemonics.md. Questions must be submitted in writing; phone calls will not be accepted. Questions and requests for clarification—and the responses thereto—that Chemonics believes may be of interest to other offerors will be circulated to all RFQ recipients who have indicated an interest in bidding.

Only the written answers issued by Chemonics will be considered official and carry weight in the RFQ process and subsequent evaluation. Any verbal information received from employees of Chemonics or any other entity should not be considered as an official response to any questions regarding this RFQ.

4. **Specifications:** Section 3 contains the technical specifications of the required services. Please note that, unless otherwise indicated, stated brand names or models are for illustrative description only. An equivalent substitute, as determined by the specifications, is acceptable.

5. **Quotations:** Quotations in response to this RFQ must be priced on a fixed-price, all-inclusive basis, including delivery and all other costs. Pricing must be presented in **MDL**. Offers must remain valid for not less than sixty (60) calendar days after the offer deadline. Offerors are requested to provide quotations on their official quotation format or letterhead; in the event this is not possible, offerors may complete the table in Section 3.

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

- Organizations responding to this RFQ are requested to submit a copy of the extract from the state register of legal entities.
- Offerors are expected to prove their experience in executing similar services, by presenting copies of previous contracts, orders, pictures of produced road signs etc.

6. **Delivery:** The services described in Section 3 must be delivered in two phases, as follows: **1st phase on or about August 08, 2020** and the **2nd phase on or about August 15, 2020**.

As part of its response to this RFQ, each offeror is expected to provide an estimate (in calendar days) of the delivery timeframe (after receipt of order). The delivery estimate presented in an offer in response to this RFQ must be upheld in the performance of any resulting contract.

7. **Source/Nationality/Manufacture:** All goods and services offered in response to this RFQ or supplied under any resulting award must meet **USAID Geographic Code 935 and 110** in accordance with the United States Code of Federal Regulations (CFR), [22 CFR §228](#). The cooperating country for this RFQ is the Republic of Moldova.

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.

8. **Warranty:** Warranty service and repair within the cooperating country is required for all commodities under this RFQ. The warranty coverage must be valid on all commodities for a minimum of **twelve (12) months** after delivery and acceptance of the commodities, unless otherwise specified in the technical specifications. At the time that any commodity is transferred to the Government of Moldova, or another entity within the cooperating country, all rights to warranty support and service shall be transferred with the commodity to that entity's end-user.
9. **Taxes and VAT:** The agreement under which this procurement is financed does not permit the financing of any taxes, VAT, tariffs, duties, or other levies imposed by any laws in effect in the Cooperating Country. No such Cooperating Country taxes, VAT, charges, tariffs, duties or levies will be paid under an order resulting from this RFQ.
10. **DUNS Number:** Companies or organizations, whether for-profit or non-profit, shall be requested to provide a Data Universal Numbering System (DUNS) number if selected to receive an award in response to this RFQ valued greater than or equal to USD\$30,000 (or equivalent in other currency). If the Offeror does not have a DUNS number and is unable to obtain one before proposal submission deadline, Offeror shall include a statement noting their intention to register for a DUNS number should it be selected as the successful offeror or explaining why registration for a DUNS number is not possible. Contact Dun & Bradstreet through this webform to obtain a number: <https://fedgov.dnb.com/webform>. Further guidance on obtaining a DUNS number is available from Chemonics upon request.

11. **Eligibility:** By submitting an offer in response to this RFQ, the offeror certifies that it and its principal officers are not debarred, suspended, or otherwise considered ineligible for an award by the U.S. Government. Chemonics will not award a contract to any firm that is debarred, suspended, or considered to be ineligible by the U.S. Government.
12. **Evaluation and Award:** The award will be made to a responsible offeror whose offer follows the RFQ instructions, meets the eligibility requirements, and is determined via a trade-off analysis to be the best value based on application of the following evaluation criteria. The relative importance of each individual criterion is indicated by the number of points below:
- *Technical* – 30 points: Responsiveness to the technical requirements. The Offeror shall demonstrate their capacity to comply with the legal requirements for the design and production of the tourist road signs.
 - *Price* – 40 points: The overall cost presented in the offer.
 - *Delivery* – 30 points: The speed of delivery in calendar days.

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

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

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

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

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

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

- (a) Chemonics’ 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 RFQ and identified in the resulting award; payment will not be issued to a third party.
- (b) Any award resulting from this RFQ will be firm fixed price, in the form of a purchase order.

- (c) 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.
- (d) Any international air or ocean transportation or shipping carried out under any award resulting from this RFQ must take place on U.S.-flag carriers/vessels.
- (e) 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 RFQ must ensure compliance with these laws.
- (f) The title to any goods supplied under any award resulting from this RFQ shall pass to Chemonics following delivery and acceptance of the goods by Chemonics. Risk of loss, injury, or destruction of the goods shall be borne by the offeror until title passes to Chemonics.

Section 2: Offer Checklist

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

- ☐ Cover letter, signed by an authorized representative of the offeror (see Section 4 for template)
- ☐ Official quotation, including specifications of offered equipment (see Section 3 for example format)
- ☐ Federal Funding Accountability and Transparency Act (FFATA) Subaward Reporting Questionnaire, signed by an authorized representative of the offeror (see Section 5 for questionnaire)
- ☐ Copy of the extract from the state register of legal entities. (see Section 1.5 for more details)

Section 3: Specifications and Technical Requirements

The table below contains the technical requirements of the commodities/services. Offerors are requested to provide quotations containing the information below on official letterhead or official quotation format. In the event this is not possible, offerors may complete this Section 3 and submit a signed/stamped version to Chemonics.

Line Item	Description and Specifications	Qty	Items and Specifications Offered	Unit Price (MDL)	Total Price (MDL)
1	Design and production* of the touristic road signs (list included in Attachment 1). Estimative sizes:				
	– 2500*510 sharp cut	15		2613,75	39206,25
	– 2500*5100 rectangular	1		26137,5	26137,5
	– 2500*1020 sharp cut	16		5227,5	83640
	– 2500*1020 rectangular	1		5227,5	5227,5
	– 2500*1500 sharp cut	6		7687,5	46125
	– 2500*1500 rectangular	0		7687,5	0
	- 3000*2000 sharp cut	2		12300	24600
	- 3000*2000 rectangular	1		12300	12300
GRAND TOTAL (MDL), VAT 0%:					237 236,25

Delivery time (after receipt of order): 7 calendar days

The services described in Section 3 must be executed in two phases, as follows:

1. 1st phase on or about August 08, 2020
2. 2nd phase on or about August 15, 2020

*The regulations to be followed for the design and production of the touristic road signs:

- [SM GOST R 52290 ; 2009 și СНИП – III – 18.75](#)
- [The Road Traffic Regulation of the Republic of Moldova](#)

The road signs must be in full compliance with the provisions of the Road Traffic Regulation approved by the Decision of the Government of the Republic of Moldova No. 357 din 13.05.2009.

The operating conditions of road signs and their construction are to be in climatic conditions УХЛ - 1 according to GOST 15150 - 69, which will be operated outdoors, subject to the influence of active corrosion components, which are in the air (sulfur dioxide, chlorides, etc.), ultraviolet radiation, atmospheric humidity, temperature variations.

The road sign must be made of whole galvanized steel sheet with a thickness of 1.0 mm, the edging will be mechanized by simple bending and will be fully protected with a layer of paint at least 60 microns thick. The color of the paint on the back (base) of the indicator should be light gray, matte or semi-matt to avoid the mirror effect.

The background will be applied on the outside of the indicator surface and then the inscriptions, arrows, etc. from the self-adhesive reflective polychlorinated film, the optical element of the film to be used in the manufacture of the road sign will be the microprisms incorporated in diamond-shaped capsules and covered with a transparent polymer.

The film must comply with the requirements of SM GOST R52290: 2009 for the type "B" indicated in point 5.3.3 with reflecting characteristics according to the data in tab. 5.2 and the requirements set out in point 6 of the nominated standard. The film to be used must be confirmed by the certificates of conformity of the manufacturers and will correspond to SM GOST R52290: 2009 for type B. The quality of the reflective foils and the applicable rational technology must guarantee a quality coverage and operation of the road signs. guaranteed service of not less than 10 years.

If at least one side of the indicator exceeds 1.0m in size, it is necessary to provide a frame to ensure rigidity and flatness. Also, the supply for fixing the indicators on metal pipe pillars with a diameter between 57mm - 76mm will be provided.

NOTE: The pillars will be provided by the State Road Administration.

Therefore, the installation of these indicators will be the responsibility of the State Road Administration.

Corrosion protection must ensure a service life of the indicator equal to the service life of the reflective foil used. The marking and packaging of the indicators shall be performed in accordance with the requirements of point 5.7 of MS GOST R52290: 2009

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: Moldova Competitiveness Project
14 Nicolae Iorga street, Chisinau, Republic of Moldova

Reference: RFQ No. RFQ-2020-072

To Whom It May Concern:

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

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

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

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

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

Authorized Signature:  _____

Name and Title of Signatory: Petru Obreja

Date: 08.02.2008

Company Name: Proacplast SRL

Company Address: Albișoara 80/4, ap. 20

Company Telephone and Website: +37369333803

Company Registration or Taxpayer ID Number: 1008600009060

Company DUNS Number: 0606739

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

Official name associated with bank account (for payment): BC Mobiasbanca S.A

Section 5: Federal Funding Accountability and Transparency Act (FFATA) Subaward Reporting Questionnaire

If the offeror is selected for an award valued at \$30,000 or above, and is not exempted based on a negative response to Section 3(a) below, any first-tier subaward to the organization may be reported and made public through FSRS.gov in accordance with The Transparency Acts of 2006 and 2008. Therefore, in accordance with FAR 52.240-10 and 2CFR Part 170, if the offeror positively certifies below in Sections 3.a and 3.b and negatively certifies in Sections 3.c and 3.d, the offeror will be required to disclose to Chemonics for reporting in accordance with the regulations, the names and total compensation of the organization's five most highly compensated executives. By submitting this quotation, the offeror agrees to comply with this requirement as applicable if selected for a subaward.

In accordance with those Acts and to determine applicable reporting requirements, **Company Name** certifies as follows:

- a) In the previous tax year, was your company's gross income from all sources above \$300,000?

☐ **Yes** ☐ **No**

- b) In your business or organization's preceding completed fiscal year, did your business or organization (the legal entity to which the DUNS number belongs) receive (1) 80 percent or more of its annual gross revenues in U.S. federal contracts, subcontracts, loans, grants, subgrants, and/or cooperative agreements; **and** (2) \$25,000,000 or more in annual gross revenues from U.S. federal contracts, subcontracts, loans, grants, subgrants, and/or cooperative agreements?:

☐ **Yes** ☐ **No**


- c) Does the public have access to information about the compensation of the executives in your business or organization (the legal entity to which the DUNS number it provided belongs) through periodic reports filed under section 13(a) or 15(d) of the Securities Exchange Act of 1934 (15 U.S.C. 78m(a), 78o(d)) or section 6104 of the Internal Revenue Code of 1986? (FFATA § 2(b)(1)):

☐ **Yes** ☐ **No**

- d) Does your business or organization maintain an active registration in the System for Award Management (www.SAM.gov)?

☐ **Yes** ☐ **No**

I hereby certify that the above statements are true and accurate, to the best of my knowledge.

Authorized Signature:  _____

Name and Title of Signatory: Petru Obreja

Date: 24.07.2020

Attachment 1. List of touristic road signs

#	Tourist Road Sign	Shape	Size	Location	Location
1	Pensiunea Meșter Faur ←	Sharp cut	2500x510	29.725763	46.596587
2	Pensiunea Meșter Faur 1 km →	Sharp cut	2500x510	29.715320	46.601375
3	Pensiunea Meșter Faur 10 km ←	Sharp cut	2500x510	29.707869	46.532062
4	Pensiunea Meșter Faur 10 km →	Sharp cut	2500x510	29.708894	46.532118
5	Complexul Turistic Eco-Village ←	Sharp cut	2500x1020	28.174395	45.623460
6	Complexul Turistic Eco-Village →	Sharp cut	2500x1020	28.174395	45.623460
7	Pensiunea Casa Bunicului ←	Sharp cut	2500x1020	28.185908	45.820097
8	Pensiunea Casa Bunicului →	Sharp cut	2500x1020	28.185908	45.820097
9	Pensiunea Satul Moldovenesc 1 km →	Sharp cut	2500x1020	28,935,415	47,208,310
10	Pensiunea Satul Moldovenesc 1,2 km ←	Sharp cut	2500x1020	28,932,607	47,207,856
11	Pensiunea Satul Moldovenesc 1,8 km →	Sharp cut	2500x1020	28,929,068	47,211,902
12	Pensiunea Satul Moldovenesc 9 km ←	Sharp cut	2500x1020	28,942,664	47,156,754
13	Hanul Lui Hanganu 200 m →	Sharp cut	2500x510	29,023,401	47,566,317
14	Hanul Lui Hanganu ←	Sharp cut	2500x510	29,020,588	47,566,431
15	Atelier meșteșugăresc Casa Olarului 1,5 km →	Sharp cut	2500x1500	28.330813	47.395106
16	Atelier meșteșugăresc Casa Olarului 1,5 km ←	Sharp cut	2500x1500	28.334563	47.394754
17	Conacul Mierii 200 m →	Sharp cut	2500x510	28.320976	47.135241
18	Conacul Mierii 200 m ←	Sharp cut	2500x510	28.319808	47.134565
19	Pensiunea Trei Păstori 500 m ←	Sharp cut	2500x1020	28.566189	47.536516
20	Pensiunea Trei Păstori 500 m →	Sharp cut	2500x1020	28.564909	47.536742
21	Pensiunea Bostaniada 7,5 km →	Sharp cut	2500x510	29,084,904	47,082,843
22	Pensiunea Bostaniada 3 km →	Sharp cut	2500x510	29,132,591	47,066,471
23	Pensiunea Bostaniada 1 km ←	Sharp cut	2500x510	29.140823	47.030942
24	Pensiunea Bostaniada 13 km ↑	Rectangular	2500x510	29.014813	47.070464
25	Pensiunea La Bocana ←	Sharp cut	2500x510	29.313293	46.951206
26	Pensiunea La Bocana 1 km →	Sharp cut	2500x510	29,305,910	46,958,072
27	Pensiunea La Bocana 3 km ←	Sharp cut	2500x510	29,283,527	46,957,814
28	Pensiunea La Bocana 3 km →	Sharp cut	2500x510	29,283,465	46,956,963
29	Pensiunea La gura cuptorului ←	Sharp cut	2500x1020	28,176,705	45,649,712
30	Pensiunea La gura cuptorului →	Sharp cut	2500x1020	28,176,700	45,649,452
31	Atelier meșteșugăresc Ceramica Triboi 400 m ←	Sharp cut	2500x1500	28.231968	47.169547
32	Atelier meșteșugăresc Ceramica Triboi 1 km →	Sharp cut	2500x1500	28.223211	47.166732
33	Atelier meșteșugăresc Ceramica Triboi 4 km ←	Sharp cut	2500x1500	28.242339	47.152553
34	Atelier meșteșugăresc Ceramica Triboi 4 km →	Sharp cut	2500x1500	28.245063	47.151593
35	Pensiunea Fata Morgana →	Sharp cut	2500x1020	29,099,016	47,362,761
36	Pensiunea Fata Morgana 500 m ↑	Rectangular	2500x1020	29,103,524	47,360,483
37	Pensiunea Fata Morgana 400 m ←	Sharp cut	2500x1020	29,103,047	47,361,223
38	Pensiunea Fata Morgana 3 km →	Sharp cut	2500x1020	29,118,438	47,341,471
39	Pensiunea Fata Morgana 7,5 km →	Sharp cut	2500x1020	29,106,485	47,379,689

40	Pensiunea Școala Veche 1,3 km ←. Mănăstirea Țâpova 6,5 km ↑. Hanul Lui Hanganu 9 km ↑	Rectangular	3000x2000	28,942,503	47,603,920
41	Pensiunea Școala Veche 10 km →. Mănăstirea Țâpova 15 km → Hanul Lui Hanganu 18 km →	Sharp cut	3000x2000	28,837,114	47,633,495
42	Pensiunea Școala Veche 10 km ←. Mănăstirea Țâpova 15 km ←. Hanul Lui Hanganu 18 km ←	Sharp cut	3000x2000	47,634,830	47,634,830