

# REQUEST FOR **PROPOSALS (RFP)**

# Operationalization and Maintenance of Cold Storage Facilities at **Boustan Sabz**

BS-FTP-001

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### **Executive Summary**

### Purpose and Strategic Importance of the RFP:

This Request for Proposal (RFP) is issued by Boustan Sabz with the primary purpose of identifying and selecting a competent supplier to operationalize and maintain our cold storage facilities. The operationalization of these facilities is crucial to enhancing the efficiency of our logistics and storage operations, directly impacting our ability to manage and distribute perishable goods effectively across Afghanistan. This RFP aims to establish a partnership with a supplier who demonstrates not only the capability to meet our technical and operational requirements but also aligns with our strategic objectives of reliability, sustainability, and innovation in supply chain management.

### Objectives for Operationalization and Maintenance of Cold Storage:

- 1. **Operational Readiness:** Ensure all cold storage units are fully operational, compliant with industry standards, and ready to handle the projected storage needs, particularly for perishable goods such as juices, concentrates, tomato paste, and dried fruits.
- 2. **Maintenance Excellence:** Establish a routine and emergency maintenance protocol that minimizes downtime and extends the lifespan of our cold storage equipment, including compressors, chillers, and electrical systems.
- 3. **Technical Efficiency:** Enhance the technical capabilities of our cold storage facilities through modernization and upgrades, where necessary, to improve energy efficiency and reduce operational costs.
- 4. **Quality Assurance:** Guarantee that all operational practices meet or exceed regulatory requirements and quality standards, ensuring the integrity and safety of stored products.
- 5. **Scalability and Flexibility:** Build capacity in our cold storage operations to accommodate future growth in product volume and diversity, including potential expansions or technological integrations.

### Introduction

### Background Information on Boustan Sabz:

Boustan Sabz, a leader in agricultural and food production, is headquartered in Barikab, Bagram, Parwan-Afghanistan. Specializing in the cultivation, processing, and distribution of diverse agricultural products, our company prides itself on its commitment to quality and sustainability. Boustan Sabz operates numerous state-of-the-art facilities across Afghanistan, dedicated to producing juices, concentrates, tomato paste, and dried fruits. Our operations are vertically integrated, covering all stages from raw material sourcing to distribution, ensuring stringent control over quality and supply chain efficiency.

# Current Status and Significance of Cold Storage in Boustan Sabz's Operations:

Our cold storage facilities, vital to the logistics and distribution framework, have unfortunately not been operationalized for the past three years, resulting in certain parts becoming obsolete or missing. These facilities are crucial for preserving the quality and extending the shelf life of our perishable products, enabling us to maintain product integrity from farm to table, reduce waste due to spoilage, and satisfy the stringent quality requirements of both local and international markets.

Given the critical need to bring these facilities back to operational status, this RFP is issued to identify and secure a supplier capable of delivering a comprehensive turnkey solution for the operationalization and ongoing maintenance of our cold storage systems. The project will encompass an initial technical assessment to determine the current state of the facilities, procurement of missing components, installation, and operationalization of the entire system, followed by regular maintenance.

We are seeking a partnership with a supplier who can offer reliable, scalable, and cost-effective cold storage solutions that incorporate innovative approaches and proven technologies. This partnership is intended to ensure that our facilities not only meet but exceed current industry standards and practices.

### Scope of Work

#### 1. Initial Assessment and Reporting:

- Conduct a comprehensive technical survey of the existing cold storage facilities to assess their current condition, including an inventory of all existing machinery, equipment, and infrastructure.
- Identify missing components, potential upgrades, and areas requiring repair or replacement.
- Provide a detailed report outlining the findings of the assessment, including recommendations for the operationalization and any necessary upgrades to meet current industry standards.

#### 2. Procurement and Installation of Necessary Equipment:

- Based on the assessment report, source and procure all necessary components and equipment required to operationalize the cold storage facilities.
- Manage the logistics of delivering equipment to the site in Barikab, Bagram.
- Install all components, ensuring that all systems are integrated and functioning seamlessly.

#### 3. System Configuration and Startup:

- Configure all systems to ensure they operate efficiently and meet the specific requirements of Boustan Sabz for storing perishable goods such as juices, concentrates, tomato paste, and dried fruits.
- Perform initial startup and testing of the facilities to ensure everything is operating as intended.

#### 4. Maintenance and Operational Support:

- Develop and implement a maintenance schedule for all cold storage equipment to ensure ongoing operational efficiency and longevity.
- Provide training for Boustan Sabz staff on the operation and routine maintenance of the equipment.
- Offer technical support and troubleshooting services during the initial months of operation to ensure any issues are promptly addressed.

#### 5. Documentation and Compliance:

- Provide all necessary documentation, including installation manuals, maintenance guides, and operational protocols.
- Ensure that the operationalization of the cold storage facilities complies with local regulations and international best practices in food safety and storage.

#### 6. Turnkey Project Management:

- Manage all aspects of the project from initial assessment to full operational status, ensuring that the project is completed on time, within budget, and to the specifications agreed upon.
- Communicate regularly with Boustan Sabz management, providing updates and reports throughout the project lifecycle.

### **Technical Specifications**

#### Boustan Sabz Cold Storage Operationalization and Maintenance

This section details the technical requirements necessary for the complete operationalization and ongoing maintenance of Boustan Sabz's cold storage facilities. The facilities, designed to manage a significant capacity of 40,000+ metric tons, require detailed technical oversight and enhancement to ensure operational efficiency and compliance with safety and quality standards.

The operationalization process involves a comprehensive technical survey and the repair or upgrade of existing infrastructure. It encompasses various systems including electrical, cooling, and mechanical components essential for the safe and efficient operation of storage facilities.

#### Specific Technical Tasks Include:

- Technical survey of all cold storage operation-related units with a capacity of 40,000 metric tons to assess current conditions and operational efficiency.
- Purchase and installation of electrical cables for generators, compressors, chillers, cooling towers, air ventilation systems, and cold room lighting, with specifications and measurements detailed in this report.

- Maintenance of Grasso SP air compressors already installed in five sets.
- Regular maintenance of chillers and pre-cooling systems to ensure they meet operational standards.
- Forklift maintenance, including the servicing of related batteries.
- Assessment and repair of living quarters for the operations team.
- Assessment and repair of the CCTV system to ensure optimal security monitoring capabilities.
- Upkeep of cold storage operation offices, including the related air conditioning systems to maintain a comfortable working environment.
- Evaluation of the gym facilities within the cold storage complex.
- Assessment and repair of the kitchen and dining hall to ensure they meet health and safety regulations.

The following table provides specific requirements for the components needed for these tasks. Prospective suppliers are encouraged to review this table carefully to understand the scope and prepare their proposals accordingly.

No	Item Name	Specification	QTY	Unit	Unit price	Cost Estimation
Gen	Generators					
1	Generator Buttery	200 Amp Best Quality	8	Set		0
2	HMI Control line	For synchronizes four set generators	225	Meter		0
3	Automatic change Over Control panel	As per Sit requirements capacity (3 MW) Government and generators electricity	1	Set		0
4	Generators synchronize system	Synchronize panel is already installed just need generators synchronize	4	Set		0
MD	MDP 1 Main Distribution Panel					
1	Main breaker	Schneider 1600 Amp	1	Set		0
2	Distribution breaker	Schneider 400 Amp	1	Set		0
3	Distribution breaker	Schneider 100 Amp	2	Set		0
4	Distribution breaker	Schneider 800 Amp	1	Set		0
5	Distribution breaker	Schneider 300 Amp	1	Set		0
6	Copper busbars	50x10 mm	12	Meter		0
7	Copper busbars	30x5 mm	10	Meter		0
MD	MDP 2 Main Distribution Panel					
1	Main breaker	Schneider 1600 Amp	1	Set		0
2						0
Соо	Cooling 2 Control Panel					
1	SIEMENS 3RT1064-66 Contactor	AC-3 225A 400V 110kW 2NO 2NC 3RT106466	4	Set		0

2	SIEMENS 3RT1055-66 Contactor		2	Set	0
3	SIEMENS 3RB2066- 1GC2 Contactor		1	Set	0
Con	pressors Cable				·
1	Electrical Cable Compressor Unit 1	4x70 mm <sup>2</sup> Armored THHN Turkey made Copper (Oznur)	76	Meter	0
2	Electrical Cable Compressor Unit 2	4x70 mm <sup>2</sup> Armored THHN Turkey made Copper (Oznur)	88	Meter	0
3	Electrical Cable Compressor Unit 3	4x150 mm <sup>2</sup> Armored THHN Turkey made Copper (Oznur)	108	Meter	0
4	Electrical Cable Compressor Unit 4	4x95 mm <sup>2</sup> Armored THHN Turkey made Copper (Oznur)	120	Meter	0
5	Electrical Cable	4x95 mm <sup>2</sup> Armored THHN Turkey made Copper (Oznur)			
	Compressor Unit 5		132	Meter	0
Ger	nerator , Panels , Lighting an			[[	
1	Electrical Cable	1x240 mm <sup>2</sup> (Single Core) Flexible Turkey made Copper (Oznur)	4700	Meter	0
2	Electrical Cable	4x150 mm2 THHN Turkey made Copper (oznur) company	444	Meter	0
3	Electrical Cable	4x70 mm2 THHN Turkey made Copper (oznur) company	524	Meter	0
4	Electrical Cable	5x4 mm2 THHN Turkey made Copper (oznur) company	100	Meter	0
5	Electrical Cable	2x4 mm2 THHN Turkey made Copper (oznur) company	100	Meter	0
6	Electrical Cable	5x6 mm2 THHN Turkey made Copper (oznur) company	411	Meter	0
7	Electrical Cable	3x6 mm2 THHN Turkey made Copper (oznur) company	320	Meter	0
8	Electrical Cable	2x10 mm2 Wholesale Copper (oznur) company	100	Meter	0
9	Electrical Cable	5x2,5 mm² Flexible Turkey made Copper (Oznur)	942	Meter	0
10	Electrical Cable	4x10 mm <sup>2</sup> Flexible Turkey made Copper (Oznur)	1080	Meter	0
11	Electrical Cable	4x6 mm <sup>2</sup> Flexible Turkey made Copper (Oznur)	230	Meter	0
12	Electrical Cable	4x4 mm <sup>2</sup> Flexible Turkey made Copper (Oznur)	14337	Meter	0
13	Electrical Cable	3Cx2,5 mm <sup>2</sup> Flexible Turkey made Copper (Oznur)	935	Meter	0

		5G1,5 mm <sup>2</sup> UNE 21150 Made In SPAIN			
14 15 16	Electrical Cable	111217	365	Meter	0
		3x4 mm <sup>2</sup> Flexible Turkey made Copper			
	Electrical Cable	(Oznur)	2068	Meter	0
		3x2,5 mm <sup>2</sup> Flexible Turkey made Copper			
10	Electrical Cable	(Oznur)	100	Meter	0
		4x16 mm <sup>2</sup> Flexible Turkey made Copper			
17	Electrical Cable	(Oznur)	295	Meter	0
		7G1,5 mm <sup>2</sup> LINAX USE <har> H07 RN-F</har>			
10	Electrical Cable	7G1,5 213	166	Meter	0
19	Electrical Cable For HMI	6XV1 X 2 SIEMENS SIMATIC NET PROFIBUS FC	280	Meter	
15	Control	6P 6XV1 75*C 600V SUN RES	200		0
20	Electrical Cable Sensor	SANKA KABLO 3x0,75 mm2 LIYCY (120312)	610	Meter	
20	Control	0169mt MADE IN TURKEY	010		0
21	Electrical Ert Cable	1x35 mm <sup>2</sup> - RM THHN Turkey Made	633	Meter	0
22	Electrical Ert Cable	1x95 mm <sup>2</sup> - RM THHN Turkey Made	365	Meter	0
23	Electrical Ert Cable	1x25 mm <sup>2</sup> - RM Flexible Turkey Made	60	Meter	0
24	Electrical Ert Cable	1x10 mm <sup>2</sup> - RM Flexible Turkey Made	295	Meter	0
25	Electrical Ert Cable	1x6 mm <sup>2</sup> - RM Flexible Turkey Made	1648	Meter	0
Cab	Cable Connectors				
	Terminal Copper	As per requirement 240 mm <sup>2</sup>			
	Connectors			PCS	
					0

Suppliers are expected to propose a detailed execution plan based on the specifications provided. This plan should include timelines, compliance with international standards, and a clear description of all tasks involved.

Complete documentation for all equipment and upgrades is required, including compliance certificates, maintenance logs, and operational manuals. This documentation will ensure transparency and facilitate ongoing maintenance

### **Proposal Submission Requirements**

#### 1. Eligibility Criteria:

- Respondents must demonstrate a proven track record in successfully operationalizing and maintaining similar cold storage facilities.
- Suppliers must provide evidence of compliance with international standards for cold storage operations, including certifications in food safety, environmental safety, and quality control.
- Bidders should have at least five years of experience in the field with references from similar projects.

#### 2. Proposal Format and Content:

- Technical Proposal:
  - Detailed description of the proposed methodology and approach for the assessment, operationalization, and maintenance of the cold storage facilities.
  - Team qualifications and experience, including resumes of key personnel and their roles in the project.
  - Case studies or examples of similar projects completed successfully.
  - Proposed timeline for each phase of the project, from assessment to full operationalization.

#### • Financial Proposal:

- Itemized budget that covers all aspects of the project, including procurement of parts, labor, transportation, and any other expenses.
- Pricing structure, including any ongoing maintenance fees or additional costs for extended services.
- Payment terms proposed, including milestones and conditions for payment.

#### 3. Submission Deadline and Instructions:

- Proposals must be submitted in English, in both electronic and hard copy formats.
- All proposals should be delivered by 31 January, 2025 no later than 4:00 PM Afghanistan Time, to the following address:
  - **Physical:** House Number 40, In front of Ihsan Petrol Pump, Qalai Fathullah, Kabul-Afghanistan
  - o **Or by Email:** <u>Procurement@boustan.af</u>
- Late submissions will not be considered.

#### 4. Supporting Documents Required:

- Company registration and business licenses.
- Certifications and qualifications relevant to cold storage operations.
- Letters of recommendation or client testimonials from previous projects.
- Any additional documents that support the proposal, such as brochures, policies, or compliance certificates.

### **Evaluation and Selection Criteria**

1. Evaluation Process:

- All submitted proposals will be reviewed to ensure they meet the minimum eligibility criteria as specified in the proposal submission requirements.
- Proposals that meet these criteria will then be evaluated based on a weighted scoring system that assesses both technical and financial aspects.

#### 2. Criteria for Evaluation:

- Technical Merit (50% Weight):
  - Adequacy of the proposed methodology and technology for operationalizing and maintaining the cold storage facilities.
  - Experience and qualifications of the team, particularly in similar projects.
  - Innovation and sustainability of the proposed solution.
  - Quality of the technical support and training program.
  - Project management capabilities and adherence to proposed timelines.

#### • Financial Feasibility (50% Weight):

- Overall cost-effectiveness of the proposal.
- Clarity and transparency of the budget breakdown.
- Suitability of the payment terms to Boustan Sabz's financial planning.
- Long-term cost benefits of maintenance and operational services.

#### 3. Selection Process:

- The proposals will be ranked based on their total scores from the evaluation process.
- The top-ranked proposals may be subject to further negotiation before the final contract is awarded.
- Boustan Sabz reserves the right to request additional information or clarification from any proposers at any stage of the evaluation process.

#### 4. Notification of Selection:

- All proposers will be notified of the outcomes of the evaluation process.
- Feedback will be provided to unsuccessful proposers upon request.
- The successful proposer will be invited to enter into contract negotiations with Boustan Sabz.

## **Budget and Pricing**

#### 1. Budget Overview:

- Boustan Sabz has allocated a preliminary budget for the operationalization and maintenance of the cold storage facilities. While we encourage cost-effective solutions, we emphasize the importance of quality and sustainability in the proposals.
- Proposers are required to provide a detailed, itemized budget that includes all expected costs such as procurement of parts, installation, labor, and any additional services necessary for the project's completion.

#### 2. Pricing Structure:

- Proposals must include a clear and transparent pricing structure. This should cover:
  - Initial costs for assessment, procurement, and installation.
  - Ongoing maintenance costs, including any regular service fees.
  - Any optional costs or additional services that might be relevant.
- Prices should be presented in USD and must remain valid for a minimum of 180 days following the proposal submission date.

#### 3. Payment Terms:

- Boustan Sabz proposes payment terms that are tied to specific project milestones:
  - 20% payment after 30% of the work is completed and verified.
  - Additional payments will be made following the same structure, with amounts and milestones specified in the contract.
  - The final 10% of the contract price will be retained for a period of 3 months after the successful completion of the project to ensure all systems are functioning correctly and to address any post-completion issues.

#### 4. Cost Justification:

- Suppliers are required to provide a justification for each cost element included in their proposal. This should explain why each cost is necessary and how it contributes to the overall success of the project.
- Proposals should also include any potential cost savings or efficiencies that could be realized over the lifecycle of the cold storage facilities.

## Confidentiality and Data Security

#### 1. Confidentiality Obligations:

- Both parties will be required to sign a confidentiality agreement that obligates them to protect and keep confidential all proprietary information exchanged during the project. This includes but is not limited to technical specifications, project data, business operations details, and any other sensitive information.
- The confidentiality agreement will specify the duration of the confidentiality obligations, which will extend beyond the termination or completion of the contract to ensure long-term protection of sensitive information.

#### 2. Data Protection and Security Measures:

- The supplier must implement robust data protection measures to secure any data related to Boustan Sabz, particularly data that pertains to cold storage operations and product specifications.
- Measures should include secure storage, handling, and transmission of data, with regular audits to ensure compliance with the latest security standards.

#### **3. Intellectual Property Rights:**

- Any intellectual property developed during the course of the project, including innovations, discoveries, and improvements, will be addressed in the contract terms. Typically, Boustan Sabz will retain ownership of all project-related intellectual property, with specific rights granted to the supplier as necessary for the project.
- Detailed terms regarding the use, modification, and distribution of intellectual property will be included in the final contract.

#### 4. Breach of Confidentiality:

- The contract will specify the consequences of a breach of confidentiality, which may include penalties, termination of the contract, and legal action if necessary.
- Procedures for reporting and handling breaches will be clearly outlined to ensure prompt and effective resolution.

### **Communication Protocol**

#### 1. Contact Information:

- Mr. Masoom Maiwand, Maintenance Manager at Boustan Sabz, is the designated point of contact for all matters related to this RFP. He will facilitate communications, provide clarifications, and manage correspondence with potential suppliers.
- Contact details:
  - Email: m.maiwand@boustan.af

#### 2. Submission of Questions:

 Prospective proposers may submit any queries or seek clarifications regarding the RFP via email to Mr. Maiwand. It is advisable to submit all questions well in advance of the proposal submission deadline to ensure sufficient time for a comprehensive response. This proactive communication will assist proposers in understanding the scope and requirements of the RFP fully, thereby enabling the submission of well-informed proposals.

#### 3. Pre-Proposal Conference:

• Boustan Sabz will organize a pre-proposal conference to provide further insights into the project's specifics and answer any queries from potential suppliers. The details of this conference, including the date and time, will be communicated directly to all interested suppliers in a timely manner. The conference is an excellent opportunity for proposers to gain a deeper understanding of the project requirements and expectations.

#### 4. Proposal Submission Instructions:

- All proposals must adhere to the stipulated guidelines as detailed in the RFP document. Proposals must comprehensively address all requirements to be considered valid.
- The final deadline for proposal submission is 4:00 PM on January 31, 2025. Proposals must be sent via email to the contact provided. Proposals received after this deadline will not be eligible for consideration, emphasizing the importance of timely submission.

#### 5. Post-Selection Communication:

- Following the evaluation of proposals, Boustan Sabz will communicate the decision to all participants. The successful proposer will be notified and invited to engage in further discussions to finalize the contract terms. This step is crucial for aligning expectations and formalizing the engagement.
- Unsuccessful proposers will have the opportunity to request feedback on their submissions. This feedback is intended to provide valuable insights into the decision-making process and help suppliers enhance future proposals.

### **Proposal Submission Format**

#### 1. General Format:

- Proposals must be presented in a clear, organized, and professional manner. All documentation should be submitted in English and should be easily navigable with a table of contents, section headings, and page numbers.
- Proposals should be formatted as PDF documents to ensure that all information remains intact and is easily accessible.

#### 2. Content Requirements:

• Technical Proposal:

- Overview: A summary of the supplier's understanding of the project scope and objectives.
- Methodology: Detailed description of the proposed methods for operationalization and maintenance of the cold storage facilities.
- Project Plan: Timeline and milestones for project completion, including key phases such as assessment, installation, and operationalization.
- Team and Experience: Information about the team members, including key personnel's qualifications and relevant experience. Include resumes or brief bios.
- Case Studies/References: Examples of previous similar projects, including outcomes and contact information for references.

#### • Financial Proposal:

- Detailed Budget: Itemized list of all costs associated with the project, including but not limited to labor, materials, equipment, and any contingencies.
- Payment Schedule: Proposed schedule tied to project milestones.
- Cost-Benefit Analysis: Explanation of the financial benefits of the proposal, including any cost efficiencies or value adds.

#### 3. Submission Details:

- Proposals must be submitted via email to Mr. Masoom Maiwand at m.maiwand@boustan.af by the specified deadline—4:00 PM on January 31, 2025.
- The subject line of the email should be formatted as follows: "Proposal for Cold Storage Operationalization and Maintenance.
- Ensure that all digital files are virus-free and do not require any special software to open other than a standard PDF reader.

#### 4. Additional Documentation:

• Proposers are required to include all supporting documentation that substantiates their proposal. This includes, but is not limited to, company profiles, certifications, licensing information, and any legal documents relevant to the proposal.

### Post-Selection Communication

#### 1. Notification of Decision:

• All proposers will be promptly notified of the selection results via email. This communication will be issued by Boustan Sabz within two weeks of the proposal submission deadline.

• The successful supplier will be provided with initial feedback regarding the strengths of their proposal and preliminary steps for contract negotiation.

#### 2. Contract Negotiation and Finalization:

- Upon selection, the successful supplier will enter into detailed contract negotiations with Boustan Sabz. These negotiations will focus on finalizing the contract terms, payment schedules, and any other legal obligations required to commence work.
- The final contract will reflect the terms discussed in the RFP and any adjustments agreed upon during the negotiation phase. It is expected that both parties will work collaboratively to address any issues and ensure a mutual understanding of the contract's terms.

#### 3. Feedback to Unsuccessful Proposers:

- Unsuccessful proposers will have the opportunity to request detailed feedback on their submissions. This feedback aims to provide insights into the decision-making process and identify areas for improvement that may enhance the proposer's chances in future RFPs.
- Requests for feedback must be submitted within 30 days following the notification of the selection results.

#### 4. Onboarding and Project Initiation:

- Once the contract is signed, an onboarding process will be initiated to integrate the successful supplier's team with Boustan Sabz's operations. This will include a series of introductory meetings, a review of project management tools, and the establishment of communication channels.
- A project kickoff meeting will be scheduled to outline the project's scope, confirm timelines, and reiterate the objectives and expectations. This meeting will ensure that all team members are aligned and clear on their roles and responsibilities.

### **Contract Terms and Conditions**

#### 1. Contract Duration:

• The initial contract will be set for a period necessary to complete all specified works, estimated to last up to 6 months, with an option to extend based on performance and mutual agreement.

#### 2. Warranty and Maintenance:

- The supplier will provide a comprehensive warranty covering all labor, parts, and equipment for a minimum period of one year after the completion of the project.
- Ongoing maintenance terms will be discussed and included in the contract, ensuring sustained operational efficiency and compliance with safety standards.

#### 3. Compliance with Laws and Standards:

- The supplier is required to comply with all local laws in Afghanistan and applicable international standards related to cold storage operations and food safety.
- Necessary permits and certifications must be maintained and provided to Boustan Sabz as part of the project documentation.

#### 4. Payment Terms:

- Payments will be structured around milestone completions, with terms to be negotiated based on project phases and progress benchmarks.
- Final payment terms, including any retainage to ensure completion of all obligations, will be detailed in the contract.

#### 5. Confidentiality and Intellectual Property:

• Both parties will agree to maintain the confidentiality of all proprietary information exchanged during the contract. Intellectual property rights, especially those pertaining to any innovations or proprietary systems developed during the project, will be clearly defined and assigned.

#### 6. Termination Clauses:

• Conditions under which the contract may be terminated by either party will be explicitly stated, including mechanisms for early termination due to non-performance, breach of contract, or external factors affecting the project scope.

#### 7. Dispute Resolution:

- The contract will specify structured processes for resolving disputes, favoring mediation and arbitration as first steps before legal action.
- Jurisdiction for dispute resolution will be clearly defined to ensure fairness and transparency.

#### 8. Final Contract Terms:

• Detailed final contract terms will be shared with the selected supplier during the negotiation phase. These terms will encompass all legal, payment, and operational conditions agreed upon between Boustan Sabz and the supplier.

### **Conclusion and Submission Instructions**

#### Conclusion:

 Thank you for considering this opportunity to partner with Boustan Sabz in the operationalization and maintenance of our cold storage facilities. We look forward to receiving your proposals and are excited about the potential collaborations that will help enhance our operations and service delivery.

## Submission Instructions:

- **Proposal Deadline:** All proposals must be submitted no later than 4:00 PM on January 31, 2025. Late submissions will not be considered.
- **Submission Format:** Proposals must be submitted electronically in PDF format to ensure they are secure and unalterable. Please send your proposals to Mr. Masoom Maiwand at m.maiwand@boustan.af. The email subject should include "Proposal for Cold Storage Operationalization and Maintenance of Boustan Sabz.
- **Required Documents:** Ensure that your proposal includes all the required documents as listed in the Attachments and Appendices section. Use the provided checklist to verify that your submission is complete.
- Questions and Further Information: Should you have any questions or require further information during your proposal preparation, do not hesitate to contact Mr. Masoom Maiwand via the provided email. Please ensure that all inquiries are made well in advance of the submission deadline.

#### **Final Review:**

• We recommend that all proposers conduct a thorough final review of their proposal to ensure accuracy, completeness, and compliance with all stated requirements. This will enhance the quality of your submission and increase the likelihood of your proposal being selected.