

REQUEST FOR QUOTATIONS – GOODS
MILK COLLECTION CENTRES SOLAR SYSTEM PROJECT 2025–2028

Issued by:

Galaxy Food and Beverages Limited

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I. INTRODUCTION

Galaxy Food and Beverages Ltd (“the Company”) is a Tanzanian registered business and producer of the **Kilimanjaro Fresh Dairy** brand. The Company aims to enhance farmer livelihoods through reliable market linkages, improved cold-chain infrastructure, and capacity-building initiatives that support sustainable milk production.

The Company has partnered with the **Global Alliance for Improved Nutrition** (“GAIN”) in a multi-year project funded by the **Austrian Development Agency** (“ADA”) entitled: **“Strengthening the Dairy Market in Tanzania.”**

GAIN’s purpose is to advance nutrition outcomes by improving the consumption of nutritious and safe food for all people, especially those most vulnerable to malnutrition.

II. BACKGROUND & TIMESCALES

The purpose of this RFQ is to engage a qualified organization or individual to **supply, deliver, install and maintain solar panel systems** at Galaxy milk collection centers.

A total of **22 solar panels** will be procured under this project for installation across **22 milk collection centres**. These solar panels will be ordered and paid for **in batches across the lifetime of the project**. This initial RFP is for the purchase of 7 panels.

Below is the proposed procurement timetable for the initial 7 panels This timetable is indicative and the Company reserves the right to amend it if necessary.

RFQ issue date	12th May 2026
Deadline for Bidders to submit questions	15th May 2026
Deadline to respond to clarifications	22nd May 2026
RFQ closes - deadline for submission	29 th May 2026
Clarifications, evaluation & governance	1 st to 5 th June 2026
Planned contract signature date	8 th June 2026
Proposed delivery date of 7 panels at Galaxy sites	by 31 st July 2026

III. THE OPPORTUNITY

Details of goods and services to be supplied – note, more detailed specification is attached in Appendix 1: Detailed Technical Specifications

Grid-tied solar system
Communication equipments
Current transformers
Solar panels structures
Materials , installations and commissioning
Labour

Installation locations:

S.NO	COOLING CENTER NAME	LOCATIONS
1	NGARAMTONI	ARUSHA
2	AKERI	ARUSHA
3	LYAMUNGO	KILIMANJARO
4	MWIKI	KILIMANJARO
5	UDURU	KILIMANJARO
6	SANYA	KILIMANJARO
7	BWANI	KILIMANJARO

Related services:

Planning & Installation Services
Operations & Maintenance Services
Warranties
Performance Monitoring
Troubleshooting and Repairs
System Design

Payment profile:

Bidders may indicate their preferred payment terms including:

- Advance payment
- Partial payments upon delivery or installation

- Final payment upon completion

IV. INSTRUCTIONS TO BIDDERS

This section ensures that bidders are provided with sufficient information to understand the requirements and submit consistent proposals.

Bidders should read these instructions carefully before submitting their proposals.

- **Company Contact**

The following individual is the nominated contact for this RFQ:

Name/Role: Simon Langat, Plant Engineer Galaxy Food & Beverages Ltd

Email: info@kilimanjarofresh.co.tz

Please copy all communications to:

Name/Role: Sophie Charman-Blower, Head of Procurement at GAIN:

Email: scharman-blower@gainhealth.org

- **Queries and Clarifications**

Bidders must submit questions in writing via email to: info@kilimanjarofresh.co.tz copying scharman-blower@gainhealth.org

The Company may circulate responses to all bidders to ensure equal access to information.

The Company may also issue amendments to the RFQ where necessary.

- **Preparing Your Response:**

Bidders must obtain all necessary information for preparing their proposals at their own expense. Bidders should notify the Company promptly of any perceived ambiguity or inconsistency within the RFQ.

- **Submitting Your Response:**

Proposals must be submitted **in English**.

Proposals should be emailed to: info@kilimanjarofresh.co.tz copying scharman-blower@gainhealth.org

Subject Line: **GALAXY SOLAR SYSTEM PROJECT 2025–2028**

Documents must be compatible with **Microsoft Office** and should not exceed **30MB**.

Technical Proposal

Maximum:

- 10 PowerPoint slides OR
- 10 pages A4

Must include:

- Introduction to the organisation
- Relevant experience (two examples)
- Ability to meet project requirements
- Proposed timeline for delivery

Financial Proposal

Must include:

- Detailed costing including delivery and installation costs to final sites
- Detailed costing including delivery CIF Dar es Salaam port and installation costs at final site, as detailed in Appendix 1¹
- Signed Offer of Goods, Form of Tender (see Section XIV)

V. TERMS & CONDITIONS

Participation in this RFQ confirms acceptance of these conditions.

- **Jurisdiction**

Any contract resulting from this RFQ shall be governed by the **laws of the United Republic of Tanzania**.

- **Late Proposals**

Late submissions may be rejected at the Company's discretion.

- **Acceptance of Proposals**

The Company is not obliged to accept the lowest priced proposal.

The Company reserves the right to:

- accept or reject any proposal
- negotiate with bidders

¹ If you are only able to offer pricing to final site, or you are only able to provide costings to Dar es Salaam, please make this clear in your proposal

- cancel or modify the RFQ process

VI. EVALUATION AND SELECTION PANEL

Galaxy Food and Beverages Limited will establish an **Evaluation Panel** to review all submitted bids.

The panel will include representatives from:

- Galaxy Food and Beverages Limited
- Project partners or advisors where required

At least 50% of the panel members will be representatives of Galaxy Food and Beverages Limited.

The panel will:

- review submitted proposals
- assess technical and financial compliance
- recommend the successful bidder.

Final contract approval will remain with **Galaxy Food and Beverages Limited**.

VII. PROCUREMENT COMPLIANCE AND ANTI-CORRUPTION

The Company is committed to **transparent and ethical procurement practices**.

Bidders confirm that they will not engage in:

- bribery
- fraud
- collusive practices
- corruption

Any bidder found engaging in such activities may be **disqualified from the procurement process**.

VIII. CONFLICT OF INTEREST

Bidders must disclose any potential **conflict of interest**, including:

- relationships with Company staff involved in the procurement process
- financial interests in competing companies
- prior involvement in preparation of this RFQ.

Failure to disclose conflicts may result in disqualification.

IX. BID OPENING PROCEDURE

All proposals received before the closing deadline will be opened by the **Evaluation Panel**.

The panel will verify:

- completeness of submissions
- compliance with RFQ requirements.

Late submissions may be rejected without review.

X. TECHNICAL COMPLIANCE CHECKLIST

The evaluation panel will assess proposals based on the following:

Criterion	Weighting
Previous experience, team qualifications	15%
Suitability and quality of the goods proposed	25%
Suitability and quality of the related services proposed	20%
Lead times and delivery dates	10%
Financial Proposal	30%
Total	100%

XI. SITE VISIT REQUIREMENT

The Company may require bidders to conduct **site visits** to selected milk collection centers prior to submission. This will allow bidders to better understand project requirements and conditions. Details of any site visit will be communicated to bidders.

XII. CONTRACT AWARD NOTICE

- i. The successful bidder will be formally notified in writing.
- ii. Unsuccessful bidders may also be informed of the outcome of the process.

Contract award may be subject to:

- Verification of information
- Final negotiations
- Due diligence checks.

XIII. PERFORMANCE GUARANTEE

- The successful bidder may be required to provide a **Performance Guarantee** prior to contract signing.

- The guarantee may be up to **10% of the contract value** and may be provided in the form of a **Bank Guarantee**.
- This guarantee ensures proper performance of contractual obligations.

XIV. OFFER OF GOODS (FORM OF TENDER)

I/we agree to supply the required Goods described within this Request for Quote, for the sum of:

Tender sum in figures:

Tender sum in words.....

I/we the undersigned confirm that I/we are able to supply, to the entire satisfaction of the Executive Director or authorised representative, the Goods as described in this Request for Quote according to Galaxy Food & Beverage’s terms and conditions.

I/we agree that any obvious errors in pricing or errors in arithmetic that may discovered by the Company in examination of the priced Specification submitted by me/us shall have no effect on the amount of this offer unless the Company shall otherwise decide.

I/we understand that the lowest or any tender will not necessarily be accepted.

I/we agree that this Quotation will remain valid for a period of sixty days (60) calendar days after the date of its receipt by the Company.

Company Name:	
Address:	
Telephone:	
Email:	
Authorized Representative:	
Position:	

Signature:	
Date:	
Company Stamp:	

APPENDIX 1: DETAILED TECHNICAL SPECIFICATIONS OF GOODS TO BE PURCHASED

S.NO	COOLING CENTER NAME	LOCATIONS	SYSTEM SIZE (KW)	INVERTER SIZE (KW)	PV PANELS QUANTITY (620)	UNIT	LITHIUM ION BATTERY SOLUTION(KWH)	PV MODULE ALUMINIUM RAIL ROOF MOUNT	UNIT
1	NGARAMTONI	ARUSHA	22KVA	48V /30Kva,Hv	24	Pcs	30Kwh(Hv Battery)	24	Pcs
2	AKERI	ARUSHA	22KVA	48V/30Kva,Hv	36	Pcs	60Kwh(Hv Battery)	36	Pcs
3	LYAMUNGO	KILIMANJARO	22KVA	48V/30Kva,Hv	36	Pcs	60Kwh(Hv Battery)	36	Pcs
4	MWIKA	KILIMANJARO	22KVA	48V/30Kva,Hv	36	Pcs	60Kwh(Hv Battery)	36	Pcs
5	UDURU	KILIMANJARO	22KVA	48V/30Kva,Hv	36	Pcs	60Kwh(Hv Battery)	36	Pcs
6	SANYA	KILIMANJARO	45KVA	48/50Kva,Hv	45	Pcs	80Kwh(Hv Battery)	45	Pcs
7	BWANI	KILIMANJARO	22KVA	48V/30Kva,Hv	36	Pcs	60Kwh(Hv Battery)	36	Pcs
						Pcs	TOTAL PANELS	249	Pcs
	PV Auto cable 6mm(Black)		500 meter						
	PV Auto cable 6mm(Red)		500 meter						
	Pv cobiner box IP65 6way 5pieces								
	Aluminium pitched roof mounting frame for solar panel(Rail 130 pieces								
	L -feet long, 130 pieces,								
	L -feet short, 130 pieces,								
	Inter clamp 65 pieces								
	End clamp 65 pieces								
	All inverters are supposed to be transformer-based and not transformerless, All inverter we prefare hybrid inverter 3phase								