

## Request for Quotation

**Date:** 4/25/2022

**Subject:** Hotel for annual TechnoServe Leadership Meeting

**General Requirements:** The requirements for TechnoServe's anticipated purchase are listed below. An additional and more detailed Specifications Sheet is also attached.

TechnoServe is hosting a leadership meeting in September 2022, for 70 staff members. The full number of rooms needed is listed below.

**Delivery:** TechnoServe requests that the requested goods be provided on or before the date listed below, and be delivered to the below address:

**Date:** 9/4/2022

**Address:** 1777 North Kent Street

Suite 1100

Arlington

VA

22209

**Criteria for Selection:** TechnoServe's evaluation of quotes will be based on the factors set out below. At the sole discretion of TNS, the quotes may be selected for follow-up questions or to provide an oral presentation. TechnoServe reserves the right to award the purchase to the vendor whose quote is deemed to be in the best interest of and most advantageous to TechnoServe. TechnoServe will not award the purchase to any vendor where there is indication of a lack of business integrity.

	<b>Max Points</b>	<b>Criterion</b>
1.	35	Price, inclusive of all delivery, fees, taxes, and other charges
2.	40	Quality of goods, factoring in vendor reputation
3.	10	Payment terms
4.	15	Delivery terms, relative to requested-by date

**Quote  
Instructions:**

All quotations must:

- Contain a detailed cost with applicable taxes and other charges clearly identified.
- Provide requested payment terms and conditions.
- Describe the qualifications, experience, and capabilities of the firm in providing the type of services being requested by this RFQ.
- Provide at least 3 references for similar procurements with a description of the goods provided and the dates of delivery.
- Include a contact name, email address, and telephone number to facilitate communication between TechnoServe and the vendor.
- A brief outline of the company and services offered, including:
  - Full legal name, jurisdiction of incorporation, and address of the company.
  - Full legal name and country of citizenry of company's President, Chief Executive Officer, and/or all other principal officers of the company.
- Year the business was established.

To ensure consideration, all quotes must be submitted in the language, currency, and by the due date noted below:

**Language:** English

**Currency:** USD

**Due Date:** 5/3/2022

**Submission  
Instructions:**

All quotes must be emailed to the address below with your quote attached in one or more files (PDF preferred). You will receive an auto-confirmation upon receipt. To ensure the integrity of this procurement exercise, DO NOT email your quote to any employee of TechnoServe or deliver your quote in hard copy to a TechnoServe office.

**Failing to strictly adhere to these instructions may make your quote ineligible for consideration.**

**Email:** buy+US+P0010370@tns.org

**Questions:**

Questions relating to this RFQ may be directed to the below email address. TechnoServe does not guarantee that questions will be answered, nor that questions and answers will be distributed to all others :

**Email:** dlape@tns.org

**Terms and Conditions:**

- The Request for Quotation is not and shall not be considered an offer by TechnoServe.
- All responses must be received on or before the date and time indicated on the RFQ. All late responses will be rejected.
- All unresponsive quotes will be rejected.
- All quotes will be considered binding offers. Prices proposed must be valid for the entire period provided by the respondent or required by the RFQ.
- All awards will be subject to TechnoServe contractual terms and conditions and contingent on the availability of donor funding.
- TechnoServe reserves the right to accept or reject any quote or cancel the solicitation process at any time, without assigning any reason, and shall have no liability to any vendors submitting proposals for such rejection or cancellation of the RFQ.
- TechnoServe reserves the right to accept all or part of the quote when awarding the purchase order/contract.
- All information provided by TechnoServe in this RFQ is offered in good faith. Individual items are subject to change at any time and all bidders will be provided with notification of any changes. TechnoServe is not responsible or liable for any use of the information submitted by bidders or for any claims asserted therefrom.
- TechnoServe reserves the right to require any bidder to enter into a non-disclosure agreement.
- The bidders are solely obligated to pay for all costs, of any kind whatsoever, which may be incurred by bidder or any third parties, in connection with preparing the quote. All quotes and supporting documentation shall become the property of TNS, subject to claims of confidentiality in respect of the quote and supporting documentation, which have been clearly marked confidential by the bidder.
- Bidders are required to identify and disclose any actual or potential Conflict of Interest.

**The attached Specifications Sheet represents an integral part of this solicitation.**

## EXHIBIT 1: Statement of Work

### Performance Location

Arlington, Virginia

TechnoServe will prefer to book with a hotel that is within walking distance of our headquarters at:  
1777 N Kent St., Arlington, VA 20009

### Background and Objective

This is a solicitation for a large group hotel booking in September 2022. The dates are listed below, with the anticipated number of rooms needed per night broken down:

Date	Day	Room Type	Estimated Guest Room Block
9/4/2022	Sunday	Standard	10
9/5/2022	Monday	Standard	70
9/6/2022	Tuesday	Standard	70
9/7/2022	Wednesday	Standard	70
9/8/2022	Thursday	Standard	65
9/9/2022	Friday	Standard	48
9/10/2022	Saturday	Standard	10
<b>TOTAL ROOMS EST</b>			<b>343</b>

### Deliverable Acceptance Standards

The vendor's quote must:

- Guarantee the estimated number of rooms for each night.
- Please stipulate the minimum required bookings per night for contract purposes
- Provide nightly rate quotes (please indicate if the quote is inclusive of taxes & fees, and if not, what those will be).
- Provide rates for breakfast per quest. Please note that breakfast will not be needed for every room stay; therefore; please provide the rate per guest.
- Confirm that internet will be fully included for each guest
- Stipulate promotional discounts and incentives available (i.e. 1 complimentary room night for every 40 room nights actualized; 5 upgraded rooms at group rate, etc)
- Provide an estimated average cost for airport transfers, information about distance from airport. Please indicate if your hotel/venue provides a shuttle service; if so, whether it's complimentary
- Include information on area surrounding hotel including restaurants within walking distance, as well as nearby event venues for potential additional evening reception.

### **Special Concessions Requested**

- Guaranteed room rate (no more than the USG lodging max rate) for the dates agreed (as of the time of contract signing); guaranteed rate is valid for at least 2 days before and 2 days after meeting dates.  
(GSA lodging rates for September 2022 is \$257)
- Waiver of advance deposit requirement
- Rebate of 5% to master account on all room, AV, food & beverage charges, to be re-allocated as necessary