



National AIDS Commission

CP Properties House, Plot No. 47/1/1185, Area 47 Sector 1
Off Mchinji Road, Behind Automotive Products Ltd
P. O. Box 30622, Lilongwe

Telephone: +265 (0) 1 762 039
Fax: +265 (0) 1 761 008
Email: nac@aidsmalawi.org.mw
Website: www.aidsmalawi.org.mw

All Communications should be addressed to:
The Chief Executive Officer

REQUEST FOR QUOTATIONS FOR OUTDOOR ADVERTISING SERVICES FOR LENACAPAVIR (LEN) AND PREP DEMAND CREATION CAMPAIGN.

PROCUREMENT REFERENCE: NAC/2627/CDC-ADVERT/RFQ/NCS/F01

To:.....

Date: **3rd August 2026**

The Procuring and Disposing Entity named above invites you to submit your quotation for carrying out the whole of the services as described herein. Any resulting order shall be subject to the Government of Malawi General Conditions of Contract for Local Purchase Orders except where modified by this Request for Quotations.

SECTION A: QUOTATION REQUIREMENTS

Description of Services and Location: **Provision of Advertising Services (Billboards) for Lenacapavir (LEN) and PrEP Demand Creation Campaign in various locations.**

1. Services are to commence within: **7 days** from the date of order.
2. Services are to be completed within **3 months** from the date of commencement.
3. Quotations must be valid for **90 days** from the deadline of submission.
4. Quotations and supporting documents as specified in Section B must be marked with the Procurement Reference Number given above and indicate acceptance of the stated terms and conditions.
5. Quotations must be received, in sealed envelopes and deposited in the **tender box located at the reception area of NAC office** no later than: **14:00 hours on Monday, 10th August 2026**. Late quotations will be rejected. Bidders are expected to sign a quotation submission sheet at the reception when submitting the quotations.
6. Quotations must be returned to the Chairperson of the IPDC:
The IPDC Chairperson
National AIDS Commission
CP Properties House, Plot No, 47/1/1185, Off Lilongwe/Mchinji Road, Behind Automotive Products Ltd
P.O box 30622
Lilongwe 3
7. The attached Schedule of Rates and Prices in Section C together with any Terms of Reference or other documentation mentioned in Section C and appended, detail the services to be performed. You are requested to



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quote by completing Sections C and D. Quotations shall cover all costs of labour, materials, equipment, overheads, profits and all associated costs for performing the services including all taxes, levies and duties. The total cost of performing the services shall be included

in the items stated and the cost of any incidental services or materials shall be deemed to be included in the prices quoted.

Your quotation is to be returned on this Form by completing and returning Sections C and D including any other information and certification as stated within this RFQ.

SECTION B: QUOTATION SUBMISSION SHEET

1. Currency of Quotation:
2. Services will commence within [insert number]
[days/weeks/months] from date of Purchase Order.
3. Services to be completed within [insert number]
[days/weeks/months] from date of commencement.
4. Validity period of this quotation is [insert number]
[days/weeks/weeks] from the deadline for submission.
5. We enclose the following documents:
 - (i) Section C of the Request for Quotations completed and signed;
 - (ii) A copy of our Trading Licence/Company Registration Certificate.
 - (iii) A valid copy of our Annual Tax Clearance Certificate (for the last financial year)
 - (iv) Valid copy of the PPDA registration certificate
 - (v) Provide at least two traceable reference letters addressed to National AIDS Commission. **To Whom It May Concern references will not be accepted.**
 - (vi) A letter of undertaking by the service provider to address issues of liability in terms of damage and breaking before lapse of contract period.
 - (vii) Copies of three recent contracts performed within the past two years



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6. We offer to supply in conformity with the Request for Quotations Documents and in accordance with the delivery schedule required in Section D: Schedule of Requirements.
7. We have examined and have no reservations to the Request for Quotations Document, including Addenda No: *(Insert Number and date)* of Addenda.
8. Our price shall be fixed for the duration of the validity period.
9. We declare that our firm, Directors and Beneficial owners do not engage in corrupt, fraudulent and/or uncompetitive practices whenever participating in procurement proceedings.

AUTHORISED BY: *[to be completed by someone who has the power of attorney for the Bidder]*

Signature: _____ Name: _____
:

Position: _____ Date: _____
(DD/MM/YY)

Authorised for and on behalf of (Company name):

Company: _____

Registered Address:

If any additional documentation is attached to your quotation, a signature and authorisation in Section C and Section D is still required as confirmation that the terms and conditions of this RFQ prevail over any attachment. If the Quotation is not authorised in Section C and Section D, the quotation may be rejected.

SECTION C: SCHEDULE OF RATES AND PRICES (TO BE PRICED BY BIDDER)

Item No.	Description of Services (Append detailed specifications, requirements, explanations and/or Terms of Reference as necessary)	Unit of Measure	Quantity	Unit Price Kwacha	Total Price Kwacha for 3 Months
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1	Karonga Market Road – Karonga	Each	1		
2	M1 Highway Entering Mzuzu from Lilongwe	Each	1		
			1		
3	Katoto / M1 Kamuzu Avenue (Shoprite Roundabout), Mzuzu	Each	1		
4	Lumbadzi / M1 Kamuzu Procession Road (KIA), Lilongwe	Each	1		
5	Bwandilo Roundabout, Kamuzu Procession Road, Lilongwe	Each	1		
6	Independence Drive, City Centre, Lilongwe	Each	1		
7	Limbe Illovo / Churchill Road, Blantyre	Each	1		
8	Maselema Roundabout/ Chipembere Highway, Blantyre	Each	1		
9	Chichiri / Glyn Jones Road, Clock Tower Roundabout, Blantyre	Each	1		
10	Central Business District, Namiwawa Road, Zomba	Each	1		
				Sub-Total	
				VAT (17.5%)	
				PPDA Levy (1%)	
				Total Bid Price	

Notes: The Procurement Levy is calculated based on Sub-total before taxes.

The following attachments are appended to clarify the Description of Services:

Annex 1: Statement of requirements i.e. Scope of Services (Terms of Reference) and Related Goods and Equipment



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AUTHORISED BY:

Signature: _____ Name _____
:

Position: _____ Date: _____
(DD/MM/YY)

Authorised for and on behalf of:

Company: _____
Official Date Stamp:



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SECTION D: Beneficial Ownership Disclosure

T1B Beneficial Ownership Disclosure Form

INSTRUCTIONS TO BIDDERS: DELETE THIS BOX ONCE YOU HAVE COMPLETED THE FORM

This Beneficial Ownership Disclosure Form ("Form") is to be completed by the Bidder. In case of joint venture, the Bidder must submit a separate Form for each member. The beneficial ownership information to be submitted in this Form shall be current as of the date of its submission.

For the purposes of this Form, a Beneficial Owner of a Bidder is any natural person who ultimately owns or controls the Bidder by meeting one or more of the following conditions:

- 1. directly or indirectly holding 5% or more of the shares*
- 2. directly or indirectly holding 5% or more of the voting rights*
- 3. directly or indirectly having the right to appoint a majority of the board of directors or equivalent governing body of the Bidder.*
- 4. directly or indirectly, has a substantial economic interest in or receives substantial economic benefit from, a company, whether acting alone or together with other persons;*
- 5. has a significant stake in a company and on whose behalf activity of a company is conducted; or*
- 6. exercises significant control or influence over a person through a formal or informal agreement, and where such ownership, control or interest is through a trust, the trustee (s), beneficiaries, or anyone who controls the trust.*

Date: **[insert date]**

Procurement Reference No.: **[insert procurement reference number]**

Page **[insert page number]** of **[insert total number of pages]** pages

To: **[insert complete name of Procuring and Disposing Entity]**

In response to your request in the Letter of Acceptance dated [insert date of letter of Acceptance] to furnish additional information on beneficial ownership: [select one option as applicable and delete the options that are not applicable]



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(i) we hereby provide the following beneficial ownership information.

Details of beneficial ownership

Identity of Beneficial Owner	Directly or indirectly holding 5% or more of the shares (Yes / No)	Directly or indirectly holding 5 % or more of the Voting Rights (Yes / No)	Directly or indirectly having the right to appoint a majority of the board of the directors or an equivalent governing body of the Bidder (Yes / No)
[include full name (last, middle, first), nationality, country of residence].			

OR

(ii) We declare that there is no Beneficial Owner meeting one or more of the following conditions:

- directly or indirectly holding 5% or more of the shares
- directly or indirectly holding 5% or more of the voting rights
- directly or indirectly having the right to appoint a majority of the board of directors or equivalent governing body of the Bidder.
- directly or indirectly, has a substantial economic interest in or receives substantial economic benefit from, a company, whether acting alone or together with other persons;
- has a significant stake in a company and on whose behalf activity of a company is conducted; or



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- exercises significant control or influence over a person through a formal or informal agreement, and where such ownership, control or interest is through a trust, the trustee (s), beneficiaries, or anyone who controls the trust.

OR

(iii) We declare that we are unable to identify any Beneficial Owner meeting one or more of the following conditions. [If this option is selected, the Bidder shall provide explanation on why it is unable to identify any Beneficial Owner]

- directly or indirectly holding 5% or more of the shares
- directly or indirectly holding 5% or more of the voting rights
- directly or indirectly having the right to appoint a majority of the board of directors or equivalent governing body of the Bidder]"
- directly or indirectly, has a substantial economic interest in or receives substantial economic benefit from, a company, whether acting alone or together with other persons;
- has a significant stake in a company and on whose behalf activity of a company is conducted; or
- exercises significant control or influence over a person through a formal or informal agreement, and where such ownership, control or interest is through a trust, the trustee (s), beneficiaries, or anyone who controls the trust.

Name of the Bidder: [insert **complete name of the Bidder**]¹

Name of the person duly authorized to sign the Bid on behalf of the Bidder:
[insert **complete name of person duly authorized to sign the Bid**]²

Title of the person signing the Bid: [insert **complete title of the person signing the Bid**]

Signature of the person named above: _____

¹ In the case of the Bid submitted by a Joint Venture specify the name of the Joint Venture as Bidder. In the event that the Bidder is a joint venture, each reference to "Bidder" in the Beneficial Ownership Disclosure Form (including this Introduction thereto) shall be read to refer to the joint venture member.

² Person signing the Bid shall have the power of attorney given by the Bidder. The power of attorney shall be attached with the Bid Schedules.



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Date signed [insert **ordinal number**] day of [insert **month**], [insert **year**]

SECTION E: EVALUATION OF QUOTATIONS

1. Quotations that are responsive, qualified and technically compliant will be ranked according to price.
2. Award of contract will be made to the lowest evaluated quotation by the issue of a Local Purchase Order.

Signed:

Name: **Clifford Matunga**

Title/Position: **Acting Head of Procurement and Disposal Division**

For and on behalf of the Procuring and Disposing Entity

SERVICE PROVIDER'S COMPLIANCE SHEET

#	Location / Site	Format / Size	Compliance
1	Karonga-Karonga Market Road	4m × 6m	
2	Mzuzu-M1 Highway entering Mzuzu from Lilongwe	5m × 10m	
3	Mzuzu-Katoto/M1 Kamuzu Ave (Shoprite Roundabout)	9m × 6m	
4	Lilongwe-Lumbadzi/M1 Kamuzu Procession Road (KIA)	3m × 12m	
5	Lilongwe-Bwandilo Roundabout, Kamuzu Procession Rd	9m × 6m	
6	Lilongwe-City Centre, Independence Drive	5m × 12m	
7	Blantyre-Limbe Illovo/Churchill Road	5m × 20m	



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#	Location / Site	Format / Size	Compliance
8	Blantyre-Maselema Roundabout/Chipembere Highway	7.5m × 5m	
9	Blantyre-Chichiri /Glyn Jones Rd – Clock Tower Roundabout	9m × 6m	
10	Zomba-Central Business District, Namiwawa Road	3m × 6m	



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GENERAL CONDITIONS OF CONTRACT FOR LOCAL PURCHASE ORDERS



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TABLE OF CONTENTS

Definitions.....	13
Country of Origin.....	14
Standards.....	14
Patent Rights.....	15
Inspections and Tests.....	15
Packing	16
Delivery and Documents	16
Insurance	17
Transportation.....	18
Incidental Services.....	18
Spare Parts.....	18
Warranty	19
Payment.....	20
Prices	20
Contract Amendments	20
Assignment	20
Delays in the Supplier's Performance	21
Liquidated Damages.....	21
Termination for Default	22
Force Majeure	23
Termination for Convenience.....	24
Settlement of Disputes.....	Error! Bookmark not defined.
Limitation of Liability.....	25
Governing Language.....	26
Applicable Law	26
Notices	26
Taxes and Duties	26



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1. DEFINITIONS

“Contract” means a legally binding agreement between two or more parties formed by the mutual consent of the parties;

“Contract Price” means the price payable to the Supplier under the Contract for the full and proper performance of its contractual obligations;

“Goods” means objects of every kind and description, including raw materials, products and equipment, and objects in solid, liquid or gaseous form, and electricity, as well as services incidental to the supply of the goods if the value of those incidental services does not exceed the value of the goods themselves;

“Incidental Services” means those services ancillary to the supply of the Goods or performance of works and may include transportation, insurance, installation, commissioning, provision of technical assistance, training, and other such obligations of the Supplier covered under the Contract;

“Services” means professional, technical, advisory, or maintenance obligations of the Supplier under a Contract for the provision of Services;

“Works” means works associated with the construction, re-construction, demolition, repair or renovation of a building, road, structure or works, such as site preparation, excavation, erection, building, installation of equipment or materials, decoration and finishing, as well as services incidental to construction such as drilling, mapping, satellite photography, seismic investigations, and related services provided pursuant to a procurement contract, if the value



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of those services does not exceed that of the works themselves;

“Procuring and Disposal Entity” means a Government ministry, department, agency, any other public body or any subdivision thereof engaging in procurement or disposal of public assets; and

“Supplier” means a natural, or legal person, who has entered into a procurement contract with a Procuring and Disposing Entity.

2. COUNTRY OF ORIGIN

2.1 All Goods, and Services supplied under the Contract shall have their origin in eligible countries and territories. Eligible countries shall include all member states of the United Nations.

2.2 For purposes of this Clause, “origin” means the place where the Goods were mined, grown, or produced, or from which the Services are supplied. Goods are produced when, through manufacturing, processing, or substantial and major assembly of components, a commercially recognised new product results that is substantially different in basic characteristics or in purpose or utility from its components.

2.3 The origin of Goods, Works and Services is distinct from the nationality of the Supplier.

3. STANDARDS

3.1 The Goods, Works and Services supplied under the Contract shall conform to all standards and requirements mentioned in the technical specifications, plans, drawings, terms of reference or other documentation forming part of the Contract.



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4. PATENT RIGHTS

4.1 The Supplier shall indemnify the Procuring and Disposing Entity against all third-party claims of infringement of patent, trademark, or industrial design rights arising from use of the goods, output of the services, performance of the works, or any part thereof in the Republic of Malawi.

5. INSPECTIONS AND TESTS

5.1 The Procuring and Disposing Entity or its representative shall have the right to inspect and/or to test the Goods, Works or Services to confirm their conformity to the Contract at no extra cost to the Procuring and Disposing Entity. The Contract shall specify any inspections and tests the Procuring and Disposing Entity requires and where they are to be conducted. The Procuring and Disposing Entity shall notify the Supplier in writing of the identity of any representatives retained for these purposes.

5.2 Inspections and tests may be conducted on the premises of the Supplier or its subcontractor(s), at point of delivery, and/or at the project site. If conducted on the premises of the Supplier or its subcontractor(s), all reasonable facilities and assistance, including access to drawings and production data, shall be furnished to the inspectors at no charge to the Procuring and Disposing Entity.

5.3 Should any inspected or tested goods, works or services fail to conform to the Specifications, the Procuring and Disposing Entity may reject the Goods, Works or Services and the Supplier shall either replace or make alterations necessary to meet specification requirements free of cost to the Procuring and Disposing Entity.

5.4 The Procuring and Disposing Entity's right to inspect, test and, where necessary, reject the Goods, Works or Services shall in no way be limited or waived by reason of having previously been inspected, tested, and passed



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by the Procuring and Disposing Entity or its representative prior to shipment, installation or other performance in the Republic of Malawi.

5.5 Nothing in GCC Clause 7 shall in any way release the Supplier from any warranty or other obligations under this Contract.

6. PACKING

6.1 The Supplier shall provide such packing of Goods as is required to prevent damage or deterioration during transit to their final destination, as indicated in the Contract. The packing shall be sufficient to withstand, without limitation, rough handling during transit and exposure to extreme temperatures, salt and precipitation during transit, and open storage. Packing case size and weights shall take into consideration, where appropriate, the remoteness of the final destination and the absence of heavy handling facilities at all points in transit.

6.2 Packing, marking, and documentation within and outside the packages shall comply strictly with such special requirements as shall be expressly provided for in the Contract, including additional requirements specified in the contract documents and through any subsequent instructions issued by the Procuring and Disposing Entity.

7. DELIVERY AND DOCUMENTS

7.1 The Supplier, in accordance with the terms specified in the Schedule of Requirements, shall make delivery of Goods. The details of shipping and/or other documents to be furnished by the Supplier are specified in the Contract.

7.2 For purposes of the Contract, all trade terms used to describe the obligations of the parties shall have the meanings assigned to them by the current edition of Incoterms published by the International Chamber of Commerce, Paris.



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7.3 Documents to be submitted by the Supplier are specified in the Contract and shall include certificates issued by the Procuring and Disposing Entity confirming acceptance of the Goods, Works or Services delivered or provided by the Supplier

8. INSURANCE

8.1 Goods supplied under the Contract shall be fully insured in a freely convertible currency against loss or damage incidental to manufacture or acquisition, transportation, storage, and delivery in the manner specified in the contract document.

8.2 Where delivery of Goods is required by the Procuring and Disposing Entity on a CIF or CIP basis, the Supplier shall arrange and pay for cargo insurance, naming the Procuring and Disposing Entity as beneficiary. The insurance shall be for 110 percent of the CIF or CIP value on a "warehouse to warehouse" All Risks basis including War Risks and Strikes.

8.3 For Works contracts, the Supplier shall provide insurance cover, from the Start Date to the end of the Defects Liability Period, for the following events—

- (a) loss of or damage to the Works, Plant, and Materials;
- (b) loss of or damage to Equipment;
- (c) loss of or damage to property (except the Works, Plant, Materials, and Equipment) in connection with the Contract; and
- (d) personal injury or death.

8.4 For Services contracts the Supplier shall provide—

- (a) public liability insurance;
- (b) third party insurance;
- (c) professional liability insurance, where appropriate; and
- (d) employer's liability and workers' compensation insurance in respect of the personnel of the Supplier and of any sub-consultant.



National AIDS Commission

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PROCUREMENT REFERENCE: NAC/2627/CDC-ADVERT/RFQ/NCS/F01

9. TRANSPORTATION

9.1 Transportation of Goods shall be in accordance with the general provisions of the Incoterm selected. No restriction shall be placed on the choice of carrier.

9.2 Where the Supplier is required under the Contract to transport Goods to a specified destination within the Republic of Malawi, defined as the delivery site, transport, including insurance and storage, shall be arranged by the Supplier, and related costs shall be included in the Contract Price.

10. PROHIBITION OF CHILD LABOUR AND OTHER HARMFUL LABOUR PRACTICES

The Supplier shall not employ children. This is because it is economically exploitative, hazardous and interferes with the child's education; and is harmful to the child's health or physical, mental, spiritual, moral, or social development.

11. PROTECTION OF THE ENVIRONMENT

11.1 The Supplier shall take all reasonable steps to protect the environment (both on and off the Site) and to limit damage and nuisance to people and property resulting from pollution, noise and other results of his operations.

11.2 The Supplier shall ensure that emissions, surface discharges and effluent from the Contractor's activities shall not exceed the values stated in the Specification or prescribed by applicable Laws.

12. INCIDENTAL SERVICES

A Supplier may be required to provide any additional services as specified within the Contract.

13. SPARE PARTS



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If specified in the Contract, the Supplier may be required to provide materials, notifications, and information pertaining to spare parts manufactured or distributed by the Supplier including such spare parts as the Procuring and Disposing Entity may decide to purchase from the Supplier, provided that this decision shall not relieve the Supplier of any warranty obligations under the Contract.

14. WARRANTY

- 14.1 The Supplier warrants that goods and materials supplied under the Contract are new, unused, of the most recent or current models, and incorporate all recent improvements in design and materials unless provided otherwise in the Contract. The Supplier further warrants that all Goods supplied under this Contract shall have no defect arising from design, materials, or workmanship or from any act or omission of the Supplier, which may develop under normal use of the supplied goods in the conditions prevailing in the Republic of Malawi.
- 14.2 The Supplier warrants that all Works and Services performed under the contract shall be of the highest professional and technical standards.
- 14.3 Warranties shall remain valid for twelve (12) months after final acceptance of the Goods or Works by the Procuring and Disposing Entity, unless specified otherwise in the Contract.
- 14.4 The Procuring and Disposing Entity shall promptly notify the Supplier in writing of any claims arising under this warranty.
- 14.5 Upon receipt of such notice, the Supplier shall, with all reasonable speed, repair or replace the defective goods, works or parts thereof, without costs to the Procuring and Disposing Entity.



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14.6 If the Supplier, having been notified, fails to remedy any defect within the period specified in the contract, the Procuring and Disposing Entity may proceed to take such remedial action as may be necessary, at the Supplier's risk and expense and without prejudice to any other rights which the Procuring and Disposing Entity may have against the Supplier under the Contract.

15. PAYMENT

15.1 The Supplier's request(s) for payment shall be made to the Procuring and Disposing Entity in writing, accompanied by an invoice describing, as appropriate, the goods delivered, works completed or services performed, and by documents submitted pursuant to clause 7, and upon fulfilment of other obligations stipulated in the Contract.

15.2 The Procuring and Disposing Entity shall make payments within forty-five (45) days from the date of submission of an invoice or claim by the Supplier.

15.3 The currency of payments shall be Malawi Kwacha unless otherwise stated in the contract.

16. PRICES

Prices charged by the Supplier for goods delivered and works or services performed under the Contract shall not vary from the prices quoted by the Supplier.

17. CONTRACT AMENDMENTS

No variation in or modification of the terms of the Contract shall be made except by written amendment signed by the parties.

18. ASSIGNMENT



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The Supplier shall not assign, in whole or in part, its obligations to perform under this Contract, except with the prior written consent of the Procuring and Disposing Entity.

19. DELAYS IN THE SUPPLIER'S PERFORMANCE

19.1 Delivery of goods and/or performance of works or services shall be completed by the Supplier in accordance with the time schedule prescribed in the contract.

19.2 If at any time during performance of the Contract, the Supplier or its subcontractor encounters conditions impeding timely delivery of the Goods or performance of the Works or Services, the Supplier shall promptly notify the Procuring and Disposing Entity in writing of the fact of the delay, its likely duration and its cause(s). As soon as practicable after receipt of the Supplier's notice, the Procuring and Disposing Entity shall evaluate the situation and may at its discretion extend the Supplier's time for performance, with or without liquidated damages, in which case the extension shall be ratified by the parties by amendment of Contract.

19.3 Except as provided under clause 22, a delay by the Supplier in the performance of contractual obligations may render the Supplier liable to the imposition of liquidated damages pursuant to clause 20, unless an extension of time is agreed upon pursuant to clause 17.

20. LIQUIDATED DAMAGES

20.1 If the Supplier fails to deliver any or all of the goods or to perform the works or services within the period(s) specified in the Contract, the Procuring and Disposing Entity may, without prejudice to other remedies under the Contract, deduct from the Contract Price as liquidated damages, a percentage of the price of the delayed goods or unperformed works or services for each week or part thereof of delay until actual delivery or performance.



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20.2 Once the maximum is reached, the Procuring and Disposing Entity may consider termination of the Contract pursuant to clause 21.

21. TERMINATION FOR DEFAULT

21.1 The Procuring and Disposing Entity, without prejudice to any other remedy for breach of Contract, by written notice of default sent to the Supplier, may terminate this Contract in whole or in part —

(a) if the Supplier fails to deliver any or all of the goods or to perform the works or services within the period(s) specified in the Contract, or within any extension thereof granted by the Procuring and Disposing Entity pursuant to clause 17;

(b) if the Supplier fails to perform any other obligation(s) under the Contract; and

(c) if the Supplier, in the judgment of the Procuring and Disposing Entity, has engaged in corrupt, fraudulent, collusive, or coercive practices in competing for or in executing the Contract.

21.2 In the event the Procuring and Disposing Entity terminates the Contract in whole or in part, pursuant to clause 19.1, the Procuring and Disposing Entity may procure, upon such terms and in such manner as it deems appropriate, goods, works or services similar to those undelivered, and the Supplier shall be liable to the Procuring and Disposing Entity for any excess costs for such similar goods, works or services. However, the Supplier shall continue performance of the Contract to the extent not terminated.

21.3 For the purpose of this Clause—

“Coercive practices” mean practices intended at harming or threatening to harm, directly or indirectly, a person or a person's asset, to influence that person's participation in a procurement or



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disposal proceeding, or effect the execution of a procurement or disposal contract;

“Collusive practice” means a scheme or arrangement between two or more Suppliers, with or without the knowledge of the Procuring and Disposing Entity, designed to establish prices at artificial, non-competitive levels;

“Corrupt practice” has the meaning ascribed to the term by the Corrupt Practices Act (Cap 7:04 of the Laws of Malawi);

“Fraudulent practice” means a misrepresentation or omission of facts in order to influence a procurement process or the execution of a contract; and

“Obstructive practice” means deliberately destroying, falsifying, altering, or concealing of evidence material to the investigation or making false statements to investigators in order to materially impede a Bank investigation into allegations of a corrupt, fraudulent, coercive or collusive practice; and/or threatening, harassing or intimidating any party to prevent it from disclosing its knowledge of matters relevant to the investigation or from pursuing the investigation.

FORCE MAJEURE

22.1 Notwithstanding the provisions of clauses 17, 18, and 19, the Supplier shall not be liable for liquidated damages, or termination for default if and to the extent that its delay in performance or other failure to perform its obligations under the Contract is a result of an event of Force Majeure.

22.2 If a Force Majeure situation arises, the Supplier shall promptly notify the Procuring and Disposing Entity in writing of such condition and the cause thereof. Unless otherwise directed by the Procuring and Disposing Entity in writing, the Supplier shall continue to perform its obligations under the Contract as far as is reasonably practical and shall seek all reasonable



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alternative means for performance not prevented by the Force Majeure event.

22.3 For purposes of this Clause, "Force Majeure" means an event beyond the control of the Supplier and not involving the Supplier's fault or negligence and not foreseeable. Such events may include, but are not restricted to, acts of the Procuring and Disposing Entity in its sovereign capacity, wars or revolutions, fires, floods, epidemics, quarantine restrictions, and freight embargoes.

22. TERMINATION FOR CONVENIENCE

23.1 The Procuring and Disposing Entity, by written notice sent to the Supplier, may terminate the Contract, in whole or in part, at any time for its convenience. The notice of termination shall specify that termination is for the Procuring and Disposing Entity's convenience, the extent to which performance of the Supplier under the Contract is terminated, and the date upon which such termination becomes effective.

23.2 The Procuring and Disposing Entity shall accept goods that are complete and ready for shipment within thirty (30) days after the Supplier's receipt of notice of termination at the Contract terms and prices. For the remaining goods, the Procuring and Disposing Entity may decide—

- (a) to have any portion completed and delivered at the Contract terms and prices; and/or
- (b) to cancel the remainder and pay to the Supplier an agreed amount for partially completed goods, works and services and for materials and parts previously procured by the Supplier.

23.3 For Works contracts, the Procuring and Disposing Entity shall issue a payment certificate for the value of work done, materials ordered, the reasonable costs of removal of equipment and securing the site, and relocation of Supplier's personnel.



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23.4 For Services contracts, the Procuring and Disposing Entity shall pay all time-based fees and reimbursable expenses incurred up to the date of termination and for all stage payments due in addition to reasonable costs of removal of equipment and relocation of Supplier's personnel.

23. SETTLEMENT OF DISPUTES

24.1 If any dispute or difference of any kind whatsoever arises between the Procuring and Disposing Entity and the Supplier in connection with or arising out of the Contract, the parties shall make every effort to resolve amicably such dispute or difference by mutual consultation.

24.2 If, after thirty (30) days, the parties have failed to resolve their dispute or difference by such mutual consultation, then either party shall give notice to the other party of its intention to commence arbitration proceedings as to the matter in dispute. Arbitration may be commenced prior to or after delivery of the goods or performance of the works or services under the Contract.

24.3 Arbitration shall be conducted in accordance with the rules of procedure contained in the Arbitration Act (Cap 6:03 of the Laws of Malawi).

24.4 Notwithstanding any reference to arbitration herein—

- (a) the parties shall continue to perform their respective obligations under the Contract unless they otherwise agree; and
- (b) the Procuring and Disposing Entity shall pay the Supplier any monies due.

24. LIMITATION OF LIABILITY

25.1 Except in cases of criminal negligence or wilful misconduct, and in the case of infringement pursuant to clause 4: yd zswzCXN3JK—



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(a) the Supplier shall not be liable to Procuring and Disposing Entity, whether in contract, tort, or otherwise, for any indirect or consequential loss or damage, loss of use, loss of production, or loss of profits or interest costs, provided that this exclusion shall not apply to any obligation of the Supplier to pay liquidated damages to the Procuring and Disposing Entity; and

(b) the aggregate liability of the Supplier to the Procuring and Disposing Entity, whether under the Contract, in tort or otherwise, shall not exceed the total Contract Price, provided that this limitation shall not apply to the cost of repairing or replacing defective equipment.

25. GOVERNING LANGUAGE

The Governing Language shall be English.

26. APPLICABLE LAW

The Contract shall be interpreted in accordance with the laws of the Republic of Malawi.

27. NOTICES

28.1 Any notice given by one party to the other pursuant to this Contract shall be sent to the other party in writing or by cable, or email and confirmed in writing to the other party's address specified in the Contract.

28.2 A notice shall be effective when delivered or on the notice's effective date, whichever is later.

28. TAXES AND DUTIES



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A Supplier shall be entirely responsible for all taxes, duties, license fees, and such levies incurred until delivery of the contracted goods to the Procuring and Disposing Entity or performance of the works or services.



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ANNEX 1: STATEMENT OF REQUIREMENTS-SCOPE OF SERVICES (TERMS OF REFERENCE) AND RELATED GOODS AND EQUIPMENT



NATIONAL AIDS COMMISSION (NAC)

PROVISION OF ADVERTISING SERVICES (BILLBOARDS) FOR LENACAPAVIR (LEN) AND PREP DEMAND CREATION CAMPAIGN.

Malawi's HIV prevention program has entered a landmark phase with the introduction of Lenacapavir (LEN), a long-acting injectable Pre-Exposure Prophylaxis (PrEP) approved for HIV prevention. Lenacapavir is administered as a single subcutaneous injection every six months, offering a transformative alternative to daily oral PrEP for individuals at substantial risk of HIV acquisition.

In fulfillment of its mandate under the HIV and AIDS (Prevention and Management) Act No. 9 of 2018, the National AIDS Commission (NAC) is implementing a comprehensive demand creation and communication strategy to support the national rollout of Lenacapavir. The strategy seeks to:

- Increase public awareness of Lenacapavir as a safe, effective, and evidence-based HIV prevention option.
- Improve understanding of PrEP eligibility and service availability.
- Address misconceptions and reduce stigma associated with injectable HIV prevention.
- Strengthen uptake of HIV prevention services through integrated prevention messaging.
- Support the Ministry of Health's national HIV prevention objectives and PEPFAR-supported HIV epidemic control efforts.



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SCOPE OF SERVICES REQUIRED

Engagement of outdoor advertising service providers to design, adapt, produce, install, flight, and maintain billboards and wall branding materials to support national demand creation for Long-Acting Injectable Lenacapavir (LEN) and other HIV prevention services.

The selected service provider(s) shall provide outdoor advertising services, including production, installation, lighting, maintenance, monitoring, and removal of campaign materials where applicable.

The campaign will cover the following strategic locations:

#	Location / Site
1	Kamuzu Central Hospital Fence Wall – Lilongwe
2	Karonga Market Road – Karonga
3	M1 Highway Entering Mzuzu from Lilongwe
4	Katoto / M1 Kamuzu Avenue (Shoprite Roundabout), Mzuzu
5	Lumbadzi / M1 Kamuzu Procession Road (KIA), Lilongwe
6	Bwandilo Roundabout, Kamuzu Procession Road, Lilongwe
7	Independence Drive, City Centre, Lilongwe
8	Limbe Illovo / Churchill Road, Blantyre
9	Maselema Roundabout / Chipembere Highway, Blantyre
10	Chichiri / Glyn Jones Road, Clock Tower Roundabout, Blantyre
11	Central Business District, Namiwawa Road, Zomba

JUSTIFICATION FOR SITE SELECTION AND MEDIA CHOICE

The proposed outdoor advertising campaign is based on established international public health communication best practices and is justified as follows:



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A) HIGH REACH AND VISIBILITY

Out-of-Home advertising remains one of the most effective mass-awareness channels, providing continuous 24-hour exposure and broad population reach. Global HIV prevention campaigns have demonstrated that repeated exposure through strategically located billboards improves message recall, awareness, and service-seeking behavior.

B) STRATEGIC PLACEMENT

The selected sites are located within high-traffic transport corridors, major commercial centers, urban population hubs, and health service delivery points associated with Lenacapavir introduction and HIV prevention services.

C) NATIONAL COVERAGE

The proposed sites provide representation across the Northern, Central, and Southern Regions, ensuring equitable national visibility consistent with NAC's mandate to coordinate the national HIV response.

D) COMPLEMENTARITY WITH EXISTING INVESTMENTS

Implementing partners have already supported radio, television, digital, and facility-based demand creation activities. Outdoor advertising complements these investments by reinforcing key prevention messages through a non-duplicative communication channel.

E) COST-EFFECTIVENESS

Outdoor advertising provides among the lowest cost-per-thousand impressions (CPM) of available communication channels and delivers sustained visibility throughout the campaign period.

F) EVIDENCE-BASED DEMAND CREATION

International experience from PrEP introduction programs in Africa demonstrates that multi-channel communication strategies that combine interpersonal communication, mass media, digital engagement, and outdoor advertising are more effective in generating awareness and increasing uptake than single-channel approaches.

PROCUREMENT METHOD



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While Section 3(1)(e) of the Public Procurement and Disposal of Public Assets Act (2025) provides an exemption for advertising services from standard procurement procedures, the procurement will be conducted in accordance with CDC financial assistance requirements emphasizing full and open competition.

Accordingly, NAC shall:

1. Issue Requests for Quotations (RFQs) to multiple-qualified outdoor advertising service providers.
2. Allow a minimum response period of five (5) working days.
3. Evaluate quotations based on predetermined criteria including:
 - Availability of strategic advertising sites.
 - National geographic coverage.
 - Technical capability and experience.
 - Quality of advertising infrastructure.
 - Cost competitiveness and value for money.
 - Ability to meet implementation timelines.
4. Document the evaluation process and vendor selection decision.
5. Award to the vendor(s) offering the most advantageous combination of technical responsiveness and cost effectiveness.

EXPECTED DELIVERABLES

The successful bidder(s) shall provide:

- Production of approved LEN and PrEP campaign materials.
- Installation and flighting of outdoor advertising materials.
- Routine maintenance throughout the campaign period.
- Monthly proof-of-performance reports.
- Photographic evidence of installations.



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- Monitoring reports on visibility and condition of media assets.
- Safe removal or replacement of materials at the end of the campaign period where required.

EXPECTED OUTCOMES

The campaign is expected to:

- Increase public awareness of Lenacapavir and PrEP.
- Improve knowledge regarding HIV prevention options.
- Reduce misinformation and stigma associated with injectable PrEP.
- Increase inquiries regarding HIV prevention services.
- Support increased demand for Lenacapavir services at participating health facilities.
- Strengthen national visibility of HIV prevention messaging.