



SMALL AND MEDIUM ENTERPRISES DEVELOPMENT INSTITUTE

Request for Quotations (for Goods)

Procurement Reference Number: SMEDI/RFQ/049/025

To:

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Date: 23/06/2025

The Procuring and Disposing Entity named above invites you to submit your quotation for the goods described herein. Partial Quotations may be rejected, and the Procuring and Disposing Entity reserves the right to award a contract for selected items only. 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—

1. Description of Goods the Bidder is bidding to Supply and Deliver **Leather products Associated Shoe Making Materials**, Delivered at

Small Medium Enterprises Development Institute (SMEDI)
Chatha Leather Design Studio,
Chileka Road
Blantyre.

2. Quotation prices should be based on: **CIP Lilongwe**
(a) for goods supplied from within Malawi; EXW – insured and delivered to **Small Medium Enterprises Development Institute (SMEDI), Lilongwe.....**
(b) for goods supplied from outside of Malawi; CIP or DDP, **Small Medium Enterprises Development Institute (SMEDI) P/Bag 393 Lilongwe.**
3. The delivery period required is **10 Days** from date of order.
4. Quotations must be valid for **30 days** from the deadline for submission.
5. The warranty/guarantee offered shall be: **12 months.**
6. Quotations and supporting documents as specified in Section C must be marked with the Procurement Reference Number given above, and indicate your acceptance of the terms and conditions.



7. Quotations must be received, in sealed envelopes, no later than: At **14:00 pm** on **25/06/2025**
8. Quotations must be returned to:
The IPDC Chairperson
SMEDI Head Office
Off Mzimba Street, Area 6/223
Private bag 393
Lilongwe
9. The attached Schedule of Requirements in Section D, details the items to be procured. You are requested to quote your delivered price for these items by completing and returning Sections C and D.
10. Payment to the supplier shall be made within **30 days** from the date of receipt of invoice.
11. *[List any other requirements e.g. the provision of sample.*
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.....
]
12. The detailed descriptions of the goods required are provided in table below. Bidders shall provide full descriptions of the products being offered in Section D - Price Schedule.

Your quotation is to be returned by completing and returning this Form and Section C and D including any other information/certification required within this RFQ.

SECTION B: QUOTATION SUBMISSION SHEET

1. Currency of Quotation: *Malawi Kwacha*
2. Delivery period offered: days/weeks/months from date of the Local Purchase Order.
3. The validity period of this Quotation is: days from the date for receipt of Quotations.
4. Warranty period (where applicable): months.
5. We attach the following documents: *[tick against the document(s) you have attached]*
 - (a) Section D of the Request for Quotations completed and signed; ☐
 - (b) A copy of our Business Registration Certificate and Trading Licence; ☐
 - (c) A copy of our Annual Tax Clearance Certificate (for the last Financial Year); ☐
 - (d) A list of recent Government contracts performed; ☐
 - (e) *[Insert any other documentation required by the Procuring and Disposing Entity].*
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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 at Section C and Section D is still required as confirmation that the terms and conditions of this RFQ prevail over any attachments. If the Quotation is not authorised in Section B and Section C, the quotation may be rejected.



SECTION C: SCHEDULE OF REQUIREMENTS (TO BE PRICED BY BIDDER)

Item No	Description of Goods (Detailed specification attached)	Unit of Measure	Quantity	Delivered Unit Price	Delivered Total Price
1	Shoe laces	Each	1050 pairs		
2	Lining -Beige	Each	120metres		
3	PVC Pick up sole for Men Shoe-Different sizes	Each	700 Pairs		
4	Gail Sole for ladies Shoe-Different sizes	Each	350 Pairs		
5	Lasts (for male shoes) Different Sizes	Each	50 Pairs		
6	Gail Lasts (For Female Shoe)-Different sizes	Each	15 Pairs		
7	Shoe Cement	Each	90 Litres		
8	Shanks	Each	1050 Pairs		
9	Eyelets (Small)	Each	19000		
10	Insole Boards	Each	80 Sheets		
11	Stiffeners	Each	35 Sheets		
12	Bostic	Each	200 Litres		
13	Thinners	Each	60 Litres		
14	Room State	Each	100 Metres		
15	Leather Dye-250ML	Each	45 bottles		
			Sub Total		
			PPDA-1%		
			VAT-16.5%		
			Grand Total		

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

Technical Compliance Sheet: (List any attachments providing additional specification of the goods required)

No	DESCRIPTION OF GOODS	TECHNICAL SPECIFICATIONS	BIDDER'S SPECIFICATIONS	COMPLIANCE YES/ NO
1				
2				
3				



SECTION D: BENEFICIAL OWNERSHIP DISCLOSURE FORM

Date: _____

Procurement Reference No.: ` _____

page number _____ of total number of pages _____

To: **SMEDI** _____

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.*

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

Details of beneficial ownership

Identity of Beneficial Owner (include full name, nationality and country of residence)	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)



Name of the Bidder: _____

Name of the person duly authorized to sign the Bid on behalf of the Bidder: _____

Title of the person signing the Bid: _____

Signature of the person named above: _____

Date signed: ____ day of ____, 2025

SECTION E: EVALUATION OF QUOTATIONS:

1. Quotations will be evaluated to determine their compliance to technical specifications.
2. Quotations that are responsive, qualified and technically compliant will be ranked according to price. Compliant quotations shall meet the following conditions listed in the technical compliance sheet:
3. Award of contract will be made to the lowest evaluated quotation through the issue of a Local Purchase Order.

Signed:  Name: **Lesten Dzipindi**

Title/Position: **Procurement Officer**

Cell: 0888 98 99 65

Email: Lestendzipindi@gmail.com

For and on behalf of **SMEDI**.

AUTHORISED BY:

Signature: _____ Name: _____

Position: _____ Date: _____

(DD/MM/YY)

Authorised for and on behalf of:

Company: _____

Date Stamp and to be signed by one with power of attorney.