



**Request for Quotation for Health Care Plan Provisions in Ethiopia  
20-8001-001**

**September 04, 2020**

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dexisonline.com



## SUBJECT: REQUEST FOR QUOTATIONS FOR HEALTHCARE PLANS

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Dexis Consulting Group (Dexis) invites your firm to participate in this competitive solicitation for pricing, delivery, and terms of potential sale of healthcare services for Dexis staff in Ethiopia and their dependents. Dexis reserves the right to reject any and all offers, to add, delete, or modify any element of the solicitation at any time without prior notification and without any liability or obligation of any kind. This RFQ does not obligate Dexis to enter into a contract nor does it obligate Dexis to pay any costs incurred in the preparation of submission of any Response.

Dexis anticipates that this Request for Quotation (RFQ) will result in a Subcontract Type agreement.

### BACKGROUND

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Dexis Consulting Group is a for-profit company founded in 2001 to strengthen management systems for the U.S. Government across developing economies. Dexis provides monitoring and evaluation, program management, institutional support, project implementation, and training solutions to address some of the world's greatest challenges.

### DESCRIPTION OF GOODS/SERVICES

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Please see below for the minimum required specifications for Health Care Plan Options:

- Provision of both inpatient and outpatient services with access to care available in Addis Ababa and regional locations throughout Ethiopia;
- Dexis will cover 100% of expenses for staff and up to 70% coverage for dependents.
- Provision of optical services;
- Provision of maternity benefits;
- Provision of prescription benefits;
- Provision of dental services;

Please use the following table to present plan options:

Health Insurance Provider				
	Provider Plan 1	Provider Plan 2	Provider Plan 3	Provider Plan 4
In-Patient				
Out-patient				
Access to nationwide health service providers				
Maternity				
Dental				
Vision				

Registration fee/other fees, underwriting assumptions, enrollment requirements				
Medical Exams				
Prescriptions				
Other benefits				
Exclusions				

Dexis anticipates hiring up to 80 staff over the course of three years requiring health insurance. The number of staff and dependents may vary during the period of the contract.

## REQUIREMENTS

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All responses must be in English. Offerors must submit the following in order to be considered responsive and eligible for award:

1. A contact name, email address, and telephone number to facilitate communication between Dexis and the prospective contractor.
2. General information about the contractor's history and description of past experiences providing similar services.
3. If a government, its agents, or agencies, have an ownership or managerial interest in the company, the prospective contractor must indicate this when submitting its offer. Failure to do so will result in the prospective contractor's offer being removed from consideration.
4. A brief outline of the company, including:
  - a. Full legal name and address of the company or individual;
  - b. Corporate and tax registration documents
  - c. Full name of the legal representative (president or managing director) of the company (not applicable for individuals);
  - d. Name of any individuals or entities that own 50% of more of the company;
  - e. Year business was started or established.
4. Provide the Offeror's DUNS number or confirmation the Offeror is in the process of obtaining a DUNS number. No subcontract will be issued before the selected Offeror obtains a DUNS number.
5. No subcontracting is allowed under this solicitation.
6. Dexis requests price quotes in Ethiopian Birrs (ETB) for the above listed services on a monthly basis per individual with dependents option (+1, +2, +3, etc). Prices quoted must include ALL types of fees, taxes and any other costs related to the services. Dexis will only cover the prices mentioned in your firm's quotation.
4. In addition to the information requested above, Offerors must provide all needed information necessary to assess their quotations according to the evaluation criteria set below, that includes but is not limited to:
  1. Network of medical institutions with contact information

2. Medical coverage specification and any complementary services (if within the price, or added options if there is an additional cost associated)
3. A full detail of the reimbursement process including time frame, and method of reimbursement)
4. A detailed description of the service provision in Addis Ababa and throughout Ethiopia. Please indicate if a plan is not available in certain regions.
5. Each Offeror's benefit program must comply with all applicable Ethiopian laws pertaining to mandated benefits.
6. Description of past experiences providing similar services.
7. Prospective vendor must be legally registered under the laws of Ethiopia and possess all licenses, permits, and government approvals necessary for performance of the work.
8. Names, addresses, and telephone numbers of three business references, and approval to contact the listed references.
9. Late submission are not acceptable, and will lead to automatic rejection.
- 10. In accordance with FAR 52.204-23, Offers may not include any hardware, software, or service developed or provided in whole or in part by Kaspersky Lab or its successors. Nor may it contain components using any hardware or software developed in whole or in part by Kaspersky Lab or its successors.**
- 11. In accordance with Section 889 and FAR 52.204-25, Offerors may not use any hardware and software manufactured by the following Chinese companies or their affiliates or subsidiaries: ZTE, Huawei, Hytera Communications Corporation, Hangzhou Hikvision Digital Technology Company, or Dahua Technology Company. If the Offeror uses any hardware or software manufactured by the above companies, it must provide the provide the following information for each part/component in their Offer: supplier name; supplier unique entity identifier (if known); supplier Commercial and Government Entity (CAGE) code (if known); brand; model number (original equipment manufacturer number, manufacturer part number, or wholesaler number); and item description.**

## EVALUATION

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Dexis will evaluate bids based on the following criteria:

1. Fulfillment of minimum requirements	45%
2. Provider Network	20%
3. Provider reimbursement and coverage procedures	5%
4. Experience	5%
5. Quoted Price	25%

### Evaluation Criteria Grading for Each Criterion:

Exceptional	5 Points
Exceeds Expectations	4 Points

Meets Expectations	3 Points
Meets most but not All Expectations	2 Points
Non-Responsive to Expectations	1 Point

## SCHEDULE OF EVENTS

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Release of RFQ	September 04, 2020
Questions Due	September 08, 2020 by 5:00 p.m. EAT
Answers from Dexis (estimated)	September 11, 2020
RFQ Closes – Responses Due	September 18, 2020 by 5:00 p.m. EAT
Estimated Date of Award	October 01, 2020

The schedule noted above may be changed at any time in the sole discretion of Dexis. All communication must adhere to this schedule and shall be to the attention of Mr. Fasil Burr ([fburr@dexisonline.com](mailto:fburr@dexisonline.com)).

All questions or clarifications regarding this RFQ must be in writing and submitted to the attention of Mr. Fasil Burr ([fburr@dexisonline.com](mailto:fburr@dexisonline.com)). Only written answers from Dexis will be considered official and carry weight in the RFQ process and subsequent evaluation. Any answers received outside the official channel, whether received verbally or in writing, from employees or representatives of Dexis, will not be considered official responses regarding this RFQ.

## SUBMISSION INSTRUCTIONS

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Bids must be received via email by September 18, 2020 5:00PM EAT. Offerors should send their bids by email to the individuals identified above (10 MB limit per email).

Offers must be on company letterhead with the company's contact name and address. The subject line of the offer transmission email must identify the RFQ reference number 20-8001-001 and the Offeror's name.

## GENERAL TERMS AND CONDITIONS

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1. Dexis will only consider responsive Offers from responsible contractors for award.
2. Dexis will only consider Ethiopian health care providers.
3. Collusion is strictly prohibited. Collusion is defined as an agreement or compact, written, or oral, between two or more parties with the goal of limiting fair and open competition by deceiving, misleading, or defrauding a third party.
4. Prices quoted must be valid for entire length of contract.
5. Unit prices are required and in the case of discrepancies between unit price and total price, the unit price will be taken as reference basis in the evaluation.
6. All procurement will be subject to Dexis contractual terms and conditions, and contingent on the availability of client funding.
7. Dexis reserves the right to accept or reject any quotation or stop the procurement process at any time, without assigning any reason or liability.
8. Dexis reserves the right to accept all or part of the quotation when awarding the contract.

9. All information provided by Dexis in this RFQ is subject to change at any time. Dexis makes no certification as to the accuracy of any item and is not responsible or liable for any reliance on or use of the information or for any claims asserted therefrom.
10. The RFQ does not obligate Dexis to pay for any costs, of any kind whatsoever, which may be incurred by the prospective contractor or any third parties, in connection with the Response. All Responses and supporting documentation shall become the property of Dexis.
11. Dexis reserves the right to require any prospective contractor to enter into a non-disclosure agreement.
12. Offerors must provide full, accurate and complete information as required by this solicitation.

**Dexis has zero tolerance for fraud. Fraud is any act or omission that intentionally misleads, or attempts to mislead, to obtain a benefit or to avoid an obligation. If you have concerns about potential fraud in any way related to Dexis projects, contracts, or activities, please visit <https://www.lighthouse-services.com/index.html>.**

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