



-- Request for quotation --

Organisation : Comité de Coopération avec le Laos (CCL)

Address: ASEAN Road, House n° 123, Unit 7
Sidamdouane Village, Chanthabouly District
BP 4791, Vientiane, Lao PDR.

Website: <https://ccl-laos.org/>

Date: 03-11-2025.

For over 45 years, CCL has been a committed French non-governmental organization driving sustainable development in the key sectors of health, rural development, and education in Lao PDR.

SUBJECT: REQUEST FOR QUOTATION (RFQ) FOR THE SUPPLY OF ONE NEW VEHICLE

Reference: AGIAA7470

Dear Sir/Madam,

CCL is seeking firm quotations through this Request for Quotation (RFQ) for the **supply of one new vehicle**, intended for its **field operations in rural areas** of Laos.

1. Required Technical Specifications

The proposed vehicle **MUST** meet the following minimum criteria:

- **Vehicle Type:** Sturdy Crossover SUV or preferably 4x4 (e.g., double cab pick-up, SUV with off-road capability).
- **Transmission:** 4WD or robust 2WD with high ground clearance (> 200 mm) is essential.

- **Fuel Type:** Diesel highly recommended. Diesel/electric hybrid systems are also acceptable.
- **Number of Doors:** 4 or 5 doors.
- **Seating Capacity:** Minimum 5 passengers.
- **Condition:** NEW vehicle, eligible for registration in Laos.
- **Air Conditioning:** Powerful and reliable air conditioning system.

The following features will be **considered advantageous**:

- Stability and Traction Control.
- Modern safety systems (multiple airbags, ABS, etc.).
- Alloy wheels and all-terrain tires.
- Sunroof or roof rails.
- Height-adjustable driver's seat.

For **bidders proposing a hybrid vehicle**, please additionally **provide**:

- Details on the maintenance requirements and interval for the hybrid system.
- Information on the availability and cost of specific spare parts for the hybrid powertrain within your service network in Laos.
- Estimated battery life and replacement cost.

2. Submission Guidelines

Bidders must provide a **proposal including**:

- A cover letter addressed to CCL.
- A detailed technical brochure for the proposed model.
- **A detailed quotation in US Dollars (USD) or Local Currency (LAK), All Taxes and Duties Included (TTL).** The price must include all costs (administration fees, first registration, etc.).
- Delivery terms (lead time, location).
- Manufacturer's warranty offered (duration, mileage, coverage).
- An overview of the after-sales service network and the availability of spare parts in Laos.

3. Selection criteria

The contract will be awarded to the **most economically advantageous tender**, not solely based on the lowest price. The evaluation criteria will be:

- **Total price (50%)**
- **Technical suitability of the vehicle for the specifications and field context (20%)**
- **Warranty and after-sales support / parts availability (20%)**
- **Total Cost of Ownership (TCO - e.g., fuel efficiency, maintenance costs) and Environmental Impact (10%)**

4. Submission Deadline

Proposals must be submitted **no later than 21st November at 5:00 PM (Laos Time)** to the following email address:

- Mrs. Manivone VORACHAK, CCL Director: manivone@ccl-laos.org
- Mrs. Inthoulath SAYYAPHOL, Director of Finance and Administration: inthoulath@ccl-laos.org
- Mr. Khammeun Nandee, Project Coordinator, khammeun@ccl-laos.org
- Mr. Erwin POLIGNE, Project Advisor: erwin.poligne@ccl-laos.org

Any request for clarification must be sent by email to manivone@ccl-laos.org and erwin.poligne@ccl-laos.org.

5. Provisional Timeline

- RFQ Issue Date: **03-11-2025**
- Proposal Submission Deadline: **21-11-2025**
- Proposal Evaluation and Clarification Period: **24-11-2025**
- Notification of Award to Bidders: **25-11-2025**

We thank you for your interest in our request and remain at your disposal for any further information.

Sincerely,

CCL team.