

## **INVITATION TO NATIONAL COMPETITIVE BID For Procurement of Different Type of trainings**

**Floating Date: As of January 15, 2018**

**Closing Date: February 5, 2018**

**Opening date: February 5, 2018**

**RFQ No 3616227**

Ethio Telecom invites all interested eligible Bidders by this National Competitive Bid (NCB) for the procurement of

- Professional sales prospecting, presentation and negotiation skill Training (Advanced Level),
- Developing KPI and Dashboard design Training (Advanced Level),
- Event Conception and Management skill Training (Advanced Level),
- World class customer service and sales practice Training (Expert Level) and
- Advanced performance analysis report preparation and Analysis Skill Training (Advanced Level). (RFQ 3616227).

1. Bid Documents can be obtained from Ethio Telecom's Head Office, Room No. 201 during Office hours (Monday to Friday) upon payment of a non-refundable fee of Birr **100.00 (Birr one hundred only)**.
2. Interested all local bidders are expected to fulfill the Eligibility Requirements stated here below.

### **2.1 Eligibility Requirements**

- a) Availability of Bid Security as required;
- b) Letter of Authorization;
- c) Availability of anti-bribery pledge form;
- d) Renewed Trade license for this year;
- e) Bidders should be VAT registered;
- f) Availability of Compliance statement

3. All bids must be accompanied by a bid security in the amount of **Birr 20,000.00 (Birr twenty thousand only)**.

### **3.1 The bid bond shall be furnished in one of the following forms: -**

- a) Certified Cheque /CPO issued by a recognized domestic bank or
- b) Unconditional Bank Guarantee issued by reputable domestic bank.

**3.2** The Bank that issues the bond as per 3.1 (b) here above shall unequivocally guarantee to pay the purchaser immediately upon the first written demand of payment. The Purchaser's written demand of payment shall not be subject to any condition whatsoever.

**3.3** The bond issuing bank shall clearly incorporate the content stated under Clause 3.2 here above on the issued bond. Sealed bids marked as

- Professional sales prospecting, presentation and negotiation skill Training (Advanced Level),
- Developing KPI and Dashboard design Training (Advanced Level),
- Event Conception and Management skill Training (Advanced Level),
- World class customer service and sales practice Training (Expert Level)and
- Advanced performance analysis report preparation and Analysis Skill Training (Advanced Level).(RFQ 3616227) and be addressed to:

**Ethiotelecom,  
Sourcing and Facilities Division  
Churchill Road  
Head Quarter 2<sup>nd</sup> floor, Room No.214,  
P. O. Box 1047, Addis Ababa, Ethiopia.**

4. Bids proposal will be received at the **Churchill Road, Head Quarter 2<sup>nd</sup> floor, Room No.211B, before or on February 5, 2017 until 2:00 P.M.** Bids received after the closing time will be automatically rejected and shall be returned unopened to the bidder.
5. Bids received in time and fulfilling the other formalities shall be opened in the presence of interested bidders or their legal representatives on **February 5, 2017 at 2:30 P.M Churchill Road, Head Quarter 2<sup>nd</sup> floor, Room No.210.**
6. Ethiotelecom reserves the right to reject at any time all or parts of this bid.
7. Bidders are seriously advised to read and comply with the instructions provided in this bidding document.
8. Partial bid is allowed.