



Zipline

Request for Proposal (RFQ)

Service: Landscaping Services

For Zipline Facility in Karongi

2026-09-02

Issued by: FlyZipline Rwanda Ltd.

RFP Number: ZRW-RFQ-2026-05

Issue Date: September 2nd, 2026

Response Deadline: September 9th, 2026

1. Introduction

FlyZipline Rwanda Ltd. ("Zipline") invites qualified landscaping and grounds maintenance contractors operating in Rwanda to submit quotations for landscaping services at the RW3 Karongi Facility.

The required services cover approximately 10 acres of land (about 4.05 hectares) and are intended to establish a safe, functional, attractive, and maintainable landscape around the facility.

2. Company Background

Zipline operates the world's largest instant logistics and drone delivery network, enabling on-demand delivery of healthcare, commercial, consumer, and agricultural products.

The RW3 facility is being developed as an operational distribution site. Landscaping must therefore be completed professionally, with due regard for site operations, safety, drainage, erosion control, visual presentation, and long-term maintenance requirements.

3. Project Overview

Zipline is establishing a new operational site in Karongi, Rwanda (RW3), comprising approximately 10 acres of land. Zipline requires a landscaping contractor to assess the site, propose an appropriate landscape treatment, execute the approved works, and provide aftercare and maintenance options.

The purpose of this RFQ is to:

- Obtain a complete landscaping proposal for the RW3 facility and surrounding site areas.
- Establish the quantities, materials, plant species, workmanship, and resources required.
- Obtain competitive pricing for initial landscaping works and separately priced maintenance services.
- Assess the bidder's experience, technical capacity, safety approach, and ability to deliver within the required programme.
- The Landscaping is for an airstrip site format therefore use of tall trees is not permitted, the design should fit an airport kind of operation to minimise obstruction.

4. Scope of Engagement

Bidders are required to inspect the site and provide a detailed technical and commercial proposal for landscaping the approximately 10-acre RW3 facility site. The bidder shall verify site conditions, dimensions, access, drainage, soil conditions, existing vegetation, utilities, and any operational constraints before finalising its quotation.

The scope shall include all labour, supervision, materials, plants, soil amendments, tools, equipment, transport, protection, waste removal, testing, watering, establishment, and making good necessary to complete the works, unless expressly identified as an exclusion in the quotation.

5. Landscaping Service Requirements

Bidders must provide a complete proposal addressing, as applicable, the following requirements:

- Site assessment and preparation, including clearing of unwanted vegetation, removal of debris, cultivation, grading, levelling, soil improvement, and preparation of planting areas.
- Supply and installation of lawns, grassing, ground cover, trees, shrubs, hedges, flowering plants, borders, and other suitable planting, with proposed species and quantities clearly stated.
- Landscape treatment for facility entrances, pedestrian areas, circulation routes, road edges, parking and operational interfaces, while maintaining safe access and visibility.
- Erosion control and stormwater management measures, including protection of slopes, exposed soil, drainage paths, and areas vulnerable to washout.
- Mulching, staking, plant protection, watering, fertilisation, pruning, weed control, pest control, and replacement of failed or damaged plants during the establishment period.
- Irrigation or water-management solutions where required, including the proposed source, storage, distribution method, operating requirements, and separate pricing for any irrigation system.
- Any proposed hard landscaping, edging, kerbs, walkways, retaining features, decorative elements, or site furniture, priced separately where not essential to the soft landscaping scope.
- Removal and lawful disposal of green waste, excavated surplus, packaging, and other waste generated by the works.
- Protection of existing structures, roads, utilities, security infrastructure, equipment, and operational areas, including reinstatement of any damage caused by the contractor.

The bidder shall clearly identify any assumptions, exclusions, client-supplied items, water or power requirements, permits, and works that are recommended but not included in the base quotation.

6. Technical Information Requirements

Bidders must submit the following information:

- Company profile, registration details, relevant licences, and evidence of experience in landscaping or grounds maintenance.
- At least three references for comparable landscaping projects, preferably involving large operational, commercial, institutional, industrial, or facility sites.
- A site-specific landscape concept, planting schedule, proposed plant species, quantities, sizes, and sources.
- Method statement covering site preparation, planting, installation, watering, protection, waste management, quality control, and handover.
- Proposed project team, including the site supervisor, horticultural or landscaping specialist, workforce composition, and equipment to be deployed.
- Detailed implementation programme showing mobilisation, preparation, installation, establishment, inspections, and completion milestones.
- Health, safety, environmental, and community-impact controls, including controls for working around an operational facility.
- Plant establishment, defects liability, replacement, warranty, and aftercare arrangements.
- Recommended routine maintenance plan, with visit frequency and tasks for a period of 3, 6, and 12 months.

7. Site Survey Requirements

A pre-bid site visit is required and is a **MUST**. Bidders shall inspect the site and confirm the information necessary to prepare a complete and accurate quotation, including:

- Site boundaries, approximate developable areas, topography, slopes, access routes, and work fronts.
- Existing vegetation, ground conditions, soil quality, drainage patterns, erosion risks, and areas requiring restoration.
- Existing and planned buildings, roads, walkways, fences, security systems, utilities, equipment, and operational interfaces.
- Availability and suitability of water, power, storage, material laydown, waste collection, and temporary facilities.
- Any access, security, working-hour, noise, dust, safety, or environmental restrictions.

Zipline will coordinate site access in collaboration with the RW3 Facilities and Project teams. Bidders must indicate the date of the site visit, any information requested from Zipline, and any conditions that may affect their price or programme.

Site Visit is allowed between **3rd September 2026 to 8th September 2026**. Site contact for site visit shall be;

1. Patrick Ndayisenga - 0782 351 315
2. Jean Mwizerwa - 0788 515 903

8. Site Details

- **Location:** RW3 - Karongi, Rwanda
- **Coordinates:** 2°03'40.09"S, 29°20'09.19"E
- **Approximate site area:** 10 acres (approximately 4.05 hectares)

The stated area is approximate. Bidders remain responsible for verifying site measurements and proposing quantities that are adequate for the complete scope.

9. Proposal Submission Requirements

Bidders must submit their response as:

ONE (1) single consolidated PDF document

The submission must include:

- Technical proposal and methodology.
- Landscape concept, planting schedule, quantities, assumptions, and exclusions.
- Implementation programme and proposed team.
- Commercial/financial quotation and itemised pricing schedule.
- Company documents and project references.

Important:

- All required information must be included in one consolidated submission.
- Prices must be clear, itemised, and inclusive of all applicable taxes, labour, materials, transport, equipment, supervision, and other costs unless expressly stated otherwise.

10. Evaluation Criteria

Proposals will be evaluated based on:

- Technical compliance with the scope and site requirements.
- Experience and demonstrated performance on comparable landscaping projects.
- Quality and practicality of the landscape concept, planting schedule, and proposed materials.
- Methodology, quality controls, proposed team, equipment, and capacity to deliver.
- Health, safety, environmental, and operational risk controls.
- Competitiveness, completeness, and transparency of the quotation.
- Implementation timeline, establishment support, and maintenance capability.

11. Commercial Requirements

Bidders must include:

- A detailed, itemised bill of quantities or pricing schedule showing descriptions, units, quantities, unit rates, and totals.
- Separate pricing for mobilisation/site preparation, soft landscaping, irrigation or water systems, hard landscaping, and any other optional items.
- A separate price for routine maintenance and aftercare for 3, 6, and 12 months, including visit frequency and deliverables.
- All applicable taxes, duties, transport, labour, equipment, supervision, waste disposal, and other charges.
- Payment terms, proposed contract duration, and any advance-payment or milestone requirements.
- Quotation validity of at least 60 days.
- Any discounts, alternative proposals, exclusions, or cost-saving options clearly identified.

12. Pricing Schedule Guidance

For ease of evaluation, bidders should structure their quotation under the following headings, adding further line items as necessary:

- **A.** Mobilisation, site survey, design/concept, setting out, and site preparation.
- **B.** Soil improvement, topsoil, compost, fertiliser, mulch, and other growing media.
- **C.** Lawns, ground cover, trees, shrubs, hedges, flowers, planting, staking, and establishment.
- **D.** Erosion control, drainage interfaces, slope protection, edging, and reinstatement.
- **E.** Irrigation or water-management system, if proposed.
- **F.** Optional hard landscaping and decorative features, if proposed.
- **G.** Waste removal, cleaning, testing, handover, and as-built or maintenance information.
- **H.** Routine maintenance and aftercare - 3 months, 6 months, and 12 months.

13. Submission Instructions

Submit proposals electronically in **PDF format** to:

- africa.procurement@flyzipline.com

Subject Line:

RFQ Response - Landscaping Services - RW3 Karongi Facility - Zipline Rwanda Ltd.

14. Terms & Conditions

- Zipline reserves the right to accept or reject any proposal, in whole or in part, and to request clarification.
- Issuance of this RFQ does not commit Zipline to award a contract or reimburse bid preparation costs.
- The bidder shall bear all costs related to site visits, proposal preparation, and quotation submission unless otherwise agreed in writing.
- All information shared by Zipline must be treated as confidential and used only for this RFQ response.
- The successful bidder shall not commence work until Zipline issues a formal contract, purchase order, or written authorisation.
- The contractor shall comply with applicable Rwanda laws, site rules, health and safety requirements, environmental requirements, and instructions from Zipline's authorised representatives.

We appreciate your interest in partnering with Zipline Rwanda Ltd. and look forward to receiving your proposal.