



Zipline

Request for Proposal (RFP)

Service: Production of Zipline Rwanda Box Packaging 2.0, Honeycomb, and Parachute

REQUEST FOR PROPOSAL (RFP)

Production of Zipline Rwanda Box Packaging 2.0, Honeycomb, and Parachute

RFP Reference: ZRW-PKG2.0-2025

Date Issued: 2nd September 2025

Submission Deadline: 19th September 2025

1. Company Overview

Zipline Rwanda Ltd. is a global leader in autonomous logistics, delivering innovative solutions to improve access to healthcare, consumer products, and food. Operating across eight countries on four continents, Zipline is committed to reducing emissions, expanding economic opportunities, and enhancing life-saving logistics services.

2. Introduction

Zipline Rwanda is seeking qualified and experienced packaging manufacturers to produce our next-generation **Box Packaging 2.0**, **Noneycomb** inserts, and **Paper Parachute** components, as per the attached summarized specification sheet. These packaging solutions will be critical in maintaining the safety, durability, and operational efficiency of Zipline's medical delivery system.

3. Confidentiality Requirement

Due to proprietary design considerations and sensitive operational requirements, all interested manufacturers will be required to **sign a Non-Disclosure Agreement (NDA)** before receiving detailed drawings, technical documents, and commencing any discussions or engagement.

4. Scope of Work

The selected manufacturer(s) will be responsible for:

- **Manufacturing** Box Packaging 2.0, Honeycomb, and Paper Parachutes to the exact specifications provided.
- Ensuring **material compliance** with Zipline's sustainability and performance requirements.
- Maintaining **strict quality assurance protocols** throughout production.
- Providing **production lead time estimates** and scalable capacity projections.
- Managing **safe packaging and delivery** of finished goods to Zipline Rwanda's operational hub.

A summarized specification sheet has been attached to guide the initial proposal. Full technical documentation will be shared post-NDA execution.

5. Proposal Submission Requirements

Your proposal must include:

1. **Company Profile** – Overview, years of operation, facilities, and relevant certifications.
2. **Experience & References** – Past projects in similar packaging manufacturing.
3. **Technical Capability** – Machinery, production capacity, QA processes.
4. **Proposed Production Timeline** – Estimated start date, lead times, and delivery schedule.
5. **Costing** – an explanation of the criteria the manufacturer will use to come up with costing for production, highlighting key considerations for Zipline to consider.
6. **Compliance Statement** – Confirmation of ability to sign NDA and adhere to proprietary design confidentiality.

6. Evaluation Criteria

Proposals will be evaluated based on:

- Technical capability and relevant experience.
- Clearly define costing structure and approach.
- Production capacity and lead time.
- Quality assurance processes.
- Commitment to confidentiality and NDA compliance.

7. Submission Instructions

- **Deadline:** 19th September 2025
- **Format:** PDF.
- **Email submissions to:** Submission contacts on section 9 below, with the subject line:
“Proposal – Packaging 2.0 Production – Zipline Rwanda”

8. Additional Information

- Only shortlisted suppliers will be invited to the next stage, which will include detailed technical discussions and design evaluations.
- Zipline reserves the right to accept or reject any proposal without obligation to provide reasoning.

9. Submission Contact:

Zipline Rwanda Ltd.

TIN: 103652894

Address: Norrsken Kigali House

P.O. Box: 6381 Kigali

Email:

- africa.procurement@flyzipline.com
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11. Confidentiality

All submitted information will be treated as confidential and used solely for the purpose of evaluating proposals.