



Zipline

Request for Proposal (RFP)

Service: Construction Contractor for RW-3 Infrastructure Project

REQUEST FOR PROPOSAL (RFP)

Construction Contractor for RW-3 Infrastructure Project

RFP Reference: ZRW-USG-2RW3-2026

Date Issued: 18th March 2026

Submission Deadline: 3rd April 2026

1. Introduction

Zipline Rwanda Ltd invites qualified civil works contractors to submit technical proposals for prequalification for the RW-3 infrastructure construction project to be located at Gatwaro Village, Kibuye Cell, Kwishyura Sector, Karongi District, Western Province

The purpose of this Request for Technical Proposals (RTP) is to identify and shortlist capable contractors with the technical, financial, and operational capacity to deliver the RW-3 project.

At the time of issuing this RTP, final construction designs and Bills of Quantities (BoQ) are still under development. Therefore, financial proposals are not required at this stage.

Only shortlisted contractors will be invited to participate in the second stage of the procurement process, where final designs will be issued and financial proposals will be requested.

1.1 Procurement Process

Zipline will implement a two-stage contractor selection process.

Stage 1 – Contractor Prequalification

Contractors submit:

- Technical proposal
- Company qualifications
- Personnel information
- Equipment availability
- Statutory documentation
- Financial capacity documentation

Based on evaluation, Zipline will shortlist a limited number of contractors (typically 3-5).

Stage 2 – Financial Tender (Shortlisted Contractors Only)

Shortlisted contractors will receive:

- Final IFC drawings

- Technical specifications
- Bill of Quantities

Shortlisted contractors will then submit:

- Financial proposal
- Detailed construction methodology
- Final implementation schedule

The contract will be awarded based on combined technical and financial evaluation.

2. Project Overview

The RW-3 project supports Zipline's logistics and drone delivery operations.

Construction activities may include:

- Warehouse and logistics infrastructure
- Office and operational buildings
- Drone launch and recovery zones
- Utility systems (power, water, septic systems, HVAC)
- Access roads and site drainage
- Prefabricated structures and operational tents

All works shall follow approved engineering designs and technical specifications. Final designs and construction specifications will be provided during Stage 2 of the procurement process.

3. Scope of Work

The contractor will be responsible for executing all works required to deliver the RW-3 infrastructure facility.

3.1 Site Mobilization and Preparation

The contractor shall:

- Mobilize equipment and personnel
- Establish temporary site facilities
- Conduct site clearing and grading
- Perform excavation and earthworks

- Set out construction coordinates using appropriate surveying equipment
- Implement Health, Safety, and Environmental management procedures

3.2 Civil and Structural Works

The contractor shall perform:

- Foundation works
- Reinforced concrete construction
- Structural steel works where required
- Masonry and building envelope construction
- Roofing installation
- Concrete slabs and pavements

3.3 Mechanical, Electrical and Plumbing (MEP) Works

The contractor shall install:

- Electrical distribution systems
- Lighting systems
- Lightning protection systems
- Water supply systems
- Drainage and plumbing infrastructure
- Septic systems
- HVAC systems where applicable

3.4 External Works

External works may include:

- Stormwater drainage systems
- Access roads and parking areas
- Site grading and landscaping
- Utility connections

3.5 Prefabricated Structure Installation

The contractor will support the unloading and installation of prefabricated structures delivered to the site.

Expected installation duration: **20 days**, depending on site conditions and logistical arrangements.

3.6 Tent Installation

Operational tents required for Zipline operations will be assembled and installed by the contractor in coordination with Zipline supervisors.

Expected installation duration: **approximately 5 days.**

3.7 Drone Recovery and Launcher Installation Support

The contractor will assist with preparation of bases and anchoring systems required for the drone recovery and launcher infrastructure.

Specialized equipment such as a hydraulic stake rammer may be used for installing recovery system base plates where required.

This equipment may be rented temporarily for installation activities.

3.8 Testing, Commissioning and Handover

The contractor shall:

- Perform inspection and testing of installations
- Rectify defects identified during inspections
- Submit as-built documentation
- Provide operation manuals
- Complete final commissioning and handover

4. Contractor Qualification Requirements

4.1 Experience in Similar Works

The bidder must have:

- Completed at least two (2) similar building construction projects within the last five (5) years (2021-2025).
- Each project must have had a minimum contract value of RWF 300,000,000.
- Each project must have been completed at 100%, evidenced by a completion or handover certificate signed by the client.

5. Equipment and Machinery Requirements

The contractor must demonstrate access to the following essential equipment:

- Two dumper trucks (minimum capacity 20 m³)
- One power generator
- One roller drum compactor
- One concrete mixer (750 L capacity)
- One wheel loader
- One digital GPS or total station with accessories
- Two vibrating pokers
- One excavator
- One 20-ton automobile crane
- One 12-meter telehandler
- Two 6-meter rough terrain scissor lifts

Additional specialized equipment (if required):

- Hydraulic stake rammer for recovery system and launcher installation (rental acceptable)

Bidders must provide proof of ownership or valid leasing agreements covering the contract period.

6. Personnel Requirements

The bidder must demonstrate the availability of qualified personnel for the following positions.

Project Manager

- Bachelor's degree in Civil Engineering or Building and Construction Technology
- Minimum 8 years relevant experience
- Served as Project Manager on at least four similar construction projects
- Registered with the Institution of Engineers Rwanda (IER)

Civil Site Engineer

- Bachelor's degree in Civil Engineering or Building and Construction Technology
- Minimum 5 years experience
- Experience in at least three similar construction projects
- Registered with IER

Electrical Engineer

- Bachelor's degree in Electrical or Electromechanical Engineering
- Minimum 5 years experience
- Valid Class B Electrical Installation License issued by RURA

Quantity Surveyor

- Bachelor's degree in Quantity Surveying
- Minimum 5 years experience
- Registered with the Rwanda Institute of Quantity Surveyors (RIQS)

Environmental and Social Safeguards Expert

- Bachelor's degree in Environmental Sciences or related field
- Valid practicing certificate from RAPEP
- Minimum 5 years experience
- Experience in at least three similar construction projects

Site Foreman

- Diploma (A1) or Advanced Certificate (A2) in Construction
- Minimum 8 years experience
- Experience in at least three construction projects

Plumbing Technician

- A1 or A2 qualification in Plumbing
- Minimum 5 years experience
- Experience in at least two construction projects

Electrical Technician

- A1 or A2 qualification in Electrical Installation or related field
- Minimum 5 years experience
- RURA electrical installation license where applicable

Language Requirement

All engineers, foremen, and technicians must be able to communicate in English to coordinate effectively with Zipline installation supervisors responsible for prefabricated structures and tent installations.

7. Financial and Administrative Requirements

Bidders must submit:

- Certificate of Company Registration including building construction activities
- Valid Tax Clearance Certificate
- VAT Registration Certificate
- RSSB Compliance Certificate (for companies registered in Rwanda)
- Commitment letter for a credit line of at least RWF 100,000,000
- Audited financial statements for the last five years (2021-2025)

Average annual turnover must be at least RWF 400,000,000.

8. Required Proposal Documents

The technical proposal must include:

Company Profile

- Background and organization structure
- Legal registration

Relevant Project Experience

- Description of similar projects
- Client references
- Completion certificates

Construction Methodology

- Approach to delivering the RW-3 project
- Risk management strategy

Equipment Availability

- List of construction equipment

Personnel

- CVs and professional certifications

Other Supporting Documents

- Non-bankruptcy certificate issued by Rwanda Development Board
- Health, Safety and Environmental Plan
- Equipment list - Evidence of ownership where possible

9. Evaluation Criteria

Proposals will be evaluated using the following criteria:

Criteria	Weight
Relevant construction experience	30%
Key personnel qualifications	25%
Equipment and technical capacity	15%
Construction methodology	15%
Financial capacity	10%
HSE approach	5%

Only bidders scoring 70% or higher in the technical evaluation will proceed to financial evaluation.

10. Submission Guidelines

All proposals must be submitted electronically in PDF format to:

- africa.procurement@flyzipline.com
- dmytro.titov@flyzipline.com
- alex.thal@flyzipline.com

Subject line:

RFP – RW-3 Civil Works Contractor

Submission Deadline: **3rd April 2026**

Late submissions will not be accepted.

11. Clarifications

All clarification requests must be submitted in writing to provided emails on **section 10**

Clarification deadline: **27th March 2026**

Responses may be shared with all bidders.

12. Confidentiality

All information contained in this RFP shall be treated as confidential and used solely for the purpose of preparing proposals.

13. Zipline Rights

Zipline Rwanda Ltd reserves the right to:

- Accept or reject any proposal
- Negotiate with one or more bidders
- Cancel the RFP process at any stage
- Award the contract partially or fully