



**EXPRESSION OF INTEREST
NON - EXCLUSIVE LICENSING OF PRODUCTION AND SUPPLY OF
ORDINARY PORTLAND CEMENT (OPC) -FLY ASH (FA)
KGALAGADI SAND BUILDING BLOCK/BRICK**

NON - EXCLUSIVE LICENSING OF PRODUCTION, SUPPLY AND DELIVERY OF ORDINARY PORTLAND CEMENT (OPC) -FLY ASH (FA) BLEND FOR KGALAGADI SAND BUILDING BLOCK/BRICK TO DEPOTS

1. INTRODUCTION

The Botswana Institute for Technology Research and Innovation (BITRI) through its subsidiary BITRI Investments (Pty) Ltd invites suitable citizen owned manufacturing companies to respond to the Expression of Interest (EOI) for the of production and supply of Ordinary Portland Cement (OPC) -Fly Ash (FA) Blend for Kgalagadi Sand Building Block/Brick to KSBB Brick Molding Depots across Botswana

2. BACKGROUND

2.1 BITRI

BITRI is a parastatal under the Ministry of Communications, Knowledge and Technology, established in 2012 to conduct needs-based research and development in focused areas in accordance with national priorities. The Mandate of BITRI is to identify, develop and/or adapt appropriate technology solutions that provides sustainable innovative solutions through co-creation and collaboration in line with national priorities and needs of Batswana. The technologies will as much as possible maximize the use of local materials to ensure efficiency and affordability. BITRI will harness its institutional capacity as well as collaborate with other organizations and institutions.

2.2 BITRI Investments (Pty) Ltd.

BITRI Investments is a 100% owned subsidiary and commercial arm of BITRI. It is the holding company for new venture creations and commercial contracts which are generated from successful research and development undertaken at BITRI.

3. About Ordinary Portland Cement (OPC) -Fly Ash (Fa) Blend For Kgalagadi Sand Building Block/Brick

It is a cement blend produced by inter-grinding a stipulated mixture of clinker, gypsum and fly ash, where the fly ash is sourced from the Morupule B Coal Power Station. The Blend is a critical component in ensuring quality production of KSBB in various depots across Botswana.

The successful bidder will be expected to satisfy the following:

- 3.1. Use of OPC and FA, Compliant with relevant requirements specified in BOS 529-1:2013, Compressed earth building units- Part 1: Kgalagadi Sand Building Units - Specification.

- 3.2. Adherence to stipulated mix proportions, compliant with relevant requirements specified in BOS 529-1:2023 Compressed earth units -Part 2: KSBB Units-Code of manufacture, to ensure consistency in the quality of the blend.
- 3.3. Provision for production rate of blending plant, to adequately cater for the blend, estimated to be at least 400 metric tons per month,

3.4. KSBB Technology Brief

The KSBB is a patented technology owned by BITRI and it is a process by which stipulated design mix formulations of dry components (Kalahari sand (KS), calcrete & cement blend) and water, are used to produce target strength Stabilized Compressed Earth Blocks/Bricks (SCEB).

3.5. Product Reach

KSBB units are currently available for sale at the following operational depots:-

- Artesia
- Charleshill
- Ghanzi
- Gumare
- Kasane
- Lehututu
- Maubelo/Tsabong
- Maun
- Pitshane Molopo
- Takatokwane

4. TECHNOLOGY TRANSFER

4.1 Licensing

Licensing as a commercialization model adopted by BITRI Investments (Pty) Ltd which implies that a company will be granted a Non - Exclusive right to exploit the BITRI KSBB Blend intellectual property in the market and in return BITRI shall negotiate the royalty payment terms with the selected company.

4.2 Skills Transfer

BITRI Investments (Pty) Ltd. will assist with initial technical skills transfer and training on the technology.

5. ELIGIBILITY

Interested parties must provide information indicating their expertise and experience that is relevant in undertaking a project for the production and supply to meet industry demands.

- 5.1 Company profile, including a valid certificate of incorporation from CIPA, Valid BURS Tax Clearance Certificate, OPC Manufacturing License.
 - 5.1.1. Director's Forms
 - 5.1.2. Nature of Ownership e.g. Sole proprietary, Joint Venture etc.
 - 5.1.3. Board of Directors Resolution
- 5.2 Category of the firm: Large / Medium / Small Scale / Startup.
- 5.3 State the current line of Business including the Sector and Subsectors.
- 5.4 Proof of funds or Bank Guarantee or Funder Support Letter.
- 5.5 Proof of Availability of Plant for production of the KSBB Blend or Capacity to set-up a plant within an agreed timeframe(Proposal).
- 5.6 Submit the relevant personnel to produce the Blend, accompanied by Qualifications and Experience.
- 5.7 Illustrate Technical Experience on related OPC Manufacturing.
 - 5.7.1 Provide at least 3 Traceable References
- 5.8 The EOI is strictly reserved for **100% Wholly Owned** Botswana Citizen Companies only including **Joint Ventures**.

BITRI Investments through BITRI will shortlist (pre-qualify) potential bidders of the EOI and the criteria stipulated above. Shortlisted **Citizen Owned** companies will be invited to respond to a detailed Non - **Exclusive License Agreement Proposal including the Touring/Inspection of the Manufacturing Plant.**

6. TECHNICAL ENQUIRIES

Clarifications pertaining to this EOI may be obtained between **0730 -1230 hours and 1345-1630 hours, Monday to Friday**, OR be forwarded either in writing, facsimile or email to:

Lead Researcher – Building Material Science
Email:emasuku@bitri.co.bw ;
Phone Number (+267) 360 7616

7. SUBMISSION REQUIREMENTS AND CLOSING DATE

Expressions of Interests clearly marked “**NON - EXCLUSIVE LICENSING OF PRODUCTION, SUPPLY AND DELIVERY OF ORDINARY PORTLAND CEMENT (OPC) -FLY ASH (FA) BLEND FOR KGALAGADI SAND BUILDING BLOCK/BRICK TO DEPOTS**”, should be hand delivered to:

Registry
 Botswana Institute for Technology Research and Innovation
 Private Bag 0082
 Plot 50654, Machel Drive
 Gaborone, Botswana

The EOI should reach the above address not later than **4th August 2023 at 1600 hours**. Botswana time.

Submission received after the above deadline will not be considered.

Expression of Interest from companies failing to provide the required information will be disregarded. Invitation to bid and any subsequent process will be issued in accordance with procurement rules and procedures of Botswana Government.

This Expression of Interest does not entail any commitment on the part of BITRI, either financial or otherwise.

8. Evaluation Criteria

8.1 Compliance

	Requirement	Compliance	Non-Compliance
1.	Certificate of Incorporation		
2.	Valid Tax Clearance		
3.	Board Resolution		

8.2 Technical

	Requirement	Maximum Points
1.	Manufacturing License	5
2.	Audited Financials for Existing Companies	10
3.	Availability of the Plant to Produce 400 Tons or More per Month (20) or Detailed Project Delivery Plans(Proposal)=10	20
4.	Illustrate Capacity to deliver to sites (Available Transport)	20
5.	Offer Price of 50kg Bag of KSBB Blend Supplied	10
6.	Staff Profiles (CV), Qualifications and Experience	30
7.	3 Traceable references of OPC Manufacturing and Supply	5
	Total	100

NB: Under Item 6: **Staff CV**= 5 Marks; **Relevant Qualifications**: Degree or Below =5, Masters=10. **Experience**: ≤5 years = 5Marks, ≤ 10 =10Marks, ≥ 10 Years =15

8.3 Other

	Requirement	Maximum Points
1.	Proof of funds or Bank Guarantee or Funder Support Letter.	10
	Total	10

Grand Total = 110