

**Request for Proposal (RFP) – SPC-025-009-02**  
**“Comprehensive Feasibility Study**  
**for**  
**Establishing a Chips and Snacks Manufacturing Factory”**

<b>RFP Number:</b>	SPC-025-009-02
<b>Issuance Date:</b>	November 19, 2025
<b>Deadline for Receipt of Questions</b>	November 25, 2025, 4:00 PM (Ramallah Local Time)
<b>Deadline for Offers</b>	November 30, 2025, before 3:00 PM (Ramallah Local Time)
<b>Location of Work</b>	Palestine

## 1. Background

Sawalha Prime Company (SPC) is committed to expanding its operations in the food industry through the establishment of a specialized factory for chips and snack foods. This initiative comes in response to the increasing demand in both local and regional markets, and in line with the company’s strategy to enhance its competitive advantage, create employment opportunities, and contribute to food security and industrial growth in Palestine.

Offerors are responsible for ensuring that their offers are received in accordance with the instructions stated herein. Failure to adhere to these instructions may lead to disqualification.

## 2. Deadlines

- **Questions Submission:** All questions regarding this RFP must be submitted in writing no later than November 25, 2025, at 4:00 PM (Ramallah Local Time) to rasheed@sawalhaprime.com , Phone calls not preferred.

- **Offer Submission:** All offers must be received no later than 3:00 PM, November 30, 2025 (Ramallah Local Time). Offers received after this date and time will be considered late and may be reviewed at SPC’s discretion.

## 3. Instructions for Submission of Offers

Each offeror must submit two separate attachments:

1. Technical Proposal
2. Financial Proposal

All proposals and related documents must be submitted by email to: rasheed@sawalhaprime.com  
 Subject line must read: “RFP - SPC-025-009-02 – Comprehensive Feasibility Study

All proposals must be submitted in English.

All prices must be quoted in Euros (€), valid for 120 days, and inclusive of VAT.

## **4. About Sawalha Prime Company**

Sawalha Prime Company is a leading Palestinian enterprise with a track record in trading and food-related businesses. The company is now embarking on a strategic investment to establish a modern chips and snack manufacturing factory in Palestine. The factory will produce high-quality products that meet international food safety and quality standards, designed to serve both domestic and export markets.

## **5. Objectives of the Assignment**

The objective of this assignment is to conduct a comprehensive feasibility study to determine the technical, financial, market, and regulatory viability of establishing the factory.

The study will:

- Assess the market potential and competitive landscape.
- Define the technical requirements (location, capacity, production lines, utilities, inputs).
- Conduct a financial feasibility analysis (investment costs, operating costs, revenue forecasts, NPV, IRR, Payback Period).
- Evaluate legal and regulatory requirements (licenses, food standards, certifications).
- Provide a practical implementation roadmap with an action plan and timeline.

## **6. Scope of Work**

The consultant will deliver a comprehensive feasibility study covering:

1. Market Study – Demand analysis, consumer trends, competition, potential export opportunities.
2. Technical Study – Factory design requirements, production technologies, capacity options, raw material sourcing, supply chain.
3. Financial Study – Capital investment needs, operating costs, projected revenues, break-even analysis, sensitivity analysis.
4. Legal & Regulatory Analysis – Palestinian food regulations, international standards (ISO, HACCP), environmental and labor requirements.
5. Implementation Plan – Phased action plan, Gantt chart timeline, key milestones, risk analysis, and mitigation measures.

## **7. Duration**

The assignment is expected to be completed within 6–8 weeks from the date of contract signing.

## **8. Type of Contract**

Short-term consultancy contract

## **9. Expected Results and Deliverables**

The consultant will deliver:

1. Inception Report (methodology, tools, and work plan).
2. Draft reports for Market, Technical, Financial, and Legal/Regulatory studies.
3. Final Consolidated Feasibility Study Report (Word + PDF).
4. PowerPoint presentation summarizing findings for SPC management and stakeholders.
5. Implementation roadmap with timeline.

## 10. Technical Proposal Requirements

The Technical Proposal should include:

- Cover letter describing relevant experience, daily rate, and availability.
- Detailed methodology and work plan.
- CVs of key team members and firm profile.
- Example of a previous feasibility study in the food manufacturing sector.
- Team structure and management arrangements.

## 11. Required Qualifications and Experience

- Proven experience in preparing industrial feasibility studies.
- Strong knowledge of the food manufacturing sector (snacks/chips preferred).
- Demonstrated expertise in financial and technical analysis.
- Familiarity with the Palestinian market and investment climate.
- Ability to deliver professional reports in Arabic and English.

## 12. Basis for Award

Evaluation will follow a best quality-to-price approach:

### Technical Proposal – 70 points

- Methodology and Work Plan – 30 points
- Relevant Experience – 30 points
- Team Composition (CVs) – 10 points

### Financial Proposal – 30 points

- Overall cost and value-for-money

Technical proposals scoring less than 55/70 may not be considered for financial evaluation.

## 13. Financial Proposal

The Financial Proposal must include a detailed budget breakdown covering all costs (transportation, per-diem, communication, taxes).

- Prices must be in Euro (€), valid for 120 days, and inclusive of VAT.
- The firm must be able to issue an official invoice and provide a valid deduction at source certificate (or applicable tax deductions will apply).