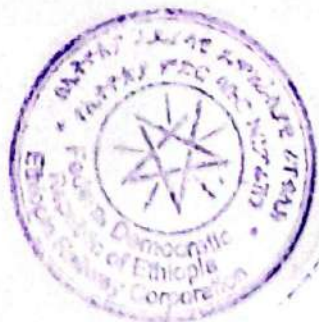


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Ethiopian Railway
Corporation

Invitation to Apply for Pre-Qualification as an Approved Supplier for
Construction Equipments, Machinery and light and heavy vehicles rent



Prepared by: - Procurement Team

Oct .2025

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PART A: GENERAL

1. INTRODUCTION AND BACKGROUND

Ethiopian government has established the Ethiopian Railway Corporation by the Council of Ministers regulation No 141/2007 as a public enterprise to construct and operate railway transport in Ethiopia to support the economic growth of the country. Under the leadership and supervision of ERC above 790 km of railway line has been constructed and put into operation, and about 560 km railway line is in the construction phase. Besides infrastructure construction, ERC trained more than 800 staff from TEVT to Ph.D. level in collaboration with Addis Ababa University, abroad universities, and training institutes to fill the skilled manpower gap in the sector.

Moreover, with its commitment to the creation of knowledge base, provision of excelling and sustainable engineering solutions, providing a comprehensive range of engineering services, and addressing & working towards bridging the service delivery gaps in the construction industry in Ethiopia.

To support the dynamic requirements of its ongoing and upcoming construction projects, the Ethiopian Railway Corporation (ERC) Construction Business Unit seeks to pre-qualify experienced and reliable suppliers for the rental of construction equipment, machinery, and vehicles.

ERC requires a flexible and readily available source of assets to supplement its owned fleet, ensuring we can meet project milestones without interruption. We are inviting rental companies to pre-qualify for providing a comprehensive range of assets, including but not limited to:

- **Heavy Earthmoving Equipment:** Excavators, bulldozers, motor graders, compactors.
- **Lifting and Handling Machinery:** Mobile cranes, tower cranes, forklifts.
- **Transport Vehicles:** Light-duty vehicles, pickup trucks, tippers, prime movers, and low-loaders.
- **Specialized Plant Equipment:** Piling rigs, concrete batching plants, welding sets, and generators.



ERC seeks to establish framework agreements with rental partners who can demonstrate a proven track record of reliability, well-maintained equipment, and responsive service support. Our goal is to build partnerships that ensure the consistent availability of safe, modern, and efficient machinery, directly contributing to the success of our national infrastructure projects.



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1.1 Project Scope

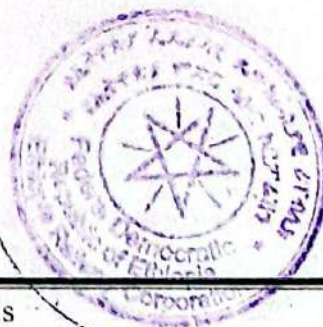
ERC's Engineering and procurement team (here in after referred to as "the Buyer?") invites/ requests (here in after referred to as "Rentals") to respond to this pre qualification invitation for ERC's upcoming construction projects for the supply (here in after referred to as "the Construction Equipments, Machinery and light and heavy vehicles rental")

The upcoming projects includes variety of Construction Equipments, Machinery and light and heavy vehicles rental categorized as per the below.

Category	Subcategory	Main Code	Sub code
Construction Equipments, Machinery and light and heavy vehicles rental	construction equipment and machinery tailored for a rental		
	Earthmoving & Excavation		
	Excavators		
	Skid-Steer Loaders		
	Backhoe Loaders		
	Bulldozers		
	Wheel Loaders		
	Compact Track Loaders (CTLs)		
	Trenchers		
	Graders / Motor Graders:		
	Lifting & Material Handling		
	Telehandlers / Boom Lifts		
	Forklifts		
	Cranes: Mobile Cranes (on trucks)		
	Scissor Lifts		
	Articulating Boom Lifts		
	Vertical Mast Lifts		
	Hoists & Winches		
	Compaction		
	Plate Compactors / Vibratory Plates		
	Walk-Behind Rollers: Double-drum, single-drum.		
	Trench Rollers		
	Pneumatic Rollers		



	Jumping Jack / Rammer Compactors		
	Concrete & Masonry		
	Concrete Mixers		
	Concrete Vibrators		
	Concrete Saws		
	Power Trowels / Finishers		
	Mortar Mixers		
	Grinders & Scarifiers		
	Concrete Pumps		
	Road Work & Paving		
	Asphalt Rollers		
	Asphalt Pavers		
	Cold Planers / Milling Machines		
	Chip Spreaders		
	Street Sweepers		
	Support & Site Services		
	Generators		
	Light Towers		
	Water Pumps		
	Air Compressors		
	Tools & Small Equipment		
	Breakers / Jackhammers		
	Demo Saws / Cut-off Saws		
	Drills:		
	Power Tools		
	Blowers		
	Pressure Washers		
	Other construction Machineries		





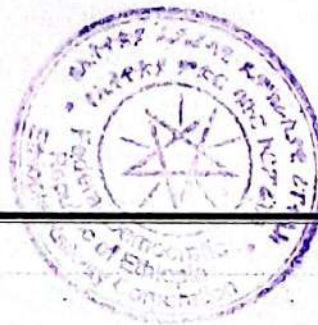
1.2 Project Period

Successful rentals who have passed the first stage of this Pre-Qualification shall be eligible to participate in upcoming tender for up to a period of 24 months.

Interested rentals shall cover all costs associated with the preparation and submission of the required information to the 'Buyer'. Interested rentals are solely responsible for all expenses associated with responding to this REOI.

1.3 Important information and dates

Pre-Qualification No. #1	ERC/ _____
Name of the Work	Construction Equipments, Machinery and light and heavy vehicles rental
Last date for submission of queries	_____
Last date of query response	_____
Last date & time of submission of EOI	_____
Address for communication/submission of Pre-Qualification	_____
Contact person	Procurement Team, Phone number: _____





PART B:

QUALIFICATION

1. General Information About the Rental

Rental's Legal Name	
Legal Address in Country of Registration	Address: Telephone/Fax Email address: Website:
In Case of Joint Venture, legal name of each party	
In case of Joint Venture, Place of Registration for Each Party	Address: Telephone/Fax Email address: Website:
Authorized Representative Information	Name: Position: Address: Telephone/Fax: E-mail address:
Attached copies of original documents of:	☐ In case of JV, letter of intent to form JV including a draft agreement, or agreement governing formation of JV
	☐ Form Data on Joint Ventures

Name: _____

In the capacity of: _____ Signed: _____

Duly authorized to sign the EOI for and on behalf of _____

Dated on [] day of [], 2025



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2. Professional Technical and Financial Qualification

2.1 Legal and Professional Qualification

Factor	Requirement	Criteria	Documentation Required
Nationality	All rentals shall have as their country of origin an eligible country. A country can be eligible when it is not under the restriction list of the Government of Ethiopia.	Must meet requirement	Pre-Qualification Submission Sheet
Registration in the FPPAA's Rentals List	Having been registered in the Public Procurement and Property Administration Agency's Rentals List	Must meet requirement	Attach FPPAA Rental's Registration Certificate
Not Debarred by decision of the FPPAA	Not having been debarred by decision of the Public Procurement Agency from participating in public procurements for breach of its obligation under previous contracts	Must meet requirement	Pre-Qualification Submission Sheet
Valid trade license or business organization registration	Having been submitted valid trade license or Business organization registration certificate issued by the country of establishment	Must meet requirement	Attach Renewed Trade license and/or commercial registration Certificate
VAT registration certificate	Having been submitted VAT registration certificate issued by the tax authority	Must meet requirement	Attach VAT Registration Certificate
Valid tax clearance certificate	Having been submitted valid tax clearance certificate issued by the tax authority (Domestic Rentals Only)	Must meet requirement	Attach Valid tax clearance certificate





2.2 Technical Qualification, Competence, and Experience in the Procurement Object

As a proof of the technical and professional ability in supplying our requirement listed in our invitation for pre-qualification the tables below summarize the major relevant technical evaluation criteria to evaluate the rentals.

S/N	Criteria	Description	Weight (%)	Document Submission
1	Technical & Quality Capability	The ability of the rental to meet specifications consistently which include quality features ➤ quality & compliance with specifications(7) ➤ Technical expertise (8)	15	The rental shall submit compliance letter /document)
2	Delivery	The ability of a rental to meet specified delivery schedules which include lead-time, on-time performance, fill rate, returns management, location, and transportation. ➤ The rental shall provide commitment letter for delivery of required service within 3 working days up on award.	15	The rental shall submit Commitment letter to deliver product within 3 days upon award
3	Performance history	Performance history of the rental in the financial, economic, social, organizational, and sectoral area. ➤ The rental shall submit evidence of at least 3 government's or public enterprise's contract in the past 2 years (2024 - 2025).related to products specified on the bid	10	The rental shall submit a copy of contract document or evidence on the performance of the contract from the employer
6	Reputation and position in the business	A ranking and reputation in the business, or company, in terms of its sales volume relative to the sale volume of its competitors in the same business. ➤ The rental shall provide its last three year's (2023 - 2025) sales financial volume with supportive documents (Audit report).	10	The rental shall submit its selling volume in the last three years
7	Rental's profile	The superiority and reputability of the rental's statues, past performance, finance, certificates, and	15	The rental shall submit a



S/N	Criteria	Description	Weight (%)	Document Submission
		references ➤ The rental shall provide formal documents like its awarded certificates, reference or acknowledgment letter from its customers which ascertains its profile.		copy of each document
3	Professionalism	The rental's competence or skill expected of a professional. ➤ The rental shall provide at least 2 staffs' professionalism document like educational background and work experience in construction material supply. (4) ➤ HSE policy and certifications Environmental compliance and sustainability practices(1)	15	The rental shall provide the employees professional and experience document, HSE and environmental compliance certificates.
9	Credit Facility	Does the rental have a credit policy? And to how much amount? ➤ The rental shall announce with a written letter up to how much credit amount for how much days can provide to the buyer	20	The rental shall submit a credit agreement letter

3. Financial Standing

Rental has adequate financial resources to manage Contracts as established by our financial statements, audited by an independent auditor, submitted in this pre qualification . The following table contains our financial data. These data are based on our annual audited accounts. Figures in all columns have been provided on the same basis to allow a direct, year-on-year comparison.

FINANCIAL DATA	Historic Information for Previous Years				
	Year2	Year1	Last Year	Current Year	Average
A. Information from Balance Sheet					
1. Total Assets					
2. Total Liabilities					
I. Net Value(1-2)					
3. Current Assets					
4. Short-term debts					
II. Working Capital(3-4)					
B. Information from Income Statement					
1. Total Revenue					
2. Profits before tax					
3. Losses					



Along with financial data we provided above we have attached the following documents as proof of our financial standing, as required in the EOI:

Attached documents comply with the following conditions:

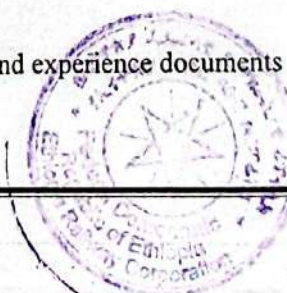
- ✓ Documents reflect the financial situation of the Bidder or partner to a Joint Venture, and not sister or parent companies;
- ✓ Historic financial statements are audited by a certified accountant;
- ✓ Historic financial statements are complete, including all notes to the financial statements;
- ✓ Historic financial statements correspond to accounting periods already completed and audited.

Annual Turnover Data	
Year	Amount and Currency
Average Annual Turnover*	

Name: _____ In the capacity of: _____ Signed: _____
Duly authorized to sign the pre qualification for and on behalf of: _____
Dated on [] day of [], 2025

Document Attachments:

1. Renewed Trade license and/or commercial registration Certificate
2. VAT Registration Certificate
3. Valid tax clearance certificate
4. Valid professional license, if applicable
5. Original Manufactures Product Catalogue, if any
6. Dealer agreement documents
7. Bid award letters
8. Warranty Letter
9. Stock Balance letter
10. Last three years sells volume
11. Employees professionalism and experience documents
12. Credit agreement letter



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13. Audited financial statements
 14. Documents required as proof of the rental's financial standing,
 15. Certificates of award, reference, acknowledgment contracts provided by contracting parties to the rental successfully completed in the course of the past years.
 16. Company Profile: Including full legal name, years in business, and overview of capabilities.
 17. Contact Information: Official address, contact person, email, and phone number.
 18. Proof of Certification: Copies of relevant quality certifications (if any).



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