



REQUEST FOR PROPOSAL

Provision of Electric Bus Lease Services

100 City Electric Buses — Full-Service Lease

Issuing Organisation:	Ecofleet Solutions Ltd, Kigali, Rwanda
RFP Reference:	ECF-EBUS-RFP -2026-004
Issue Date:	May 11 th 2026
Proposal Deadline:	May 17 th 2026
Enquiries:	procurement@ecofleet.rw
Submission :	procurement@ecofleet.rw CC: info@ecofleet.rw

1. Introduction and Background

Ecofleet Solutions Ltd is Rwanda's leading electric bus operator, deploying clean and efficient public transport services across the City of Kigali. In pursuit of its mission to accelerate the electrification of public transport, Ecofleet is inviting proposals from qualified and financially capable providers for the full-service lease of one hundred (100) city electric buses.

The lease buses shall be deployed on Ecofleet's approved public transport routes. The successful Lessor will enter into a structured lease agreement with Ecofleet on the terms described in this RFP.

2. Scope of Requirement

2.1 Fleet Requirement

Parameter	Specification
Number of Buses	100 city electric buses
Bus Type	City bus (electric)
Minimum Passenger Capacity	71 passengers including the driver
Propulsion	100% electric (battery electric vehicle)
Minimum Daily Range	200 km per bus per day guaranteed operational range
Operational Hours	05:00 – 23:00 hours (minimum)

2.2 Delivery Requirement

CRITICAL REQUIREMENT

All 100 buses must be delivered and fully operational within two (2) months from the date of contract signing. Proposals that fail to demonstrate a credible capacity to meet this timeline will not be considered. However, bidders may submit proposals for fewer than 100 e-buses, provided they can deliver the proposed number of buses within the same two-month period.

Bidders must submit evidence demonstrating that the buses are available and can be delivered within this timeframe. Acceptable evidence includes:

- Manufacturer confirmation letters or allocation certificates confirming bus availability
- Import documentation or proof of buses already in country or in transit
- Letters of intent or confirmed purchase orders with verified delivery schedules
- Any other credible documentary evidence of bus readiness and delivery capacity.

3. Lease Structure and Duration

3.1 Lease Period

Ecofleet is soliciting proposals under **two distinct contract options**. Bidders may submit a proposal for one or both options. Each option must be priced and presented separately in the financial proposal.

Option A — Full-Service Lease (7 Years)



Under this option, the Lessor provides 100 electric buses (or a number below 100 buses) on a full-service operating lease for a period of **seven (7) years** from the date of formal acceptance. Ownership of the buses remains with the Lessor throughout the term. At the end of the seven-year period, the lease may be renewed subject to a performance evaluation by Ecofleet. Renewal is not automatic.

Option B — Lease-to-Own (5 Years)

Under this option, the Lessor provides 100 electric buses on a lease-to-own arrangement over a period of **five (5) years**. The daily lease fees paid over the five-year term shall contribute towards the full acquisition of the buses by Ecofleet, such that ownership of all 100 buses transfers to Ecofleet upon completion of the lease term and settlement of any residual amount agreed at contract signature. Bidders must clearly set out in their proposal the total acquisition cost per bus, the proposed daily fee, the residual value (if any) at end of term, and the ownership transfer mechanism.

3.2 Lease Fee Structure (Both Options)

For each option submitted, bidders must propose a daily lease fee structure comprising the following two components. Separate pricing schedules must be submitted for Option A and Option B where both are offered:

#	Fee Component	Description
1	Base Daily Lease Fee (per bus)	All-inclusive daily fee covering a minimum of 200 km of operational use per bus
2	Extra Kilometre Fee (per bus, per km)	Additional per-kilometre charge for each kilometre operated beyond the 200 km daily base

Both fee components must be quoted in Rwandan Francs (RWF). Bidders may optionally provide equivalent USD rates for reference purposes.

All-Inclusive Fee

The proposed daily lease fee must be fully all-inclusive, covering without limitation: charging of bus batteries to full capacity, daily vehicle washing, overnight security and parking, all scheduled and corrective maintenance, all mechanical and electrical repairs, comprehensive insurance (motor, third-party liability, passenger liability, and battery coverage), and all other costs required to keep each bus in a fully operational and roadworthy condition. No additional charges will be accepted after contract award.

4. Lessor Obligations and Service Standards

4.1 Charging

The Lessor shall be solely responsible for ensuring that each bus is fully charged prior to deployment each day. Charging infrastructure, energy costs, and all related arrangements are entirely at the Lessor's expense and shall be included in the daily lease fee.

4.2 Maintenance and Repairs

The Lessor shall maintain all buses to the highest operational standards throughout the lease term. This includes:

- All scheduled preventive maintenance in accordance with manufacturer recommendations



- All corrective maintenance and unscheduled repairs, including battery systems and electrical components
- Provision of replacement buses within a reasonable timeframe in the event of breakdown or prolonged downtime
- Maintenance of valid roadworthiness certificates and speed governors as required by Rwanda National Police

4.3 Washing

Each bus shall be washed and presented in a clean condition prior to deployment each operating day. Washing facilities and associated costs are the Lessor's responsibility.

4.4 Overnight Security and Parking

The Lessor shall provide secure overnight parking for all buses when not in operation. All security arrangements and associated costs are included in the daily lease fee.

4.5 Insurance

The Lessor shall procure and maintain, at its own cost throughout the lease term:

- Third-party liability insurance with cross liability clause.

Proof of insurance shall be provided prior to commencement and upon each annual renewal.

4.6 Availability

The Lessor guarantees a minimum fleet availability of 90%.

5. Ecofleet's Responsibilities

Ecofleet Solutions Ltd, as Lessee, shall be responsible for:

- Provision of qualified and licensed drivers and operational staff
- Collection and retention of all passenger fare revenues and ancillary revenues including advertising
- Operational route management in accordance with regulatory requirements
- Timely payment of agreed lease fees upon verified acceptance and deployment of buses
- Notification to the Lessor of any operational incidents or damage caused by Ecofleet's drivers or personnel.

6. Bus Technical Standards

Each bus delivered under this lease must meet the following minimum standards. Bidders may propose buses that exceed these standards:

- Passenger capacity of at least 71 persons including the driver
- Fully electric propulsion with sufficient battery range to support the minimum 200 km daily operational requirement
- Adequate interior and exterior lighting
- Suitably padded seating firmly fixed and with proper back support; handholds for standing passengers
- Skid-resistant flooring sealed against fumes and dust
- Sound-proofing sufficient to avoid undue noise or vibration during operation

- Electrical wiring safely insulated and protected from damage
- Battery and heat sources separated from the passenger area by heat-resistant material
- Windows properly fitted with suitable opening devices where applicable
- Display of maximum permitted passenger capacity in letters of at least 25 mm height, in compliance with regulatory requirements
- Valid roadworthiness inspection certificate issued by Rwanda National Police, where applicable at the time of delivery
- Approved and sealed speed governor fitted and operational prior to deployment
- Compatibility with Rwanda's regulatory framework including RURA and Rwanda National Police requirements.

Bidders are encouraged to provide detailed technical specifications and, where available, reference deployments of the proposed bus model.

6.2 Mandatory On-Board Technology — Annex A: Fare Evasion Monitoring Package

Each bus must be factory-fitted or retrofitted prior to delivery with the following Fare Evasion Monitoring devices. All devices must be fully functional and integrated at the time of acceptance:

Device	Function
ADAS Camera	Advanced Driver Assistance System — forward collision warning, lane departure alert, and pedestrian detection
Alcohol Breathalyzer	Driver alcohol detection integrated with motor start authorisation; bus cannot be started if test fails
People Counting Camera (Hero-C60S0V33-IMR)	Automated passenger counting at each door; georeferenced data streamed remotely in real time
DMS Camera (Hero-C60S0D3-IMR)	Driver Monitoring System — detection of drowsiness, distraction, and mobile phone use
Indoor Dome Camera (12-ch AI MDVR)	Minimum 6-channel indoor surveillance; AI-based analytics; footage stored locally and streamed to control centre
Two-way Audio (LED Speaker HW-MS04)	Push-to-talk intercom between driver and control centre via MDVR

6.3 Mandatory On-Board Technology — Annex B: BIS / BMS / Fleet Management Package

Each bus must additionally be equipped with the following Bus Information System, Battery Management System, and Fleet Management devices, fully operational at the time of acceptance:

Device	Function
Buzzer	Audible alerts for system events, faults, and driver notifications
FMC150 GNSS/LTE Tracker	4G CAT 1/GSM/GNSS tracker with integrated CAN adapter; reads EV battery and motor data; internal antennas and back-up battery
iButton Key (DS1990A + F5)	Unique 64-bit driver identification token; stainless-steel rugged housing

iButton Reader (148-00010)

I-Wire contact reader for driver authorisation, immobiliser activation, and automated geofencing

Automotive Relay

Electromechanical relay enabling remote immobilisation, stolen vehicle recovery, and automated driver time-tracking

Bidders must confirm in their proposal that all Annex A and Annex B devices will be installed and operational upon delivery. Where a specific device model is listed, that model or a certified equivalent must be used. Ecofleet reserves the right to carry out a technical inspection of all on-board systems prior to formal acceptance.

7. Proposal Requirements

7.1 What to Submit

Proposals must be submitted in English and include the following:

#	Document	Details
1	Cover Letter	Signed letter confirming interest, availability, and capacity to deliver
2	Proof of Bus Availability	Documentary evidence confirming 100 buses (or any number specified) in can be delivered within 2 months of contract signing (manufacturer letters, import docs, purchase orders, etc.)
3	Technical Specifications	Full technical datasheet for the proposed bus model including capacity, battery range, dimensions, and safety certifications.
4	Financial Proposal	Separate financial schedules for each option offered: (Option A) base daily lease fee per bus (RWF) and extra-km rate for 7-year full-service lease; (Option B) base daily lease fee per bus (RWF), extra-km rate, total acquisition cost per bus, residual value, and ownership transfer mechanism for 5-year lease-to-own. All amounts in RWF; USD equivalent optional.
5	Company Profile	Brief overview of the company, ownership structure, and relevant experience in bus leasing or fleet provision

7.2 Evaluation Criteria

Proposals will be evaluated on the following basis:

Criterion	Weight
Credibility of delivery timeline evidence (2-month delivery)	50%
Competitiveness of daily lease fee and extra-km rate	40%
Technical quality of proposed bus (capacity, range, compliance)	10%

8. Submission Instructions

Proposals must be submitted electronically to:

Address: Nyarugenge, KN 63 St, Kigali, Rwanda,
 Email: info@ecofleet.rw | Website: www.ecofleet.rw | Tel: (+250) 792 871 696
 TIN: 128468136 | Follow us: www.linkedin.com/company/ecofleet-solutions-ltd



Submission Email procurement@ecofleet.rw CC: info@ecofleet.rw
Subject Line ECF-EBUS-RFP -2026-004_Your Company name
Deadline May 17th, 2026

Late submissions will not be considered. Ecofleet reserves the right to request additional information from any bidder, to reject any or all proposals, and to cancel this RFP process at any time without incurring liability.

9. Confidentiality and General Conditions

- This RFP and all information contained herein are confidential and issued solely for the purpose of soliciting proposals.
- Bidders must not disclose the content of this RFP or their proposal to any third party without Ecofleet's written consent.
- Submission of a proposal constitutes acceptance of the conditions of this RFP.
- Ecofleet is not obligated to accept the lowest-priced proposal or to provide reasons for any decision.
- All costs incurred in preparing and submitting a proposal are entirely at the bidder's own expense.
- The successful bidder will be required to execute a formal lease agreement based on the terms described in this RFP. A draft agreement will be shared with shortlisted bidders upon request.

10. Contact and Enquiries

All enquiries regarding this RFP must be submitted in writing to the contact below. Verbal enquiries will not be accepted. Responses to material questions will be shared with all registered bidders.

Organisation	Ecofleet Solutions Ltd, Kigali, Rwanda
Email	procurement@ecofleet.rw

