



KWAPLAH INTERNATIONAL, INC.

Procurement & International Development Consultant Services

Kwaplah International is an African owned Corporation organized in 1993 with its main office located at the Madison Plaza in Corvallis, Oregon (USA). The company is a U.S. Federal Government Certified Minority Owned Procurement and International Development Consultancy Firm.

Our mission is to become a number one provider of affordable international procurement and development consultant services to foreign governments and non-governmental organizations (NGO's) throughout the world. Our clients include NGO's, academic institutions and international development related projects (funded through IDA, World Bank, AfDB, ADB, UNDP, etc).

Our Goals are:

- To insure customers' satisfaction through the provision of high quality services and products.
- To provide affordable procurement services to Foreign governments and Non-governmental Organization projects, Academic Institutions, and government Agencies irrespective of the types of products, quantity or final destination; to do this at a minimum possible cost to the clients.
- To provide wide range and different varieties of products that meet the need of our clients.
- To provide high quality products at very competitive prices to our clients at all times with the ultimate objective of building a long-term mutually beneficial relationships with these clients.



We Supply These And Many Other Products

Agriculture Equipment

Automobile

Electrical Equipment

Household Appliances

General Electronics

IT Equipment

Laboratory Equipment

Medical Equipment

Office Equipment

School and Office Furniture

Textbooks/ References

Uniforms

Business Outlook for FY06

While UN Operations start to wind down as the results of peace and stability gained in many of the countries we served under our system contract last year, our management remains optimistic about the future and continued growth of our business in the African region. Kwaplah is strategically investing in Liberia, Sierra Leone, and Ghana in West Africa, while at the same time plans are being developed to participate in the reconstruction efforts in Southern Sudan and Somalia. These countries offer ample export opportunities for US products to these untapped African markets through Kwaplah international procurement activities in FY06 and beyond.

Procurement Service

Kwaplah International has purchasing arrangements with large number of major manufacturers - as well as some of the largest World Class Distributors such as Ingram Micro, Merisel, Data Tech, Pinacor etc., in the United States, Europe and Asia that enable us to meet the needs of our clients expeditiously and competitively. Our extensive contacts with many major sources (with approximately 40,000 different products) allow us to provide quality products at very competitive prices for institutions and agencies whether they buy through competitive bidding processes or making small purchases. This couples with our low overhead cost, enables us to undercut our competitors, thereby offering our clients significant savings for the goods and services we provide. Kwaplah also offers government and educational prices to the appropriate institutions and agencies.

Kwaplah's management team has over 30 years of collective experiences in providing domestic and international procurement services. Our management takes pride in the quality of the products and services we provide. As a standard policy, Kwaplah's management complies with all Federal and USAID Acquisition Requirement (FAR52.252-1 & 48 CFR7) as well as World Bank Procurement Policies. We've provided international procurement services for United Nations, Peace Keeping Missions and Field Offices worldwide as well as World Bank related development projects throughout Africa (see ref. pg 2). Kwaplah's Management has excellent response time to all Request For Quotes.

Financial / Banking

Kwaplah International has strong financial backing and robust credit lines with West Coast Bank, Wells Fargo Bank, American Pacific and the US Bank of Oregon since 1993 to support our procurement activities. Kwaplah's export operations are backed by US Federal Government Small Business Administration (SBA) Export Assistance Credit that provides significant sources of working capital to finance these exports sales.

Consultant Services

Kwaplah International provides international development consultant services as a subcontractor to primary contractors in varieties of fields. Our team of consultants consists of professors, retired professors and subject matter specialists with proven track records and vast experiences in international development. We have rendered consultant services to several United State Agency for International Development (USAID) funded projects locally and abroad (including USAID/CID

Kwaplah International FY05 Performance Summary

In 2005 Kwaplah International generated gross revenue in excess of \$3.0 Million. Approximately 50% of the revenue was generated from United Nations System and Non-system Contracts while the remaining 50% comes from World Bank / African Development Bank related projects throughout Africa. This outstanding performance is the result of our continued commitment to deliver high quality products and services at very competitive prices to our clients in a timely manner. For example, out of the sixty-five procurement contracts executed in FY05, 60% of them were completed ahead of schedule. Kwaplah has had no dispute with any of its clients since the inception of this firm in 1993 to provide international procurement services to development projects throughout Africa.

Performance References

Contracting Org./Institution	Project Title	Commodity or Services Provided	Amount Award	Contact Person
Gov't Republic of Ghana Ministry of Food and Agriculture PO BOX M.212 Accra, Ghana	Land Administration Project IDA Credit #:3817	Computers (Desktop, Laptop Servers, Printers and Software)	\$571,196.00	Mr. Emmanuel A. Akuffo Tel: 233.21.687.314
Gov't Republic of Ghana Ministry of Food and Agriculture PO BOX M.37 Accra, Ghana	Livestock Development Project IDA Loan #: P-GH-AA0-025	IT Training Equipment, Freezer, Generators, Weighing Scales, Refrigerators	\$290,000.00	Project Manager Tel: 233.21.668.248
UNDP DEX Liberia Simpson Building Sekou Toure Avenue, Mamba Point Monrovia, Liberia	Reintegration Tool Kits PO #: LBR10-000000610 For United Nations	Sewing Machines, Tool Boxes, Dress Making Dummy, Sewing Materials	\$190,000.00	Mr. Sergio Valdini Tel: 231.653.2114
Ministry of Health & Sanitation 4th Floor, Youyi Building Freetown, Sierra Leone World Bank Loan	Supply of Medical & Computer Equipment, Medical & Office Furniture HRSPD/ISB/02/05	Computers, Softwares, Office Furniture, Office Equipments	\$326,000.00	Henry Kuyumbah Tel: 232-22-242-234
United Nations Headquarters Procurement Division 304 East 45th St. RM# FF-295 New York, NY 10017	Procurement of Office For UN Peace Keeping Missions/Field Offices Contract# PD/C0216/04	Office & IT Equipment Multisystem TVs, LCD Projector, Shredders Camera, Computers	\$1,800,000.00	Eva Lee/Contract Mgr. Takakazu Numata Tel. 212-963-0122 Fax: 212-963-1677
Ministry of Health Government of Tanzania Dar El Salaam, Tanzania HSDP/TEN-14-MOH/2002/2003	Ministry of Health Health Sector Support Project Lusaka, Zambia	Medical Textbooks Anatomical Models Medical Equipment	\$175,000.00	Mr. S. E. Ndandala Tel. 255-222-124-500 Fax: 265-1-253-344
Ethiopian Agric. Research Org. Addis Ababa, Ethiopia IDA- CR # 3092-ET	Agric. Resch Training Project Addis Ababa, Ethiopia 25/ICB/3092-ET	Office & Laboratory Equipment	\$150,000.00	Procurement Unit Tel 251-1-612-633 Ext. 317/307
Ministry of Agriculture Government of Lesotho Maseru, Lesotho APCBP/LE/IDA-08	Ministry of Agriculture Sustainable Agric. Dev. Maeru, Lesotho	Laboratory Equipment Test & Analytical Equipment For Food Technology Laboratory	\$180,000.00	Mr. Retsepile Elias Tel. 266-885-4989 Fax: 266-22-310-679
Ministry of Health Government of Zambia Lusaka, Zambia TB/ORD/075/04 • TB/ORD/079/04	Ministry of Health Health Sector Support Project II Lusaka, Zambia	Medical & Lab Equipment Medical Furniture, Projectors, Photocopier & Other Office Equip	\$450,000.00	Ms. Regina Tel. 265-095-757-820 Fax: 265-1-253-344
Dept of State for Education Government of The Gambia Banjul, The Gambia DSE/PM/EDU.3/I22/(DF/AG)	Third Education Project Procurement Section Banjul, The Gambia	Textbooks, References Instructional Materials & Laboratory Equipment	\$120,000.00	Mr. Lamin Jallow Tel. 220-9905-845 Fax: 220-310-307
Ministry of Education Government of Lesotho 100 Maseru, Kingdom of Lesotho ADB-F/LES/90/21	Basic Education Project Educational Facilities Unit Procurement Section Maseru, Lesotho	Instructional Materials Textbooks and Reference Books	\$90,000.00	Mrs. S. Damane Tel. 266-317-130 Fax: 266-310-307
Ministry of Education (EMPDE) Addis Ababa, Ethiopia GOV.3/1994/ICB-2002	Government of Ethiopia Ministry of Education Addis Ababa, Ethiopia	Medical Textbooks & Library References	\$110,000.00	Mr. Salomon Ashagre Tel.251-1-243-843 Fax: 251-1-611-919
Tuskegee University International Research Program Office Tuskegee Institute, Tuskegee, AL	Tuskegee/Suokoine Agric. Research Project Tanzania, East Africa	Instructional Materials Textbooks and Reference Books	\$250,000.00	Dr. Suchet Louis Tel. 334-727-8644 Dr. Hamisi Dihenga Tel. 255-56-3511

Products

Agriculture Equipment:

- Chemicals
- Farm Implements
- Tractors
- Water Pumps
- Rice/Cassava Mills
- Cold Storage



Automobile:

- Ambulances
- Bulldozers
- Buses
- Fork Lift
- Motorcycles (Honda, Yamaha, Suzuki, and Generic)
- 2WD/4WD Jeep
- Pick-up/Dump Trucks
- Garbage/Waste Truck
- Sedans
- Utility vehicles

Electrical Equipment:

- Solar Technology:
 - Street/Traffic Lights
 - Solar Refrigerator
- Cables/Transformers
- Electric Poles/Wires
- Generators (Perkins, Commins)
- Power Inverters
- Surge Protectors



Household Appliances & General Electronics:

- Digital Cameras
- DVDs
- Freezers & Refrigerators (gas, electric, & kerosene)
- Microwaves
- Multisystem TVs
- Multisystem VCRs
- Stove
- Washers & Dryers



IT Equipment:

- Desktop & Laptop Computers
- Printers
- Software
- Servers Network
- UPS



Uniforms:

- For: Police, military, customs, school, nurses, and lab coats
- Includes: boots, caps, and jackets



Laboratory Equipment:

- Analytical Balances
- Blood Chemistry Analyzers
- Centrifuges
- Diagnostic Instruments
- Electrolyze
- Microscopes
- Scales
- Spectrophotometers
- Suction Machines
- Sterilizers/ Autoclaves

Medical Equipment:

- Dental equipment
- Hospital equipment
- Optical equipment
- Pharmaceutical
- X-Ray equipment

Medical Furniture

- Hospital Beds/Bedside Cabinet
- Examination Couch
- Medical Cabinets
- Instrument/ Dressing Trolley
- Wheel Chair/Stretcher
- Bed Screen
- Laboratory Stools

Office Equipment:

- Fax Machines
- Fire Safety Box
- Commercial Safes
- Office Supplies (papers, envelopes, binders, ballpoints, pencils, etc.)
- Paper Shredders
- Photocopiers
- Plotter/ Scanners
- Telephones (PBX)

School and Office Furniture:

- Computer furniture
- Executive chairs and desks
- File Cabinets
- School chairs and desks

Textbooks/ References:

- Basic Education
- College & Secondary Education
- General Science
- Journals
- Medical
- Printed Matters
- Social Sciences

Management Profile



Mr. Sherlock B. Mahn, President and Chief Executive Officer of Kwaplah International, obtained a bachelor of Business Administration (BA) from the University of Liberia in 1984. He pursued a graduate degree in Applied Economics leading to MS from Oklahoma State University in Stillwater, Oklahoma in 1986. Mr. Mahn is currently Doctoral Candidate at University of Phoenix in Management and Organizational Leadership and ABD from Oregon State University Department of Agricultural Resource Economics.

Between 1982-1984, Mr. Mahn served as a manager for an Import/Export Company in Monrovia, Liberia. In this position, he gained vast experiences in Import/Export (international) Trade and made extensive business contacts in Asia, Europe and America. Mr. Mahn also served as a Director of Agricultural Sector Analysis and Planning Project, a United States Agency for International Development funded project in Monrovia, Liberia from 1986 to 1988. He has done Agricultural Economic consulting work with the African Development Bank (East Africa) in Nairobi, Kenya where he was involved with the appraisal of Zanzibar's Rainfed Rice Development Project in Zanzibar-Tanzania, East Africa.

Mr. Mahn also worked for Hewlett Packard Corporation for 15 years (1989 -2004) in various positions ranging from Manufacturing Production Equipment Acquisition and Qualification Manager to Senior Financial Analyst for HP Print and Imaging Division in Oregon

West Africa Headquarters

Kwaplah International has selected Liberia as its regional headquarters for West Africa. In FY05, the firm invested over \$300,000 in Liberia to purchase and renovate facilities that will host our operations in the region. Kwaplah's management intends to fully participate in Liberia's reconstruction efforts. We will provide affordable medical / laboratory equipment and furniture, school & office furniture, textbooks & instructional materials, IT related services & equipment, agricultural equipment and farm implements, automobiles sales, service and rental, solar related technology such as solar street and traffic lights, heavy duty earth moving equipment among others. While our primary focus is still the provision of international procurement services, the firm will invest in several micro-industries thereby creating jobs and stimulating the Liberian economy. Kwaplah's first wholesales distribution center in Monrovia is slated to open very soon. This center will provide needed office equipment, stationeries, information technology (IT) equipment and services etc at wholesales prices to government agencies, retailers and non-governmental organizations in the country. If you have any procurement needs, you can contact us at our US Office or email address in the brochure. For local purchases in Liberia, you may contact our Monrovia Office at:

Kwaplah International (Liberia) Inc

International Procurement & Development Consultant Services

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Contact Persons:
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Mobile: 231-6585-5228 / 231-655-5550
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Whatever your organization or project's procurement needs are regardless of the uniqueness of the product or final destination, please contact our office for a price quote.



Kwaplah International Inc.

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West African Region

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