

JAMAICA BAUXITE MINING LIMITED

REQUEST FOR PROPOSAL (RFP)

SPRING WATER BOTTLING FACILITY – OUTSOURCED OPERATIONAL & COMMERCIAL MANAGEMENT

Jamaica Bauxite Mining Limited (JBM) invites suitably qualified, experienced and financially capable companies to submit proposals for the **operational management and/or marketing and commercialisation of its Spring Water Bottling Facility in Ocho Rios, St. Ann.**

The facility is being developed to leverage JBM's direct-to-source access to a natural spring water resource and to establish a premium bottled spring water operation serving local and regional markets. JBM is seeking experienced operators with the technical, operational, commercial and financial capabilities to support the successful commissioning, operation, growth and commercialisation of the facility.

SCOPE OF OPPORTUNITY

Proponents may submit proposals for one or both of the following tiers:

TIER 1 – INDUSTRIAL OPERATIONS & MANAGEMENT

- Facility fit-out, equipment procurement and commissioning
- Day-to-day plant operations and production management
- Staffing, training and workforce management
- Quality assurance, food safety and regulatory compliance
- Plant maintenance and asset management
- Supply chain and inventory management
- Operational efficiency and performance management
- Financial and operational reporting

TIER 2 – MARKETING & COMMERCIAL OPERATIONS

- Brand and market development
- Route-to-market strategy
- Sales and business development
- Wholesale, retail and institutional market development
- Distribution and logistics
- Demand forecasting and commercial planning
- Marketing, promotions and trade activation
- Local, regional and export market development

Proponents may also propose innovative commercial and financial structures, including management agreements, lease-operate models, revenue-sharing arrangements, vendor or lease financing, or other commercially viable models.

QUALIFICATION REQUIREMENTS

Interested proponents should demonstrate:

- Relevant experience in bottled water, beverage manufacturing, FMCG, industrial operations, marketing, sales and/or distribution, as applicable to the tier(s) being proposed;
- Demonstrated technical and commercial capability;
- Proven experience in facility commissioning and/or operational management, where applicable;
- Established sales and distribution capabilities, where applicable;
- Appropriate quality, food safety and regulatory compliance systems;
- Financial and business capacity to undertake the proposed engagement;
- Qualified personnel and relevant organisational resources; and
- A strong track record of delivering commercially sustainable operations.

PROPOSAL SUBMISSIONS

Proposals must include, at a minimum:

Company Profile | Relevant Experience | Business & Financial Standing | Proposed Operational/Commercial Model | Business & Financial Plan | Key Personnel/CVs | Technical & Commercial Proposal

The anticipated engagement is for a period of **five (5) years, subject to renewal**, with appropriate performance monitoring, reporting and governance arrangements.

Interested proponents are invited to obtain the full RFP documentation, which contains the detailed scope of work, proposal requirements, evaluation criteria, contractual framework and submission instructions.

SUBMISSION DEADLINE

RFP Release Date: Friday, August 14, 2026

Deadline for Submission of Proposals: Friday, September 11, 2026

Deadline for Questions/Clarifications: Friday, August 28, 2026

RFP Number: JBM/RFP/SWBF/2026/

Proposals must be submitted electronically in accordance with the instructions contained in the RFP to <https://jbm.gov.jm/rfp/>

PHYSICAL SUBMISSION ADDRESS

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