

REQUEST FOR PROPOSAL
RFP_UNDP PSO 600180-1
Clarifications I to Bidders

Question 1: We would like to ask you one question related the tender "GP600180-1. Provision of Turnkey Solar Photovoltaic (PV) Systems": In case of presenting an offer in a consortium basis, Does both companies of the consortium need to meet the annual turnover criteria of \$1,5M? In case that not, is the leader of the project the one which needs to follow this criteria?

Answer 1: Please refer to Addendum 1 – GP600180-2 where you will that the turnover criteria has been reduced to US\$ 500,000.

With reference to the consortium, please note that the turnover criteria is applicable to the lead company (legal entity submitting the offer).

Question 2: Page 20, C.15.1 lists requirements to establish qualification of proposers, is it correct that qualified proposer must satisfy all requirements in order to establish qualification?

Answer 2: Please note that the Bid Data Sheet no C.15 is referring to the required documents that must be Submitted to Establish Qualification of Proposers. To select the responsive proposal, please refer to Bid Data Sheet no, 25 and section 6.

Question 3: Page 20, C.15.1 lists quick ratio (current assets/current liabilities), usually, current ratio = current assets/current liabilities, quick ratio = (current assets – inventories)/current liabilities. Here, the calculation would still be ‘current assets/current liabilities’ for quick ratio?

Answer 3: Please note that, as stated in the RFP the calculation is ‘current assets/current liabilities’ for quick ratio.

Question 4: Page 26, item 1 lists the description for solar panel, the first bulletin point is mono- or polycrystalline silicon. Does it mean that thin-film solar does not meet the requirement for this proposal?

Answer 4: Please note that mono or polycrystalline silicon is a mandatory requirement. Thin film will not be accepted.

Question 5: After the contractor is chosen and contract is signed, will the information on which proposer is chosen be disclosed to the public, or is there any way to find it out if we are curious that which company has been awarded this contract?

Answer 5: Please note that the information will be published in our UNDP website.

Question 6: Our principal interest is to provide and install systems in Latin American countries. Especially in Perú and Chile. Could you confirm if it matches with the purpose of this process, please?

Answer 6: The purpose of this RFP is to establish multiple non-exclusive Long Terms Agreements (LTA) to satisfy the procurement requests from UNDP Country Offices and partners globally.

Question 7: We would like to know which information is required for the Company Profile, according to Section 5, Point 9?

Answer 7: Company Profile, which should not exceed fifteen (15) pages, including actual or intended country/ies of registration/operation, year of registration in its location, business model, company strategy, number of employees etc and brochures/product catalogues relevant to the goods/services being procured

Question 8: ¿It is necessary the Certification or authorization to act as Agent in behalf of the Manufacturer, or Power of Attorney, if the bidder is not a manufacturer, according to Section 5, Point 11?

Answer 8: Yes, this is necessary. This is a mandatory requirement.

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Question 9: With reference to *Section 3.2 – Terms of Reference (TOR) of Off grid and/or Hybrid (grid/generator connected) PV system (2-200 kWp), Sub paragraph 3.2.3 Elements Required for Solar PV System(s), page 28 item 5: Battery(s)*, we have the following questions:

Question 9.1: 6/12V blocks with DOD 50 = 2000 cycles does hardly exist. We recommend a system of 2V cell batteries which is put together in 6-12-24-36-48 Volt DC. We therefore need the accept from UNDP that the offered solution(s) runs with this type of batteries, if we are to meet the requirement of DOD 50. This means that the smallest configuration will be 210 AH.
Answer 9.1.1: This is a valid solution as long as the total useful capacity is at least 20 kWh.

Question 9.1.2: We can meet the DOD 50% = 1200 cycles with 6/12 Volt GEL batteries. Accepted?
Answer 9.1.2: This will not be accepted.

Question 9.2: Same paragraph – page 29 – Item 6: PV Battery Bank(s) and System Management Storage Facility (Container) > **Please specify** “Any other elements that make up a full operation of the PV System”?

Answer 9.2: Any other hardware that might be necessary for your specific system solution and has not been mentioned in the Terms of Reference.

Question 9.3: Such a solution/container can be made with natural ventilation, will this be acceptable? Please take into consideration, if you require mechanical cooling/ventilation the consumption of energy will increase and this will require a larger battery bank and a larger PV area.

Answer 9.3: Please note that we are aware of this but we need a solution that works well even in hot climates. The forced ventilation/cooling system could be optional so that natural cooling can be used in moderate climates

Question 10: Please clarify the following:

- Estimated value of the annual contract
- Estimated value of the various contracts framed within the LTAs
- Approximate power of the contracts
- Estimated locations need to install PV systems

Answer 10: It is difficult to accurately estimate the amount of UNDP envisaged annual procurement to be channeled through the LTAs, on the basis of available historical data; we **estimate** this amount to be within the range of US\$ 1 to US\$ 1.5 Million.

Question 11: In the TOR it indicates that the installation will be carried out by local technicians. Is framed within the LTA hiring these technicians?

Answer 11: As stated in the tender documents, the installation should be done by the vendor and/or vendor appointed local/regional representative.

Question 12.1: Section 3.2.3 H outlines the technical specifications of the required components. Section 7 contains the table “Price Schedule – Main Components” (Pricing provided for the below main components will be used to establish the ceiling prices for subsequent LTA). Is this table “Price Schedule – Main Components” designed to list components that must make up systems supplied under the LTA?

Answer 12.1: Yes, this is correct.

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Question 12.2: How does this accommodate supplying different models within the same inverter/charge controller family (e.g. larger/smaller inverters depending on exact system size)?

Answer 12.2: Bidders must select the components and sizes that are most suitable for the case scenarios. Please note that we are requesting two types of inverters (standalone inverter and hybrid inverters) rated with minimum and maximum power.

Question 12.3: Is the expectation that one smaller model be specified and then multiplied to meet system size? If so, must this approach be used to complete case study 1 & 2?

Answer 12.3: Yes, that would be one proposal (one smaller model be specified and then multiplied to meet system size). This approach must be used to complete the case scenario 1 and 2.

Question 13: Although we are requested to design the system with the information provided, we would like to receive more information about the load profile:

Answer 13: Please note that the below responses (13.1, 13.2, 13.3 and 13.4) are directly applicable to case scenarios 1 and 2 only.

Question 13.1: When does the peak load appear?

Answer 13.1: The general high demand will be between 07:30 – 18:00. Probably early afternoon due to air-conditioning requirements may highest peak.

Question 13.2: We understand that it is a daily load profile (office), could you please confirm?;

Answer 13.2: Yes, typical office load.

Question 13.3: The peak load is 20kW in one scenario and 120kW in scenario 2, would it be possible to have an approximation of the load during the whole day?

Answer 13.3: We do not have more details about the load profile. The system size for the case scenario should be as close as possible to the minimum given in the requirements for comparison of bids.

Question 13.4: Base load at night and load during the rest of the working hours.

Answer 13.4: Please note that Night load estimate 5% of peak load.

Question 14: From the operating modes described we understand that the battery is emptied by the critical loads when the grid is off (blackout). To determine the life cycle cost of the PV hybrid power plant (including replacement of batteries) we would like to understand their operation characteristics and cycles. To do so, we require:

Answer 14: Please note that the below responses (14.1, 14.2 and 14.3) are directly applicable to case scenarios 1 and 2 only.

Question 14.1: Periodicity of blackouts

Answer 14.1: Please assume an estimate of 200 per year

Question 14.2: Duration of blackouts

Answer 14.2: Please assume an estimate of 1 hour in average

Question 14.3: Load of the critical loads; e.g. energy and power consumption (to be fed by the batteries).

Answer 14.3: Please assume critical loads to draw 10% of the peak load demand.

Question 15: The provided power plant will be capable of operating either on Net-metering scheme or on Energy saving mode. Could you please clarify the local conditions for the case scenarios (i.e. Bangkok, Thailand and Pretoria, South Africa.) ? - In the ToR, section 3.2.1 small off-grid PV systems for small applications are described. Are the Offerors requested to provide the design of such systems?

Answer 15: The case hybrid solutions are generic systems (for the LTA) and do not link to any specific country regulations. In both case scenarios, the inverter must meet the criteria that it should be possible to configure it for feed in or self-consumption of excess energy.

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Question 16: Batteries: In the section 3.2.3H you ask for batteries of a 100 Ah minimum, either 2, 6 or 12 V and a bank of a minimum of 20 kWh. Does the 5a line in the table “Price Schedule – Main Components” in section 7 refer to a specific single battery making up this bank or a complete bank of a specific battery?

Answer 16: Please note that in the 5a line we request for a single battery (unit price). This is applicable to 5b, 5c and 5d).

Question 17: Standalone Inverters: I understand the “Price Schedule – Main Components” table at line 2 asks for one specific inverter.

Question 17.1: In the section 3.2.3H is there a specific KVA load or load range required for this specific inverter?

Answer 17.1: There is not specific KVA.

Question 17.2 It is not possible to size this from the stated “Rated PV power minimum 2kW to 10kW”.

Answer 17.2: Please provide appropriate size of inverter to meet the required range (2kW – 10kW).