

**REQUEST FOR PROPOSAL**  
**RFP\_UNDP PSO 600180-1**  
**Clarifications III to Bidders**

**Question 26:** Our Audited Financial Statement, Purchase orders / Contracts, and Statement of satisfactory performance, are in Spanish. They are from Perú, mostly. Could we submit these documents in their original language?

**Answer 26:** Please refer to section 2: Instructions to proposers, C.13 Language: *'The Proposal, as well as any and all related correspondence exchanged by the Proposer and UNDP, shall be written in the language (s) specified in the Data Sheet (DS No 4). Any printed literature furnished by the Proposer written in a language other than the language indicated in the Data Sheet, must be accompanied by a translation in the preferred language indicated in the Data Sheet. For purposes of interpretation of the Proposal, and in the event of discrepancy or inconsistency in meaning, the version translated into the preferred language shall govern. Upon conclusion of a contract, the language of the contract shall govern the relationship between the contractor and UNDP.'*

**Question 27.1:** How many sites are there in India?

**Answer 27.1:** Please note that at this stage, UNDP/PSO doesn't have an actual request for India. However, this LTA will be utilized by UNDP Country Offices.

**Question 27.2:** Do we need to conduct a prior site survey at these sites?

**Answer 27.2:** LTA holders will be required to conduct a site survey as per UNDP Country Office request.

**Question 27.3:** Do we need to respond to RFP as per each site details?

**Answer 27.3:** Please refer to the case scenarios (page 35).

**Question 27.4:** How do we know the requirement of each site whether off grid (Battery based) or on grid (hybrid) system?

**Answer 27.4:** We do not have precise information about the load profiles. We have assumed some component sizes (case scenarios) that we believe are applicable for many typical installations run by UNDP. The bidders can select their own load profile for their internal calculations but taking into account the parameters of the case scenarios.

**Question 28:** Regarding the Item 36 on the Data Sheet "payment terms". What does 30 days net refer to?

- From goods ready for dispatch.
- From good delivered to site.
- From completion of system (i.e. commissioning).
- A mix of the above?

**Answer 28:** A mix of goods delivered to site and completion system (installation, commissioning etc)

**Question 29:** According to the above mentioned RFQ, section 3.2 – Terms of Reference a survey should be done by the vendor or its agent in the respective country.

**I would like to know the specific installation sites where one can conduct the survey. I am specifically interested in projects in Kenya.**

**Answer 29:** At this stage, we don't know the specific installation sites. As stated in the RFP: *'Procurement requests are initiated by the UNDP country offices based on requirements and approved budgets.'*

**Question 30:** Is minimum criteria to provide past 3 contracts proving relevant international experience in supplying the items be relaxed to 2 contracts?

**Answer 30:** Yes, this is the minimum criteria, 3 contracts as per Bid Data Sheet no. 26: *'Previous Experience: Documentary evidence of a minimum of 3 purchase orders / contracts awarded and served within the past 3 years proving relevant international experience*

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*in supplying the items/services offered in response to this RFP. At least one of the purchase orders / contracts shall be of an amount above US\$ 150,000. Each purchase order / contract shall clearly indicate the type and quantities of items and technical specifications, contract amount, date, and customer's current contact details for references to be sought'*

**Question 31:** we are working on our offer, however we kindly ask of UNDP to clarify our below questions in accordance with ITB B.10.1:

**Question 31.1:** Case Scenarios:

We note that both the case scenarios refer to local grid being available, why both scenarios should be based on the Hybrid Generators. Does this mean that the stand alone type should only be mentioned in the Price Schedule covering the main components?

**Answer 31.1:** Yes, the case scenarios are for hybrid systems and the stand alone systems will be evaluated by the components only.

**Question 31.2:** Case Scenarios:

The prices for the scenarios should be offered strictly as request, not alternatives should be offered, correct?

**Answer 31.2:** Yes, the prices for the case scenarios should be offered strictly as requested.

**Question 31.3:** Price schedules:

Are supposed to make a list of items for example for standalone inverters, offer all models we have available from 2kw up to 10kw, meaning example 2, 4, 5, 8 & 10kw?

Kindly advise as such offer and list will be very comprehensive and how to calculate a total cost for UNDP to evaluate, if not all bidders offers the same items and number of items? Meaning some bidders might only offer the 2kw and 10kw and therefore their prices transferred to the evaluation sheet will be much less than a bidder with a more detailed and comprehensive list.

**Answer 31.3:** Please note that in the table 'Price Schedule – Main Components' are the main components that must make up systems that will be supplied under the LTA (procurement requests initiated by UNDP Country Offices).

With reference to the inverter power, as stated in table H. *Technical Specifications of the Main Components of the PV System (2-200 KW)*, inverters within the below range will be accepted:

*'Standalone inverter: Rated PV power minimum 2 kW and maximum 10 kW per unit.*

*Hybrid Inverters: Minimum rated output per unit: 5 kVA /Maximum rated output per unit: 100 KVA'*

UNDP will evaluate based on combined scoring method (please see Data Sheet no.25) in order to ensure quality of submissions (quality of inverter, more comprehensive list etc).

**Question 31.4:** Certifications:

We note that you require IEC 62093 Ed.1.0 certification for the batteries. However this standard is an overall certification for solar pv components in general. We therefore believe that the correct and applicable standard for batteries should be IEC 60896-21/22 and not IEC62093 Ed.1.0. Kindly therefore confirm that batteries with only IEC 60896-21/22 certifications will be considered acceptable for this project?

**Answer 31.4:** The IEC 60896-21/22 will be acceptable.

**Question 31.5:** Certifications for Inverter:

We note that you require the below certifications for the Hybrid Inverter:

**Safety:** EN 60335-1, EN 60335-2-29. **Emission, Immunity:** EN55014-1, EN 55014-2, EN 61000-3-3. **UL 1741** Anti-islanding and network safety in accordance with VDE AR-N 4105 (when grid connected).

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**CE-conformity LVD 2006/95/EC and EMCD 2004/108/EC  
EN62109-1 and EN62109-2:2010.  
EN61000-2:2005.  
EN61000-3:2007.**

**We however kindly ask of you to note that it will be impossible to find one inverter meeting all of the above mentioned standards. UL1741 is an American standard and only used in 110V / 60Hz system and therefore not applicable for 220V / 50 Hz models. It is possible and acceptable to offer Inverters only meeting some of the above requirements and standards?**

Answer 31.5a: Yes, you can disregard UL1741 if there is an overlap/conflict.

**Also please confirm whether quality assurance must be proven by a third party testing certificate or whether an internal factory test report confirming the standards will be acceptable, not only for inverters but for all items?**

Answer 31.5b Third party is preferable for high score but internal report is acceptable.

**Question 32: Just a few quick question relating to the Case Scenarios:**

**Question 32.1: What do you mean when you indicate that solar panels should be mounted on the ground? Is it a system with poles that are rammed into the ground (usually known from large scale field PV systems) or is it a system that is fixed to an existing concrete slade? Do you need for cars to be able to park underneath or is it something of a different kind?**

Answer 32.1: By ground mounting we mean that the bidder must include a suitable structure for mounting on bare ground like it is practice with solar PV farms. It is not necessary to include car parking for the case scenarios.

**Question 32.2: In terms of battery bank, I assume that your required 40 kWh/120 kWh is at C10 (night load) and not C100 or higher (several days).**

Answer 32.2: Yes, C10 or one daily cycle can be assumed.

**Question 32.3: I assume that “minimum 1000Vdc for a solar panel” is incorrect?. Typically 1000Vdc is a defined maximum input power on a grid-tied inverter.**

Answer 32.3: The 1000 Vdc is the system voltage the PV modules must be approved for. The typical operating voltage will be lower than this (no specific demand, please select according to the inverters you are using).

**Question 33: We note that UN is requesting a certain type of Hybrid Inverter as part of the tender requirements. However as a newer and more effective type of Hybrid Inverter is now available in the market being the Bidirectional Inverters, we hereby officially request UNDP to accept the same under this tender.**

**Bidirectional Inverters are indeed hybrid inverters too, but they are using a slightly difference technical solution for the Hybrid System. It is a combination of string inverters plus bidirectional Inverter/ charger with a smart metering, management control system included.**

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**The Bidirectional Inverters have the below advantages compared to later types of Hybrid Inverters.**

- 1. Overall quality, this option Hybrid type is offered for the more experience international Inverter manufacturers.**
- 2. Higher Efficiency, since this solution use string inverters AC connected directly to the load makes the system more efficient. The Solar array is loading directly connected in the sunny hours, when most of the load in these cases are high as air conditions equipment etc.. This also reduces the loses since:**
  - The string inverters DC/AC are closer to the PV Array**
  - Less electrical devices gives less electrical loses High service, ensuring a long life for the system. Furthermore manufacturers offering these products provides long term service, spare parts and service benefiting the overall life span of the system.**

**Based on the above, we hereby officially request whether UNDP will accept Bidirectional Inverters to be offered under this project as the requested Hybrid Inverter?**

Answer 33: UNDP will NOT accept 'bidirectional inverters'. Please refer to the technical specifications requested in the RFP.

**Question 34: We note that both stand-alone inverter and charge controller must be IP54 certified, however at the same time it is confirmed that they will be installed inside in existing building (page 24), why we do not understand this requirement. Kindly take note that usually stand-alone inverter and charge controller for inside installation will be certified as per IP22 and not IP54, furthermore IP54 is very uncommon for inverters and controllers.**

**As the units are to be installed inside, will it be acceptable to offer IP22 which is the applicable standard for inside installations?**

Answer 34: IP 22 is acceptable for indoor mounting,