

BIDDER QUESTIONS #01

ACCESS TO SUSTAINABLE ENERGY PROJECT SOLAR HOME SYSTEMS, WINDOW 1 BIDDING DOCUMENTS

17 May, 2017

The following are responses to questions that LGUGC has received for clarification on the Bidding Documents.

May 11

1. Manufacturer authorization: if the Manufacturer Authorization is signed by the company owner, the power of attorney will be between the same person (because the power of attorney will be given to himself), could you confirm under this case how to make the power of attorney if is still required?

A: For corporations, a Board Resolution should be issued providing an Officer of the company the Power of Attorney,.

2. Section VII, C.3.1, supplier should offer at minimum 1250 pcs of poles: per each of the lot?

A: yes, 1250 poles per lot.

3. Section VII, C.1, there are a possible inconsistency between the Table 7 and the list "The Service Level 2 system consist of:....." regarding the number of the lights for exterior mounting, please help to revise or clarify

A: On page 112, The Service Level 2 Consists of: 1 X 100 lumen lamp, of minimum 90 lumens for exterior mounting. We are stating that the 1W bulb should be 100 lumens, and we will not accept a bulb under 90 lumens.

4. Regarding PAYGO platform: provider like ANGAZA charges a fee per every transaction and/or software like subscription, and any cloud space will be charged per month/GB, so after the handover who is going to pay these charges/fee? The EC directly to the provider or through the bidder? Or all the charges for a defined number of years should be included in the bidding price?

A: The bid is based on Output Based Aid (OBA) principles and all payments will be made on successful installation only. There will be no payments made to the Supplier thereafter. Given the Warranty Service period is for two years, ensure that all subsequent charges/fees for any software is made for the duration of this period and the option for the EC to renew the contract thereafter with the service provider.

5. Is it acceptable to have a separate keypad for code input that transfers the code via IR or wire to the SHS unit for activation? Please note that the activation chip is located inside the SHS unit.

A: It is required that the keypad be part of, and integrated into the Controller/Battery box. If the keypad unit is separate and wired, the wiring connection must be permanent and cannot be “unplugged”.

May 9

1. P.115 C.2.1 states that the bidder/JV/authorized manufacturer needs IEC62124 certification in order to be able to be qualified to bid. However, IEC62124 seems to be about certifying standalone PV technology rather than the business entity producing the system. Is it safe to assume that what is actually meant is similar to bullet point 1: that the business entity has obtained IEC62124 certification for a similar-sized product?

A: Similar to bullet point 1. The Bidder, JV partner or Authorized Manufacturers of the SHS package offered have already obtained IEC 62124 certification for a similar sized SHS.

2. ITB 17.2(a) on page.32 requires Forms 1.1 and 2.1 from Section VII Ch.4. However, Section VII Ch.4 only has forms 1.1-1.4. Which one is Form 2.1?

A: ITB 17.2 (a) should read; Refer to Section VII, Chapter 4: Technical Bid Submission Form and BOQ (Forms 1.1 and 1.2).

3. p.9, req 11.1 (g) documentary evidence in accordance to ITB 17 establishing the bidder's eligibility to bid. Referring to ITB 17, to establish eligibility, we need complete the Letter of Bid as given in Section IV. Document submission wise, would fulfilling requirement 11.1 (a) Letter of Bid in accordance with ITB 12 on p.8 satisfy this condition?

A: It is necessary for the Bidder to meet both requirements.

4. p.126 C.2.8.1 Television Option - states that the supplier is required to offer an option (not evaluated in the basic offer) a colour LED TV. Does this mean we have to submit the details of a Global-Leap Certified Color LED TV for the bid?

A: Yes. One that meets the Global Leap Certification requirements, not necessarily one which is a Global Leap Awardee.

5. What are the arrangements if the EC cannot find enough MC's for the SHS at the end of the project period? Will the supplier be paid for units delivered to EC but not installed due to lack of willing/qualified member-consumers?

A: Yes. It is the EC/SBU's responsibility to identify sufficient number of MCs, and as such, the Supplier will not be penalized for this. It will deliver the excess systems to the EC, under notification and supervision by LGUGC and/or the Verification Agent.

6. Will the supplier bear the risk of *force majeure* resulting in SHS unit write-off during storage at EC warehouse until verification? e.g. 900 SHS units are installed on August 1, with verification to be finished by Aug 15, but a typhoon hits and causes severe damage; or the NPA decides to burn down the EC warehouse where the SHS units are stored. If so,

is the supplier allowed to plan for and make part of its computations the related insurance costs?

A: There are several Questions here. 1) Yes, the Supplier will bear the risk right up to Acceptance of the given Tranche. This includes storage which may be at the EC warehouse. Note that the Supplier does not have to store the kits there. If one or more of the stored units is/are destroyed by typhoon or other events, the Supplier has to replace said unit/s. 2) It is up to the supplier to compute its related insurance costs as long as the insurance covers the requirements stated in the BD.

7. Can we name the EC as a subcontractor for the installation of the systems?

A: No.

May 8

1. Section C.2.4. (page 119) refers to "Compatible with Vending machine (section C.3.10) and Vending Machine token/SHS charge code." We don't find the section C.3.10 in the tender documents or it doesn't exist. Could you please clarify us this issue?

A: Should read, "*Compatible with Vending machine (Section C.2.6) and Vending Machine token/SHS charge code.*"

2. Will LGUGC will provide the winning bidder with financing options from its partner banks. I would like to ask the terms and possible interest rates that may be offered. In the event that the winning bidder sources its financing from banks other than LGUGC's partner banks, can LGUGC give a letter of guarantee.

A: Please refer to information as per Section A.7 Financing Assistance, on page 89.

May 7

1. In the absence of some component-level certifications, can this be covered by Lighting Global certification on the entire product?

A: Yes. The default requirement is LG certification for the SHS package offered. For this Window 1 procurement, however, if the Bidder is not able to obtain LG certification for the SHS offered, component-level certifications are required.

May 3

1. What are the requirements for a JVA?

A: To ensure that the requirements of ITB 4 are met, firms that intend to form a JV must execute an agreement that they intend to form a JV for purposes of submitting a bid for the contract and nominate the authorized representative to sign the bid. It should be clear that their obligation is joint and several. In the event that they are awarded the

contract, the JV must be registered under Philippines Law and the subsequent Ministries/Departments that are entitled to provide this legal basis.

2. ITB 35 states “Bids will be evaluated net of taxes for the delivery of goods to the final destination. The bid price for Related Services shall include applicable taxes.”

a. This is confusing, does it mean bid for goods do not include taxes and duties while bid for FAT, installation, etc. does?

A: All applicable taxes and duties need to be inclusive of the bidding price and will be evaluated as such. As well as an all inclusive bidding price for 2,500 SHS per lot, all applicable taxes and duties are required to be itemized and broken down in the bid form. During contract implementation, actual taxes (invoiced) are to be the basis for payment if lower than indicated in the Bid Form, being the maximum. The evaluation for the 2,500 SHS per lot will include;

*Bid offer = cost for supply and installation of 2,500 SHS (plus duties and taxes)
+ cost for Relative Services (plus duties and taxes)*

b. During the pre-bid conference, one of the panellists said that the bid comparisons shall be based on over-all total cost including taxes and duties.

A: Please refer to above clarification.

3. Re cables the minimum requirement is 5m.

a. if one of our lighting cables is 4m long but the rest are 8m long plus they all can daisy chain, will it still meet the requirement of 5m cable.

A: No. The minimum length of each cable segment that can be daisy chained is 5m, except the 8m cable connecting the panel to the controller box. The later can not be daisy chained.

b. Is it acceptable for there to be a junction between the battery unit and the lights as long as the connection follows the cable connector requirements in Section C.2.10? For example, could you use an extension cable to achieve the 5m minimum length requirement for one of the cables attaching the light to the battery unit? An extension cable maximizes flexibility for positioning of the lights and will remove the necessity to cut the cables in order to extend it (which is explicitly forbidden in the bid document).

A: Yes, provided the “extension cable” is the required “plug & play” cable of the same size and type (minimum 5 m in length) with the acceptable termination

4. Among the requirements are “brochure for each component” and “warranty for each component”. Can we provide instead a brochure for the entire unit?

A: This requirement is made on the assumption that the SHS kit consists of several parts. If a brochure for the entire unit is available, then this is acceptable. If a brochure is not available, then a technical specification sheet on the given component is required as well as a brochure for the kit.

5. Regarding the code key pad, is there a guideline here on exactly how you want this executed? There are keypads that are integrated into the main controller/battery unit and there are key pads that are external accessories plugged into the controller box like a dongle. We recommend the integrated keypad to minimize damage, losses and complexity.

A: This is left to the bidder to best devise, as long as the BD requirements are met.

6. Please expound on Factory Acceptance Testing as enumerated on the schedule of related services on pg 56
 1. How to accomplish this?
 2. How to determine the costs?
 3. LGUGC has accredited parties so if we tap them can you provide the costs?

A: The ASEP team is in discussions with several third party certification/testing companies and will have more details on this in a subsequent memo.

7. Re Financing Assistance A.7 on pg 89-90

- a. Available loan is only 25% of the lot or P12.5M whichever is lower?

A: Yes. This is based on the following assumptions: (a) \$400/SHS; (b) P50/1US\$; (c) installation in 4 tranches at 100-800-800-800 units; and (d) WB payment to supplier through LGUGC per tranche. The loan may be availed of for the first and part of the second tranche and paid after installation of the fourth tranche. The supplier can therefore use the WB payments to finance the second (full or partial), third and fourth tranches.

- b. What does “25% of the subsidy award” mean?

A: Subsidy award is the amount of bid approved per lot.

- c. Who do we approach for the financing assistance to get procedures/guidelines?

A: LGUGC

8. On B.5.3 schedule of spares on pg. 109, our spares are in kits instead of individual parts. Example a spare bulb kit already includes the plug and play cables and switches/dimmers. USB ports are already integrated into the charge controllers. Therefore is it still necessary to send spares of the individual parts since we are already providing complete spare kits?

A: The Bidder is required to provide spare as indicated in Section VII, B.5.3, as the EC-SBU providing electricity service-for-fee will manage the spares and undertake O&M when required. SHS kits-only spares is acceptable provided the minimum quantity of spare components are met.

9. Regarding posts, it is not indicated in the price schedule

A: If you would require to include as a separate line item, please do so. However, these costs will have to be included in the total costs for the lot.

10. Re Tool Box on B.3.3 pg 96. Our parts kits replacement procedures do not require tools as all spare kits are plug and play. Do we still provide all the tools listed knowing that they won't be needed?

A: Yes. The tools are for the EC/SBU to undertake O&M on systems. The EC will also need the tools in case they will install the SHS in another location. Some of the tools listed may not be needed in the SHS of a Bidder but may be needed by another. For uniformity of offers, the Bidder shall provide all the tools listed in B.5.3.

11. Re implementation period, in the event that the EC is unable to provide complete signups for 2,500 MC (or for each tranche), when do we consider the tranche/lot "completed"? Suggest we give the EC a deadline to provide complete signup list before start of implementation period. If not met, then completion of provided list (complete or incomplete) should be equal to completion of the project (tranche or lot).

A: This is why fostering a relationship with the EC is so important and working with them to ensure that the MOU agreements are upheld. If, for any reason, the EC/SBU does not have MC HH available for installation at the end of the installation tranche, the BD details the succeeding process. Please review Section VII, B.3.2 and within the MOU, Section 3.a.xvii.

12. On page 100, are there required quantities for "support materials" (posters, demo kits, etc.)?

A: Bidder shall provide: (i) minimum of thirty (30) sets of support materials for the *Basic Solar kits training workshop for CBTs*, (ii) minimum of ten (10) sets of support materials for the *Advanced Solar kits training workshop for EC SBU Technicians*, (iii) minimum of thirty (30) sets of support materials for the *Vending Machine System Training for the various SBU Technicians, CBTs and Selling Point Vendor*, and (iv) minimum of ten (10) sets of support materials for *Final workshop for EC SBU Technicians*.

13. On pg 108-109 B.5.2 Component Warranties. A 3 year warranty is required on "vending machines" which have been defined as phones or tablets. Normally the warranty is undertaken by the manufacturer of the device. As far as we know, there are no phone or tablet manufacturers who provide more than 1 year warranty due to the high obsolescence nature of these devices. How can we therefore comply with a 3 year warranty requirement?

A: All manufacturers can supply extended warranties on products, at an additional cost. If not, then it is suggested that a cost for a replacement VM be included in the offer.

14. On pages 120 and 124, why is “Angaza” specifically mentioned as provider for PAYG platform? Is Angaza the preferred/recommended platform? Are there others you recommend?

A: Angaza has been identified as an example of a product for prepayment scheme that is acceptable to ASEP Team. Alternative platform which can parallel or even exceed its capability and performance are acceptable

15. On pg. 128,

- a. the paragraph beginning with “Pole-mounting shall be the default installation...” The succeeding sentences are very confusing. Please clarify.

A: Pls. specify which statement is confusing.

- b. The last paragraph stated that clearance between PV module and roofing material must be at least 20 cm. (approx 8”). We believe this clearance is too large and risks the PV module being blown away by strong winds. We recommend a 5cm to 8cm clearance.

A: Pole-mounting on roof or roof-top bracket-mounted PV Modules are required to be anchored to the building and not to the roofing material per C.3.1 to ensure that the PV Modules will not be blown away by strong winds. To minimize heat on the roof (made of indigenous materials) and PV module, a minimum **10 cm** clearance is required.

16. On pg. 137, Vending Machine Software. As far as we know, there are no IEC, ISO, etc. certificates for software. Please clarify.

A: There is no required Standard certification for vending machines per C.2.6 of BD. If the Bidder has obtained certification for its offered vending machine/system, the information shall be provided in the Bid Form in page 137.

17. Pn pg 143-144, on the Inspection Checklist,

- a. Re shade acceptable tolerance <8am and >4pm, however some photos on the document show that there are houses that are already partly covered by thick and tall trees, therefore, the tolerance would not be met. What do we do?

A: The Supplier needs to identify the best location for the MC HH to capture most amount of light for the system to work most optimally.

- b. it prescribes that in case the shade hits the PV module, to cut trees, etc. I recall during the pre-bid conference that we are not to cut trees?

A: Yes. Unless the MC HH provides consent to do so and this needs to be properly recorded with clear instruction.

- c. In the cases of access for cleaning and reduce risk of theft, are we asked to provide removable ladders?

A: This is up to the Bidder's discretion.

- d. Re Appreciate location ** - has it been defined what "acceptable distances" between panels, etc. are?

A: No prescribed minimum or maximum distances.

18. "Grounding" not required in page 129 but indicated on the bill of quantities on page 139. Please reconcile.

A: The binding statement is page 129: "Grounding is not required". There is no need to put any quantity and amount in the form in page 129 or delete the row of the table.