

BIDDING DOCUMENTS FOR THE PROCUREMENT OF SOLAR HOME SYSTEM WINDOW TWO ICB No. ASEP-SHS-18-01

SECTION	DESCRIPTION	QUESTIONS/CLARIFICATION	LGUGC RESPONSE
I	Instructions to Bidders	<p>Do we have chance to postpone the bid documents submission date as the given date 26th, October is quite difficult to reach with so many pending issues without answers.</p> <p>For Section 4.2 (e) under ITB, kindly elaborate related to conflict of interest, if the bidder participates in more than 1 bid in this bidding process. Participation by a bidder on more than 1 Bid will result in the disqualification of all Bids in which such Bidder is involved. Please consider there are 5 lots for a Bidder to Bid</p> <p>If Bidder is a JV and one member of the JV is the manufacturer, is a Manufacturer's Authorization required?</p> <p>If Bidder is a JV, it appears a Power of Attorney, Secretary's Certificate, or Board Resolution can be used to demonstrate the authorized signatory is duly authorized to bind the JV. For any necessary Manufacturer's Authorization, Compliance Certificates, and Warranty Certifications (see ITB 34.6(a)(ii)), can this same set of documents be used to authenticate the signatory, or is only a Power of Attorney acceptable?</p> <p>Are financial statements acceptable to demonstrate annual sales volume over the last three years? If Bidder is a JV, can the financial statements of only one member of the JV be used for this purpose?</p> <p>If Bidder is a JV, is it acceptable for one member of the JV to have 800,000 USD available if the contract is awarded, as shown by a bank account statement or</p>	<p>There is no provision to postpone the bid submission date (26 October 2018) as the project has its termination date that cannot be moved.</p> <p>The contracts should be treated separately. A firm can submit a bid for 1 contract or more. A firm, however, cannot submit more than 1 bid for a contract. It cannot be a sole bidder for a contract and a JV partner submitting a bid for the same contract.</p> <p>The JV member/partner who manufactured the goods shall provide Manufacturer's Authorization for the use of the product by the JV.</p> <p>For any necessary Manufacturer's Authorization, Compliance Certificates, and Warranty Certifications, the particular entity will provide the authorized signatory of the document. For example, a Manufacturer's Authorization will be provided by the manufacturer who is a member of the JV.</p> <p>The bidder shall declare its annual sales volume of the last three years as reflected in its financial statements as supporting documents. The financial statements of any one member or the JV, if available, can be submitted showing the financial capacity to handle the contract.</p> <p>It is acceptable for any of the member of the JV to have 800,000 USD available if the contract is awarded, as shown by a bank account statement or credit line intended for the project, and not necessarily under the name of the JV.</p>

		<p>credit line, or does the bank account or credit line need to be in the name of the JV?</p> <p>If Bidder is a JV, can the experience of one member with similar contracts be included to fulfill the experience requirements, or do the similar contracts need to be in the name of the JV?</p>	<p>The experience with similar contracts requirement can be met by one or any of the JV members and not necessarily under the name of the JV.</p>
		<p>Per ITB 30.2 Please define "...reasonable period of time, to rectify non-material non-conformities or omissions in the bid related to documentation requirements."</p>	<p>To rectify nonmaterial nonconformities or omissions, a reasonable period of one week is given.</p>
II	Bid Data Sheets (BDS)	<p>Please elaborate for there shall be no duplication of functions among JV partners under ITB 2.1 in Section II BDS</p>	<p>The maximum number of members in a Joint Venture shall be 3 firms. For a JV, there should be no 2 financing companies, or 2 installer firms or 2 manufacturers.</p>
III	Evaluation and Qualification Criteria	<p>Under Section III, Technical Evaluation Criteria 2.1 (a) I, is there a possibility that the bidder can still be qualify even without the 2 options to qualify for this bid since under Section C.1.2 Technical Qualification –IEC Certifications state that: Should the system or any of the components to be used under this procurement not be of those of the components verified under a current IEC62257-9-5 LG-QTM test certificate, then they must have valid test certificates for their qualification under the IEC and/or UL standards listed from ISO 17025 or equivalent test center.</p>	<p>No. Section C.1.1 outlines the pre-qualification a manufacturer or manufacturer's product must have to pre-qualify. The purpose of Section C.1.2 is to outline that should any items of the Technical Specifications of the Bidding Documents require a change to manufacturer's existing product that has allowed them to pre-qualify under section C.1.1 (for example, change from 40W to 50W solar PV module) then the change is permitted so long as the component change meets the certification requirements of Section C.1.2, Annex A - Required Certification. Essentially, firstly the pre-qualification of C.1.1 must first be met - once this is met, the manufacturer of the product to be bid with may then refer to Section C.1.2 for guidance for any product changes required to meet the Technical Specifications. It is not possible to bid with a product from a manufacturer that does not qualify under section C.1.1</p>
IV	Bidding Forms		
V	Eligible Countries		
VI	Bank Policy – Corrupt and Fraudulent Practices		

VII	Schedule of Requirements	<p><b>1. Under Section VII Part B: B.1 for Overall quantities and location of systems: a.)</b> How long the winning contractor will wait for the complete list of target member consumer since there will be cost implication during the waiting time and possibility of project duration extension.</p> <p>VII, A.2. EC SBUs and SaaS</p> <p>a.) Is it possible that there will be firm list of MC beneficiaries after the signing of contract between ECs and winning bidder?</p> <p>b.) Who will be doing the Marketing of the products in relation to MC beneficiaries?</p> <p>A.5.1: The Supplier shall be responsible for the organization of a secure centralized storage depot for all equipment. It is suggested that the Supplier coordinate with the EC to store all SHS inventory and equipment securely in a warehouse. However, the overall responsibility for security of all SHS inventory and goods will lie with the Supplier.</p> <p>Based on our on-site experience, it is quite difficult for bidders from other islands or other countries to find a local warehouse in EC's city which has convenient location and ample size to shelter and secure the goods. The costs of warehouse rental, inventory control, warehouse security staff employment are major factors which will affect the bidder's quotation. So, it is very necessary and helpful if the EC could locate and designate a warehouse with a quotation of rental fee. This is also for the facilitation and safety of the future project implementation. Please consider and help.</p>	<p>a.) The ECs are expected to substantially complete the list of MCs for a given Tranche before installation begins for the said Tranche.</p> <p>VII, A.2. EC SBUs and SaaS</p> <p>a.) After contract signing and prior to installation, marketing is conducted by the EC-Solar Business Unit (SBU). To have a firm list of MCs, the EC-SBU should have received the payment of the MCs and installation shall commence thereafter.</p> <p>b.) Marketing will be done by the EC-SBU. To attract more MCs, demonstration units shall be requested from the Supplier during marketing.</p> <p>It is the bidder's responsibility to find the warehouse, rental fee, and warehouse personnel for the equipment. The Supplier shall coordinate with the EC in selecting the warehouse to store the SHS inventory and equipment securely. The overall responsibility for security of all SHS inventory and goods still lies with the Supplier.</p> <p>It is the bidder's responsibility to find their qualified sub-contractor for the installation. It is recommended for foreign bidder to partner with local companies to find sub-contractors for their bid.</p>
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	<p>Sub-contractor is the key part to guarantee the speed of installation. However, how to find a local reliable sub-contractor who has close connection with EC is not easy for bidders. So, is it possible if the EC could designate or recommend a local sub-contractor with an Installation Quotation? The installation price should be open to all bidders so that the bidders could quote the total bidding price in a relatively fair basis. Competing for low price in installation will not be helpful to complete the project.</p> <p>According to the bid documents, the costs of Factory Acceptance Test and Pre- Shipment Inspection will be shouldered by bidders. However, there is no clear indication of the number of people who will conduct the FAT and Pre-shipment Inspection and what is the cost standard for flight ticket and accommodation. So, this will be a variable factor affecting the bidders' quotation. The cost difference of a delegation with 10 persons and 20 persons or even more will be huge. So, please give detailed cost requirements for FAT and Pre-shipment Inspection.</p> <p>As referred to Section VII Schedule of Requirements B.2 Scope of Work: The total duration of the contract is 180 days from contract signing to conduct of trainings, supply and installation of all SHS packages along with the vending stations and vending management system needed. Another 10 days are given to complete the Final Training of the SBU staff and conclude the project activity. Based on our Window I installation speed and number of installers, the 180 days mission is quite impossible as there will be maximum 3 months for installation activity even if everything before goods arrival are super smooth. The only way to speed up the installation with such deadline is to increase the number of installers. Then, this will come back to Question 2. Bidders need to know how much we need to pay to the installers. And also, it is very challenging for supplier to have more</p>	<p>Bidders may coordinate with the EC to look for the local sub-contractors and negotiate with the sub-contractors for the installation fees. It is the bidder's commercial interest and strategy to consider these related costs to be included in their competitive bid.</p> <p>Section 5.2 on Pre-shipment Inspection mentioned that the inspection team will be composed of representative(s) of the Purchaser, the EC, Department of Energy, and the National Electrification Administration. This will around five (5) persons. Details of the team will be provided to the winning bidder for travel arrangements.</p> <p>The 180 days schedule was set based on the ASEP-PVM project timeline. The bidders are to develop their strategy in meeting this timeline.</p>
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		<p>than 50 qualified experienced installers for every EC. So, is there any possibility to extend such deadline without liquidated damages? Or, is it possible to leave the contract period much more practical?</p> <p>Payment mode of ASEP Window II is still based on verification and tranches, while the verification is a main reason that cause the delayed payment. The tranches payment mode for BUSECO and FIBECO is still possible if the sub- contractor is financially strong enough. However, for ECs with bigger SHS number like DASURECO and SOCOTECO II, even SUKELCO and COTELCO, we don't believe there is any sub-contractor could have such financial capability to support themselves before the installation going to next tranche and they get paid their previous tranche. So, is there a possibility to conduct the payment at a monthly installation progress basis? And also, the percentage of down payment 10% upon submission of payment Bank Guarantee plus 15% upon goods arrival at the supplier warehouse is too small for winning bidder. Is there a possibility of increasing this percentage up to 50% or above?</p> <p>There was a bidder raised bank statement or credit line question at the meeting and this issue was not clearly addressed finally. The required credit line and average annual turnover are different from each EC based on the number of SHS will be assigned. So, is it possible for bidder who wants to bid for all 6 lots provide ONE credit line with amount more than the total required amount of the 6 lots? Or, the bidder must provide 6 different credit lines for different bid? This question is also for other documents to be prepared or notarized such as letter of authorization. Can the bidder prepare such document in one shot which contains all the 6 identification numbers of the ICB?</p>	<p>A simpler verification method will be adapted for W2 to ease up payment of installed systems. Bidders should be aware of the payment mode and consider this in their financial preparations including the cost of manufacturing, delivery and installation of the SHS and vending systems. Understanding the technical capability and financial limitations of installation sub-contractors, the bidders shall address these issues internally to deliver the requirements of the project.</p> <p>The credit line and the average turn over will be treated separately. The credit line of the bidder shall be assessed according to the number and amounts of the lots that the bidder will be awarded. The bidder can show multiple credit lines to justify its financial capacity to bid on the number of lots it intends or it can provide one credit line with an amount more than the total required amount for the 6 contracts.</p>
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2. B.2 Scope of work item 7 for required reporting: Who will provide the template of the Installation Acceptance Sheets (IAS) and Installation Tranche Reports (ITR)

3. B.2 Scope of work item 8, who and where should be the spare requirement be SAFE KEEP

4. Is it mandatory that presence of EC Technicians or Staff is required for every installation and be part of signatory in the IAS.

5. Are the verification agent available right after the contract signing or during the start of field implementation

6. Should a supplier/contractor need representative for every SHS installation verification by Verification Agent? Having so will be an additional cost to the supplier.

7. B.5.1 for Warranty Period: Is it possible that the warranty start date will commence right after the agents verification and acceptance of the installed SHS? Please consider waiting for the verification acceptance for last tranche will be unpredictable as project extension is possible for unavailability of target MC households.

Section C.2.3 references an assumption that the Torch battery is no greater than 5Wh. Will torches with batteries larger than 5Wh be accepted?

Can they provide an example (photo) of how the electrical seal described in Section C.2.7.1 is used with meters for grid customers?

2.B.2. The Supplier will submit a sample IAS containing all the required information to be reviewed and finalized by the LGUGC for reportorial purposes and by the EC SBU for recording purposes.

3. B.2. The spare requirements will be delivered to the EC SBU for safekeeping.

4. The EC SBU can send its technicians, Staff or representative to witness that proper installation. The authorized signatory to the IAS has to be designated by the EC Board.

5. There will be no third-party verification agent to be contracted, so the designated verification agent will already be available upon contract signing and during the start of field implementation.

6. The supplier/contractor shall provide a representative during verification to correct any possible deficiency of the installation. The Supplier also needs to consider the cost of rectification of the SHS packages for failed verification rating for the first 100 installations and 5%, or so, of the remaining SHS packages.

7. B.5.1 The Warranty Period shall start at the end of the scheduled installation of all systems.

No, the torch should have a maximum battery capacity of 5Wh as specified in section C.2.12.5.2.



kWh meter with seal

8. Under C.2.7.1 related to required EC LOGO to be placed outside of the enclosure box... who will provide the EC LOGO sticker?

9. Annex A – Required Certification: Are all compulsory certificates are mandatory to be provided and will alternative certifications will support the absence of the compulsory certificates

10. Annex I – Environmental Management Plan for Solar Energy Development, please explain this annex. What is the meaning of FS and related cost requirement in the table provided

Regarding the electrical seal: we found that the current electrical seals of the ECs are quite different from the one required in the bid docs. Is the required one old-fashioned? Pls see attached electrical seal sample we got from DASURECO and COTELCO. These are their current electrical seals and they don't want to use the bid docs electrical seal any more. However, this will make the design pending as the way they secure the box are different. So, which one do we choose? Or, can we still use the tamper-proof sticker same as Window I?



8. Under C.2.7.1 The required EC LOGO is to be placed outside of the enclosure box. The artwork of the logo shall be provided by the EC and the sticker shall be produced by the Supplier.

9. All compulsory and mandatory Certification are to be provided. Alternative certifications having similar purpose or coverage will be reviewed in leu of the compulsory certificates for acceptance or rejection.

10. FS means Feasibility Study, and the FS cost mentioned in the Annex means that the mitigation measures stated have been devised during the FS phase.

The electrical seal shown in the bids and the type of seals currently used by DASURECO and COTELCO may look different but have the same sealing procedure. The design of the battery box needs to have a provision that can be sealed but the box cannot be opened without breaking the seal. The use of a tamper proof sticker should be avoided as this can be accidentally peeled off by the MC without any intention of tampering with the box.



		<p>Do we have to supply a cloud-based server to store the MC information and EC sales records as we don't have that design in our Window I VMS.</p> <p>The 5-lighting points design is not very practical based on our experience in Window I. The current worldwide off-grid system are mostly 3-4 output ports but not 5. We can make it, but it is just not necessary. The bid documents also conflict itself as there are both requirements of 5 lamps and requirements of 4 lamps (Section VII Schedule of Requirements: C.3.3 LED Lamps). We don't know if this is written mistake or what.</p> <p>Annex A, Page 157 regarding Solar Charge Controller and Enclosure Currently our manufacturers IEC 62093 and IEC 62109 will be finished and get the test report at the end of October 2018. Will it be acceptable for LGUGC to accept a proof issued by the test laboratory during the submission date if we don't have yet the certification during the bid submission and opening date.</p> <p>Annex A, Page 158 regarding IEC 60228 Class 5 or 6 Is it necessary to supply? Currently we have wire certificate "IEC-60227" attached but in Chinese Language and will it be acceptable to translate in English for Bid Submission? Please confirm also if we can submit IEC-60227 test report as alternative for IEC-60228?</p> <p>Annex A, Page 158 regarding IEC61058-1 Not available but if applied will need about 4 weeks for testing work and be finished 4 to 5 weeks and can't catch-up the submission date.</p>	<p>Section C.2.8.1 requires that the database of the VMS must either be operated from the cloud with back-ups maintained by the software provider or if stored on local hard drive of the PC running the VMS then the provider must supply cloud-based back-up solution for the database.</p> <p>The bid requirement is five lamps with only two types to limit the variety types of lamps in the inventory of the EC-SBU. The battery box can have four light points with provision for connecting the five lamps before the switch using a line splitter. The four lamps mentioned in section C.3.3 was from the previous system design with one 3W lamp. This is to be corrected to have five lamps.</p> <p>Bidder shall provide proof that their manufacturers IEC 62093 and IEC 62109 will be finished by the end of October 2018. The required certifications shall be furnished by the scheduled completion date of the FAT or December 10,2018.</p> <p>Submission of IEC-60227 test report as alternative for IEC-60228 is acceptable as they are very similar standards. If the same cables are used when the system passed the LG-QTM, then there is no need to offer additional IEC certifications.</p>
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VIII	General Conditions of Contract		
IX	Special Conditions of Contract	<p>1. Under GCC 16.1 for Payment Terms: Can the advance payment and complete delivery of the SHS required be increased in consideration for unconfirmed targeted MC household after the contract signing?</p> <p>2. Are all installation be subjected to Verification by Verification Agent?</p>	<p>1. The advance payment upon contract signing at 10% of the contract price and payment for complete delivery of the SHS at 15% required is fixed.</p> <p>2. Only the first 100 installations (pilot) will be fully verified. The remaining installations shall be subjected to random verification.</p>
X	Contract Forms		