

Gurugram, India, Dated 26th July, 2018

EXPRESSION OF INTEREST

International Solar Alliance (ISA) has aimed at installation of 500,000 Solar water Pumping Systems(SWPS) of different models through demand aggregation from ISA member countries. Demand for SWPS have been received from eleven countries which includes India, Bangladesh, Uganda, Benin, Djibouti, Somalia, Mali, Senegal, Niger, South Sudan and Mauritius.

ISA proposes to issue a Price Exploratory Tender for cost discovery with the specifications, standards, and identify the contractors for supply, installation, operation and maintenance of the SWPS in the participating ISA member countries.

Energy Efficiency Services Limited (EESL), a central Public Sector Enterprise of Government of India which have expertise and experience in executing tenders with large volume of supplies have submitted an innovative proposal offering their services to ISA Secretariat for implementation of Price Exploratory Tender at following terms: -

Commercial Terms & Conditions:

Phase	Party	Services offered by EESL	Scope of work	Travel Related Expenses	Cost to be charged to ISA/Bidder
I	International Solar Alliance	Conducting International Competitive Bidding (ICB) on behalf of ISA	As mentioned in Annexure-A, attached herewith	Exclusive**	7764 US \$ (excluding Taxes)
II	Successful Bidder/s	Providing Project Management Consultancy(PMC)		Inclusive***	3 % * each of the total order value awarded to the successful bidder(s)

(*out of 3%, EESL shall be retaining 2.5% and pass on the remaining 0.5% as administrative charges to the ISA that is to be used towards training of mechanics, development of quality control parameters and administrative charges.

Note –

** On directions of ISA, if any visits & field visit within the country or out of country is required for programme monitoring/implementation, EESL will take up the same and ISA will bear all expenses towards the travel.

*** Under Ph-2, EESL shall undertake requisite visits & field visit within the country or out of country as per the project requirement subject to max. 10 visits per 10,000 Agri-Solar Water Pumping Systems (Ag-SWPS) which is approx. 40-50 man-days. However, if field visits beyond 10 nos. are required, EESL will take up the same and ISA shall bear all expenses towards such travels.

Expression of Interest (EoI) is invited on Swiss Challenge basis from similar companies/organisations in Public Sector from ISA member countries for engaging them for following services, on better Commercial Terms and Conditions for the same work, over and above as offered by EESL:

- i. Phase I - Providing Services for Conducting ICB on behalf of ISA.**
- ii. Phase II - Provide Services as *Project Management Consultant (PMC)* for implementing *Scaling Solar Applications for Agricultural Use (SSAAU)* across ISA member countries.**

Any Company submitting their offer will only be acceptable if they submit offer for both Phase I and Phase II all together, better than what has been submitted by M/s EESL to ISA. Companies submitting better offer only for Phase I or only for Phase II will not be acceptable and will merely be rejected

ISA reserves all the right to cancel this EoI without assigning any reason, at any point of time. Qualifying requirements of the Company eligible to submit the proposal against this EoI are as stated below:

S. No.	Qualifying Requirement	Documents to be submitted
1	Agency should be a company registered under Companies Act prevailing in the country of its location	Copy of registration with statutory authorities such as Registrar of the companies, copy of certificate of incorporation, Memorandum of Association, Article of Association, Partnership Deed or any other relevant document(s) may be furnished
2	Should have implemented Energy Efficiency Projects, Solar Projects, Solar Lighting, Pump Projects, Solar Lantern in the past three years from date of issue of EOI	Work orders/Agreement copy/completion certificate/s
3	Should have been profitable in at least two years out of the preceding three completed financial years (FY 2015-16, 16-17 & 17-18)	Copy of the Balance sheet certified by Chartered Accountant
4	Expertise in creating Demand Aggregation. Carried out procurement of at least 100,000 numbers of Agri-Pumps	Copy of Letter of Acceptance (LoA)/Purchase order/copy of agreement signed with parties to whom PO/LoA is issued
5	Should not have been black-listed by any Central/State Government or Public Sector Undertakings in any country	Self-declaration/Certificates/Documents to be submitted in support which will be accepted in good faith basis
6	The average Annual Turn Over (ATO) in the preceding three completed financial years (FY 2015-16, 16-17 & 17-18) should not be less than US \$100 million	Balance Sheet copy

7	Minimum three number of Detailed Project Report (DPR) submitted to State Government/Electrical Energy Utility for Agri-Pump programme	DPR copy; Programme implemented; Certificate from State Government/Distributed Company (Electrical Power)
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Interested companies/organisations in the Public sector can send their offer to the following address by speed post or email at pcsharma@isolaralliance.org, within **30 days** from the date of appearing (26th July 2018) of this advertisement on ISA website: <http://isolaralliance.org/>, i.e. **till 24th August 2018**. **Offer received after 24th August 2018 will not be accepted for consideration.**

Interim Director General
Secretariat, International Solar Alliance,
Surya Bhawan, NISE Campus,
Faridabad-Gurugram Road, Gurugram (Haryana)-122003, India.
Phone: +91 124-2853080, Email: pcsharma@isolaralliance.org
Website: www.isolaralliance.org

Annexure -A

Scope of Work:

Phase I

1. Finalize Bid Documents with the help of KPMG or equivalent organization and ISA.
2. Organizing Pre-Bid Meetings for the tender.
3. Carry out Procurement of Solar water pumping systems
4. Placement of Letter of Award to selected bidders
5. Entire Bid Management including Invitation for Bids(IFB)/Notice inviting Tender(NIT), Finalize Bid Schedule, design bidding documents, Pre-bid, opening of Bids, evaluation and comparison of bids, publication of the Award of Contracts, with ISA's due diligence, where ever required.

Phase II

1. Provide Consultancy Service for development of Scaling up Solar Application for Agriculture Use
2. Overall structuring of the programme
3. Presentation/workshop to the respective countries/parties
4. Templates/Creatives, handbook, best practice books, etc. for the project
5. Development of MIS, International Dashboards & Software for monitoring the project
6. Co-ordination amongst ISA and it's all appointed agency(ies) for carrying out the kick off meeting(s) of the project with the respective countries.
7. Prepare a detailed implementation plan for the respective countries
8. Coordination amongst ISA and appointed agency(ies)/manufacturers for review/ progress meeting of the project.
9. Verification of the invoices raised by different agency(ies) such as Solar Pump Manufacturer(s).
10. Submission of Progress Reports to ISA and respective countries/departments
11. Development of Do(s)/ Don't(s)/ FAQ(s)/ Self Help/ Standard Operating
12. Procedure(s) (SOPs)/Process Flow Chart(s)/ etc. for the project for different agency(ies).
13. Holding and organizing hands-on-training session(s), personal development session(s), imparting project information session(s) for the utility(ies) officials and local teams
14. Intimate to ISA in case of non-performance of any agency(ies). Scope of work of the agency(ies) shall be detailed in the tender document(s) of the individual agency(ies) and any deviation shall be reported.
15. Review of the manufacturing and supply schedule of the materials.
16. Follow-up with the Material Supplier/Manufacturer(s) in maintaining the supply as per finalized schedule.
17. Monitoring and supervision of the installations of the material.
18. Keeping records of inventory stock available for supply, distribution & installation of material.
19. Updation of distribution & installation of material on the software to be provided.
20. Coordination with concerned departments as and when required during kick off meeting(s), review meeting(s), meetings with utility(ies) officials etc., of the project.
21. Any other mutually agreed item of work essential for successful implementation of the scheme, with ISA's due diligence, where ever required.

(Uploaded on website on 26th July 2018)

ANNEXURE B

Following ISA Member Countries have submitted their demand against Scaling Solar Application for Agricultural Use:

S.No.	Name of the ISA Member Countries	No. of Pumps
1	India (Ratified)	300000
2	Bangladesh (Ratified)	50000
3	Uganda (Ratified)	30000
4	Benin (Signed only)	50000
5	Djibouti (Signed only)	100
6	Somalia (Ratified)	500
7	Mali (Ratified)	15000
8	Senegal (Signed only)	4000
9	Niger (Ratified)	15000
10	South Sudan (Ratified)	6800
11	Mauritius (Ratified)	27
12	Democratic Republic of Congo (Signed only)	1000
TOTAL		472427