# Request for Quotation for Hiring of Media Outreach Agency for Publishing Opinion Articles

RFQ Reference: 32/06/COMMS/2023-ISA

Date: 20 June 2023

Subject: Hiring of Media Outreach Partner for Publishing Opinion Articles

# **SECTION 1: REQUEST FOR QUOTATION (RFQ)**

ISA kindly requests your quotation for the provision of goods, works and/or services as detailed in Annex 1 of this RFQ.

This Request for Quotation comprises the following documents:

Section 1: This Request Letter

Section 2: RFQ Instructions and Data

Annex 1: Schedule of Requirements

Annex 2: Quotation Submission Form

Annex 3: Technical and Financial Offer

When preparing your quotation, please be guided by the RFQ Instructions and Data. Please note that quotations must be submitted using Annex 2: Quotation Submission Form and Annex 3 Technical and Financial Offer, by the method and by the date and time indicated in Section 2. It is your responsibility to ensure that your quotation is submitted on or before the deadline. Quotations received after the submission deadline, for whatever reason, will not be considered for evaluation.

The ISA recognizes the importance of valuing diversity and promoting inclusion in all our work programs and partnerships. The ISA highly values engaging with organizations and/or teams that reflect its geographical and diverse nature.

Thank you and we look forward to receiving your quotations.

Issued by:

Signature: Vishal Pratap Thakur
Name: Procurement Unit

Date: 20/06/2023

# **SECTION 2: RFQ INSTRUCTIONS AND DATA**

Introduction	Bidders shall adhere to all the requirements of this RFQ, including any amendments made in writing by ISA. This RFQ is conducted in accordance with the ISA Financial Regulations and Procedures and ISA Procurement Manual				
	Any Bid submitted will be regarded as an offer by the Bidder and does not constitute or imply the acceptance of the Bid by ISA. ISA is under no obligation to award a contract to any Bidder as a result of this RFQ.				
	ISA reserves the right to cancel the procurement process at any stage without any liability of any kind for ISA, upon notice to the bidders or publication of cancellation notice on ISA website				
Deadline for	11.07.2023 by 1900 HRS IST				
the Submission of Quotation	If any doubt exists as to the time zone in which the quotation should be submitted, refer to <a href="http://www.timeanddate.com/worldclock/">http://www.timeanddate.com/worldclock/</a> .				
	For eTendering submission - as indicated in eTendering system. Note that system time zone is in EST/EDT (New York) time zone.				
Method of	Quotations must be submitted as follows:				
Submission	□ E-tendering				
	☐ Dedicated Email Address				
	Courier / Hand delivery				
	☐ Other Click or tap here to enter text.				
	Bid submission address: procurement@isolaralliance.org				
	■ File Format: PDF files only				
	<ul> <li>File names must be maximum 60 characters long and must not contain any letter or special character other than from Latin alphabet/keyboard.</li> </ul>				
	<ul> <li>All files must be free of viruses and not corrupted.</li> </ul>				
	<ul> <li>Max. File Size per transmission: 10 MB</li> </ul>				
	It is recommended that the entire Quotation be consolidated into as few attachments as possible.				
	<ul> <li>Mandatory subject of email: RFQ for Hiring of Media Outreach Agency for Publishing Opinion Articles</li> </ul>				
	<ul> <li>The bidder should receive an email acknowledging email receipt.</li> </ul>				
Cost of preparation of quotation	ISA shall not be responsible for any costs associated with a Bidder's preparation and submission of a quotation, regardless of the outcome or the manner of conducting the selection process.				
Supplier Code	All prospective suppliers must read the ISA Supplier Code of Conduct and acknowledge that it				
of Conduct,	provides the minimum standards expected of suppliers to the ISA. The Code of Conduct, which				
Fraud,	includes <b>principles on labour, human rights, environment and ethical conduct</b> may be found at:				
Corruption,	https://isolaralliance.org/images/ISA%20Supplier%20Code%20of%20Conduct 14.4.2023.final%20version.pdf				
	Moreover, ISA strictly enforces a policy of zero tolerance on proscribed practices, including fraud, corruption, collusion, unethical or unprofessional practices, and obstruction of ISA vendors and requires all bidders/vendors to observe the highest standard of ethics during the procurement process and contract implementation.				
Gifts and Hospitality	Bidders/vendors shall not offer gifts or hospitality of any kind to ISA staff members including recreational trips to sporting or cultural events, theme parks or offers of holidays, transportation, or invitations to extravagant lunches, dinners or similar. In pursuance of this policy, ISA: (a) Shall				

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	reject a bid if it determines that the selected bidder has engaged in any corrupt or fraudulent practices in competing for the contract in question; (b) Shall declare a vendor ineligible, either indefinitely or for a stated period, to be awarded a contract if at any time it determines that the vendor has engaged in any corrupt or fraudulent practices in competing for, or in executing a ISA contract.
Conflict of Interest	ISA requires every prospective Supplier to avoid and prevent conflicts of interest, by disclosing to ISA if you, or any of your affiliates or personnel, were involved in the preparation of the requirements, design, specifications, cost estimates, and other information used in this RFQ. Bidders shall strictly avoid conflicts with other assignments or their own interests, and act without consideration for future work. Bidders found to have an undisclosed conflict of interest shall be disqualified.
	The ISA shall have the discretion to disqualify or proceed with a bidder who has disclosed a probable conflict of interest subject to further evaluation and review of various factors such as access to sensitive information which may confer unfair advantage as against other bidders. The decision on a probable conflict of interest shall be made in the best interest of the work of the ISA.
	Bidders must disclose in their Bid their knowledge of the following: a) If the owners, part-owners, officers, directors, controlling shareholders, of the bidding entity or key personnel who are family members of ISA staff involved in the procurement functions and/or the Government of the country or any Implementing Partner receiving goods and/or services under this RFQ.
	The eligibility of Bidders that are wholly or partly owned by the Government shall be subject to ISA's further evaluation and review of various factors such as being registered, operated and managed as an independent business entity, the extent of Government ownership/share, receipt of subsidies, mandate and access to information in relation to this RFQ, among others. Conditions that may lead to undue advantage against other Bidders may result in the eventual rejection of the Bid.
General Conditions of Contract	Any Purchase Order or contract that will be issued as a result of this RFQ shall be subject to the General Conditions of Contract
	https://www.isolaralliance.org/images/ISA_GTB.pdf
Special	☐ Cancellation of PO/Contract if the delivery/completion is delayed by 10 days
Conditions of	☐ Others [pls. specify]
Contract	Li Ottiers (pis. specify)
Pre-bid	Not Applicable
Conference	
Eligibility	A vendor who will be engaged by ISA may not be suspended, debarred, or otherwise identified as ineligible by any UN Organization or the World Bank Group or any other international Organization. Vendors are therefore required to disclose to ISA whether they are subject to any sanction or temporary suspension imposed by these organizations. Failure to do so may result in termination of any contract or PO subsequently issued to the vendor by ISA.
	It is the Bidder's responsibility to ensure that its employees, joint venture members, sub-contractors, service providers, suppliers and/or their employees meet the eligibility requirements as established by ISA.
	<ul> <li>Bidders must have the legal capacity to enter a binding contract with ISA and to deliver in the country, or through an authorized representative. Company registration certificate or any other document proving legal entity.</li> <li>Proven track record in engaging influential players in print, and online media networks internationally;</li> </ul>

Proven track record of getting editorial pieces and Op-Eds published in global media outlets; Proven experience in the establishment of formal and informal media networks; Commitment to excellence in producing quality work; Demonstrates ability to identify problems and propose solutions. Quotations shall be quoted in USD **Currency of** Quotation Joint Venture, If the Bidder is a group of legal entities that will form or have formed a Joint Venture (JV), **Consortium or** Consortium or Association for the Bid, they shall confirm in their Bid that : (i) they have designated **Association** one party to act as a lead entity, duly vested with authority to legally bind the members of the JV, Consortium or Association jointly and severally, which shall be evidenced by a duly notarized Agreement among the legal entities, and submitted with the Bid; and (ii) if they are awarded the contract, the contract shall be entered into, by and between ISA and the designated lead entity, who shall be acting for and on behalf of all the member entities comprising the joint venture, Consortium or Association. Refer to Clauses 22 – 27 under Solicitation Process in the Procurement Manual (will be provided on request) for details on the applicable provisions on Joint Ventures, Consortium or Association. Only one Bid The Bidder (including the Lead Entity on behalf of the individual members of any Joint Venture, Consortium or Association) shall submit only one Bid, either in its own name or, if a joint venture, Consortium or Association, as the lead entity of such Joint Venture, Consortium or Association. Bids submitted by two (2) or more Bidders shall all be rejected if they are found to have any of the a) they have at least one controlling partner, director or shareholder in common; or b) any one of them receive or have received any direct or indirect subsidy from the other/s; or b) they have the same legal representative for purposes of this RFQ; or c) they have a relationship with each other, directly or through common third parties, that puts them in a position to have access to information about, or influence on the Bid of, another Bidder regarding this RFQ process; d) they are subcontractors to each other's Bid, or a subcontractor to one Bid also submits another Bid under its name as lead Bidder; or e) some key personnel proposed to be in the team of one Bidder participates in more than one Bid received for this RFQ process. This condition relating to the personnel, does not apply to subcontractors being included in more than one Bid. **Duties and** The United Nations (privileges and immunities) Act, 1947 is applicable to ISA pursuant to a taxes notification by the host country. Therefore, ISA is exempt from all direct taxes, except charges for public utility services, and is exempt from customs restrictions, duties, and charges of a similar nature in respect of articles imported or exported for its official use in India. All quotations shall be submitted net of any direct taxes and any other taxes and duties, unless otherwise specified below: All prices must: ☑ be inclusive of VAT and other applicable indirect taxes ☐ be exclusive of VAT and other applicable indirect taxes [according to project and applicable country agreement] Language of quotation Including documentation including catalogues, instructions and operating manuals. Documents to Bidders shall include the following documents in their quotation: be submitted ☐ Annex 2: Quotation Submission Form duly completed and signed Annex 3: Technical and Financial Offer duly completed and signed and in accordance with the Schedule of Requirements in Annex 1 □ Company Profile.  $\boxtimes$  Registration certificate. □ Company Profile. ☑ Descriptive Literature: Bidders shall provide full technical details of products being offered, including technical sheets and pictures showing details and general views. Specific details of items offered should be clearly stated as standard catalogues may offer options;

Quotation validity period	Quotations shall remain valid for 90 days from the deadline for the Submission of Quotation.				
Price variation	No price variation due to escalation, inflation, fluctuation in exchange rates, or any other market factors shall be accepted at any time during the validity of the quotation after the quotation has				
	been received.				
Partial Quotes					
	☐ Permitted Insert conditions for partial quotes and ensure that the requirements are properly				
	listed in lots to allow partial quotes				
Alternative	Not permitted     ■ Not permitted				
Quotes					
Payment Terms					
Conditions for	☑ Written Acceptance of Goods & Services, based on full compliance with RFQ requirements.				
Release of					
Payment					
	■ 100% of <u>training charges</u> after completion of Training on Operation and Maintenance.				
	□ 100% of Comprehensive maintenance charges after successful 1 year of installation and				
	commissioning				
	Commissioning				
Contact Person	E-mail address: nikhilkumar@isolaralliance.org				
for	Attention: Quotations shall not be submitted to this address but to the address for quotation				
correspondenc	submission above. Otherwise, offer shall be disqualified.				
e, notifications	Any delay in ISA's response shall be not used as a reason for extending the deadline for				
and	submission, unless ISA determines that such an extension is necessary and communicates a new				
clarifications	deadline to the Proposers.				
Clarifications	Requests for clarification from bidders will not be accepted any later than 2 days before the submission deadline. Responses to request for clarification will be communicated thru email.				
Evaluation method	⊠The Contract or Purchase Order will be awarded to the lowest price substantially compliant offer				
Evaluation					
criteria					
	□ Earliest Delivery /shortest lead time				
	·				
Dight not to	Others Click or tap here to enter text.				
Right not to accept any	ISA is not bound to accept any quotation, nor award a contract or Purchase Order				
quotation					
Right to vary	At the time of award of Contract or Purchase Order, ISA reserves the right to vary (increase or				
requirement at	decrease) the quantity of services and/or goods, by up to a maximum twenty-five per cent (25%)				
time of award	of the total offer, without any change in the unit price or other terms and conditions.				
Type of	□ Purchase Order				
Contract to be	⊠ Contract for Works				
awarded					
Exported data	Other Type/s of Contract [pls. specify]				
Expected date for contract	30 July 2023				
award.	ISA will publish the contract awards valued at USD 100 000 and more on the ISA website				
Publication of Contract Award	ISA will publish the contract awards valued at USD 100,000 and more on the ISA website.				
Contract Award					

Policies and procedures	This RFQ is conducted in accordance with ISA Financial Regulation and Procedures and ISA procurement manual
Other Provisions	The ISA is striving to achieve gender parity in all its activities. In this regard, female-owned organizations and/or teams with significant gender diversity are strongly encouraged to submit a proposal.
	The ISA recognizes the importance of valuing diversity and promoting inclusion in all our work programs and partnerships. The ISA strives to engage with organizations and/or teams that reflect its geographical representation and diversity.

#### **ANNEX 1: SCHEDULE OF REQUIREMENTS**

#### About ISA:

The International Solar Alliance (ISA) is an action-oriented, member-driven, collaborative platform for increased deployment of solar energy technologies to bring energy access, ensure energy security, and drive energy transition in its Member Countries. The ISA was conceived as a joint effort by India and France to mobilise efforts against climate change by deploying solar energy solutions. It was conceptualised on the sidelines of the 21st Conference of Parties (COP21) to the United Nations Framework Convention on Climate Change (UNFCCC) held in Paris in 2015. The ISA strives to develop and deploy cost-effective and transformational energy solutions powered by the sun to help Member Countries develop low-carbon growth trajectories, focusing on delivering impact in countries categorised as Least Developed Countries (LDCs) and the Small Island Developing States (SIDS). As a global platform, ISA's partnerships with multilateral development banks (MDBs), development financial institutions (DFIs), private and public sector organisations, civil society, and other international institutions are key to delivering the change it seeks to see in the world going ahead.

#### Context and Objective:

As ISA transitions into its next phase of growth, driven primarily by the implementation of its framework for global solarization, scaling and expanding the impact of its interventions across nations, and growing and actualizing its existing pipeline for solar projects, it becomes imperative to leverage and accelerate the momentum so generated to crystalize delivery on its stated mission. ISA is working on an integrated advocacy programme to mobilize visibility and accelerate the momentum of international stakeholders' engagements with ISA's mission and efforts.

ISA's main objective of advocacy is to increase solarisation, and one of the platforms it is utilising is international media to create an opinion towards moving the needle.

The objective of this mandate is to publish opinion articles in prominent publications across the world (with focus on UK, France the US, Middle East, Africa and Latin America) and across languages. Some examples of prominent publications are: New York Times, Financial Times, Forbes, Bloomberg, Nikkei, Der Spiegel, Le Monde, Fortune, Wall Street Journal, The Telegraph, The Guardian, Straits Times, among others.

#### The narrative will focus on:

- Positioning solar as the necessary catalyst for global energy transition, thereby expanding global solar adoption
- Strengthen ISA's position as the global anchor for solarization, and reputation as a thought leader and propeller of the global energy transition

## **Deliverables:**

- Publish, at least, one article appearing in an eminent international publication per month
- The articles will be drafted by ISA Secretariat. Content advice, proof-reading, and any other information that the partner may provide will be considered
- The partner will provide information on the publication of the article and will monitor any associated coverage as well.

#### **Key Performance Indicators:**

- Quality of coverage
- Audience reach and engagement

### **Delivery Requirements**

Delivery Requirements		
Delivery date and time	Bidder shall complete the delivery and installation within 90 days from the issuance of Contract.	
Delivery Terms (INCOTERMS 2020)	Delivered at Place	
Customs clearance	<ul> <li>□ Not applicable</li> <li>Shall be done by:</li> <li>□ Name of organisation (where applicable)</li> <li>☑ Supplier/bidder</li> <li>□ Freight Forwarder</li> </ul>	
Exact Address(es) of Delivery Location(s)	International Solar Alliance, NISE Campus, Gurugram, Haryana	
Distribution of shipping documents (if using freight forwarder)	Bidder responsibility	
Packing Requirements	Safe delivery of supplies, handling will be bidders responsibility	
Training on Operations and Maintenance	NA	
Warranty Period	NA NA	
After-sales service and local service support requirements	NA	
Preferred Mode of Transport	NA	

# **ANNEX 2: QUOTATION SUBMISSION FORM**

Bidders are requested to complete this form, including the Company Profile and Bidder's Declaration, sign it and return it as part of their quotation along with Annex 3: Technical and Financial Offer. The Bidder shall fill in this form in accordance with the instructions indicated. No alterations to its format shall be permitted and no substitutions shall be accepted.

Name of Bidder:	Click or tap here to enter text.		
RFQ reference:	Click or tap here to enter text.	Date: Click or tap to enter a date.	

# **Company Profile**

Item Description	Detail
Legal name of bidder or Lead entity for JVs	Click or tap here to enter text.
Legal Address, City, Country	Click or tap here to enter text.
Website	Click or tap here to enter text.
Year of Registration	Click or tap here to enter text.

Legal structure		Choose an iter	n.		
Are you a UNGM registered vendor?		☐ Yes ☐ No	If yes, i	nsert UNGM Vendor N	Number
Quality Assurance Certific (e.g. ISO 9000 or Equivale yes, provide a Copy of the Certificate):	nt) <i>(If</i>	⊠ Yes □ No			
Does your Company hold any accreditation such as ISO 14001 or ISO 14064 or equivalent related to the environment? (If yes, provide a Copy of the valid Certificate):		⊠ Yes □ No			
Does your Company have written Statement of its Environmental Policy? (If y provide a Copy)		⊠ Yes □ No			
Does your organization demonstrate significant commitment to sustainability through some other means, for example internal company policy documents on women empowerment, renewable energies or membership of trade institutions promoting such issues (If yes, provide a Copy)		⊠ Yes □ No			
Is your company a member of the UN Global Compact		⊠ Yes □ No			
Bank Information		Bank Name: Click or tap here to enter text.  Bank Address: Click or tap here to enter text.  IBAN: Click or tap here to enter text.  SWIFT/BIC: Click or tap here to enter text.  Account Currency: Click or tap here to enter text.  Bank Account Number: Click or tap here to enter text.			
		Previous rele	vant experience	: 3 contracts	
Name of previous contracts	& Reference act Details ding e-mail	Contract Value	Period of activity	Types of activities undertaken	

Yes	No	
		<b>Requirements and Terms and Conditions:</b> I/We have read and fully understand the RFQ, including the RFQ Information and Data, Schedule of Requirements, the General Conditions of Contract, and any Special Conditions of Contract. I/we confirm that the Bidder agrees to be bound by them.
		I/We confirm that the Bidder has the necessary capacity, capability, and necessary licenses to fully meet or exceed the Requirements and will be available to deliver throughout the relevant Contract period.
		<b>Ethics</b> : In submitting this Quote I/we warrant that the bidder: has not entered into any improper, illegal, collusive or anti-competitive arrangements with any Competitor; has not directly or indirectly approached any representative of the Buyer (other than the Point of Contact) to lobby or solicit information in relation to the RFQ; has not attempted to influence, or provide any form of personal inducement, reward or benefit to any representative of the Buyer.
		I/We confirm to undertake not to engage in proscribed practices, , or any other unethical practice, with the ISA or any other party, and to conduct business in a manner that averts any financial, operational, reputational or other undue risk to the ISA and we have read the International Solar Alliance Code of Conduct: <a href="https://isolaralliance.org/procurement/isa_supplier">https://isolaralliance.org/procurement/isa_supplier</a> acknowledge that it provides the minimum standards expected of suppliers to the ISA.
		Conflict of interest: I/We warrant that the bidder has no actual, potential, or perceived Conflict of Interest in submitting this Quote or entering a Contract to deliver the Requirements. Where a Conflict of Interest arises during the RFQ process the bidder will report it immediately to the Procuring Organisation's Point of Contact.
		<b>Prohibitions, Sanctions:</b> I/We hereby declare that our firm, its affiliates or subsidiaries or employees, including any JV/Consortium members or subcontractors or suppliers for any part of the contract is not under procurement prohibition by the United Nations, including but not limited to prohibitions derived from the Compendium of United Nations Security Council Sanctions Lists and have not been suspended, debarred, sanctioned or otherwise identified as ineligible by any UN Organization or the World Bank Group or any other international Organization.
		<b>Bankruptcy</b> : I/We have not declared bankruptcy, are not involved in bankruptcy or receivership proceedings, and there is no judgment or pending legal action against them that could impair their operations in the foreseeable future.
		<b>Offer Validity Period:</b> I/We confirm that this Quote, including the price, remains open for acceptance for the Offer Validity.
		I/We understand and recognize that you are not bound to accept any Quotation you receive, and we certify that the goods offered in our Quotation are new and unused.
		By signing this declaration, the signatory below represents, warrants and agrees that he/she has been authorised by the Organization/s to make this declaration on its/their behalf.

Signature: _	
Name:	Click or tap here to enter text.
Title:	Click or tap here to enter text.

Click or tap to enter a date.

Date:

#### **ANEX 3: TECHNICAL AND FINANCIAL OFFER - SERVICES**

Bidders are requested to complete this form, sign it and return it as part of their quotation along with Annex 2 Quotation Submission Form. The Bidder shall fill in this form in accordance with the instructions indicated. No alterations to its format shall be permitted and no substitutions shall be accepted.

Name of Bidder:	Click or tap here to enter text.	
RFQ reference:	Click or tap here to enter text.	Date: Click or tap to enter a date.

### **Technical Offer**

Provide the following:

- a brief description of your qualification, capacity and expertise that is relevant to the Terms of Reference.
- a brief methodology, approach and implementation plan;
- team composition and CVs of key personnel

#### **Financial Offer**

Provide a lump sum for the provision of the services stated in the Terms of Reference your technical offer. The lump sum should include all costs of preparing and delivering the Services. All daily rates shall be based on an eight-hour working day.

Currency of Quotation: Click or tap here to enter text.

Ref	Description of Deliverables	Price
1.		
2.		
3.		
4.		
5.		
	Total Price	

### **Compliance with Requirements**

	You Responses		
	Yes, we will comply	No, we cannot comply	If you cannot comply, pls. indicate counter - offer
Delivery Lead Time			Click or tap here to enter text.
Validity of Quotation			Click or tap here to enter text.
Payment terms			Click or tap here to enter text.
Other requirements [pls. specify]			Click or tap here to enter text.

I, the undersigned, certify that I am duly authorized to sign this quotation and bind the company below in event that the quotation is accepted. Exact name and address of company Authorized Signature: Company NameClick or tap here to enter text. Date:Click or tap here to enter text. Address: Click or tap here to enter text. Name: Click or tap here to enter text. **Functional Title of Authorised** Click or tap here to enter text. Signatory:Click or tap here to enter text. Phone No.:Click or tap here to enter text. Email Address: Click or tap here to enter text.

Email Address:Click or tap here to enter text.

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