REQUEST FOR QUOTATION (RFQ)

RFQ Reference: 021/11/RFQ/ISA Date: 28 November 2022

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:

Name: Vineet Mathur

Title: Admin. & Procurement Analyst

Date: 28 November 2022

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.
	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 the	11 December 2022 18.00 Hrs (IST)
Submission of	If any doubt exists as to the time zone in which the quotation should be submitted, refer to
Quotation	http://www.timeanddate.com/worldclock/.
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, jpeg, zip
	File names must be maximum 60 characters long and must not contain any letter or
	special character other than from Latin alphabet/keyboard.
	 All files must be free of viruses and not corrupted.
	 Max. File Size per transmission: 35 MB
	 Mandatory subject of email: RFQ for Consultancy Services for International Solar Alliance: Scaling of Solar Mini-Grids in Africa
	 Multiple emails must be clearly identified by indicating in the subject line "email no. X of Y", and the final "email no. Y of Y.
	It is recommended that the entire Quotation be consolidated into as few attachments as possible.
Cost of	ISA shall not be responsible for any costs associated with a Supplier's preparation and
preparation of	submission of a quotation, regardless of the outcome or the manner of conducting the selection
quotation	process.
Supplier Code of	All prospective suppliers must read the United Nations Supplier Code of Conduct and
Conduct, Fraud,	acknowledge that it provides the minimum standards expected of suppliers to the UN.
Corruption,	
	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	Bidders/vendors shall not offer gifts or hospitality of any kind to ISA staff members including
Hospitality	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 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.
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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 a conflict of interest shall be disqualified.				
	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 Select the applicable GTC:				
	✓ General Terms and Conditions / Special Conditions for Contract.				
Special Conditions of Contract	 ✓ Cancellation of PO/Contract if the delivery/completion is delayed by [indicate number of days] □ Others [pls. specify] 				
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.				
	1. Legal Registration:				
	a. Certificate of Registration of the company				
	2. Relevant Experience:				
	 The Consulting organization should have done at least 3 similar assignments in the past 3 years in African Countries. Minimum 5 years of extensive knowledge of Mini Grids policies, Renewable Energy policies, Electrification plans, Electricity and RE Power regulations, technical standards 				
	for solar Mini Grids, grid regulations, grid codes, grid connectivity standards, Power Purchase Agreement, Concession agreements, payment security instruments, etc. 3. Should have minimum 3 years of experience/capability in coordination with various stakeholders like policy makers, regulators, Power generation & transmission utilities, power distribution companies etc. 4. Minimum average annual turnover of INR 25 Crores for the last 3 years				
	Written Self-Declaration that the company is not in the UN Security Council 1267/1989 List, UN Procurement Division List or Other UN Ineligibility List. Written Self-Declaration that the company is not in the UN Security Council 1267/1989 List, UN Procurement Division List or Other UN Ineligibility List.				
Currency of Quotation	Quotations shall be quoted in US Dollars or Indian Rupees				

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 19 – 24 under Solicitation policy 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
	following:
	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 taxes	Article II, Section 7, of the Convention on the Privileges and Immunities provides, inter alia, that
	the United Nations, including ISA as a subsidiary organ of the General Assembly of the United
	Nations, 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. 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
Language of	ENGLISH
quotation	
Documents to	Bidders shall include the following documents in their quotation:
be submitted	☑ Annex 2: Quotation Submission Form duly completed and signed
	☑ Annex 3: Financial Offer duly completed and signed and in accordance with the Schedule of
	Requirements in Annex 1
	□ Company Profile.
	☐ Registration certificate;
Quotation	Quotations shall remain valid for 90 days from the deadline for the Submission of Quotation.
validity period	·
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
Quotes	□ Permitted
•	
Payment Terms	
,	

	☑ Other Click or tap here to enter text.
Conditions for	
Release of	☐ Written Acceptance of Services based on full compliance with RFQ requirements
Payment	☐ Others [pls. specify]
Contact Person	E-mail address:
for	procurement@isolaralliance.org
correspondence,	
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 procurement@isolaralliance.org
Evaluation	☐ The Contract or Purchase Order will be awarded to the lowest price substantially compliant
method	offer
Evaluation	☑ Full compliance with all requirements as specified in Annex 1
criteria	☑ Full acceptance of the General Conditions of Contract
Right not to	ISA is not bound to accept any quotation, nor award a contract or Purchase Order
accept any	
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 Contract	□ Contract for Services
to be awarded	
Expected date	Mid December 2022
for contract	
award.	
Policies and	This RFQ is conducted in accordance with ISA Programme and Operations Policies and
procedures	Procedures
UNGM	Any Contract resulting from this RFQ exercise will be subject to the supplier being registered at
registration	the appropriate level on the United Nations Global Marketplace (UNGM) website at
	www.ungm.org.
	The Bidder may still submit a quotation even if not registered with the UNGM, however, if the
	Bidder is selected for Contract award, the Bidder must register on the UNGM prior to contract
	signature.

ANNEX 1: SCHEDULE OF REQUIREMENTS

1. BACKGROUND

The International Solar Alliance (ISA) is an inter-governmental organization headquartered in Gurgaon, India. Currently 110 Countries have signed ISA Framework Agreement of which 90 Countries have ratified the Agreement. The membership is open to all the UN recognized Countries. The vision and mission of the ISA is to provide a dedicated platform for cooperation among countries where the global community, including bilateral and multilateral organizations, corporates, industry, and other stakeholders, can make a positive contribution to assist and help achieve the common goals of increasing the use of solar energy in meeting energy needs of ISA Member Countries in a safe, convenient, affordable, equitable and sustainable manner. For further information about ISA, kindly refer ISA website-https://isolaralliance.org/.

India will assume the G20 Presidency from the 1st of December 2022 and will convene the G20 Leader's Summit in the country in 2023. As part of G20 presidency, India would be showcasing various Growth Stories of the Country and also would share its Global aspiration. ISA would be a partner organization to India's G20 presidency and as part of this engagement, ISA is planning to showcase various initiatives taken to support Member countries and scaling up of Solar Mini-Grids in Africa, is one such initiative.

In this context, ISA would like to engage a consultancy organization (Hereinafter called "Consultant") to carry out detailed study on how ISA could support scaling of Solar **Mini-Grids in African Countries.** The objective of the study is to bring out self-sustaining models and showcase it so that such models could be used for scaling of solar Mini-Grids in in the needy countries in Africa.

Scope of work:

The Consultant is expected to carry out extensive analysis of solar Mini-Grids developed in India, African Countries or in any other part of the globe, based on self-sustaining, innovative business models & sound Policy frameworks. The consultant is expected to prepare key issues during workshops and meetings planned as part of G20 and recommend possible interventions from G20 Secretariat for facilitating scaling of solar Mini-Grid scaling up in Africa.

As part of this assignment, the consultant is expected to bring out Reports, Presentations, materials for Videos etc., time to time.

The analysis and recommendations should bring out aspects like techno-economic features, funding aspects, commercial aspects, social impacts, job creation, environmental aspects, involvement of local people, use of technology, women empowerment etc.

The detailed scope would include following:

- 1. Carry-out studies and analysis for solar mini-grid projects across ISA member countries:
 - a. Assessment of feasibility reports of solar mini-grid projects.
 - b. Analysis of Business models of solar mini-grid projects.
 - c. Assessment of country readiness for implementation of solar mini-grid projects based on secondary research and interaction with the concerned officials of the respective member country wherever required
 - d. Assisting in making short videos on solar mini-grid projects showcasing the impact and achievements of the respective member country

- e. Estimation of environmental and social outcomes and impact resulting from solar mini-grid projects, including carbon emission reduction potential and job creation potential.
- 2. Create database of projects, project developers, funding agencies etc.
- 3. Arrange meeting with relevant stakeholders like Project Developers, Technology providers, Funding Agencies, Policy makers etc.
- 4. Development of Reports, presentations, graphics and illustrations for ISA's communications and outreach materials
 - a. Provide graphic designing support to the ISA for development of reports, presentations, pitch decks, and other such documents.
 - b. Help in development of graphics and illustrations to be used by ISA in its documents.

Assist with designing and development of customized collateral, such as fliers and leaflets, booklets, posters and banners, and promotional brand merchandise

Execution of Work

Since multiple meetings and workshops have been planned as part of G20 Presidency by India, it would be extremely important to deliver the assignment on time. The Consultant is expected to deploy dedicated resources for carrying out the assignment on continuous basis

Deployment of Team

1. Qualification of Key personnel proposed:

Team Leader:

- a. At least 10 years of experience in renewable energy sector.
- b. Leading / supporting projects with data inputs, where multiple stakeholders with different views are involved
- c. Proven record in drafting policy-maker friendly reports from complex datasheets and analytical findings.
- d. Proven record in enabling knowledge transfer and developing solar energy roadmaps for countries.

Technology Expert:

- a. With preferably 5 years of professional experience.
- b. Knowledge of solar energy technology, strategy and approaches.
- c. Techno-economic assessment of solar energy technologies.
- d. Understanding of key business models, challenges and opportunities in scaling a solar energy technology.

Policy Expert:

- e. With preferably 5 years of professional experience.
- f. Knowledge of solar energy policy, financing, etc.
- g. Evaluation and design of policies, energy finance mechanisms, business models.
- h. Proven record in drafting policy-maker friendly reports.

Timelines, deliverables and Terms of Payment for Work Execution:

Total duration of the assignment would be 10 months subject to alignment of the same with the Summit meeting planned by Government of India. The deliverables and time lines would be as follows:

S.L No.	Description of Deliverables	Timelines	Release of payment
01	Submission of Initial Report	2 Weeks	10%

02	Reports/ Presentations, Materials for Videos etc.	Time to time as per the meetings/ workshops planned for G20 meetings	25% each at the end of 3 ^{rd,} 6 th and 9 th Month. i.e 75 % in total
03	Consolidated reports/ Presentations, Materials for Videos etc.	At the end of 3 rd , 6 th and 9 th Month.	
04	Final report, presentations. Materials for Videos etc.	At the end of 10 th Month	15% At the end of 10 th Month

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 item.		
Are you a UNGM registered vendor?	☐ Yes ☐ No If yes, insert UNGM Vendor Number		
Quality Assurance Certification (e.g. ISO 9000 or Equivalent) (If yes, provide a Copy of the valid Certificate):	⊠ 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 a written Statement of its Environmental Policy? (If yes, 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 t	tap here to ente	r text.		
		SWIFT/BIC: Cli	ck 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 relevant experience: 3 contracts					
Name of previous	Client & Reference		Contract	Period of activity	Types of activities	
contracts	Contact Details including e-mail		Value		undertaken	

Bidder's Declaration

Yes	No	
		Requirements and Terms and Conditions: 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.
		Ethics : 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 UN or any other party, and to conduct business in a manner that averts any financial, operational, reputational or other undue risk to the UN and we have read the United Nations Supplier Code of Conduct: https://www.un.org/Depts/ptd/about-us/un-supplier-code-conduct and acknowledge that it provides the minimum standards expected of suppliers to the UN.
		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.
		Prohibitions, Sanctions: 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.
		Bankruptcy : 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.

Yes	No	
		Offer Validity Period: 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:	
_	Π

Name: Click or tap here to enter text.

Title: Click or tap here to enter text.

Date:

ANNEX 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.

FORM FOR SUBMITTING SERVICE PROVIDER'S FINANCIAL PROPOSAL

SL	Description of Deliverables	Release of payment	Cost in INR/US Dollars
No.			
01	Submission of Initial Report	10%	
02	Reports/ Presentations, Materials for Videos etc.	25% each at the end of 3 ^{rd,} 6 th and 9 th Month. i.e 75 % in total	
03	Consolidated reports/ Presentations, Materials for Videos etc.		
04	Final report, presentations. Materials for Videos etc.	15% At the end of 10 th Month	

Currency of the Quotation: US Dollars or INR					
Item No	Description	UOM	Qty	Unit price	Total price
1.	Click or tap here to enter text.				
2.	Click or tap here to enter text.				
3.	Click or tap here to enter text.				
4.	Click or tap here to enter text.				
5.	Click or tap here to enter text.				

Price	
Total Final and All-inclusive	
Other Charges (specify)	
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.		
Click or tap here to enter text.	Functional Title of Authorised		
Phone No.:Click or tap here to enter text.	Signatory: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.		