



No.15/42/2020/ISA-(EM)
International Solar Alliance
SECRETARIAT

Dated the 13th June, 2020

Subject: Request for Proposal to Engage a Professional Conference Organizer to organize SUN WORLD Events in ISA Countries for next five years on Hosting Fee basis.

Please refer to ISA Secretariat's RFP No.: 15/42/2020-ISA (EM) dated 09th May, 2020 inviting Professional Conference Organizing Companies to submit Technical and Financial proposals to organize SUN WORLD Events in ISA Member Countries on ISA Organization Hosting Rights Fee basis for the next five years. A Pre-Bid Meeting (Virtual), Chaired by Mr. Arun Misra, Senior Adviser, ISA was convened on 26th May 2020 to address the concerns and provide clarifications to the questions of the prospective bidders in relation to the bid document.

2. The meeting, was attended by 38 participants representing 16 Indian and Global Companies, most of the questions/ concerns raised by prospective bidders were addressed during the meeting, except the following five issues those were required in-house discussions and approval of competent authority.

3. We have carefully examined all such queries raised during the pre-bid meeting and are happy to clarify the queries as under:

i) Request for lowering of ISA Organization Hosting Rights Fee:

Keeping in view the COVID pandemic, globally weak economic conditions and the difficulties in raising sponsorships and other resources expressed by prospective bidders, it has been decided to lower the ISA Organization Hosting Right Fee from USD 250,000 to USD 150,000 per event (in Egypt, Kenya and Indonesia) and from USD 100,000 to USD 75,000 for the Event proposed in Fiji.

ii) Request for extension of deadline for submission of Request for Proposal (RFP) upto 01st July, 2020:

Considering the current situation and requests from prospective bidders, it has been decided to extend the deadline for submission of RFP up to 01st July, 2020.

iii) Postponing of SUN WORLD Event proposed in December, 2020 in Egypt.

Keeping in view the pandemic conditions, travel restrictions around the world and requests from majority of the prospective bidders, it has been decided to defer the Event tentatively proposed in December, 2020 in Egypt. The ISA Secretariat shall work out fresh schedule in consultation with the host country, Government of Egypt and will communicate soon thereafter.

iv) Covering cancellation of event in the insurance policy due to COVID-19:

Clause- 23, under Section-6 (Scope of Services) of RFP states that the Conference Organizer will mitigate the risk to the ISA/ Host Country from liabilities in the event of cancellation of SUN WORLD by way of Insurance coverage.

However, some of the prospective bidders expressed their concern that the Insurance companies don't consider the Covid-19 situation as force majeure and are not willing to provide any insurance cover for the event which got cancelled.

Since the issue of insurance still persists, the ISA Secretariat has taken note of the concerns expressed by prospective bidders and shall revert in due course.

v) Request by Industry Chambers to change the term 'Conference Organizer' to 'Industry Partner' in RFP.

Some of the Industry Associations/ Chambers expressed their concern over eligibility conditions on participating in the bidding process of the RFP.

In this connection, it is stated that Section -2: General Provision: paras No. 14 & 15 of RFP provide for setting up Joint Venture (JV), Consortium or Association. JV, Consortium or Associations are encouraged for such high value, multi-sectoral requirements when the spectrum of expertise and resources required may not be available within one firm.

It is further clarified that in the event of JV/ Consortium or Association, only the leading organization shall be eligible to submit only one proposal. For more details, please refer Section 2 and Form-C of the RFP.

These clarifications have been notified to all those companies participated in the Pre-bid meeting and are also available at ISA's website: <https://isolaralliance.org/media/whats-new>. The RFP can also be viewed at above web Link.

We welcome all the Professional Conference Organizing Companies and invite them to submit their Technical and Financial proposals whether or not they have participated in pre-bid meeting. The extended deadline for submitting Technical and Financial Proposal is 01 July, 2020 at 1700 Hrs. (IST).

For any further information or clarifications the bidders may contact Mr. S.S. Madan, Consultant at: ss.madan@isolaralliance.org with CC to: procurement@isolaralliance.org.

(Sudhakar Upadhyay)
Administrative Officer
