

BRILHO PROGRAM

TERMS of REFERENCE (ToRs) FOR PROCUREMENT OF EQUIPMENT AND MATERIAL FOR GREEN MINI GRIDS (GMG)

ToRs

Contents

1.	BACKGROUND.....	2
2.	OBJECT.....	3
3.	RATIONALE	3
4.	DEFINITIONS	3
5.	TECHNICAL SPECIFICATIONS	2
6.	DELIVERY PLACE OF EQUIPMENT AND MATERIAL – DEADLINE AND PLACE 3	
7.	ACCEPTANCE/RECEPTION CRITERIA	5
8.	PROPOSALS.....	4
9.	FINALISATION AND CONTRACT PERIOD.....	8
10.	SUPERVISION OF DELIVERY	8
11.	WARRANTY	8
12.	PROPOSAL EVALUATION CRITERIA	9
13.	PAYMENT CONDITIONS	9
14.	SUBMISSION OF PROPOSALS.....	9

1. BACKGROUND

Project Name: FCDO PO 8210 BRILHO - Energy Africa Mozambique

Implemented by: SNV Netherlands Development Organization

Donor: United Kingdom through its Foreign, Commonwealth and Development Office (FCDO)

SNV is a non-profit international development organization. Established in the Netherlands 50 years ago, we have built a long-term, local presence in 24 of the poorest countries in Asia, Africa and Latin America. We believe that no one should live in poverty. We are dedicated to supporting a society in which all people, regardless of race, class or gender, are free to pursue their sustainable development. Our focus is on increasing people's income and employment opportunities in productive sectors such as agriculture, as well as improving access to basic services such as energy, water, sanitation and hygiene.

BRILHO is a 5-year Program (2019 – 2024), funded by the "Foreign, Commonwealth & Development Office (FCDO)", with nationwide coverage that will catalyze Mozambique's energy market for Improved Cooking Solutions (including improved cook stoves, Biogas, LPG, Ethanol and Electric), Solar Home Systems and Green Mini Grids (GMG) to provide clean and affordable energy solutions for the population and off-grid businesses.



Improved Cooking Solutions



Home Solar Systems



Mini Green Grids

The program is designed with a market-based approach, in compliance with the principle that energy access challenge can also be addressed, in part, through innovative business initiatives, which can provide quality, affordable, off-grid energy products and sustainable services.

BRILHO offers selected companies a unique combination of structured, non-refundable financing and specialized technical support for risky commercial initiatives, aiming to achieve competitive commercial gains, providing off-grid power solutions for low-income markets.

SNV is in the process of procuring equipment and materials to support companies implementing the Green Mini Grids.

2. OBJECT

The purpose of this ToRs is the procurement of photovoltaic solar panels, photovoltaic racking, containers, cabling, distribution poles, house and street lamps, for GMG companies supported by SNV-BRILHO, according to quantities, conditions and specifications fixed in this document.

Interested suppliers are invited to submit a proposal for the complete list of equipment and materials or only for one or more complete line items of the list.

3. RATIONALE

It involves the procurement of equipment and materials for the installation of GMG in order to support the initiatives of private sector companies in the area of renewable energy, leveraging their capacity for innovation and resources to develop and invest in solutions and services off the grid.

In this way, the need to procure the listed equipment is to improve the capacity of these companies, assist in the supply of clean energy to the Mozambican population and in achieving the Sustainable Development Goals 7 (SDG7).

4. DEFINITIONS

The **CONTRACTING PARTY** is the entity promoting the respective bidding process, which is, SNV;

The **CONTRACTOR** is the business company hired to supply the items specified in this ToRs;

The **BIDDER** is the business company interested in supplying the items specified in this ToRs.

5. TECHNICAL SPECIFICATIONS

Items subject to this procurement process include:

Table 1. Technical specifications

Item		Description / Specification	Certification (As Applicable)	Quantity	Unit
#	Type				
1	PV Panels	Monocrystalline silicate 450W panels	IEC 61215, IEC 61730, IEC 62716, IEC 61701, IEC 60068-2-68	1,400	panels
2	PV Panels	Monocrystalline silicate 375W panels	IEC 61215, IEC 61730, IEC 62716, IEC 61701, IEC 60068-2-69	1,400	panels
3	PV Racking	Monocrystalline silicate racking for ground-mounted installations	ICC AC 428; UL 2703, UL 3730, UL 6703; IEC 61853-1, IEC 62109-2; Additional considerations for Hurricane Cat 4 winds	to 1,400 450W panels	
4	PV Racking	Monocrystalline silicate racking for ground-mounted installations	ICC AC 428; UL 2703, UL 3730, UL 6703; IEC 61853-1, IEC 62109-2; Additional considerations for Hurricane Cat 4 winds	to 1,400 375W panels	
5	Containers	Shipping containers (standard 40ft.)	ISO 6346:1995; ISO 55.180.10	15	containers
6	LV Cable	3-phase distribution cables - Triplex #2 AWG aluminum cabling 35mm ABC Aluminum	IEC 60502	112,500	meters
7	LV Distribution Poles (small)	4.2 meter LV distribution poles (with treatment)	ISO 15206:2010	550	poles
8	LV Distribution Poles (large)	8.0 meter LV distribution poles (with treatment)	ISO 15206:2010	1,100	poles
9	Streetlighting	LED Streetlights (30W)	Lighting Global, IEC 60598, IEC 62721	350	streetlights
10	Household Lighting	5-7W LED houselighting	Lighting Global, IEC 60598, IEC 62721	18,500	lights
11	Customer Dropline	Service drops from poles to customers - #6 AWG duplex aluminum	IEC 60038	136,000	meters

Companies interested in providing the material contained in this ToRs should:

- Consider all item specifications, expressly stating in the proposal, that they can supply the specified equipment.
- Include for each item offered in the bidder's proposal, in addition to the specifications: catalogs, brochures with photo, manufacturer's indication, brand, model and reference, in compliance with the specifications of this ToRs.
- Comply with the following minimum "bundling" requirements:
 - Items 1 (Mono crystalline 450W Panel) and 2 (Mono crystalline 375W Panel);
 - Items 3 (PV Racking for 450W panels) and 4 (PV Racking for 375W panels);
 - Items 6 (LV cables) and 11 (Dropline);

- Items 7 (4.2 meter LV distribution poles with treatment) and 8 (8 meter LV distribution poles with treatment);
 - Item 9 (lamps for street lighting) and Item 10 (household lamps)
- The following item does not need to be provided in "bundling":
 - Item 5 (containers).

It should be noted that, under no circumstances, reconditioned or out of technical requirements materials shall be accepted.

6. DELIVERY PLACE OF EQUIPMENT AND MATERIALS – DEADLINE AND PLACE

The maximum deadline for delivery will be 90 (ninety) consecutive days, to be counted from the date of transfer of the first installment, following the tender.

Without any burden to the CONTRACTING PARTY, regarding freight and/or insurance charges, the delivery of the equipment and materials batch must be made in any of the following locations, to be defined by the CONTRACTING PARTY, after contract signature: Maputo, Beira and Nacala.

The CONTRACTOR must communicate, at least 10 consecutive days in advance, the date and time scheduled for the delivery of equipment and materials.

The receipt of equipment and materials is subject to technical specifications, packaging and instructions, and the CONTRACTING PARTY's representative will be responsible for verification.

Failure to comply with this ToRs, and those agreed with the contract, may result in breach of contract to the CONTRACTOR.

7. ACCEPTANCE/RECEPTION CRITERIA

The equipment and materials must be new, thus considered for the first use, and delivered, protected and properly packed against transport and handling damage.

The object of the contract will be received upon verification of the quality and quantity of the equipment or material. The CONTRACTING PARTY will have a period of up to 10

(ten) working days for verifications and inspection to assess the exact fulfillment of contractual obligations.

8. PROPOSALS

Proposals must be presented in a detailed worksheet, which must contain:

- **Technical Proposal:**

- ✓ Specifications;
- ✓ Certifications;
- ✓ Guarantee and terms;
- ✓ Delivery time;

- **Financial Proposal**

- ✓ Unit and total amounts per item, in figures and words, in United States Dollars (USD);
- ✓ Payment Terms

Note: Proposal validity for not less than 60 (sixty) days.

In the price discrimination, all costs must already be included, such as taxes, freight, transport, insurance, human resources and other expenses, which directly or indirectly could affect the prices for supplying the object of this ToRs.

The price proposal should be structured in such a way that the delivery cost is variable considering all the following options:

- Unit prices and total costs must be specified in all of the following options for delivery location of the complete batch of equipment and material, including Maputo, Beira and Nacala;
- Unit prices and total costs must be specified in all of the following trading formats: FOB ("Free on board"), CIP ("Carriage and Insurance Paid"), and DDP ("Delivered Duty Paid").

See the table below:

9. FINALISING AND CONTRACT PERIOD

For the supply of products, a contract will be finalized establishing all the conditions, guarantees, obligations and responsibilities between the parties, in accordance with this ToRs, as well as the technical and financial proposal of the CONTRACTOR.

10. SUPERVISION OF DELIVERY

The CONTRACTING PARTY shall reject, in whole or in part, any equipment and material that does not comply with the requirements or which is not proven to be original and/or new, thus considered for first use, as well as equipment and materials with manufacturing defects and/or functioning, or that the technical specifications agreed in the contract are different.

In case it is necessary to change the material and equipment provided, the costs will be borne exclusively by the CONTRACTOR, and it is their responsibility to collect the defective material and deliver the replacement within 30 (thirty) calendar days, and the replacement must be made by material and equipment of the same specification as the one replaced.

11. WARRANTY

Declare, in detail, as part of the technical proposal, the guarantee of the equipment and materials provided, whose term may not be less than 12 (twelve) months at a global/international level, counted from the final receipt by the CONTRACTING PARTY.

The CONTRACTOR shall provide guarantee certificates, through its own documents. The CONTRACTOR should ensure that guarantees and associated legal rights for services and claims to be transferable from SNV to the companies supported by the CONTRACTING PARTY through the BRILHO program, for the operation of Mini Grids.

The guarantee term, or equivalent, must objectively clarify what it consists of, as well as the form, the term and place in which the guarantee policy can be exercised by the CONTRACTING PARTY for companies supported by the CONTRACTING PARTY through BRILHO program for the operation of mini grids, which must be delivered, duly completed by the CONTRACTOR, upon delivery, accompanied by an installation and user manual of the product.

12. PROPOSAL EVALUATION CRITERIA

The proposal must contain two essential components namely: technical and financial component, taking into account the following weighting factors:

- 60% technical proposal
- 40% financial proposal

13. PAYMENT CONDITIONS

Payment conditions may have a minimum of 2 (two) and/or up to 3 (three) payments, which can be structured considering the following stages or similar alternatives:

- Contract signature;
- Bill of lading/other similar sharing;
- Delivery of goods (this condition is subject to point 10 above).

The payment will be credited in favor of the CONTRACTOR, by bank order against any banking entity, indicated in the proposal, and for this, it must be explicit: the name of the bank, branch, location, and current account number.

The CONTRACTING PARTY reserves the right to suspend payment if the supplies are not in accordance with the specifications contained in this ToRs.

14. SUBMISSION OF PROPOSALS

The proposals deadline was extended from November 30th **to December 10th 2021, 12pm.** To submit proposals, interested parties must fill in the Excel spreadsheet and send it together with the documents mentioned below, to the e-mail: mzprocurement@snv.org

- Supporting letter;
- Excel sheet (please obtain the file via email: mzprocurement@snv.org).

Note: For any clarification, candidates may submit them to the following email: mzprocurement@snv.org until **December 08th, 2021.**