



Aide-Mémoire



ISA/M.05/WD.02
23rd -27th September, 2019

Conakry, Guinea
(Confidential)

Aide-Mémoire for Expert Level Visit to Guinea on International Solar Alliance Program held from 23-27 September, 2019.

Venue: Conakry, Guinea



Aide-Mémoire

Expert Level Visit to Conakry, Republic of Guinea on International Solar Alliance Programs

September 23rd, 2019 to September 27th, 2019

A. Background/ Introduction of the Mission

During 23rd September, 2019 to 27th September, 2019, ISA led Expert team visited Republic of Guinea, hereafter referred to as the Host Country, for discussing the various avenues in solar rooftop, solar pump, mini grid and e-mobility. This Aide-Memoire (AM) summarizes the outcome of stakeholders' meetings with the expert team (as detailed in the Annex-1 to this document) as well as agreements reached therein. The AM was discussed in the wrap-up meeting on 27th September, 2019, co-chaired by Mr Karim Camara, Alternate National Focal Point (ANFP) to ISA for Guinea and Mr K. S. Popli, Advisor to ISA. As agreed, this AM shall be a point of reference for future planning as well as implementation of the programme.

B. Overall Status of the Programmes

1. Programme for Solar Water Pumping Systems

The Host Country has a plan to install 20,000 additional solar water pumps for supply of drinking water by 2030. As per the Head of State's vision, the ministry has a target of setting up at least 1 solar pump for supply of drinking water in each village where there is a population of around 1000 people. The host country shall provide the data regarding type of pump, depth of discharge head, etc to carry out the assessment for demand aggregation. The host country would like to take up a few pilot projects with assistance from ISA and accordingly approach the government to replace all the existing diesel pumps with solar pumps. ISA have asked for requisite data which will be shared by the National Focal Point and the Embassy of the Host Country in India. Additionally, ISA is conducting a price discovery bids through Energy Efficiency Services Ltd for 272,579 Solar Pumping Systems based on aggregated demand from 22 Member Countries as of December 31st, 2018. It is expected that there shall be a significant reduction of price through demand aggregation. **A brief overview of the tender document is annexed below in Annexure 4.**

2. Programme for Solar Mini-Grids

The host country has submitted feasibility report for a few mini-grid projects to World Bank and World Bank has agreed to provide subsidy of up to 70% and the remaining amount would be arranged by the government. ISA discussed about the advantages of mini-grids and have asked the host country to think upon it so as to provide electricity to all rural



households where extension of electricity grid is not viable. Host country would provide the demand for mini grid once the existing projects are completed successfully.

3. Programme for Solar Rooftop

The host country has provided the total solar rooftop demand of 1 MW which includes 9 projects. Further to this, host country have also planned to solarize rural health centres also. Country templates have been prepared by the consultants for collating the demand of solar rooftop electricity generation and required policy framework in the Host Country.

The Host Country has submitted under Exim Bank LoC two projects detailed as follow:

- Solar project for supply of electricity and drinking water for seven public universities (value in USD : 14.40)
- Solar project for electrification and refrigeration in 200 health infrastructures (value in USD Million: 5.82).

4. Programme for E-mobility and storage

Delegation from ISA Secretariat discussed briefly the various ongoing programmes in the area of storage and E-mobility and possible areas where Guinea can engage with the members of ISA. The host country would like to set up manufacturing base for storage batteries. The host country is aware about the fact that the demand for storage batteries would increase once the share of renewable energy in the total energy mix would increase and hence they want to initiate the process at the earliest to get the benefit of early mover. Discussions were undertaken on the importance of storage with regard to off-grid electrification and how suitable interventions may be undertaken going forward.

Support for Solar Manufacturing

The host country would like ISA assistance in setting up manufacturing facilities for solar panels, pumps and storage batteries. Guinea would like to become a manufacturing hub and take strategic advantage of the fact that it shares bordering with 6 countries.

C. Key Discussions

1. Ministerial Consultations (23rd September to 27th September)

ISA Expert team met with Stakeholder Ministries/Regulatory bodies (List of Ministerial/Regulatory Consultations provided in Annex 2 to the AM document) for assessment of institutional capacity, division of responsibility and coordination for successful implementation of the project as well as exploring implementation models and financing avenues to be deployed for the project.

i. Consultation with the officials of the Ministry of Energy



- a) Current status of Power Generation capacity, Actual Electricity generation, Transmission and Distribution infrastructure- To be provided by NFP and Ministry of Energy
- b) Current status of Grid-Connected as well as off-Grid Solar and Renewable Energy installations – To be provided by NFP and Ministry of Energy
- c) Various Business Model of solar applications, which exist and also in pipeline, if any: To be provided by NFP and Ministry of Energy
- d) Details of Current Solar Programme/Projects: Ongoing/In pipeline:
 - i. Mini Grid Program supported by World Bank (Details to be provided by NFP)
 - ii. Proposed Solar Plant installations
- e) Existing costs (based on current programme) for solar pumps/rooftops/ min-grids: To be provided by NFP and Ministry of Energy
- f) Policy support for Solar and Renewable Energy: Renewable Energy Policy exists, No separate policy for Solar
- g) Regulatory and Financial Support to Solar Energy: Regulatory framework not developed for solar energy, financial support through subsidies, tax exemptions, varies between projects
- h) Nomination of Technical institutions for Capacity Building: iSTAR C

ii. Consultations with Ministry of Finance

- a) Finance for Solar PV systems: To be provided by NFP and Ministry of Finance
- b) Project pipeline for Finance: To be provided by NFP and Ministry of Finance
- c) Multilateral and bilateral policies: To be provided by NFP and Ministry of Finance
- d) Number of Multilateral and bilateral agreements supporting solar: To be provided by NFP and Ministry of Finance
- e) Current budget provisions for solar: To be provided by NFP and Ministry of Finance
- f) Existing tax structure, custom duty, Value added tax (VAT), any other taxes applicable on solar equipment: To be provided by NFP and Ministry of Finance
- g) Is there any policy for private investments:
- h) Nomination of Technical institutions for Capacity building: Capacity building will be at various levels like technicians, engineers, farmers.

iii. Consultations with Ministry of Hydraulic (Water)

- a) Total Water resources (surface and ground) and their distribution: What is the average water table in the country. More information to be provided by NFP and Ministry of Hydraulic
- b) Is there any budgetary allocation for NDC: To be provided by NFP and Ministry of Hydraulic
- c) Hydrological map of the country: To be provided by NFP and Ministry of Hydraulic



- d) Existing pumps and their types and capacities:
- e) Details of the demand submitted by the host country
 - i. Project location and capacities of the pumps: 5000 pumps for drinking
 - ii. Current solar and other pumps installed in the country- business/financial model, details about the capacity and cost of the pumps, name of suppliers, depth at which pump is installed: The country has approximately 19000 pump installations out of which 140 are solar powered. Subsidies, tax exemptions offered for solar installations.
- f) Plan for providing drinking water, scheme and targets: To be provided by NFP and Ministry of Hydraulic
- g) Budgetary provision by the Govt. in next 3-5 years: To be provided by NFP and Ministry of Hydraulic
- h) Nomination of Technical Institutions for Capacity Building: To be provided by NFP and Ministry of Hydraulic
- i) Constitution of Country Task Force for ISA programme: To be provided by NFP and Ministry of Hydraulic
- j) Nomination of Technical Institutions for Capacity Building: Capacity building will be at various levels like technicians, engineers and farmers.

iv. Outcome of the Meeting(s)

Items on Agenda Discussed	Findings/ Observations	Recommendations	Official/ Agency responsible
Ministry of Energy			
Solar rooftop	There are no formal guidelines and regulations for grid connected solar rooftops.	Guidelines and Regulations for Solar Rooftops to be issued. Projects should be developed for specific industries such as solar rooftops for hospitals. Storage systems should be included in the schemes for better utilisation.	Ministry of Energy
Manufacturing of solar panels	Ministry wants to establish manufacturing hub for solar panels, pumps and storage	A proper manufacturing policy guidelines should be in place to promote private investments, taxes on imported	Ministry of Energy



Items on Agenda Discussed	Findings/ Observations	Recommendations	Official/ Agency responsible
	batteries to make low cost equipment	materials should be revised, access to electricity at affordable rates	
To make available affordable technology	The country lacks in modern technologies in harnessing renewable energy. It requires technology transfer through ISA	Suggested to conduct a B to B interaction in between members of ISA and various international suppliers/ manufacturers to understand each other's requirements to undertake business opportunity in the country	
ISA Star Center	Visited the proposed ISA Star centre for excellence at Conakry.	It requires modification and renovation to provide training to the prospective people of the country.	Ministry of Energy
Policy on Solar Energy	There is a National Policy Energy already present in Guinea. Different forms of RE would be developed based on the need and feasibility in different parts of the country. No separate solar policy is envisaged as of now.	Case studies on solar projects in India may be studied in order to develop a dedicated solar program in the future.	Ministry of Energy



Items on Agenda Discussed	Findings/ Observations	Recommendations	Official/ Agency responsible
Taskforce for increasing solar applications across industries.	Task Force can be formed, for co-ordination and discussions between different Ministries. However, concerned Ministries would be responsible for different programmes in solar energy.	Expedite formation of task force.	Ministry of Energy/ Concerned Ministries
Ministry of Finance			
Financing for solar projects.	Higher taxes and import duties	Existing tax regime need to be reviewed by the government.	Ministry of Planning
Partnerships with multilateral agencies for solar programmes.	Names of multilateral agencies, which are supporting to electrify villages, has been received.	None	Ministry of Finance
Ministry of Hydraulic (Water)			
No. of installed pumps and their status	The country has a total no. of 19000 pumps for supply of drinking water. Replacement of existing diesel pumps with solar pumps.	ISA have aggregated the demand of solar pumps to get the benchmark price for each category of pump in each country.	Ministry of Hydraulic (Water)
Data on solar pumps and future plans	Around 140 solar pumps are installed in the country. Further plan to add 20,000 more pumps by 2030.	Identify the location, type of pump required for different heads. Prepare proposal for installation of 1000	Ministry of Hydraulic (Water)



Items on Agenda Discussed	Findings/ Observations	Recommendations	Official/ Agency responsible
		solar pumps as a pilot project.	
Availability of funds	To install solar pumps and to replace existing diesel pumps	EXIM bank has a line of credit of \$ 2 billion out of which some of the funds are earmarked for pre-feasibility assessment. Similarly, line of credit from AFD for \$ 1.5 Billion is also available.	

2. Site Visit to proposed iSTAR C (26th Sep, 2019)

The ISA team visited proposed site for Centre of Excellence. It was told that the building is under renovation.

D. Components of Action

1. Implementation agencies involved

- i. Ministry of Energy, Government of Guinea
- ii. Ministry of Finance, Government of Guinea
- iii. Ministry of Hydraulic (Water), Government of Guinea
- iv. Ministry of Foreign Affairs (MoFA), Government of Guinea

2. Role of Implementation agencies

No.	Name of agency	Role
1	Ministry of Energy	<ul style="list-style-type: none"> • Policy making body for solar energy and manufacturing of solar panels and storage batteries • Nodal ministry for coordination and implementation of solar related projects.
2	Ministry of Finance	<ul style="list-style-type: none"> • Plans and budgetary allocation for solar projects



No.	Name of agency	Role
		<ul style="list-style-type: none"> Mobilise and approve the financing for solar related projects in Guinea
3	Ministry of Hydraulic (Water)	Assess the requirements for solar pumps for drinking purpose and monitor the implementation of the projects.
4	Ministry of Foreign Affairs (MoFA)	Coordination between the Government of Guinea, private sector and ISA.

3. Financing of Projects

- i. Implementation Model may be adopted
 - a) Government Funded
 - b) PPP
 - (i) Private Sector Participation
 - (ii) Cooperative institutions
 - c) OPEX
 - d) CAPEX
 - e) Entrepreneurship based
- ii. Financing Options
 - a) Grant Based
 - b) Grant-Debt Hybrid
 - c) Debt Based

The above suggested options have already been discussed with NFP/ Government of Guinea. They shall deliberate further for the appropriate model and modalities. For any further information required in the model, ISA shall support Government of Guinea and NFP. ISA will also facilitate the structuring of the model with the financial partners basis the requirement and decision by Government of Guinea.

4. Skill Development/Capacity building of implementing agencies, local system integrators, consumers (Farmers for Solar Pumping Systems)

i. Consultations with Ministries

- a) Capacity building is required for technicians, bankers and academicians in the area of solar based applications.
- b) Awareness amongst farmers with regard to solar applications and business models is also required for the uptake of these appliances.
- c) ISA may support the capacity building programmes and awareness creation initiatives for solar applications through iSTAR-Cs and ISA partner.

5. Information to be provided by the host country to ISA Secretariat

Information Needed	Agency responsible	Status
Current status of Power Generation capacity	Ministry of Energy	Data required



Information Needed	Agency responsible	Status
Details of Current Solar Programme/Projects/ Costs	Ministry of Energy	Data required
National Electricity Plan	Ministry of Energy	Data required
Plan for drinking water	Ministry of Hydraulic	Data required
Project pipeline for Finance	Ministry of Finance	Data required
Multilateral and bilateral policies	Ministry of Finance	Data required
Number of Multilateral and bilateral agreements supporting solar	Ministry of Finance	Data required
Current budget provisions for solar	Ministry of Finance	Data required

6. Compliance Norms

- i. Environmental and Social Norms
 - a) Environmental Impact Assessment (EIA)
 - b) Social Impact Assessment (SIA)(where applicable)
 - ii. Technical Standards
 - iii. Grievance Redressal Mechanisms
- The current scope of the mission does not cover the above mentioned norms and the same may be covered during future visits.

7. Details and Agenda of next Review Visit

This will be mutually discussed between Government of Guinea and ISA Secretariat and accordingly finalised.

8. Summary of Agreed Actions

No.	Agreed Action	Organisation/ Institution Responsible	Budgetary provision
1.	Participation and consent of Government of Guinea to participate in all five programmes of ISA and nominate a country representative for each of the five ISA programmes.	Government of Guinea (GoG)	No financial requirement.
2.	a) Creation of National Task Force for Solar	Government of Guinea	GoG will allocate the necessary budgetary



No.	Agreed Action	Organisation/ Institution Responsible	Budgetary provision
	<p>(NTFS) with Hon'ble Minister of Energy or any representative nominated by Hon'ble Minister as Chair & NFP as Convener under Article 2 and Article 3 of the Framework Agreement. For other ministerial departments, general/ permanent secretary or any other representative may be members of task force.</p> <p>b) ISA to share office memorandum and ToR</p>		<p>provisions, if required. ISA will also explore technical assistance/ grant from multilaterals/ bilaterals and other partners of ISA, if required.</p>
3.	<p>Solar roadmap for Guinea:</p> <p>a. Sharing of format for solar roadmap.</p> <p>b. National solar roadmap shall be developed by the GoG.</p> <p>c. Completion of draft solar roadmap by involving different ministries agricultural department, water department, academic institutions , Co-operatives, Associations and other relevant stakeholders and referring to implementation plans, economic plan, national electricity plan, strategic plan and other relevant plans.</p>	<p>a. ISA</p> <p>b. Government of Guinea</p> <p>c. Government of Guinea</p>	<p>a. No financial requirement</p> <p>b and c. GoG will allocate the necessary budgetary provisions. Alternatively GoG may explore technical assistance (TA) from Multilaterals/ Bilaterals / Inter-governmental organisations present in Guinea such as AfDB, GiZ, World Bank, UNDP etc.</p>
4.	<p>Government of Guinea will share the investment policy to attract</p>	<p>Government of Guinea</p>	<p>No financial requirement.</p>

No.	Agreed Action	Organisation/ Institution Responsible	Budgetary provision
	investments in solar energy and this may also be integrated in the solar roadmap which is being developed.		
5.	Development of new solar schemes in association with other government departments like health, education, irrigation, sanitation, agriculture, rural development, local bodies, cooperatives and others and industry associations.	Government of Guinea	GoG will allocate the necessary budgetary provisions, if required. ISA will also explore technical assistance/ grant from multilaterals/ bilaterals and other partners of ISA, if required.
6.	<ul style="list-style-type: none"> a. Sharing of iSTAR-Cs' concept note and consent form. b. Identified iSTAR-C will be explored by ISA for granting center for excellence status c. Mobilise support from foundations, multilateral banks and ISA partners such as AfDB for iSTAR-Cs. 	<ul style="list-style-type: none"> a. ISA b. ISA and Government of Guinea c. Government of Guinea and ISA 	<ul style="list-style-type: none"> a. No financial requirement. b. GoG for basic infrastructure requirement. c. Mobilisation of support from foundations, multilateral banks and ISA partners such as AfDB/ UN agencies by GoG and ISA.
7.	<p>Infopedia:</p> <ul style="list-style-type: none"> a. Structure for country profile for infopedia to be provided to NFP. b. Country profile for uploading on infopedia. c. Sharing of best practices and videos on solar energy in Guinea to be uploaded on infopedia. 	<ul style="list-style-type: none"> a. ISA b. Government of Guinea c. Government of Guinea 	<ul style="list-style-type: none"> a. No financial requirement. b. No financial requirement. c. No financial requirement.
8.	Mobilise best practices from ISA member countries including industrial delegation to	ISA	Member country and industrial delegation will bear their own cost.



No.	Agreed Action	Organisation/ Institution Responsible	Budgetary provision
	Guinea in rolling out projects on PPA models based on success of member countries example Indian Projects		Local logistic support will be provided by GoG.
9.	<p>a. Office memorandum with ToRs on Task Force on International committee of chambers of industry and business (ICCIB) to be shared with GoG.</p> <p>b. Nomination and letter of consent of business/ industry association to be member of the task force.</p>	<p>a. ISA</p> <p>b. Government of Guinea</p>	<p>a. No financial requirement.</p> <p>b. No financial requirement.</p>
10.	<p>a. Identification of foundations that will strengthen the NFPs by building their capacities to deliver their role vis- as vis ISA.</p> <p>b. Identification of foundations in Guinea to support in developing solar projects/ community based projects and also build the capacity of NFP</p>	<p>a. ISA</p> <p>b. Government of Guinea and ISA</p>	<p>a. No financial requirement.</p> <p>b. No financial requirement.</p>
11.	Financial assistance to NFP for better coordination of ISA programme and activities.	ISA	To be decided.
12.	NFP to provide list of solar projects in last 3 years which will include total project cost, duration, financial model, capacity etc.	Government of Guinea	No financial requirement.



No.	Agreed Action	Organisation/ Institution Responsible	Budgetary provision
13.	Pre-feasibility of solar rooftop for hospitals submitted by ISA.	ISA, Ministry of Health and Ministry of Energy	Request of grant to Government of India
14.	Proposal for installation of 20000 solar pumps by 2030 and replacement of 19000 manual pumps to be submitted to ISA through NFP	Ministry of Hydraulic	Mobilisation of support from foundations, multilateral banks and ISA partners such as AfDB/ UN agencies by GoG and ISA.
15.	Share best practices in solar from India	ISA	No financial requirement
16.	Installation of solar rooftops over rural health centres, educational institutes, government buildings such as parliament, secretariat, prime minister's office etc. on RESCO/PPA mode	Ministry of Energy, Finance,	Mobilisation of support from foundations, multilateral banks and ISA partners such as AfDB/ UN agencies by GoG and ISA.
17.	Develop a policy for PPAs so as to develop solar parks and mini grids and make Guinea energy exporter through the regional grid being developed with Guinea	Ministry of Energy, Finance	Mobilisation of support from foundations, multilateral banks and ISA partners such as AfDB/ UN agencies by GoG and ISA
18.	ISA to provide assistance to Ministry of Energy to develop Manufacturing facilities for solar equipment and energy storage batteries	ISA and Ministry of Energy	Mobilisation of support from foundations, multilateral banks and ISA partners such as AfDB/ UN agencies by GoG and ISA, if required.
19.	Explore possibility of MoU with NISE, India for which copy of draft MoU will be shared with NFP/ GoG.	ISA, NISE, NFP, GoG	No financial requirement



No.	Agreed Action	Organisation/ Institution Responsible	Budgetary provision
20.	Participation in Assembly/ outreach event/ capacity building programmes: a. Invitation for participation in the ISA Assembly (Delhi NCR, 30 th October to 2 nd November 2019), RE-Invest (Delhi NCR, 30 th October to 2 nd November 2019), and SunWorld (Peru, Lima, 12-14 November 2019). b. Invitation for participation in other outreach events such as COP-25 and World Future Energy Summit 2020. c. Invitation for training under Master Trainers Programme, ISA fellowship for Master's Degree and other relevant programmes.	ISA	a. To be decided on case to case basis. b. To be decided on case to case basis. c. To be decided on case to case basis.

Done at Conakary, The Republic of Guinea, on this 27th day of September, 2019 in two originals, each in English and French languages, both texts being equally authentic. In case of divergence in interpretation, however, the English, text shall prevail.

Kuljit Singh Popli
Advisor, ISA

Karim Camara
Alternate National Focal Point to ISA for Guinea

Place: Conakry, Guinea
Date: 27th September, 2019



Annexure 1
Expert Team

S.No.	Name	Organisation	Designation
1.	Mr. Kuljit Singh Popli	ISA	Advisor
2.	Mr. Prasanta Kumar Mahapatra	ISA	Advisor
3.	Mr. Karim Camara	Ministry of Energy, Government of Guinea	National Focal Point of ISA for Guinea
4.	Ms. Aissatou D. Sonko	ISA	Consultant, International Relation
5.	Mr. Arpit Vaidya	PwC India on behalf of ISA	Consultant
6.	Mr. Abdoulaye Sow	Embassy of Guinea in India	Counsellor



Annexure 2

Ministerial Consultation Agenda

List of Ministerial Consultations	Date of Meeting	Agenda Discussed	Role of Ministry/Agency in the implementation of projects	Future Course of Action
Ministry of Foreign Affairs	23 rd September	To discuss the objective of ISA and the programs running for their member countries	The mandate of the Ministry is to build relations with other countries for mutual development.	To support Government of Guinea in various relevant activities as mentioned above.
Ministry of Energy	23 rd & 25 th September	Various activities and arrangements for implementation of ISA programmes. To know current status of energy sector in the country	The mandate of the Ministry of to Establish, Promote the Development, Strategically Manage and Safeguard the Rational and Sustainable Exploitation and Utilization of Energy for Social and Economic Development.	To support Government of Guinea in various relevant activities as mentioned above.
Ministry of Finance	25 th September	The budgetary provisions for solar projects in Guinea and possible financing options for the projects under ISA's programme.	Formulation of economic and fiscal policies, regularize tax structure to promote solar and mobilize resources for the implementation of government programs.	To support Government of Guinea in various relevant activities as mentioned above.
Ministry of Hydraulic (Water)	25 th & 26 th September	Details on demand for solar pumps for drinking water purpose. Future Planning	Has the overall responsibility of the development, managing, and regulating water resources in Guinea.	To support Government of Guinea in various relevant activities as mentioned above.



Annexure 3

Agenda of Consultations with Solar Industrial Association

List of Consultations	Date of Meeting	Agenda Discussed	Role of Ministry/Agency in the implementation of projects	Future Course of Action
Industries Association	26 th September, 2019	Role of Association in scaling up Solar Applications in Guinea	Association for collaboration between various developers, Ministries, and other players in solar industry.	Engage with ISA on capacity building programs for solar industry players and solar market development



Annexure 4

International Competitive Bid for Solar PV Water Pumping Systems – Summary

1. Overview

ISA is facilitating an International Competitive Bid for the aggregate demand submitted by the member countries through Energy Efficiency Services Limited (EESL) for price discovery. The bid encompasses installation of SPV pumping systems in consonance with global performance and design standards and competitive prices in the member countries along with opportunity for extended comprehensive maintenance contracts with the suppliers. EESL has been mandated with the management and implementation of the bidding process spanning preparing bid documentation, opening and evaluation of the bids. Moreover, EESL would also be providing project management consultancy (PMC) services to the buyer through structuring of the programme, provisioning of best practices handbooks etc.

2. Structure of the Bid

The bid document establishing clear division of responsibility among different stakeholders, that is – EESL, the implementing agency; Member country, the buyer; Bidder, the supplier.

Scope of Work

The Bid provides a choice to the host country between two service options –

- (i) Service 1, which encompasses supply, installation and commissioning of complete system at buyer’s site with a warranty of 5 years
- (ii) Service 2, which encompasses the entire scope of service 1 and additionally requires the supplier to provide the comprehensive maintenance service for 5 years, which shall be operationalised through remote monitoring as well as biannual visits by vendors to the project site as well as service centres in the host country.

The bidder has been assigned full responsibility for packaging, forwarding, transportation, supply and any breakage/losses under both the service options. Further, bidder is to be held liable for any manufacturing defect and any cost and time overruns.

3. Responsibility division

Responsibility division among bidder and buyer is presented in Table below.

Responsibility	Part A	Part B	Part C	Part D
Packing	Bidder	Bidder	Bidder	Bidder



Loading on Truck (Carrier) with Insurance	Bidder	Bidder	Bidder	Bidder
Export-Custom Clearance	MC	Bidder	Bidder	Bidder
Carriage to Port of Export	MC	Bidder	Bidder	Bidder
Unloading of Truck in Port of Export	MC	Bidder	Bidder	Bidder
Loading Charges in Port of Export	MC	Bidder	Bidder	Bidder
Carriage to Port of Import	MC	Bidder	Bidder	Bidder
Unloading Charges in Port of Import	MC	MC	Bidder	Bidder
Loading on Truck (Carrier) in Port of Import	MC	MC	Bidder	Bidder
Carriage to place of destination	MC	MC	Bidder	Bidder
Insurance	MC	MC	Bidder	Bidder
Imports Custom Clearance	MC	MC	Bidder	Bidder
Import Taxes	MC	MC	Bidder	Bidder
Transport from destination port to site	MC	MC	Bidder	Bidder
Installation & Commissioning	MC	MC	Bidder	Bidder
Repair and Maintenance for 5 years	MC	MC	MC	Bidder
MC=Member Country				

Wherein, Part A, B, C, D denote different price packages according to services provided by the bidder.

4. Conditions of Contract

- (i) International suppliers have been held liable for all taxes, stamp duties, license fees outside purchaser's country



- (ii) All supplied goods are insured in freely convertible currency against loss or damage incidental to manufacture/acquisition, transportation, storage, delivery.
- (iii) Buyers are allowed to buy from open market at bidder's expense, in the contingency that product delivered is damaged. Warranty shall continue to be applicable from manufacturer.
- (iv) Member countries have been provided a 20 % leeway on the bill of quantity (BoQ) as well as change in target location, whether within the state or across states with additional burden of transportation charge for change in location.
- (v) Timeline of 120 days has been set for delivery of equipment to destination country's port from date of issuance of Letter of Award (LoA) with installation and commissioning within 180 days. A penalty of 0.5 % of the value of delayed equipment installation up to 10 % of total has been set for every week's delay. Moreover, in the event of delay, country may order the delayed quantity from another bidder who has matched the price for delayed supply.

5. Price Bid evaluation

Price quote for all the, above, mentioned packages will be invited and techno-commercially suitable bidders with lowest price, L1 for a particular pump size shall be determined based on the aggregate price of all relevant packages within the chosen service. That is, for service one price of package A, B, C will be aggregated and for Service two price of all packages will be aggregated.

The implementing agency, EESL, has retained the right to split the total order among multiple bidders other than L1 based on price bid hierarchy, provided non-L1 bidders match L1 price. Thus, the member country can be assured of L1 price from every vendor.

6. Technical Bid Evaluation

The bid document has set qualifying standards for the bidders based on their financial strength, experience in solar PV and Solar Pumping System industries (both quantity of supply and installations considered). Moreover, the bid document includes IEC standards and requirement of certification to be produced by the bidders to establish their technical bona fides to participate in the bidding process.

7. Additional Responsibility of the Bidder

The bidder has been mandated to establish a project office/regional office/depot store within the country within four weeks of issue of Letter of Award (LoA). The office shall ensure adequate human resources for logistical support, service coordination. Further, the bidder has been held responsible for ensuring end-of-life management of supplied equipment either directly or indirectly. Bidder shall also submit a sim monthly performance report to the buyer along with a yearly report to EESL/ISA.