

F.A.Q

Terms of Reference (ToR) for national consultancy firm for undertaking a scoping study to access the market potential for renewable energy-based sub one-HP capacity of water pumps (both solar and non-solar pumps) in India.

	Clauses in the ToR	Queries	Response from GIZ
1	(Scope of Work): Review of the sub-one-HP solar water-pump technologies, alternative non-solar- pumps (using sub-one-HP-hydro or hydraulic ram pump) capable of providing around 20,000 litres per day and suppliers active in India	Kindly elaborate on the different type/range of technologies to be covered as a part of the review exercise.	The scope of work considers up to 1 HP (Smaller than 0.746 kWp) solar pump as sub-HP category for this assignment. The assignment should consider both fixed and portable sub-one-HP solar water pumps. Along with solar pumps, this work package should also explore alternative clean technology-based water pumps like Hydro powered pumps or hydraulic ram pumps with potentials of providing up to 20,000 litres per day.
2	(Scope of Work): Understanding the demand for the sub-one-HP solar pumps for agriculture and beyond irrigation; (demand as primary vs secondary pumps) and estimation of the deployment data/ sales data/ price range of sub-HP solar pumps across India	Kindly confirm the methodology expected for demand assessment- will it be limited to secondary research and stakeholder consultations or a detailed primary survey is also expected.	The methodology should ideally be proposed by the bidders based on their understanding of the scope of work for the tender. We would ideally explore a combination of primary and secondary research.
3	(Scope of Work): Understanding the demand for the sub-one-HP solar pumps for agriculture and beyond irrigation; (demand as primary vs secondary pumps) and estimation of the deployment data/ sales data/ price range of sub-HP solar pumps across India		The demand assessment has to be carried out Pan-India. We assume that the bidders would reach out to the private sector involved in developing clean technology based sub-one-HP water pumps. It may be a combination of primary and secondary data collection.

	<ul style="list-style-type: none"> • (Scope of Work): A catalogue capturing the different technical features (AC, DC, fixed or portable, categorization of the sub-one-HP solar water pumps with specifications on water outflow at different heads, requirement of the solar array with water outflow of litres per day (LPD), portability features, availability of the remote monitoring system; after sales services provided, warranty period provided, use of the sub-one-HP pumps/ solar arrays beyond irrigation, number of deployments in states) of the accredited sub-HP solar pumps available in India and a state-wise list of the private sector along with the MNRE ratings based on the sub-one-HP pump rating efficiency • (Scope of Work): Review the financial landscape to provide access to affordable finance for promotion of the sub-one-HP pumps in general and sub-one-HP solar pumps in particular in India. 	<p>While Clause in Point No 1 talks about four states of Assam, Odisha, Jharkhand and West Bengal, this clause refers to demand estimation across India. Kindly confirm if demand estimation needs to be carried out for all over India or just limited to the 4 states.</p> <ul style="list-style-type: none"> • While Clause in Point No 1 talks about four states of Assam, Odisha, Jharkhand and West Bengal, this clause refers to development of catalogue with details comprising all the states of India. Kindly confirm if catalogue needs to be developed for all over India or just limited to the 4 states. • While Clause in Point No 1 talks about four states of Assam, Odisha, Jharkhand and West Bengal, this clause refers to review of financial landscape across India. Kindly confirm if review of financial landscape needs to be carried out for all over India or just limited to the 4 states. 	<p>The product catalogue would be developed for all the companies involved in developing clean technology based sub-one-HP pumps across India.</p> <p>The assessment for the financial landscape has to be carried out Pan-India in general with specific focus on the four states. We assume that not all states would be looking at micropumps. Hence, the assignment should cover all the potential states.</p>
4	<p>(Scope of Work): As per the MNRE guidelines, the manufacturers must develop Operational and maintenance guidelines both in English and in regional language. The bidders need to collect and review the O&M guidelines and also to compile an indicative quality assurance guideline for technology and installation</p>	<p>We understand that indicative quality assurance guidelines document needs to be prepared only in English language. Kindly confirm if our understanding is correct. Also, kindly confirm the expectation in terms of nature of this document-</p>	<p>Yes. The mentioned document should be in English. The format would be of a short and crisp manual.</p>

	guidelines (which is pertinent to sub-one-HP solar systems available in India). The guidelines will be based on key quality features, component and installation recommendations and warranty stipulations as provided by suppliers active in India.	report, note, manual or any other.	
5	(Scope of Work): A roundtable has to be organized by the bidders with selected key private sector players (10- 15 members) in Delhi to understand their go-to-market approach for sub-one-HP solar water pumps.	Kindly confirm if the 'key private sector players' mean sub-one-HP solar water pump manufacturers from the private sector or does it involve other stakeholders.	It is up to the bidders on how they would like to define the key private sector players in the proposed context. GIZ is expecting the private sector players associated with manufacturing, integrating and distributing the end product as the 'key private sector players'.
6	(Scope of Work): Develop a database of the financial institution already involved for promotion of sub-one-HP pumps (both solar and non-solar) in India.	Kindly confirm the methodology expected for development of database- will it be limited to secondary research and telephonic discussions or a detailed primary survey is expected for database development.	The methodology for developing the data base should ideally be proposed by the bidders based on their understanding of the scope of work for the tender. We do not expect the bidders to travel to all the states to collect the necessary data.
7	(Scope of Work): Review of the any two state government programmes for promotion of sub-one-HP water pumps (Both solar and non-solar)	Kindly confirm if the two state governments mentioned are from among the four Indian states to be considered or includes states outside India.	Two of the mentioned four states should be considered for the particular work package.
8	(Scope of Work): The bidder should be organizing one round table with about (10-15 members) the selected key stakeholders within the ecosystem in Delhi	We envisage that some of the stakeholders involved such as agri farm cooperatives, civil society organizations members etc. for the roundtable in Delhi may require their travel costs to be reimbursed. Kindly confirm if GIZ will reimburse these costs of the participating members or will the Consultant (successful	Since the number of out station participants are not clear at this stage, we understand that it is difficult for the bidders to estimate the cost. Hence, GIZ would, as per the internal guidelines, provide support to some participants, if required. However, the successful bidder would be responsible for supporting GIZ in co-ordinating with the participants and in collection

		bidder) have to budget these costs.	of invoices from the potential participants.
9	(Composition of a core-advisory group): It is worthwhile to mention that the consulting firm will have to co-ordinate with the advisory team. The travel & accommodation costs, honorarium and other associated costs of the advisory group will be borne by GIZ	Kindly confirm if activities related to submission of relevant invoices by the core advisory group members also the responsibility of consultant? Other activities might include: collection of invoices, making arrangements for submitting invoice to GIZ team, other administrative/logistic requirement etc.	Yes. Activities related to submission of relevant invoices by the core advisory group members also the responsibility of consultant.
10	(Qualification criteria, Team composition, Timeframe & Reporting): We expect that the total duration of the assignment is expected to be around 95 human resource days spread over 4 months.	Considering that many of the key activities for the work packages are expected to be carried out on a Pan India basis, we are of the opinion that 95 human resource days and 4 months may not be sufficient for the assignment. We think an estimate will be 5 months. The following are suggested: <ul style="list-style-type: none"> • Position for a banker may be included since Work package 2 deals with review of the financial landscape • Team leader should be given 20 days instead of 8 days • Expert on solar pumps should be given 20 days instead of 12 days • Provision for an administrator/junior team member for 20 days to coordinate and organize the roundtables, meetings in Delhi and other states 	Thank you for the suggestions. Unfortunately, the total duration and the human days mentioned are non-negotiable.

11	Specifically, all members must name the lead member and authorize this member to represent the association and to receive payments on behalf of the other members. The members must also acknowledge joint and several liabilities for performing the contract. A corresponding written authorization must be attached to the bid.	Kindly confirm if the consultant is free to choose the format for the written authorization.	Yes.
12	The technical proposal/Profile may also be presented in electronic format – (preferably in a pen drive) duly labelled as such.	Kindly confirm whether it is mandatory to submit one electronic copy of the technical proposal.	Yes.
13	Financial Proposal should be duly signed and must be on company's letter head, clearly mentioning the validity of the quote for minimum 60.	We understand that the clause hereby is in reference to confirmation for bid/quote validity for a period of minimum 60 days . Kindly confirm if our understanding is correct.	Yes.
	Clause in the document: Assessing Eligibility of Consulting Firms		
14	At least 10 reference projects in the technical 'Market Assessments/Scoping study' and At least 4 reference projects in the last three years.	We understand that at least 10 reference projects need to be provided in the areas of market assessment/scoping study and these reference projects may or may not be specifically for solar water pumps/ non-solar pumps etc. Kindly confirm if our understanding is correct.	Yes. The bidding firm should have experience in conducting market assessment/scoping study. Therefore, the 10 reference projects need to be provided in the areas of market assessment/scoping study in general and not necessarily on solar water pumps/ non-solar pumps.
15	B. Weighted Criteria- Technical Experience Monitoring and Evaluation, Public and business	Kindly elaborate on the range of reference projects that can be specified under each of the categories mentioned in the clause.	The bidding firm should have experience in Monitoring and Evaluation, Public and business management, Development Studies.

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	management, Development Studies	Also confirm if the reference projects under each category may or may not be specifically for solar water pumps/ non-solar pumps etc.	Therefore, the bidding firms should provide relevant documents to prove the experience on the same.
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