

## FAQ

**RESPONSES TO PRE BID QUERIES FOR TENDER FOR INVESTMENT PROSPECTUS PREPARATION MEETING GREEN BONDS/CLIMATE BONDS CERTIFICATION REQUIREMENT FOR MOBILIZING FINANCING FOR EFFICIENT GRID CONNECTED SOLAR PUMPS IN SELECTED STATES OF INDIA, SAP NO: 83362436**

S. No.	REFERENCE OF BIDDING DOCUMENT				QUERIES	RESPONSES
	Document	Clause No.	Page No.	Details		
1	Terms of Reference	1. Context	3	As part of the area on mitigation, the project is focusing on enabling mobilization of financing for grid connected efficient solar pumping project in selected districts of three states leading to GHG emission reductions	Has GIZ identified these districts? Are the consultants free to choose their district and make suitable assumptions while submitting the proposal?	The consultant should aim to cover all districts with representative sampling methodology. Suitable assumptions could be made by the consultant, however expected minimum number of samples is 500 additional numbers can be decided based on internationally and nationally applicable standards.
2	Terms of Reference	2. Tasks to be performed by the contractor	4	Estimation of energy use reduction, water saving and GHG reduction	Is the water saving to be estimated on account of reduction in water leakage from the pump only?	Water saving to be estimated not only on account of reduction in water leakage, other indirect water saving benefits also needs to be covered (for eg: optimum use of ground water in order to generate surplus electricity for selling to grid)
3	Terms of Reference	2. Tasks to be performed by the contractor	5	Study up to 50 (numbers can change depending on the ground situation so cost estimate should be provided separately) grid connected efficient solar pumps on rent or lease or in partnership with early adopting farmers in each state i.e, Gujarat, Maharashtra and Andhra	Is it up to 50 solar pumps in each state or total 50 across 3 states, kindly confirm	50 is the total number of pumps to be replaced amongst three states
4					Request GIZ to elaborate on “performance of existing solar pumps” so as to have better understanding on aspects/parameters to be covered	Standard technical parameters which will help to compare the performance of energy efficient pumps with the inefficient pumps.

5				Pradesh in order to assess the practical challenges related to grid connectivity, performance of the pump, panel etc. over a period of six months.	Define the intervals/number of data points to be monitored for each pump over period of 6 months	The pump usage or performance data needs continuous monitoring. IOT (Internet of Things) technology should be explored for continuous monitoring. In addition, bi-weekly feedback from farmer about agricultural practices and practical challenges in irrigation should be captured.
6	Terms of Reference	Tasks to be performed by the contractor	5	As the performance is to be studied for a period of six months, an agreement/declaration for participation in the study by farmer must be signed to avoid any issues related to performance/ yield during this period.	We request GIZ to kindly relax the requirement for an agreement/declaration.	The requirements cannot be relaxed; proof of consent is a mandatory requirement for seeking information from end-users.
7					We request GIZ's support in getting this declaration from farmers through sources like Gram Panchayat office, DISCOM, etc.	GIZ will try to facilitate in getting declaration from the stakeholders, however the key responsibility lies with the consultant.
8	Terms of Reference	2. Tasks to be performed by the contractor	5	Conduct operational assessment of the pumps and prepare a post implementation report highlighting impacts like reduction in energy consumption, benefits to farmers, , flow changes etc.	Does "benefits to farmers" include both monetary and non-monetary benefits?	Yes, the benefits to the farmers include both monetary and non-monetary. Qualitative indicators shall be developed jointly with GIZ for accounting no-monetary benefits.
9	Terms of Reference	2. Tasks to be performed by the contractor	5	Comparison Analysis should be provided for two scenarios viz, (i) normal scenario where the panel are cleaned as per farmers frequency of cleaning and	The understanding of farmers frequency of cleaning would only be determined post completion of 500 surveys. Please confirm.	Yes.
10	Terms of Reference	2. Tasks to be performed by the contractor	5	Providing recommendations and suggesting best practices in the form of a handbook and instructional doodle or	Please confirm if only one of the following can be developed - handbook or instructional doodle or role play video by the consultant ?	Both videos and one handbook are to be developed.

				role play based video to help scale up the project.		
11				The handbook or instructional doodle or role play video should include Do(s)/ Don't(s)/FAQ(s)/ Self Help/ Standard Operating Procedure(s) (SOPs)/Process Flow Chart(s)/etc. for large scale implementation of grid connected efficient solar pumping program with details of potential business models	If doodle video or role play videos are mandatory, pls confirm the number of videos and duration of each videos.	Doodle video: Minimum 2 min duration, Role play instructional video: Minimum 5 min duration.
12	Terms of Reference	Travel	13	The bidder is required to calculate the travel by the specified experts and the experts it has proposed based on the places of performance stipulated in Chapter 2 and list the expenses separately by daily allowance, accommodation expenses, flight costs and other travel expenses.	Kindly confirm if consultant can change (decrease/increase) the number of trips provided expert wise in the table ?	Number of trips mentioned in the ToR to be followed.
13	Terms of Reference	2. Tasks to be performed by the contractor	6	The survey of farmers with existing pumps and of farmers who replace inefficient pumps with efficient pumps should be done after 6 months of implementation of energy	Request GIZ to elaborate on this requirement and provide clarity	This requirement has been added in order to assess the feedback of farmers using inefficient and energy efficient pumps in similar conditions. For example: Farmers using 50 efficient pumps will have data comparable to the 500 farmers using inefficient pumps over the same cropping season.

				efficient solar water pumps.		
14	Bidding Conditions	2. Consortium/ Joint Venture		The bidder can hire the services of freelance consultants, Subcontracting the said assignment to different agency/outsourced agency is not allowed	Is hiring of individuals/firms for survey allowed, considering that they just do the survey, and the responsibility of deliverable and monitoring them rests with Lead firm/Firm submitting the proposal	Yes, as per the conditions mentioned in the ToR.
15	General Terms and Condition for Contract	17. Applicable law/Place of jurisdiction	3	<u>Applicable law/Place of jurisdiction:</u> The contract is subject to the laws of the Federal Republic of Germany. The exclusive places of jurisdiction are Bonn and Frankfurt/Main if the Contractor is a merchant or a legal entity or a special fund under public law, or does not have a general place of jurisdiction in the Federal Republic of Germany.	Since the scope of work has to be delivered in India and GIZ has office in India, we propose to change the governing law and jurisdiction as India	This is acceptable
16	Bidding Conditions	1.Content of the Technical Offer	1	The financial proposal must be submitted in a sealed envelope, and must be on company's letter head, duly signed by the authorized signatory.	We request that an online submission with digital/ scanned signatures be allowed considering the restrictions on movement owing to COVID-19 outbreak.	The bidding conditions have been updated. The bids don't need to be submitted in hard copy anymore. Refer to the bidding conditions for details.

17	Bidding Conditions	5. Bid Submission Guidelines	3	The technical proposal & all relevant documents to the technical bid should also be presented in electronic format – in a pen drive duly labeled as such.	We request that an email submission instead of a physical pen drive be allowed considering the restrictions on movement owing to COVID-19 outbreak.	The bidding conditions have been updated. The bids don't need to be submitted in hard copy anymore. Refer to the bidding conditions for details.
18	Terms of Reference	2.Tasks to be performed by contractor	4	Assessment of grid pattern and grid infrastructure for grid connected solar pumps integration in selected districts of three states and desk-based analysis of considering implementation of efficient pumps in the existing grid connected solar pumps.	As per our understanding the said analysis will be based on desk based study. Kindly confirm if our understanding is correct.	The analysis could be desk based, but the primary data on district level grid infrastructure should be collected from the districts within the three states.
19	Terms of Reference	2.Tasks to be performed by contractor	5	The handbook or instructional doodle or role play video should include Do(s)/ Don't(s)/ FAQ(s)/ Self Help/ Standard Operating Procedure(s) (SOPs)/Process Flow Chart(s)/ etc. for large scale implementation of grid connected efficient solar pumping program with details of potential business models.	We request you to kindly specify one of the three options including number and duration of doodle/ video because the cost would vary accordingly.	Two videos are to be made: Doodle video: Minimum 2 min duration, Role play instructional video: Minimum 5 min duration. In addition, one handbook should also be prepared.

20	Terms of Reference	2.Tasks to be performed by contractor	7	Ensure requirements of Climate Bonds Initiative or similar green bonds standards are met in the investment prospectus.	Kindly clarify the other green bonds standards that needs to be covered as part of investment prospectus apart from Climate Bonds Initiative.	If the consultant is using climate bonds standard then other standards are not required. However, other green bond standards could be: ASEAN Green Bonds Standard: <a href="https://www.theacmf.org/initiatives/sustainable-finance/asean-green-bond-standards">https://www.theacmf.org/initiatives/sustainable-finance/asean-green-bond-standards</a> Green Bonds Principles: <a href="https://www.icmagroup.org/green-social-and-sustainability-bonds/green-bond-principles-gbp/">https://www.icmagroup.org/green-social-and-sustainability-bonds/green-bond-principles-gbp/</a> SEBI Disclosure Requirement for Issuance and Listing of Green Bonds: <a href="https://www.sebi.gov.in/sebi_data/meetingfiles/1453349548574-a.pdf">https://www.sebi.gov.in/sebi_data/meetingfiles/1453349548574-a.pdf</a>
21	Terms of Reference	2.Tasks to be performed by contractor	8	Deadline for “Draft Technical Evaluation Report and Handbook for technical implementation of efficient grid connected solar pumping projects” mentioned as week 40.	Kindly clarify the appropriate deadline for submission of draft technical evaluation report because the deadline for the final submission is also mentioned as week 40.	Deadline for submission of draft technical evaluation report should be considered as week 32
22	Terms of Reference	4.Personnel Concept	10	Grid Connected Solar Pumping expert (Three Experts) (2.2): Education/training (2.2.1): Advanced degree in Engineering, or a related field from a recognised and reputable institution.	Kindly confirm whether a B. Tech/BE degree from a recognized and reputable institution qualifies as an advanced degree in Engineering.	No. Post graduate diploma or Masters degree shall only be considered as advanced degree.
23	Terms of Reference	4.Personnel Concept	12	Short-term expert pool with minimum 1, maximum 3 members: Advanced degree in Management, Engineering, Environmental Science, Economics, International Development/Relations, or	Kindly confirm whether a B. Tech degree from a recognized and reputable institution qualifies as an advanced degree in Engineering	No. Post graduate diploma or Masters degree shall only be considered as advanced degree.

				a related field from a recognised and reputable institution.		
24	Terms of Reference	5.Costing requirements	12	Agency must have worked on at least 2 reference projects with a minimum commission value of 40,000 Euros.	Kindly clarify whether all the reference projects under the 5 categories (specified in the Grid for Assessing Eligibility) needs to be above EUR 40,000	No, the projects under 5 categories shall be under EUR 40,000.
25	Terms of Reference	7.Requirements on the format of the bid	14	The complete bid shall not exceed 10 pages (excluding CVs & company documents mentioned in grid for assessing eligibility of firms).	We understand that the company profile section is not included in the mentioned 10 page limit. Kindly confirm if our understanding is correct.	Yes.
26	Terms of Reference	7.Requirements on the format of the bid	14	The CVs of the personnel proposed in accordance with Chapter 4 of the ToRs must be submitted using the format specified in the terms and conditions for application.	Kindly share the format of the CV as it is missing from the set of tender documents.	There is no specific CV format.
27	Terms of Reference	2.Tasks to be performed by contractor		Study up to 50 (numbers can change depending on the ground situation so cost estimate should be provided separately) grid	Does the 50 number of pumps need to be replaced in each state or is it the total number amongst the three states?	50 is the total number of pumps to be replaced amongst three states.

28	Terms of Reference	2.Tasks to be performed by contractor		connected efficient solar pumps on rent or lease or in partnership with early adopting farmers in each state i.e, Gujarat Maharashtra and Andhra Pradesh in order to assess the practical challenges related to grid connectivity, performance of the pump, panel etc. over a period of six months.	In this para, the cost indicated refers to the study of pumpsets for 6 months or also include the cost of replacement of existing pumps?	As clearly mentioned in the ToR, cost of replacing the pumps should not be borne by the consultant or the project. As the performance is to be studied for a period of six months, an agreement/declaration for participation in the study by the farmer must be signed to avoid any issues related to performance/ yield during this period and rental or lease payment can be made to the farmers to allow study of the pump.
29	Terms of Reference	2.Tasks to be performed by contractor		Identification of the existing grid connected solar water pumps in selected districts of 3 states.	Please clarify the number of pumps to be identified	The Consultant should arrange the data for population of pumps in three states and determine a representative sample based on the internationally and nationally applicable sampling standards/methodologies. The number of pumps covered in the survey should not be less than 500. The pilot study should aim to cover all the districts in three states with solar pumps already in use.
30	Terms of Reference	2.Tasks to be performed by contractor		Replacing the existing solar water pumps with energy efficient water pumps.	How many pumps need to be replaced?	Total number of pumps to be replaced is 50.
31	Terms of Reference	2.Tasks to be performed by contractor			Is it the consultant's responsibility to replace the pump sets, if yes, what would be the mode of procurement of such pumps?	As per the ToR, the procurement of pumps should not be done by the consultant. As the ToR mentions "Study of up to 50 (numbers can change depending on the ground situation so cost estimate should be provided separately) grid connected efficient solar pumps on rent or lease or in partnership with early adopting farmers in each state i.e, Gujarat Maharashtra and Andhra Pradesh in order to assess the practical challenges related to grid connectivity, performance of the pump, panel etc. over a period of six months. The grid connected efficient solar pumps to be distributed considering variation in geographical condition, water table, type of crops etc. The parameters can be decided at the
32	Terms of Reference	2.Tasks to be performed by contractor			Does the costs of such pump sets need to be borne by consultants and the same be accounted	



					for in the financial proposal?	inception meeting.” It is very clear that procurement is not expected the project can pay the farmers a rental or lease to study the pumps for duration of the project.
33	Terms of Reference	2.Tasks to be performed by contractor		Study up to 50 (numbers can change depending on the ground situation so cost estimate should be provided separately) grid connected efficient solar pumps on rent or lease or in partnership with early adopting farmers in each state i.e, Gujarat Maharashtra and Andhra Pradesh in order to assess the practical challenges related to grid connectivity, performance of the pump, panel etc. over a period of six months.	Does the 50 number of pumps need to be replaced in each state or is it the total number amongst the three states?	50 is the total number of pumps to be replaced amongst three states.
34	Terms of Reference	2.Tasks to be performed by contractor		Study up to 50 (numbers can change depending on the ground situation so cost estimate should be provided separately) grid connected efficient solar pumps on rent or lease or in partnership with early adopting farmers in each state i.e, Gujarat Maharashtra and Andhra Pradesh in order to assess the practical challenges related to grid connectivity, performance of the pump, panel etc. over a period of six months.	In this para, the cost indicated refers to the study of pumpsets for 6 months or also include the cost of replacement of existing pumps?	As mentioned earlier, cost of replacing the pumps should not be borne by the consultant or the project. As the performance is to be studied for a period of six months, an agreement/declaration for participation in the study by the farmer must be signed to avoid any issues related to performance/ yield during this period and rental or lease payment can be made to the farmers to allow study of the pump.