

## F.A.Q

### **Tender for Mini/Micro Grid Practitioner/Promoter/Enabler to demonstrate pilots on enhancing rural livelihoods**

Q1. The Module objective indicators of IGEN Access II programme mentions that 40% of women-led Village Level Enterprises (VLEs) that disseminate RE confirm that their standard of living has improved by two points on a scale from 1 to 5. It will be useful if GIZ clarifies that this 40% target is not applicable for this particular assignment related to mini grids. As part of this proposed assignment, we target women to come up as entrepreneurs, as it does as part of its normal programme design and delivery.

A1. This is module objective indicator for IGEN Access-II program as a whole and applies to all the interventions the program does on the ground. It is desirable that this particular assignment also tries to align the activities with this target. It would be recommended if the women targeted under this assignment shows their living standard has been improved. This can also be assessed from the baseline and end line exercise that will be done under this assignment.

Q2. Focal area 1 mentions that 'The organisation will support in connecting the small and medium size business owners to the mini/micro grids beyond their lighting needs.' It should be kept in mind that electricity connection to shops is also for lighting and basic appliances that improves the working hours of shop owners. The focus should thus be on income enhancing end uses and not exclude lighting as an application.

A2. Lighting needs is not excluded however the approach should not be limited to cater lighting needs only and should include other beyond lighting applications.

Q3. Focal area 2 targets connecting farmers to get services from mini/micro grids; help farmers irrigate their fields. As some farms are generally at a distance from the mini/micro grids, drawing power to all of them might not be technically viable all the times. Our organisation would also be hence focussing on allied activities would be covered in Focal area 1. While we are okay with the target mentioned here, we request GIZ should be open to review this based on the ground situation after the field assessment is done.

A3. The bidder is expected to meet the numbers of beneficiaries, as provided in the ToRs under the given focal areas. At the same time, the bidder may want to suggest alternate approaches for meeting the numbers mentioned in the ToRs through other allied activities or value chain activities aided by mini-grid. A thorough justification needs to be provided for the deviation wrt the proposed application.

Q4. Manpower budgeted: the total person days budgeted for the assignment is 115. Given the scope of the assignment, we feel that this is too less. On an average 10-12 days per month is the minimum number of days that need to be invested as this will entail frequent travel to the sites (at least once a month). For a 15-month period our estimate of man days at least 180 days. Hope this is fine?

## F.A.Q

### **Tender for Mini/Micro Grid Practitioner/Promoter/Enabler to demonstrate pilots on enhancing rural livelihoods**

A4. The bidders are expected to promote efficiency and effectiveness in the assignments. The number of days are also proportional to the overall budget allocated for this project. Although the number of days are estimated based on the above criteria, the bidder may want to propose an appropriate increase in number of days. However, this may have an impact on the overall scoring.

Q5. Regarding deliverables on roundtable meetings, it is mentioned that two (2) such events be conducted – one each at the state and national level. We suggest to relax the upper cap, as the number will depend on the number of states that the bidder picks up as part of the assignment. Our focus stated will be UP and Bihar and we foresee 3 round tables.

A5. GIZ would like to support 2 workshops only. The bidder may want to explore other innovative approaches like webinars, online meetings etc for any additional interactions.

Q6. Regarding human resource requirement, we suggest a composition as follows. Please confirm is this is okay?

1. Team Leader - having specific experience in mini/micro grids, rural energy issues, energy access and rural livelihoods
2. Sector Expert – should have similar experience to that of the Team Leader, in may be lesser number of years, but must have specific expertise in financial analysis and modelling
3. Rural Livelihoods Expert – instead of Field Coordinator a Rural Livelihoods Expert should be part of the team

A6. The human resource requirements and competencies mentioned in the TOR is mandatory and cannot be changed. Also, number of human resources will remain same. However, the proposer can propose additional competencies of the human resources which they think would be required to complete the assignment.

GIZ is open to accept those additional competencies if those are in line with the approach and methodology proposed in the proposal.

Q7. Minimum 5 Reference project is a qualifying criterion. We implement technical project with our Energy Service company partners (ESCOs) and micro-enterprise development partners and will be submitting reference from them. Hope this is fine?

A7. The proposer needs to proof their engagement in the reference project.

Q8. 3 HR Resources defines – Any flexibility depending on the requirement. Can these resources be on the bases of shared cost with the existing project? Can existing staff be considered for the roles defined?

## F.A.Q

### **Tender for Mini/Micro Grid Practitioner/Promoter/Enabler to demonstrate pilots on enhancing rural livelihoods**

A8. The bidder is requested to follow the criteria's defined in ToR. GIZ would expect that any bidder proposed for this activity must devote full time/hours to complete the assignment.

Q9. Consideration of local resources –Does this include the funds received from other partners (such as ESCOs) or resources contributed by Village level Entrepreneurs?

A9. Yes.

Q10. The proposal has to be submitted in hard copy. Looking at the current situation how will it work. Will password protected soft copy will do?

A10. We request the bidders to frequently check the respective tender web portals for any new updations. GIZ would accept the bid electronically. However, we request the bidders to follow the revised terms mentioned in the bidding conditions strictly, that will be uploaded shortly.

Q11. There is a clause restricting third party access to data, will this restriction apply to the existing partners that will support in this project?

A11. The terms & conditions stated in GTCC are non-negotiable and cannot be modified.

Q12. Whether it will be a grant agreement or consultancy contract is not clear from any of the documents? Please clarify.

A12. This assignment is a service contract and not a grant agreement.

Q13. Are the Funds remitted are local / foreign funds? We do not have FCRA certification

A13. The payments will be remitted in INR only. FCRA certificates/ FCRA Accounts not mandatory for consultancy services contracts.

Q14. One of the criteria for selection is turnover for last 3 years as Euro 65000. Since we don't have any income, will the receipts in the form of share capital in last 3 years be considered as turnover?

A14. The turnover mentioned is to check the credit worthiness of the proposer. GIZ will accept any form of proof which shows the credit worthiness of the proposer to be more than 65000 Euros.

Q15. Intellectual copy rights of the documents and deliverable lies with GIZ. Is it negotiable and be a joint IP?

## F.A.Q

### **Tender for Mini/Micro Grid Practitioner/Promoter/Enabler to demonstrate pilots on enhancing rural livelihoods**

A15. The intellectual copyrights lie with GIZ only. GIZ consent is mandatory for any further use of data /documents by consultant or any other institution. It cannot be joint IP due to nature of the contract.

Q16. Is it mandatory that the lead bidder has to be a Project Developer/Promoter or Enabler?

A16. Yes

Q17. Can a Consultant bid as the lead partner should they have been involved in preparation of PFRs/DPRs for mini-grid projects, development of technical guidelines for interconnectivity of these projects with grid, development of mini-grid regulations, assessment of viability of mini-grid projects etc.

A17. The consultancy firm can be a part of the consortium; however the lead organization will have to be mini grid developer/enabler/promoter. Also the lead organization will have to be in line with the eligibility criteria mentioned in the TOR. The firms under the consortium need to be a registered entity as per the companies act.

Q18. Will GIZ identify the project or Is it mandatory for the bidder to provide details of the mini-grid projects in the proposal itself or the same can be taken up during the project execution stage?

A18. It is the responsibility of the bidder to already identify the mini grid facilities to be considered for the assignment. This has been mentioned in the TOR.

Q19. The project also envisages demonstrating ten (10) business profiles utilising the services of mini grids to generate revenues. Will there be any grant support to be made available to these proposed business entities under the project or the entities are to manage on their own or through other financing arrangement ( the RFP mentions of Financial linkages between business owners/farmers and financial institutions to install the required appliances – and thus we comprehend that the entities will have to manage funds with advisory support from the project)?

A19. There will not be any grant made available from GIZ to create any facilities or assets required under this assignment. The bidder needs to make sure that all the financial arrangements are there to create any facilities required.

Q20. Would be grateful for your consideration to extend the Deadline for submission.

A20. The extension of deadlines will be considered. Please refer the main tender announcement.

## F.A.Q

### **Tender for Mini/Micro Grid Practitioner/Promoter/Enabler to demonstrate pilots on enhancing rural livelihoods**

Q21. We understand that this is a consultancy tender and no supply is involved. Please clarify.

A21. The proposed assignment will be done through a service contract. There won't be any grant available to procure any assets to achieve the deliverables.

Q22. Demonstrate ten (10) business profiles utilising the services of mini grids to generate revenues, (terms of Reference , clause no. 3.3), what would be the actual role of the selected agency?

A22. This will be prime responsibility as well as the deliverables under this assignment to demonstrate the business profiles on the ground. The selected organization can coordinate with financial institutions as well as the rural communities to create such facilities.

Q23. Selection of the Agency. How many numbers of agencies would be selected for this assignment

A23. A single organization or a Consortium of organizations can bid for this tender, however there can be only one lead organization.

Q24. It is also estimated that the above 3 experts would undertake 8 round trips to the site of the implementation of the different concept they would propose" (terms of Reference , clause no.6), if the number of such trip exceeds, whether the agency would be reimbursed against supporting documents?

A24. The organization needs to highlight in their proposal how many trips the experts would require to achieve the proposed deliverables/complete the assignment. The reimbursement will be done as per the contract only and against the supporting documents, however the bidder organization should take a note that the more numbers of trips will have impact on their financial proposal which leads to financial assessment against the other bidder.

Q25. The price offer must contain the fee per expert, the travel costs (flight costs etc.) in local currency and specified according Annex i (price schedule)- (bidding conditions, clause no.3), the flight cost on actuals need to reimbursed as the flight cost cannot be assumed based on the present situation , COVID-19.

A25. The financial proposal will have estimated cost for the travel. GIZ will reimburse the actual cost of travel, however it should be noted that the total travel reimbursement will not be more than the actual proposed travel reimbursement in the proposal.

**23<sup>th</sup> April 2020**

## **F.A.Q**

### **Tender for Mini/Micro Grid Practitioner/Promoter/Enabler to demonstrate pilots on enhancing rural livelihoods**

Q26. The last Date of bid submission, (bidding condition , clause no.5), Request to extend it upto 15<sup>th</sup> May 2020 considering the present COVID 19 situation

A26. The extension request has been taken care of, please refer the tender notice.