



## **SCHOOL EDUCATION DEPARTMENT**



## **REQUEST FOR INFORMATION DOCUMENT**



## **SUPPLY, INSTALLATION, COMMISSIONING, MONITORING, SECURITY AND MAINTENANCE OF SOLAR ENERGY SOLUTIONS**

**SCHOOL EDUCATION DEPARTMENT, GOVERNMENT OF SINDH  
FIRST FLOOR, TUGHLAQ HOUSE, KAMAL ATTA TURK ROAD,  
SINDH SECRETARIAT, KARACHI**

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NO.PS/SECY/SED/TI/CFP/2017/02  
**GOVERNMENT OF SINDH**  
**SCHOOL EDUCATION DEPARTMENT**

Karachi, dated the 19<sup>th</sup> June, 2017

## **CALL FOR PROPOSAL/ PRESENTATION (RFI)**

### **SUPPLY, INSTALLATION, COMMISSIONING, MONITORING, SECURITY AND MAINTANANCE OF SOLAR ENERGY SOLUTIONS**

School Education Department (SED), Government of Sindh intends to invite bids in near future (Financial Year 2017-18) for "Supply, Installation, Commissioning, Monitoring, Security and Maintenance of Solar Energy Solutions to all Public Sector Schools of Sindh" under School Specific Budget (SSB). A separate Notice Inviting Tender (NIT) will be published in July, 2017 for Open Competitive Bidding as per SPP Rules, 2010 (Amended 2017).

2. In this connection, SED intends to invite large-scale prospective firms/ manufacturers/ importers/ suppliers under **solar panel industry** with following eligibility criteria to deliver presentation/ proposals on solar energy solutions for public sector schools on **10<sup>th</sup> July, 2017 (Monday) @ 12.00 pm** at Committee Room of Reform Support Unit (RSU), SED, Bungalow # 47-E/1 - 48th Street, Block-6, PECHS, Nursery, Shahrah-e-Faisal, Karachi, to assist RSU in developing optimal solar energy specifications that prove competitive in the long run for public sector schools.

3. **Presentation/ Proposal must contain details about proposed products' core competency, sustainability, reliability, unique/ innovative features, maximum warranty, existing market share, price competitiveness and after sales services etc.**

### **ELIGIBILITY CRITERIA**

- i. Registration with Pakistan Engineering Council in category EE-11
- ii. Registration with Tax Authorities (FBR and SRB)
- iii. Certification of ISO 9001 and OHSAS 14001
- iv. Valid Electrical Contractor License
- v. Income tax registration Certificate
- vi. Experience of at least three years in relevant field
- vi. Annual financial turnover of PKR 100 Million in each of last three years
- vii. Manufacturer/ supplier/ importer must not have been blacklisted by any Government/ Semi-Government/ Private organization

4. Prospective firms can access further information/ documents including Request for Information (RFI) document for solar energy solution at official websites i.e. [www.sindheducation.gov.pk](http://www.sindheducation.gov.pk) or [www.rsu-sindh.gov.pk](http://www.rsu-sindh.gov.pk).

### **For further information, please contact or visit at below mentioned addresses**

Support Officer SSB  
Reform Support Unit, School Education Department  
Bungalow No. 47E/1, 48<sup>th</sup> Street, PECHS Block 6  
PECHS Nursery, Shahrah-e-Faisal, Karachi.  
Phone # 021-3432051-4  
E-mail: [mustafasumair@gmail.com](mailto:mustafasumair@gmail.com)

Section Officer (General – I)  
School Education Department  
1<sup>st</sup> Floor, Tughlaq House, Kamal Atta Turk Road,  
Sindh Secretariat, Karachi – Pakistan.  
Phone # 021-99213483  
Cell # 0300-3334567 & 0300-8988036  
E-mail: [pssedgos@gmail.com](mailto:pssedgos@gmail.com)

**2. Statement of Intent:** School Education Department, Government of Sindh issues this Request for Information document for the purpose of conducting market research through leading firms/ manufacturers/ importers/ suppliers under solar panel industry before entering into open competitive bidding for procurement of complete solar system packages including installation, commissioning, maintenance, monitoring and security for public sector school under Government of Sindh.

Information provided by prospective firms will assist and leverage SED in understanding current state of solar marketplace including commercial/ government best and emerging practices, industry capabilities, innovative delivery approaches, alternative options, products core competencies, market trends, firms' production and operational/ supply capabilities, various solar systems/ products strengths and weaknesses, solar products' lives, maintenance and security cost etc. that will enable the SED to develop optimal solar energy related products' specifications.

The SED is inquiring about variety of items with regard to solar system related products (list available at Appendix-A) being manufactured/ imported/ supplied by respective organizations along with products' core competencies, sustainability, reliability, unique/ innovative features, maximum warranty, existing market share, price competitiveness and after sales services etc. Prospective organizations are not required to respond to all the queries (items). SED understands the level of effort required to respond to every inquiry stated in this RFI may not be possible. You may respond to one or all of the queries. Any information that you will provide will be greatly appreciated.

The market research is not a competition. The information submitted either in writing or in oral presentations will be used only to improve the SED's knowledge of private industry's capabilities with regard to solar energy solutions. However, it is pivotal to mention that your participation is not a promise of future business with the SED.

Responding or not responding to this RFI does not preclude the vendor from bidding on any future solicitations. Pricing information must be submitted with your information packets. The SED appreciates your cooperation and looks forwards to a meaningful and very productive collaborative market research effort.

The information gathered during the RFI will assist SED in developing best specification of solar related items that will be procured for public sector schools through open competitive bidding as per SPP Rules, 2010 (Amended 2017), where all prospective firms, including those who do or do not respond to the RFI, will be given opportunity to participate in bid process for achieving wider competition and best value for money.

**3. Background:** The SED plans to procure solar system packages including installation, commissioning, maintenance, monitoring and security for public sector school under Government of Sindh during next financial year 2017-18 after completion of instant RFP process.

The SED believes that there are various solar energy solutions available in market that can be inquired through research. In this regard, SED invites manufacturers/ importers/ suppliers under solar panel industry to provide best solutions/ specification in line with items (mentioned under schedule of requirements) for development of optimal solar energy specifications that prove competitive in the long run for public sector schools.

**4. Objective:** The objective of this RFI is to ensure the most effective, strategic and best sourcing solution and to foster meaningful and significant Industry feedback through written and verbal communications.

**5. General Instructions:**

**a. Submission Media:** To assist vendors in minimizing their costs in providing information, the SED prefers that market research information be submitted either electronically to the point of contact's email addresses listed in RFI notice; or the vendor may submit information on CD to the point of contact's postal address.

**b. Oral Presentations:** Vendors will deliver an oral presentation to before the SED management on time and venue mentioned in RFI notice. However, due to participation of various firms on scheduled date and time, SED will allocate suitable time slot to prospective firms subject to prior notice, so that they may not have to wait for presentation delivery. SED has planned half an hour for presentation and discussion with each organization. The time slots are from 12:00 p.m. – 05:00 p.m. Presentations will be scheduled on a first-come, first-served basis. The purpose of this presentation will be for the vendor to provide information that they believe will be of value to the SED. The SED may ask questions regarding solar products' core competency, sustainability, reliability, unique/ innovative features, maximum warranty, existing market share, price competitiveness and after sales services, pros and cons for various options, and production and operational/ supply capacity of firm etc.

**6. Ground Rules:**

- a. Both the Government and Industry Partner (under solar panel industry) will communicate with honesty, integrity, and confidentiality.
- b. Government resources to perform this effort are limited, so we are only able to accommodate one session per company.
- c. The intent of this effort is to discuss issues and generate ideas affecting the strategic sourcing vehicle and not to support any specific brand.

- d. Participation in this process is strictly voluntary.
- e. Industry Partners are asked to provide a substantive response to several of the questions mentioned on the cover sheet. Vendors will have the chance to further expand on their answers during the presentation.
- f. Participation in this effort will have no bearing on future awards of contracts under the potential solar energy solution.
- g. Presentations as well as discussion will generally last for 30 minutes. The content of the presentation will be centered on the industry partner's cover sheet, schedule of requirements, and its related matters.
- h. Presentations will be scheduled on a first come, first serve basis.
- i. The window to schedule presentation via submission of application via email begins immediately and ends on July 8, 2017 @ 08.00 p.m.
- j. There will be a limited number of time slots for the presentation. SED cannot guarantee that all session requests can be scheduled. Once all spots are filled, further requests will be waitlisted.

**7. Cover Sheet:** Please use following cover sheet for your submission:

Cover Sheet		
01.	Company Name	
02.	Company Address	
03.	Contact Details	
	a.	Contact Person
	b.	Office Phone Number
	c.	Cell Number
	d.	E-mail Address
	e.	Website
04.	Registered Tax Number	
05.	Registered PEC Number (Cat. E-11)	
	Certification of ISO 9001 and OHSAS 14001	<i>Attach copy of certification</i>
05.	Relevant experience	<i>Attach copies of work orders/ agreements or list down below</i>
06.	Valid Electrical License	<i>Attach copy</i>
07.	Years of experience in industry	
09.	Average Annual Financial Turnover	
10.	Products List	<i>Attach details/ catalogues/ brochures etc.</i>

**8. Public Records and Requests for Confidentiality:** Any document submitted that contains confidential information must be marked on the outside as containing confidential information, and each page upon which confidential information appears must be marked as containing confidential information. The confidential information must be clearly identifiable to the reader wherever it appears.

**9. Copyrights:** By submitting a response, the vendor agrees that the Government may copy the response for purposes of facilitation of review or to respond to requests for public records. The vendor represents that such copying will not violate any copyrights in the materials submitted.

**10. Content of Responses:** Responses should be based on the material contained in this RFI and any other relevant information the vendor thinks is appropriate. Responses will not be returned.

**11. Cost to Vendors:** The SED is not responsible for any costs incurred by a vendor in relation to the preparation of a response to this RFI.

**12. No Obligation to Issue Request for Quote:** This notice is for informational purposes only. Responses to these notices are not offers and cannot be accepted by the SED to form a binding contract. However, any organization interested to participate in bidding under open competitive bidding after inviting tenders may participate without any additional preference.

**13. Additional/ Supporting Documents:** Prospective organization must annex catalogues/ brochures and other supporting documents etc. that showcase products' detailed specification. Such information can also be submitted on CD during or before presentation schedule.

#### **14. Proposed Schedule of Requirements**

<b>Sr.</b>	<b>Description of Items</b>
1.	Solar Panels Min 320watt "Crystalline" A-Grade Tier - 1 Certified from (IEC61215:2005, IEC 61730 certified ISO 9001:2008 / Quality Management system ISO/TS 16949:2009 , ISO 14001:2004 , OHSAS 18001:2007 VDE/MCS /CE / SII / CEC AU / IN METRO UL1703 : CSA/ IEC 61701, UL 1703 : CSA / 61701 ED2: VDE / IEC 62716: VDE / IEC 60068
2.	Solar Battery 10 KWh , 2000 Cycles at 80% DoD
3.	Lockable Single Box for Storage System & Inverter GI Powder Coated
4.	High Efficiency Inverters (5 KW-48-V) (Hybird) with built in MPPT charge Controller & efficient energy management, PV reverse protection , dual MPPT inputs
5.	Solar Mounting Structures for Solar Panels
6.	Ceiling Fan 50 Watt (PSQCA Certified) 220VAC 56" inch

7.	LED Tube Light 16-20W 4ft (Certified from International laboratory)
8.	Standard 7/0.29 cable for internal Electrification
9.	Standard 3/0.29 cable for internal Electrification
10.	Multi-strand wire 6mm2 ( 1 core) for Solar Panel String to Inverter. ( Turnkey wiring scheme/ Branded)
11.	Standard wire 6mm2 (1 core) for inverter Output to Breaker. (Turnkey wiring scheme/Branded)
12.	Multi-strand wire 6mm2 , ( 1 core) for interconnection of Breakers & Battery Bank (Turnkey wiring scheme/Branded)
13.	Multi-strand wire 16mm2 , ( 1 core) for Battery Bank ( Turnkey wiring scheme/Branded)
14.	DC Circuit Breaker 10 Amps Two pole for PV Pannels
15.	DC Circuit Breaker 63 Amps Battery Bank Double pole
16.	Circuit Breaker 16 Amps double pole for AC load
17.	Circuit Breaker 63 Amps double pole for AC input
18.	Change Over Switches 15/ 40 Amps.
19.	MC4 Connectors for Panel Connections
20.	Centralized Remote Monitoring for 3 Years
21.	Complete System Operation & Maintenance for 3 Years at District Level
22.	All Standard accessories for safe internal Electrifications like Channel Patti, Nut Bolts, PVC Pipe , etc.
23.	All Standard accessories for safe installation of Solar Power System (Cable tiles, Nuts/ Bolts, Screws, Nails, Tape etc )
24.	Main Power distraction cabinet
25.	Installation, Testing and commissioning of Solar PV system (Hybrid)

The SED require aforementioned items/ solar energy solutions for public sectors schools, which include High Schools (14-20 rooms), Elementary Schools (10-12 rooms), and Primary Schools (5-6 rooms). **The SED also require custom based solar energy solutions for small schools having one to three rooms on rental basis.**

#### NOTE

Prospective firms under solar panel industry may present aforementioned items with alternative description having better results, quality or lifetime. The SED may seek information for additional items from prospective firms through email or site visit.



*Keep visit our official websites for further updates*

[www.sindheducation.gov.pk](http://www.sindheducation.gov.pk)

[www.rsu-sindh.gov.pk](http://www.rsu-sindh.gov.pk)

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