



Date of Issue: 7th July 2010
Closing Date: 22nd July 2010

(Reference NO. UNDP/2010/007)
Request for Proposal

“For developing full scale proposal on “Market Development and Promotion of Solar Concentrators Based Process Heat Applications in India”

1. You are requested to submit a proposal for developing full scale proposal on “Market Development and Promotion of Solar Concentrators based Process Heat Applications in India”, as per enclosed Terms of Reference (TOR).
2. To enable you to submit a proposal, attached are:
 - i. Instructions to Offerors (Annex I)
 - ii. General Conditions of Contract.....(Annex II)
 - iii. Terms of Reference (TOR).....(Annex III)
 - iv. Proposal Submission Form(Annex IV)
 - v. Price Schedule(Annex V)
3. Your offer comprising of technical proposal and financial proposal, **in separate sealed envelopes**, should reach the following address no later than 22nd July 2010 **at 5.30 p.m India local time**

ATTN: Mr. Vineet Mathur, Procurement Associate
United Nations Development Programme
55, Lodhi Estate, New Delhi-110003
Telephone Number-011-46532296
Fax Number 011-24627612

4. If you request additional information, we would endeavor to provide information expeditiously, but any delay in providing such information will not be considered a reason for extending the submission date of your proposal.
5. You are requested to acknowledge receipt of this letter and to indicate whether or not you intend to submit a proposal.

Instructions to Offerors

A. Introduction

1. General

Purpose of RFP for developing full scale proposal on Market Development and Promotion of Solar Concentrators based Process Heat Applications in India.

2. Cost of proposal

The Offeror shall bear all costs associated with the preparation and submission of the Proposal, the UNDP will in no case be responsible or liable for those costs, regardless of the conduct or outcome of the solicitation.

B. Solicitation Documents

3. Contents of solicitation documents

Proposals must offer services for the total requirement. Proposals offering only part of the requirement will be rejected. The Offeror is expected to examine all corresponding instructions, forms, terms and specifications contained in the Solicitation Documents. Failure to comply with these documents will be at the Offeror's risk and may affect the evaluation of the Proposal.

4. Clarification of solicitation documents

A prospective Offeror requiring any clarification of the Solicitation Documents may notify the procuring UNDP entity in writing at the organisation's mailing address or fax number indicated in the RFP. The procuring UNDP entity will respond in writing to any request for clarification of the Solicitation Documents that it receives earlier than two weeks prior to the deadline for the submission of Proposals. Written copies of the organisation's response (including an explanation of the query but without identifying the source of inquiry) will be sent to all prospective Offerors that has received the Solicitation Documents.

5. Amendments of solicitation documents

At any time prior to the deadline for submission of Proposals, the procuring UNDP entity may, for any reason, whether at its own initiative or in response to a clarification requested by a prospective Offeror, modify the Solicitation Documents by amendment.

All prospective Offerors that have received the Solicitation Documents will be notified in writing of all amendments to the Solicitation Documents.

In order to afford prospective Offerors reasonable time in which to take the amendments into account in preparing their offers, the procuring UNDP entity may, at its discretion, extend the deadline for the submission of Proposals.

C. Preparation of Proposals

6. Language of the proposal

The Proposals prepared by the Offeror and all correspondence and documents relating to the Proposal exchanged by the Offeror and the procuring UNDP entity shall be written in the English language.

7. Documents comprising the proposal

The Proposal shall comprise the following components:

- (a) Proposal submission form;
- (b) Operational and technical part of the Proposal, including documentation to demonstrate that the Offeror meets all requirements;
- (c) Price schedule, completed in accordance with clauses 8 and 9;

8. Proposal form

The Offeror shall structure the operational and technical part of its Proposal as follows:

(a) Management plan

This section should provide corporate orientation to include the year and state/country of incorporation and a brief description of the Offeror's present activities. It should focus on services related to the Proposal.

This section should also describe the organisational unit(s) that will become responsible for the contract, and the general management approach towards a project of this kind. The Offeror should comment on its experience in similar projects and identify the person(s) representing the Offeror in any future dealing with the procuring UNDP entity.

(b) Resource plan

This should fully explain the Offeror's resources in terms of personnel and facilities necessary for the performance of this requirement. It should describe the Offeror's current capabilities/facilities and any plans for their expansion.

(c) Proposed methodology

This section should demonstrate the Offeror's responsiveness to the specification by identifying the specific components proposed, addressing the requirements, as specified, point by point; providing a detailed description of the essential performance characteristics proposed warranty; and demonstrating how the proposed methodology meets or exceeds the specifications.

The operational and technical part of the Proposal should not contain any pricing information whatsoever on the services offered. Pricing information shall be separated and only contained in the appropriate Price Schedules.

It is mandatory that the Offeror's Proposal numbering system corresponds with the numbering system used in the body of this RFP. All references to descriptive material and brochures should be included in the appropriate response paragraph, though material/documents themselves may be provided as annexes to the Proposal/response.

Information which the Offeror considers proprietary, if any, should be clearly marked "proprietary" next to the relevant part of the text and it will then be treated as such accordingly.

9. Proposal prices

The Offeror shall indicate on an appropriate Price Schedule, an example of which is contained in these Solicitation Documents, the prices of services it proposes to supply under the contract.

10. Proposal currencies

All prices shall be quoted in Indian Rupees (INR) or any convertible currency.

11. Period of validity of proposals

Proposals shall remain valid for One Hundred and Twenty (120) days after the date of Proposal submission prescribed by the procuring UNDP entity, pursuant to the deadline clause. A Proposal valid for a shorter period may be rejected by the procuring UNDP entity on the grounds that it is non-responsive.

In exceptional circumstances, the procuring UNDP entity may solicit the Offeror's consent to an extension of the period of validity. The request and the responses thereto shall be made in writing. An Offeror granting the request will not be required nor permitted to modify its Proposal.

12. Format and signing of proposals

The Offeror shall prepare two copies of the Proposal, clearly marking each “Original Proposal” and “Copy of Proposal” as appropriate. In the event of any discrepancy between them, the original shall govern.

The two copies of the Proposal shall be typed or written in indelible ink and shall be signed by the Offeror or a person or persons duly authorised to bind the Offeror to the contract. The latter authorisation shall be indicated by written power-of-attorney accompanying the Proposal.

A Proposal shall contain no interlineations, erasures, or overwriting except, as necessary to correct errors made by the Offeror, in which case such corrections shall be initialled by the person or persons signing the Proposal.

13. Payment

UNDP shall effect payments to the Contractor after acceptance by UNDP of the invoices submitted by the contractor, upon achievement of the corresponding milestones.

D. Submission of Proposals

14. Sealing and marking of proposals

The Offeror shall seal the Proposal in one outer and two inner envelopes, as detailed below.

(a) The outer envelope shall be:

(b) **RFP requires separate envelopes for technical and financial proposals**

- addressed to –

**ATTN: Mr. Vineet Mathur, Procurement Associate
United Nations Development Programme
55, Lodhi Estate, New Delhi-110003
Telephone Number-011-46532296
Fax Number : 011-24627612**

- marked with –

“RFP: Services for developing full scale proposal on Market Development and Promotion of Solar Concentrators based Process Heat Applications in India”.

(c) Both inner envelopes shall indicate the name and address of the Offeror. The first inner envelope shall contain the information specified in Clause 8 (*Proposal form*) above, with the copies duly marked “Original” and “Copy”. The second inner envelope shall include the price schedule duly identified as such.

Note: if the inner envelopes are not sealed and marked as per the instructions in this clause, the procuring UNDP entity will not assume responsibility for the Proposal's misplacement or premature opening.

15. Deadline for submission of proposals

Proposals must be received by the procuring UNDP entity at the address specified under clause *Sealing and marking of Proposals* no later than day/hour, local time.

The procuring UNDP entity may, at its own discretion extend this deadline for the submission of Proposals by amending the solicitation documents in accordance with clause *Amendments of Solicitation Documents*, in which case all rights and obligations of the procuring UNDP entity and Offerors previously subject to the deadline will thereafter be subject to the deadline as extended.

16. Late Proposals

Any Proposal received by the procuring UNDP entity after the deadline for submission of proposals, pursuant to clause *Deadline for the submission of proposals*, will be rejected.

17. Modification and withdrawal of Proposals

The Offeror may withdraw its Proposal after the Proposal's submission, provided that written notice of the withdrawal is received by the procuring UNDP entity prior to the deadline prescribed for submission of Proposals.

The Offeror's withdrawal notice shall be prepared, sealed, marked, and dispatched in accordance with the provisions of clause *Deadline for Submission of Proposals*. The withdrawal notice may also be sent by telex or fax but followed by a signed confirmation copy.

No Proposal may be modified subsequent to the deadline for submission of proposals.

No Proposal may be withdrawn in the Interval between the deadline for submission of proposals and the expiration of the period of proposal validity specified by the Offeror on the Proposal Submission Form.

E. Opening and Evaluation of Proposals

18. Opening of proposals

The procuring entity will open the Proposals in the presence of a Committee formed by the Head of the procuring UNDP entity.

Clarification of proposals

To assist in the examination, evaluation and comparison of Proposals, the Purchaser may at its discretion, ask the Offeror for clarification of its Proposal. The request for clarification and the response shall be in writing and no change in price or substance of the Proposal shall be sought, offered or permitted.

19. Preliminary examination

The Purchaser will examine the Proposals to determine whether they are complete, whether any computational errors have been made, whether the documents have been properly signed, and whether the Proposals are generally in order.

Arithmetical errors will be rectified on the following basis: If there is a discrepancy between the unit price and the total price that is obtained by multiplying the unit price and quantity, the unit price shall prevail and the total price shall be corrected. If the Offeror does not accept the correction of errors, its Proposal will be rejected. If there is a discrepancy between words and figures the amount in words will prevail.

Prior to the detailed evaluation, the Purchaser will determine the substantial responsiveness of each Proposal to the Request for Proposals (RFP). For purposes of these Clauses, a substantially responsive Proposal is one which conforms to all the terms and conditions of the RFP without material deviations. The Purchaser's determination of a Proposal's responsiveness is based on the contents of the Proposal itself without recourse to extrinsic evidence.

A Proposal determined as not substantially responsive will be rejected by the Purchaser and may not subsequently be made responsive by the Offeror by correction of the non-conformity.

20. Evaluation and comparison of proposals

A two-stage procedure is utilised in evaluating the proposals, with evaluation of the technical proposal being completed prior to any price proposal being opened and compared. The price proposal of the Proposals will be opened only for submissions that passed the minimum technical score of 70% of the obtainable score of 100 points in the evaluation of the technical proposals.

The technical proposal is evaluated on the basis of its responsiveness to the Term of Reference (TOR).

In the Second Stage, the price proposal of all contractors, who have attained minimum 70% score in the technical evaluation will be compared.

Final combined scoring of each offeror will be on the basis of combined evaluation of technical score weighting 70% and the financial score weighting 30%.

Table 1: Technical Evaluation Criteria

Summary of Technical Proposal Evaluation Forms		Score Weight	Points Obtainable	Company / Other Entity				
				A	B	C	D	E
1	Personnel/Team qualification	35	35					
2	Expertise of Firm / Organisation submitting Proposal	35	35					
3	Proposed Work Plan and Approach	10	10					
4	Understanding of the ToR	15	15					
5	Time line	05	05					
Total			100					

Note: The score weights and points obtainable in the evaluation sheet are tentative and should be changed depending on the need or major attributes of technical proposal.

F. Award of Contract

21. Award criteria, award of contract

The procuring UNDP entity reserves the right to accept or reject any Proposal, and to annul the solicitation process and reject all Proposals at any time prior to award of contract, without thereby incurring any liability to the affected Offeror or any obligation to inform the affected Offeror or Offerors of the grounds for the Purchaser's action

Prior to expiration of the period of proposal validity, the procuring UNDP entity will award the contract to the qualified Offeror whose Proposal after being evaluated is considered to be the most responsive to the needs of the organisation and activity concerned.

22. Purchaser's right to vary requirements at the time of award

The Purchaser reserves the right at the time of award of contract to vary the quantity of services and goods specified in the RFP without any change in price or other terms and conditions.

23. Signing of the contract

Within 30 days of receipt of the contract the successful Offeror shall sign and date the contract and return it to the Purchaser.

24. Performance security

Within 30 days of the receipt of the Contract from the Purchaser, the successful Offeror shall provide the performance security on the Performance Security Form provided in the Solicitation Documents and in accordance with the Special Conditions of Contract.

Failure of the successful Offeror to comply with the requirement of Clause 24 or Clause 25 shall constitute sufficient grounds for the annulment of the award and forfeiture of the Proposal security if any, in which event the Purchaser may make the award to the next lowest evaluated Offeror or call for new Proposals.

General Conditions of Contract

1. LEGAL STATUS

The Contractor shall be considered as having the legal status of an independent contractor vis-à-vis UNDP. The Contractor's personnel and sub-contractors shall not be considered in any respect as being the employees or agents of UNDP or the United Nations.

2. SOURCE OF INSTRUCTIONS

The Contractor shall neither seek nor accept instructions from any authority external to UNDP in connection with the performance of its services under this Contract. The Contractor shall refrain from any action which may adversely affect UNDP or the United Nations and shall fulfill its commitments with the fullest regard to the interests of UNDP.

3. CONTRACTOR'S RESPONSIBILITY FOR EMPLOYEES

The Contractor shall be responsible for the professional and technical competence of its employees and will select, for work under this Contract, reliable individuals who will perform effectively in the implementation of this Contract, respect the local customs, and conform to a high standard of moral and ethical conduct.

4. ASSIGNMENT

The Contractor shall not assign, transfer, pledge or make other disposition of this Contract or any part thereof, or any of the Contractor's rights, claims or obligations under this Contract except with the prior written consent of UNDP.

5. SUB-CONTRACTING

In the event the Contractor requires the services of sub-contractors, the Contractor shall obtain the prior written approval and clearance of UNDP for all sub-contractors. The approval of UNDP of a sub-contractor shall not relieve the Contractor of any of its obligations under this Contract. The terms of any sub-contract shall be subject to and conform with the provisions of this Contract.

6. OFFICIALS NOT TO BENEFIT

The Contractor warrants that no official of UNDP or the United Nations has received or will be offered by the Contractor any direct or indirect benefit arising from this Contract or the award thereof. The Contractor agrees that breach of this provision is a breach of an essential term of this Contract.

7. INDEMNIFICATION

The Contractor shall indemnify, hold and save harmless, and defend, at its own expense, UNDP, its officials, agents, servants and employees from and against all suits, claims, demands, and liability of any nature or kind, including their costs and expenses, arising out of acts or omissions of the Contractor, or the Contractor's employees, officers, agents or sub-contractors, in the performance of this Contract. This provision shall extend, inter alia, to claims and liability in the nature of workmen's compensation, products liability and liability arising out of the use of patented inventions or devices, copyrighted material or other intellectual property by the Contractor, its employees, officers, agents, servants or sub-contractors. The obligations under this Article do not lapse upon termination of this Contract.

8. INSURANCE AND LIABILITIES TO THIRD PARTIES

8.1 The Contractor shall provide and thereafter maintain insurance against all risks in respect of its property and any equipment used for the execution of this Contract.

8.2 The Contractor shall provide and thereafter maintain all appropriate workmen's compensation insurance, or its equivalent, with respect to its employees to cover claims for personal injury or death in connection with this Contract.

8.3 The Contractor shall also provide and thereafter maintain liability insurance in an adequate amount to cover third party claims for death or bodily injury, or loss of or damage to property, arising from or in connection with the provision of services under this Contract or the operation of any vehicles, boats, airplanes or other equipment owned or leased by the Contractor or its agents, servants, employees or sub-contractors performing work or services in connection with this Contract.

8.4 Except for the workmen's compensation insurance, the insurance policies under this Article shall:

(i) Name UNDP as additional insured;

(ii) Include a waiver of subrogation of the Contractor's rights to the insurance carrier against UNDP;

(iii) Provide that UNDP shall receive thirty (30) days written notice from the insurers prior to any cancellation or change of coverage.

8.5 The Contractor shall, upon request, provide UNDP with satisfactory evidence of the insurance required under this Article.

9. ENCUMBRANCES/LIENS

The Contractor shall not cause or permit any lien, attachment or other encumbrance by any person to be placed on file or to remain on file in any public office or on file with UNDP against any monies due or to become due for any work done or materials furnished under this Contract, or by reason of any other claim or demand against the Contractor.

10. TITLE TO EQUIPMENT

Title to any equipment and supplies that may be furnished by UNDP shall rest with UNDP and any such equipment shall be returned to UNDP at the conclusion of this Contract or when no longer needed by the Contractor. Such equipment, when returned to UNDP, shall be in the same condition as when delivered to the Contractor, subject to normal wear and tear. The Contractor shall be liable to compensate UNDP for equipment determined to be damaged or degraded beyond normal wear and tear.

11. COPYRIGHT, PATENTS AND OTHER PROPRIETARY RIGHTS

UNDP shall be entitled to all intellectual property and other proprietary rights including but not limited to patents, copyrights, and trademarks, with regard to products, or documents and other materials which bear a direct relation to or are produced or prepared or collected in consequence of or in the course of the execution of this Contract. At the UNDP's request, the Contractor shall take all necessary steps, execute all necessary documents and generally assist in securing such proprietary rights and transferring them to UNDP in compliance with the requirements of the applicable law.

12. USE OF NAME, EMBLEM OR OFFICIAL SEAL OF UNDP OR THE UNITED NATIONS

The Contractor shall not advertise or otherwise make public the fact that it is a Contractor with UNDP, nor shall the Contractor, in any manner whatsoever use the name, emblem or official seal of UNDP or the United Nations, or any abbreviation of the name of UNDP or the United Nations in connection with its business or otherwise.

13. CONFIDENTIAL NATURE OF DOCUMENTS AND INFORMATION

- 13.1 All maps, drawings, photographs, mosaics, plans, reports, recommendations, estimates, documents and all other data compiled by or received by the Contractor under this Contract shall be the property of UNDP, shall be treated as confidential and shall be delivered only to UNDP authorized officials on completion of work under this Contract.
- 13.2 The Contractor may not communicate at any time to any other person, Government or authority external to UNDP, any information known to it by reason of its association with UNDP which has not been made public except with the authorization of UNDP; nor shall the Contractor at any time use such information to private advantage. These obligations do not lapse upon termination of this Contract.

14. FORCE MAJEURE; OTHER CHANGES IN CONDITIONS

- 14.1 Force majeure, as used in this Article, means acts of God, war (whether declared or not), invasion, revolution, insurrection, or other acts of a similar nature or force which are beyond the control of the Parties.

- 14.2 In the event of and as soon as possible after the occurrence of any cause constituting force majeure, the Contractor shall give notice and full particulars in writing to UNDP, of such occurrence or change if the Contractor is thereby rendered unable, wholly or in part, to perform its obligations and meet its responsibilities under this Contract. The Contractor shall also notify UNDP of any other changes in conditions or the occurrence of any event which interferes or threatens to interfere with its performance of this Contract. The notice shall include steps proposed by the Contractor to be taken including any reasonable alternative means for performance that is not prevented by force majeure. On receipt of the notice required under this Article, UNDP shall take such action as, in its sole discretion, it considers to be appropriate or necessary in the circumstances, including the granting to the Contractor of a reasonable extension of time in which to perform its obligations under this Contract.
- 14.3 If the Contractor is rendered permanently unable, wholly, or in part, by reason of force majeure to perform its obligations and meet its responsibilities under this Contract, UNDP shall have the right to suspend or terminate this Contract on the same terms and conditions as are provided for in Article 15, "Termination", except that the period of notice shall be seven (7) days instead of thirty (30) days.

15. TERMINATION

- 15.1 Either party may terminate this Contract for cause, in whole or in part, upon thirty days notice, in writing, to the other party. The initiation of arbitral proceedings in accordance with Article 16 "Settlement of Disputes" below shall not be deemed a termination of this Contract.
- 15.2 UNDP reserves the right to terminate without cause this Contract at any time upon 15 days prior written notice to the Contractor, in which case UNDP shall reimburse the Contractor for all reasonable costs incurred by the Contractor prior to receipt of the notice of termination.
- 15.3 In the event of any termination by UNDP under this Article, no payment shall be due from UNDP to the Contractor except for work and services satisfactorily performed in conformity with the express terms of this Contract. The Contractor shall take immediate steps to terminate the work and services in a prompt and orderly manner and to minimize losses and further expenditures.
- 15.4 Should the Contractor be adjudged bankrupt, or be liquidated or become insolvent, or should the Contractor make an assignment for the benefit of its creditors, or should a Receiver be appointed on account of the insolvency of the Contractor, UNDP may, without prejudice to any other right or remedy it may have, terminate this Contract forthwith. The Contractor shall immediately inform UNDP of the occurrence of any of the above events.

16. SETTLEMENT OF DISPUTES

16.1. Amicable Settlement

The Parties shall use their best efforts to settle amicably any dispute, controversy or claim arising out of, or relating to this Contract or the breach, termination or invalidity thereof. Where the parties wish to seek such an amicable settlement through conciliation, the conciliation shall take place in accordance with the UNCITRAL Conciliation Rules then obtaining, or according to such other procedure as may be agreed between the parties.

16.2. Arbitration

Unless, any such dispute, controversy or claim between the Parties arising out of or relating to this Contract or the breach, termination or invalidity thereof is settled amicably under the preceding paragraph of this Article within sixty (60) days after receipt by one Party of the other Party's request for such amicable settlement, such dispute, controversy or claim shall be referred by either Party to arbitration in accordance with the UNCITRAL Arbitration Rules then obtaining, including its provisions on applicable law. The arbitral tribunal shall have no authority to award punitive damages. The Parties shall be bound by any arbitration award rendered as a result of such arbitration as the final adjudication of any such controversy, claim or dispute.

17 PRIVILEGES AND IMMUNITIES

Nothing in or relating to this Contract shall be deemed a waiver, express or implied, of any of the privileges and immunities of the United Nations, including its subsidiary organs.

18 TAX EXEMPTION

- 18.1 Section 7 of the Convention on the Privileges and Immunities of the United Nations provides, inter-alia, that the United Nations, including its subsidiary organs, is exempt from all direct taxes, except charges for public utility services, and is exempt from customs duties and charges of a similar nature in respect of articles imported or exported for its official use. In the event any governmental authority refuses to recognize the United Nations exemption from such taxes, duties or charges, the Contractor shall immediately consult with UNDP to determine a mutually acceptable procedure.
- 18.2 Accordingly, the Contractor authorizes UNDP to deduct from the Contractor's invoice any amount representing such taxes, duties or charges, unless the Contractor has consulted with UNDP before the payment thereof and UNDP has, in each instance, specifically authorized the Contractor to pay such taxes, duties or charges under protest. In that event, the Contractor shall provide UNDP with written evidence that payment of such taxes, duties or charges has been made and appropriately authorized.

19 CHILD LABOUR

- 19.1 The Contractor represents and warrants that neither it, nor any of its suppliers is engaged in any practice inconsistent with the rights set forth in the Convention on the Rights of the Child, including Article 32 thereof, which, inter alia, requires that a child shall be protected from performing any work that is likely to be hazardous or to interfere with the child's education, or to be harmful to the child's health or physical mental, spiritual, moral or social development.
- 19.2 Any breach of this representation and warranty shall entitle UNDP to terminate this Contract immediately upon notice to the Contractor, at no cost to UNDP.

20 MINES

- 20.1 The Contractor represents and warrants that neither it nor any of its suppliers is actively and directly engaged in patent activities, development, assembly, production, trade or manufacture of mines or in such activities in respect of components primarily utilized in the manufacture of Mines. The term "Mines" means those devices defined in Article 2, Paragraphs 1, 4 and 5 of Protocol II annexed to the Convention on Prohibitions and Restrictions on the Use of Certain Conventional Weapons Which May Be Deemed to Be Excessively Injurious or to Have Indiscriminate Effects of 1980.
- 20.2 Any breach of this representation and warranty shall entitle UNDP to terminate this Contract immediately upon notice to the Contractor, without any liability for termination charges or any other liability of any kind of UNDP.

21 OBSERVANCE OF THE LAW

The Contractor shall comply with all laws, ordinances, rules, and regulations bearing upon the performance of its obligations under the terms of this Contract.

22 AUTHORITY TO MODIFY

No modification or change in this Contract, no waiver of any of its provisions or any additional contractual relationship of any kind with the Contractor shall be valid and enforceable against UNDP unless provided by an amendment to this Contract signed by the authorized official of UNDP.

**Terms of Reference For Developing Full Scale Proposal (FSP) on
“Market Development and Promotion of Solar Concentrator based Process Heat
Applications in India”**

1. Background:

The Solar Energy Centre (SEC), Ministry of New & Renewable Energy (MNRE) is currently implementing a Project Preparatory Grant (PPG), preparation of Full Scale Proposal (FSP) for “Market Development and Promotion of Solar Concentrator based Process Heat Applications in India”. The overall objective of the GEF-UNDP-MNRE supported project is increased use and promotion of solar concentrator for low and medium process heat applications in industries and institutions, whereby greenhouse gases produced due to the use of fossil fuel such as furnace oil is reduced. The programme will focus on specific sectors having a large potential i.e. dairy, textile processing, hospitals, chemical processing and institutional cooking. Over a period of 5 years, it can aim at increasing the market of solar concentrators in India by a factor of 10, i.e. increasing deployment of solar concentrators from current levels of 1,000-2,000 m² per year to 10,000-20,000 m² per year. The project components are, (1) Technology package development and standardization, (2) Awareness and capacity building, (3) Planning and operationalising demonstration projects, and (4) Identification and removal of financial barriers in the adoption of solar concentrator technology in India. As per the GEF project cycle, the PPG phase would determine barriers, develop baseline, and identify GEF eligible activities in the overall project design.

2. Objective:

To prepare Full Scale Proposal documents as per UNDP and GEF formats; (i) UNDP project document (ProDoc), and (ii) CEO Endorsement Request document.

The preparation requires considerable consultations with various stakeholders. National consultants are expected to lead the development and liaise with International Consultant (Lead) who supports the proposal development and Technical consultant (International) who supports in providing inputs from international experiences. National consultants are also expected to carry out development of documents in close consultations and direction of Solar Energy Centre, MNRE and UNDP. They are also expected to liaise with various stakeholders as required for the proposal development.

3. Scope of work:

- a. Development of UNDP ProDoc: The ProDoc is a detailed project plan. This may be about 40 to 60 page document. It will contain situation analysis providing the

necessity the project, project strategy detailing the plan of activities, outputs, outcomes and indicators, partnership strategy to implement the project, management arrangements to implement the project, monitoring and evaluation plan. The second section will consist of incremental cost analysis, logical framework analysis (project planning matrix). The third section includes budget and work plan; agreements, terms of reference of procurement, stakeholder involvement plan, carbon emissions reduction estimates, project risks and assumptions. (Draft by 15 December 2010 and final by 15 February 2011)

- b. Preparation of CEO endorsement request document as per the GEF format. (Draft by 15 December 2010 and final by 15 February 2011)
- c. To assist preparing the above documents, following are the activities envisaged (20 July 2010 to 15 Feb 2010);
 - i. **Develop baseline** of status of solar concentrator technologies (Fresnel, Scheffler, ARUN Solar and Concentrator Trough) for thermal applications especially medium temperature applications (90 to 250 degree Celsius) nationally and internationally. Actual energy audits in sample units, primary and secondary information collection for the sectors under consideration (dairy, textile processing, chemical processing, institutional cooking, and hospitals; note: Institutional cooking includes religious establishments, educational institutions, also in the mid-meal scheme) will assist developing the baseline. The consultant will also advise SEC/UNDP if any other sectors of importance to be considered.
 - ii. **Conduct regional consultation workshops** (5 numbers expecting about 100 participants, conducting the workshop in a modest facility) to create awareness on the plan with the target sectors, understand requirements of different sectors, generate expression of interest from potential units from chosen sectors. Explore barriers to the chosen technology i.e. technical, financial, manufacturing, institutional and capacity, awareness, market and operational. Identify awareness workshops and customized training programs sector-wise for capacity building. Taking the interested units to a nearest solar concentrator unit can be one of the programme schedule.
 - iii. **Develop sector profile**: Provide methodology/criteria for short listing and selecting the potential units/sites for demonstration/pilot projects. List industry clusters/associations, sector-wise in the potential sites. Map solar insolation data with the sector concentration. Through secondary information provide distribution of units based on system capacities, sector-wise. Make a sample survey to detail out the intervention plan, financial analysis, and energy saving potential. Conduct energy audits in 15 representative units drawn from different sectors chosen.
 - iv. **Develop intervention plan** to representative units mapping technology application, its applicability to the representative units and drawing generic approach as well. System configuration (generic) for units of different sectors should be drawn out.

- v. **Review present financial schemes**, analyze the existing schemes and gaps in finance required to promote solar concentrators in India
 - vi. **Estimation of energy savings and reductions of GHGs** per year, during the project period (5 years), for 20 years, and during the lifetime of the equipment.
 - vii. **Develop Terms of References** for personnel for Project Management Unit and procurement of services relevant to the project.
- d. **Post submission support**: It is expected that the draft proposal is submitted by national consultant taking all inputs from International consultants to UNDP by 15 December 2010 and final to GEF Sec by 15 February 2011. It is expected that there would be some queries from GEF Sec. The national consultants are expected to provide support to UNDP to answer these queries. (February to May 2011)

4. Deliverables and timelines:

- a. Conduct stakeholder consultation workshop(s) - 5 nos. and prepare proceedings of the event. Submit hard copy and soft copy on CD – 2 sets. (July to September 2010)
- b. Conduct 15 energy audits and prepare a report. Submit hard copy and soft copy – 2 sets (September to October 2010)
- c. Prepare Full Scale Proposal (FSP) documents as per UNDP-GEF requirements, CEO endorsement request document and Prodoc - draft. (15 December 2010)
- d. Final draft of the FSP documents. With all reference material such as data books, guidelines etc. in hard and soft copy (2 sets) (15 February 2010)
- e. Support preparing answers to GEF secretariat queries if any (as and when they come up, maximum up to 30 April 2010).
- f.

5. Supervision

- a. The National Consultants will report to UNDP and will work in close collaboration with Solar Energy Center, MNRE/UNDP
- b. National Consultants should work in close consultation with International Consultants (Technical and Proposal Development) and information should be shared with her/him. They should invite the International Consultants to the regional consultations and share the agenda, proceedings. The suggestions on agenda, proceedings from them may be considered and appropriately incorporated by national consultants.

6. Minimum qualifications and role of experts

The expertise required, and the tasks of the experts are outlined below.

Table 2: Position titles and Tasks to be performed

Position Titles	Tasks to be performed
Local	
1. Solar Concentrators	1) Design, collect information/ data to evaluate four solar concentrator

Technology Specialist	<p>technology packages - Study their applicability in each identified sectors</p> <ol style="list-style-type: none"> a) Arrive at system configuration for solar concentrator based systems for identified sectors b) Establish criteria for selection of sample project sites in each sector <ol style="list-style-type: none"> 2) Create a list of potential sites for setting up demonstration sites 3) Map the solar insolation data in the potential sites 4) Support proposal writing
2. Small and Medium Enterprises Sector Energy Specialist	<ol style="list-style-type: none"> 1) Conduct survey and collate distribution of units based on system capacities, sector-wise 2) List the industry clusters/associations, sector-wise in the potential sites 3) Conduct a study to identify barriers (technical, manufacturing, capacities) to promote solar concentrator technology in India and activities to overcome it 4) Facilitate energy audits, sector wise of sample units limiting to 3 in each. 5) Support proposal writing
3. Financial Specialist	<ol style="list-style-type: none"> 1) Conduct survey of sample units, sector-wise to understand financial feasibility, affordability and willingness to participate in technology intervention 2) Review present financial schemes, national packages by central government, financial institutions (FIs) and others in India on similar renewable energy technologies. 3) Review global support schemes for solar concentrators based on desk review 4) Analyze the gaps in finance required to promote solar concentrators in India 5) Recommend financial modalities for demonstration projects 6) Support proposal writing
4. Capacity Development Specialist	<ol style="list-style-type: none"> 1) Consult with governmental agencies, state nodal agencies, manufacturers, users, academic institutions, policy makers etc through one to one meet, workshops to develop customized approach to activities for awareness and capacity building programs and design the awareness and capacity building programmes. 2) Support proposal writing

7. Provide Technical and Financial proposals – separate (two sets in hard copy and soft copy on CD)

Provide the following with the Technical proposal:

1. Personnel/Team qualification: CVs of Team Members (attach separately) and their time commitment. Curriculum Vitae of team members from the Agency's own organization or external experts who will be a part of the team (Note: These members should be available for the assignment). International experience if any may be highlighted.

2. Expertise of the firm/s/Organisation/s submitting the proposal: Relevant assignments undertaken may be highlighted here by providing, title of the assignment, client for whom the assignment was carried out, cost of assignment, timeline, team strength, outputs/results. Assignments carried out for GEF projects, proposal preparation may be highlighted. Assignments carried out for UNDP/major multilateral/or bilateral programmes can be described. International projects if any may be described.
3. Proposed Work Plan and Approach: Steps to carry out the proposed assignment may be described.
4. Understanding of the ToR: In addition to what has been outlined in background/scope of work, the agency can provide their understanding of ToR and approach to complete the assignment
5. Timeline: Provide a chart of timeline with clear milestones.

A separate sealed Financial Proposal (containing details of personal fees, travel, other expected costs, etc.) inclusive of all costs.

8. Evaluation basis
The proposal will be evaluated based on technical proposal & presentation and financial bids. The evaluation criteria for technical bids are given in Table 1. Provide price schedule in the format given in Table 3.

PRICE SCHEDULE

The Contractor is asked to prepare the Price Schedule as a separate envelope from the rest of the RFP response as indicated in Section D paragraph 14 (b) of the Instruction to Offerors.

All prices/rates quoted must be exclusive of all taxes, since the UNDP is exempt from taxes as detailed in Annex II, Clause 18.

The Price Schedule must provide a detailed cost breakdown. Provide separate figures for each functional grouping or category.

Estimates for cost-reimbursable items, if any, such as travel, and out of pocket expenses should be listed separately.

In case of an equipment component to the service provided, the Price Schedule should include figures for both purchase and lease/rent options. The UNDP reserves the option to either lease/rent or purchase outright the equipment through the Contractor.

The format shown on the following pages should be used in preparing the price schedule. The format includes specific expenditures, which may or may not be required or applicable but are indicated to serve as examples.

In addition to the hard copy, if possible please also provide the information on CD.

Table 3: Price schedule

Description of Activity/Item		Estimated amount (INR)	Percentage of total cost
1	Programme Cost		
1.1	Energy Audits (including equipment hire, travel and other logistics) – 15 nos. (representing the sectors under consideration)		
1.2	Conducting Workshops - 5 nos. expecting 50 participants (travel and stay is to be borne by the participants; local hospitality and visit to nearest solar concentrator facility will be covered by the project), one in Delhi, rest preferably in South, East, East and North East (name of cities – preferably where solar concentrator installation is available to be decided in consultation with MNRE/UNDP)		
2.	Professional cost		
3.	Consumables, local travel and others (photocopy, phone, fax, travel made for other than 1 etc.)		
	Total		

No service tax is applicable as UNDP is exempted (UNDP will provide the relevant certificate).