

**BIDDING DOCUMENT FOR THE FINANCING, SUPPLY, INSTALLATION AND COMMISSIONING OF HYBRID SOLAR
POWER PLANTS FOR TELONE EXCHANGES**

PROCUREMENT REFERENCE NO: CBTD 34-25



COMPETITIVE BIDDING TENDER DOMESTIC

INVITATION TO COMPETITIVE BIDDING TENDER DOMESTIC (CBTD)34-25
FOR
FINANCING, SUPPLY, INSTALLATION AND COMMISSIONING OF HYBRID SOLAR POWER
PLANTS

Tender Closing Date: 06 March 2025

Time: 1100 hours



Voice | Broadband | Satellite

Standard Bidding Document for the Procurement of:

Financing, Supply, Installation and Commissioning of Hybrid Solar Power Plants

Procurement Reference No: CBTD 34-25

Procuring Entity: TelOne Zimbabwe

Date of Issue:

PART 1: BIDDING PROCEDURES

Procurement Reference Number: CBTD 34-25

Preparation of Bids

You are requested to bid for the financing, supply, installation and commissioning of solar PV plants by completing and returning the following documentation:

1. Completed and signed Bid Submission Sheet in this Part;
2. the Statement of Requirements in Part 2;
3. Bid validity period of 60 days (bidders should state)
4. At least three written reference letters (*in the form of official letters from client companies*) for supply and delivery of commercial/industrial solar power plants of at least 20kVA
5. Completed and signed bid securing declaration in the format specified in Annex E
6. Bidders are required to submit technical brochures, of all of the following items:
 - i. the solar PV module,
 - ii. hybrid inverter and;
 - iii. lithium ion battery to be supplied
7. A copy of
 - i. Current Tax Clearance Certificate
 - ii. CR6 showing Company Directors
 - iii. Certificate of Incorporation

The tender should have a table of contents with marked pages.

You are advised to carefully read the complete Bidding Document, before preparing your Bid.

The standard forms in this document may be retyped for completion but the Bidder is responsible for their accurate reproduction. All pages of the Bid must be clearly marked with the Procurement Reference Number above and the Bidder's name and any reference number.

Number of bids allowed

No Bidder may submit more than one bid, either individually or as a joint venture partner in another Bid, except as a subcontractor. Where the procurement is divided into lots and packages, only one Bid can be submitted. A conflict of interest will be deemed to arise if bids are received from more than one Bidder owned, directly or indirectly, by the same person.

Clarification

Clarification of the bidding document may be requested in writing by any Bidder before 5 March 2025 and should be sent to:

The Procurement Management Unit Executive

TelOne

P O Box CY331

Causeway, Harare, Zimbabwe

Email: takeiteasy.chindondondo@telone.co.zw, caroline.chikukutu@telone.co.zw and cladios.chenga@telone.co.zw

Pre-bid Meeting:

Please note that there shall be a **non-compulsory** Pre-bid meeting for this tender to be done at the TelOne Hatfield Exchange for the sake of bidders to familiarize with general Exchange conditions, loads and setup. The site visit shall be done on Tuesday the 4 March 2025. Contact person is Eng D Chikoani, Cell No. 0773 471076.

Validity of Bids

The minimum period for which the Bidder's bid must remain valid is 60 days from the deadline for the submission of bids.

Submission of Bids

- a) Bids must be submitted in writing in a sealed envelope to the address below, no later than the date and time of the deadline below. It is the Bidder's responsibility to ensure that they receive a receipt confirming submission of their bid that has correct details of the Bidder and the number of the Bid.
- b) The Bidder must mark the envelope with the Bidder's name and address and the Procurement Reference Number.
- c) The bidder must submit one (1) original and two (2) copies of the tender document clearly marked as "original" and "copy". In the event of any discrepancy between them, the original shall govern. The original and all copies of the tender shall be typed or written in indelible ink and shall be signed by the bidder or a person/persons duly authorized to bind the bidder to the contract.

Late bids will be rejected. The Procuring Entity reserves the right to extend the bid submission deadline but will notify all potential bidders who have collected the bidding documents of the amended bid submission deadline.

Date of deadline: 6 March 2025 Time: 11:00hrs

Submission address: The Procurement Executive,
Tel-One,
8th Floor, Runhare House, South Wing;
107 Kwame Nkrumah Ave
HARARE, ZIMBABWE

Means of acceptance: The tender shall be enclosed in an envelope which shall be sealed and marked on the outside with the advertised tender number, description, closing date and time and must be hand delivered to the above stated address.

Bid opening

Bidders and their representatives may witness the opening of bids, which will take place via google meeting on the date of submission. The link can be requested on the following email: procurement@telone.co.zw

Withdrawal, amendment or modification of Bids

A Bidder may withdraw, substitute, or modify its Bid after it has been submitted by sending a written notice, duly signed by an authorized representative. However, no Bid may be withdrawn, substituted, or modified in the interval between the deadline for submission of Bids and the expiration of the period of Bid validity specified by the Bidder or any extension of that period.

Delivery Requirements

The delivery period required (from the date of contract signing) and the final destination for delivery are as indicated in the Delivery Schedule in Part 2.

Bid Prices and Discounts

The prices and discounts quoted by the Bidder in the Bid Submission Form and in the Price Schedules must conform to the requirements specified below.

Prices must be quoted as specified in the Price Schedule included in Part 2 Statement of Requirements. In quoting prices, the Bidder is free to use transportation through carriers registered in any eligible country and similarly may obtain insurance services from any eligible country.

Prices quoted must include the following costs and components:

- (a) For Goods
 - (i) the price of the goods and the cost of delivery to the final destination, including the relevant INCOTERM, as stated in the Delivery Schedule;
 - (ii) the custom duties to be paid on the Goods on entry in Zimbabwe, if not already included;
 - (iii) Any other applicable import taxes;
 - (iv) any sales and other taxes due within Zimbabwe which will be payable on the Goods, if not already included;
 - (v) any rebate or mark-up of the local agent or representative.
- (b) for Related Services, (other than inland transportation and other services required to convey the Goods to their final destination), whenever such Related Services are specified in the Schedule of Requirements:
the price of each item comprising the Related Services (inclusive of any applicable taxes).

Evaluation of Bids

Bids will be evaluated using the following methodology:

1. Preliminary evaluation.

The preliminary evaluation shall consider bidders' compliance with requirements by submitting the following mandatory requirements

	Preliminary Tender Requirements	Compliance Status Compliant – N Not Compliant – NC
1	Completed and signed Bid Submission Sheet in this Part;	
2	Completed Statement of Requirements in Part 2;	
3	Bid validity period of 60 days (bidders should state)	
4	At least three written reference letters (<i>in the form of official letters from client companies</i>) for supply and delivery of commercial/industrial solar power plants of at least 20kVA	
5	Completed and signed bid securing declaration in the format specified in Annex E	
6	A copy of Current Tax Clearance Certificate	
7	A copy of CR6 showing Company Directors	
8	A copy of Certificate of Incorporation	
9	Bidders are required to submit technical brochures of all of the following items: i.the solar PV module, ii.hybrid inverter and; iii.lithium ion battery to be supplied	

Bidders with outstanding deliveries for similar requirements may not be considered for this tender.

FAILURE TO COMPLY WITH ANY OF THE ABOVE REQUIREMENTS WILL LEAD TO AUTOMATIC DISQUALIFICATION

2. Technical evaluation

The Technical Specifications Sheet details the minimum specification of the Goods required. The goods offered must meet this specification, but no credit will be given for exceeding the specification. The technical evaluation shall consider bidder's compliance with the technical specifications of the tender given below. The technical specifications of the project are broken down into technical components ALL of which must be complied with.

The delivery period required is measured from the date of the signing of the Contract between the Procuring Entity and the Bidder.

3. Financial evaluation and comparison to determine the evaluated price of bids and to determine the lowest evaluated bid.

Bids failing any stage will be eliminated and not considered in subsequent stages.

Evaluation criteria

The Procuring Entity's evaluation of a Bid will take into account, in addition to the Bid Price, the following criteria and methodologies.

(a) **Delivery schedule:** The specified Goods are required to be delivered by the date indicated in the Delivery Schedule in Part 2. If the delivery period offered differs from the requirements in the schedule, bidder must state in their bid.

(b) **Deviation in payment schedule:** The payment schedule is stated in the contract. A Bidder may propose a deviation from the schedule and if the deviation is considered acceptable to the Procuring Entity, the Bid will be evaluated by calculating interest earned for any earlier payments involved in the terms outlined in the Bid as compared with those stipulated in the SCC, at the rate of interest indicated by the Reserve Bank of Zimbabwe on the closing date for submission of bids.

(c) **Cost of major replacement components, mandatory spare parts, and service:**

Bidders must state the unit prices for these items. The total cost of these items and quantities will be added to the Bid price, for evaluation purposes only.

(d) **Life Cycle Costs:** An adjustment to take into account the additional life cycle costs for the period specified below, such as the operating and maintenance costs of the Goods, including the cost to the Procuring Entity of establishing the minimum service facilities and parts inventories if not available in Zimbabwe, will be added to the Bid price for evaluation purposes only. The adjustment will be evaluated in accordance with the methodology specified below and the following information:

(e) **Solar PV power plants:** Bidders must have traceable proof of experience in similar projects.

Eligibility and Qualification Criteria

Bidder is required to meet these criteria to be eligible to participate in public procurement and to be qualified for the proposed contract. They must therefore provide any available documentation and certify their eligibility in the Bid Submission Sheet. To be eligible, Bidder must

1. have the legal capacity to enter into a contract;
2. not be insolvent, in receivership, bankrupt or being wound up, not have had business activities suspended and not be the subject of legal proceedings for any of these circumstances;
3. have fulfilled their obligations to pay taxes and social security contributions in Zimbabwe;
4. not have a conflict of interest in relation to this procurement requirement, and
5. not be debarred from participation in public procurement;

Origin of Goods

All Goods and related services must have as their country of origin an eligible country, as specified in the Contract.

Technical Criteria

The Technical Specifications Sheet details the minimum specification of the goods required. The goods offered must meet this specification, but no credit will be given for exceeding the specification. Marking criteria: Bids MUST be fully compliant with each item specification.

Currency

Bidders should quote in US\$, payable in US\$. The Suppliers will be paid in an OPEX model over a period of 6 months or more. Bidder must state their preferred payment period.

Award of Contract

This is a vendor financed project

The tender shall be awarded to the most economically advantageous evaluated bid to specification after application of any additional evaluation criteria, including any margin of preference, which is substantially responsive to the requirements of this bidding document will be recommended for award of contract. The proposed award of contract will be by issue of a Notification of Contract Award which will be effective until signature of the contract documents. Unsuccessful Bidders will receive the Notification of Contract Award.

Right to Reject

The Procuring Entity reserves the right to accept or reject any Bids or to cancel the procurement process and reject all Bids at any time prior to contract award.

Corrupt Practices

The Government of Zimbabwe requires that Procuring Entities, as well as Bidders and Contractors, observe the highest standard of ethics during the procurement and execution of contracts. In pursuit of this policy:

1. the Procuring Entity will reject a recommendation for award if it determines that the Bidder recommended for award has, directly or through an agent, engaged in corrupt, fraudulent, collusive or coercive practices in competing for the Contract or been declared ineligible to be awarded a procurement contract;
2. any conflict of interest on the part of the Bidder must be declared.

ANNEX A: BID SUBMISSION SHEET

{Note to Bidders: Complete this form with all the requested details and submit it as the first page of your Bid. Attach the completed Statement of Requirements and any other documents requested in Part 1. Ensure that your Bid is authorised in the signature block below. A signature and authorisation on this form will confirm that the terms and conditions of this Bid prevail over any attachments. If your Bid is not authorised, it may be rejected. If the Bidder is a Joint Venture (JV), the Bid must be signed by an authorized representative of the JV on behalf of the JV, and so as to be legally binding on all the members as evidenced by a power of attorney signed by their legally authorized representatives.

Bidders must mark as "CONFIDENTIAL" information in their Bids which is confidential to their business. This may include proprietary information, trade secrets or commercial or financially sensitive information}.

Procurement Reference Number:	CBTD 34-25
Subject of Procurement:	
Name of Bidder:	
Bidder's Reference Number:	
Date of Bid:	

We offer to supply the items listed in the attached Statement of Requirements, at the prices indicated on the attached Price Schedule and in accordance with the terms and conditions stated in your Bidding Document referenced above.

We confirm that we meet the eligibility criteria specified in Part 1: Procedures of Bidding.

We declare that we are not debarred from bidding and that the documents we submit are true and correct.

The validity period of our bid is: {days} from the date of submission.

We confirm that the prices quoted in the attached Price Schedule are fixed and firm for the duration of the validity period and will not be subject to revision, variation or adjustment.

Bid Authorised by:

Signature	Name:
Position:	Date: (DD/MM/YY)
Authorised for and on behalf of:	
Company	
Address:	
.....	

ANNEX B

PART 2: STATEMENT OF REQUIREMENTS

Name of Bidder:

Bidder's Reference Number: CBTD 34-25

List of Goods and Services and Price Schedule

Currency of Bid: US\$

Item No¹	Description of Goods and services	Quantity²	Unit Price³	Total Price⁴
			[to be provided by the Bidder]	[to be provided by the Bidder]
1.	Financing, Supply, installation and commissioning of a 40kVA solar PV plant for Chitungwiza Exchange	1		
2.	Financing, Supply, installation and commissioning of a 40kVA solar PV plant for Hatfield Exchange	1		
3.	Financing, Supply, installation and commissioning of a 40kVA solar PV plant for Glenview Exchange	1		
4.	Financing, Supply, installation and commissioning of a 20kVA solar PV plant for TelOne Center for Learning (TCFL)	1		
	Total			
	Bidder must state the repayment structure including payment period. The payment structure must be clearly stated indicating in absolute amounts the Total Amount to be Repaid is USD, Payment Period: [e.g., 6 months, 12 months, 24 months, etc.], Repayment Frequency: [e.g. monthly, quarterly, etc.], and Repayment Amount in USD per Period."			

TELONE RESERVES THE RIGHT TO REDUCE/INCREASE QUANTITIES

1. PLEASE STATE IF THE PRICE INCLUDES OR EXCLUDES VAT. UNLESS OTHERWISE STATED PRICES WILL BE TAKEN TO INCLUDE VAT

2. BIDDERS SHOULD STATE PAYMENT TERMS

Annex C

Delivery Schedule

Name of Bidder:

Bidder's Reference Number: CBTD 34-25

{Note to Bidders: If the delivery period offered, or any other details, differ from the requirements below, this should be stated in your tender}.

Item No	Description of Goods	Qty	Delivery Date Required by Procuring Entity and applicable INCOTERM	Bidder's offered Delivery period
			<i>[Completed by Procuring Entity]</i>	<i>{to be provided by the Bidder}</i>
1	Financing, Supply, installation and commissioning of a 40kVA solar PV plant for Chitungwiza Exchange	1	8 weeks	
2	Financing, Supply, installation and commissioning of a 40kVA solar PV plant for Hatfield Exchange	1	8 weeks	
3	Financing, Supply, installation and commissioning of a 40kVA solar PV plant for Glenview Exchange	1	8 weeks	
4	Financing, Supply, installation and commissioning of a 20kVA solar PV plant for TelOne Center for Learning (TCFL)	1	8 weeks	

The delivery period required is measured from the date of the signing of the Contract between the Procuring Entity and the Bidder.

Annex D

Technical Specification and Compliance Sheet

Name of Bidder:

PV SYSTEM TECHNICAL SPECIFICATIONS

A	B	C
<i>Item No</i>	<i>Item description and full technical Specification required (including applicable standards)</i>	<i>{Confirm full specification of items offered by Bidder <u>and</u> compliance of items to detail in column b}</i>
1.0	PV SOLAR MODULES	
i.	The solar PV modules maximum power rating shall be at least 620W _p at STC	
ii.	The PV Modules shall be clearly labelled and permanently marked with a data plate containing the following information: a) manufacturer's name, type/model number, b) the watt-peak power rating at STC (W _p) c) open circuit voltage (V _{oc}) d) short circuit current (I _{sc}) e) voltage at maximum power point (V _{mp}) f) current at maximum power point (I _{mp}) g) tolerance and temperature coefficient, h) cell and module efficiency i) country of manufacture, j) certifications, e.g.: UL Listing, IEC 61215, ISO certification, k) fool-proof +ve/-ve connectors	
iii.	The total solar pv system capacity shall be at least 40kWp for Chitungwiza, Hatfield and Glenview and 20kWp for TelOne Centre for Learning	
iv.	The supplied PV modules shall have a 25 year linear power warranty	
v.	Cell type shall be Mono-crystalline only	
vi.	Solar PV module efficiency shall be at least 22%	
vii.	The PV modules shall use multi-busbar cell technology for improved efficiency	
viii.	The bidder shall provide means of securing panels to avoid theft and vandalism on rooftop/ ground mount depending on site configuration	
2	LITHIUM ION BATTERY	

**BIDDING DDOCUMENT FOR THE SUPPLY, INSTALLATION AND COMMISSIONING OF HYBRID SOLAR
POWER PLANTS FOR TELONE EXCHANGES PROCUREMENT REFERENCE NO: CBTD 34-25**

A	B	C
Item No	Item description and full technical Specification required (including applicable standards)	{Confirm full specification of items offered by Bidder and compliance of items to detail in column b}
i.	Battery technology shall be Lithium ion battery module that supports over 4500 cycles at a recommended 90% DoD	
ii.	The battery sets shall be offered at nominal 48V, 100Ah capacity.	
iii.	The battery capacity shall be 96 kWh for Chitungwiza, Hatfield and Glenview and 48 kWh for TelOne Centre for Learning	
iv.	The battery shall have 5 LED to represent state of charge from 20% to 100%.	
v.	Battery shall support parallel scalability of up to 32 batteries in parallel	
vi.	The bidder shall provide warranty period of at least 10 years for the battery subsystem	
vii.	Battery shall be mounted on a lockable battery cabinet	
3	HYBRID INVERTER	
i.	The inverter shall be a three phase hybrid pure sine wave Sunsynk inverter	
ii.	The inverter shall have a 48V DC power output source	
iii.	The inverter shall be able to communicate with the battery's BMS	
iv.	The inverter shall be of environmental protection rating IP65	
v.	The inverter shall have surge protection level of type II (DC) as well as Type II (AC)	
vi.	The Rated UPS Power shall be 40kW for Chitungwiza, Hatfield and Glenview and 20kW for TelOne Centre for Learning	
vii.	Inverter Output Frequency and Voltage shall be 50Hz; 400V _{ac} (L-L)	
viii.	The inverter shall have PV Input Lightning Protection, PV String Input Reverse Polarity Protection, Insulation Resistor Detection, Residual Current Monitoring Unit, Output Over Current Protection and Output Shorted Protection.	
4	SYSTEM PROTECTION	
i.	The system shall provide adequate earthing as well as protection against lightning strikes	
ii.	The system shall also provide protection from power surges via the installation of appropriately sized three phase AC and DC SPDs	
iii.	The system shall provide rigid support structures for PV arrays for both ground and roof mount depending on space availability	

**BIDDING DDOCUMENT FOR THE SUPPLY, INSTALLATION AND COMMISSIONING OF HYBRID SOLAR
POWER PLANTS FOR TELONE EXCHANGES PROCUREMENT REFERENCE NO: CBTD 34-25**

A	B	C
Item No	Item description and full technical Specification required (including applicable standards)	{Confirm full specification of items offered by Bidder <u>and</u> compliance of items to detail in column b}
iv.	There shall be at least 2 lightning arrestors installed in the array area per site.	
5.	INSTALLATION WORK AND MODULE MOUNTING STRUCTURE	
v.	The mounting structure shall have to be designed by the Contractor after site verification. Structure shall be made of aluminum and shall be designed for simple mechanical and electrical installation. Anti-theft Nut & Bolts must be used for mounting of the SPV modules.	
vi.	Ground mounting structure shall be required for Chitungwiza and Glenview Exchange with Hatfield and TelOne Centre for learning requiring roof mounted structure.	
6.	HANDBOOKS/INFORMATION, OPERATION AND MAINTENANCE	
i.	The bidder shall provide datasheets for all system components including but not limited to the installed Solar PV modules, batteries, inverters, solar charge controllers etc.	
7.	PRODUCT WARRANTY, MAITENANCE SPARE PARTS & REMOTE MONITORING	
i.	All system components shall have a minimal of 12 month warranty	
ii.	The bidder shall provide any other installation material that forms part of the Balance of System.	
iii.	The installed system shall be integrated to the existing Sunsynk remote monitoring platform.	
8.	Supplier Financing	
i.	Supplier shall indicate compliance to participate in a turn-key vendor financing arrangement where the Supplier procures, installs and commissions the solar power plants with TelOne making payment after commissioning. The supplier shall finance for the solar power plant deployment with no down-payment from TelOne.	
ii.	TelOne shall start making payment once the site has been commissioned. TelOne will pay back in 6 monthly instalments following commissioning of each site. Suppliers are welcome to offer their best economically advantageous financing proposals to TelOne.	

The detailed technical evaluation will examine the technical specification of the items offered in column C and determine whether this meets the minimum specification in

column B. Bidders must complete column C or their tender will be rejected. **Bidders are required to include technical literature to positively support the details provided in column C.**

Declaration by the Accounting Officer

I declare that the procurement is based on neutral and fair technical requirements and bidder qualifications.

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Annex E

Bid securing declaration

{The Bidder must fill in this Form in accordance with the instructions indicated, where it has been stated in the Bidding Procedures that a Bid-Securing Declaration is a requirement of bidding}. Procurement Reference number: CBTD 34-25

Date:[date (in day, month and year format)]

Bidder's Reference Number:

To: {full name of Procuring Entity}

We, the undersigned, declare that:

We understand that, according to the terms and conditions of your bidding documents, bids must be supported by a Bid-Securing Declaration.

We accept that we may be debarred from bidding for any framework agreement with a Procuring Entity in Zimbabwe for a period of time, if we are in breach of our obligation(s) under the bidding conditions, because:

- a. we have withdrawn our Bid during the period of Bid validity; or
- b. having been notified of the acceptance of our Bid by the Procuring Entity during the period of bid validity, we fail or refuse to execute the framework agreement.

We understand this Bid Securing Declaration will expire if we are not the successful Bidder, either when we receive your notification to us of the name of the successful Bidder, or twenty-eight days after the expiration of our Bid, whichever is the earlier.

Signed	Name:
In	Date:(DD/MM/YY)
capacity	
of:	
Duly authorised for and on behalf of:	
Company	
Address:	
.....	
Corporate Seal (where appropriate)	

{Note: In case of a Joint Venture, the Bid Securing Declaration must be in the name of all the partners to the Joint Venture that submits the Bid.