







Pre-bidding conference

Construction of 14 biomass based heating systems in conjunction with solar collectors for domestic hot water (3 Lots)

ITB18/01738 April 27, 2018, 10:00

Le Roi International Business Center, 29 Sfatul Tarii str., 3rd floor, of. 305, Chisinau

Participants		
4 representatives of 4 companies attended the meeting		
UNDP Moldova		
1. Ecaterina Meaun	MEBP Procurement Officer	
2. Vitalie Vieru	MEBP Engineer	
3. Liliana Caterov	UNDP Procurement Associate	
4. Olga Vrajmas	MEBP Project Assistant	

Background:

On April 24, 2018 UNDP Moldova issued an Invitation to Bid for the Construction of 14 biomass heating systems and solar collectors for domestic hot water (3 Lots) in villages of Moldova. The purpose of the Pre-bidding Conference is to clarify some aspects related to the procurement procedures as well as various technical aspects of the requirements.

The deadline for submission of bids is May 14, 2018, 04.00 PM, local time. Bids can only be submitted using the UNDP's e-tendering platform. Bidders should follow the instructions for Bidders published on tender's website.

The bids will be opened on May 14, 2018, 04:00 PM, in the presence of Bidders who choose to attend the bid opening.

According to the solicitation documents the Bidders shall submit their bids for the construction of 14 biomass heating systems, grouped in 3 Lots. At some locations, the heating plants shall be connected with solar collectors for domestic hot water.

The meeting was conducted in 5 sessions:

- 1. General presentation of the ITB requirements
- 2. Presentation of technical requirements/ Demonstration of BOQ completion
- 3. Demonstration of e-tendering bid submission module
- 4. Questions and answers
- 5. Site visits schedule:

1. General presentation of the ITB requirements

The following key aspects of the Data Sheet and the Schedule of Requirements were highlighted in particular:

- All attached documents are important and should be analyzed properly, fulfilled and submitted.
- Bid validity period is 90 days.
- The evaluation of bids shall be conducted separately for each LOT, in accordance with Bid Evaluation Criteria for each LOT. Bidders applying for more Lots shall be additionally evaluated against Evaluation Criteria for Bidders applying for more Lots listed in the Data Sheet.
- Bidders are required to submit Bid Security in the amount of 5,100 USD per each of the LOTs 1 and 3 and 4,100 USD per LOT 2 following the template included in the ITB (Form G: Form of Bid Security).
- Offers should be presented in US Dollars, exclusive of VAT and other taxes.
- Concerning advanced Payment upon signing of contract, it is allowed at up to a maximum of 20% of contract value.
- Deadline for submitting requests for clarifications/questions is 7 days before the submission deadline.
- Focal person in UNDP is Mrs. Ecaterina Meaun, MEBP Procurement Officer, which can be reached at the e-mail address: ecaterina.meaun@undp.org.
- The selected contractor(s) will be required to provide a Performance Security in an amount of USD 25,300 per each of the LOTs 1 and 3; USD 20,300 per LOT 2 (template included in the ITB document Form H: Form for Performance Security).
- Maximum expected duration of contract is 15.11.2018. The duration of the contract will not be extended, thus bidders are encouraged to estimate their costs considering the set deadline.
- Bidders have the possibility to apply for one single LOT, or several LOTs, depending on their technical
 and financial capacity and their readiness to meet the specified deadlines. One Bidder may be awarded
 a contract for one or more LOTs, pursuant to Award Criteria stipulated under Section 4. Evaluation
 Criteria.
- The following documents should be also submitted:
 - Company profile which should not exceed fifteen (15) pages;
 - Printed brochures and product catalogues relevant to the boilers being procured (no limits for uploading this kind of materials);
 - Tax registration/Payment Certificate issued by Internal Revenue Authority;
 - Certificate of Registration of the business;
 - Valid Licenses for relevant construction works;
 - Official Letter of Appointment as local representative, if Bidder is submitting a Bid in behalf of an entity located outside the country;
 - Latest Financial Statements (Income Statement and Balance Sheet) for the past 2 years;
- Statement of Satisfactory Performance from Top 3 Clients in terms of Contract Value in the past 3 years; This requirement will be amended as follow: Statement of Satisfactory Performance from Top 3 Clients in terms of Contract Value in the past 5 (five) years; The Statement of Satisfactory Performance from the Final Beneficiaries will be considered as well.
 - Manufacturer Authorizations for offered boilers and solar collectors;
 - EN 303-5 boiler compliance certificates;
 - CE, EN 12975-1 compliance certificates for solar collectors;
 - Solar Keymark certificates for solar collectors;
 - Quality Certificates (e.g. ISO, etc.) and/or other similar certificates, accreditations, awards and citations received by the Bidder may be Submitted to Establish Eligibility.
- Bidders must have a minimum of 3 years experience. <u>This requirement will be amended as follow</u>:
 Minimum 5 (five) years of relevant experience.
- Similar construction sites undertaken within the past 3 years:
 - For 1 LOT: minimum 4 boiler plants installed over the past 3 years
 - For 2 LOTs: minimum 8 boilers plants installed over the past 3 years
 - For 3 LOTs: minimum 12 boilers plants installed over the past 3 years

This requirement will be amended as follow:

Similar construction sites undertaken within the past 5 (five) years:

- For 1 LOT: minimum 4 boiler plants installed over the past 5 (five) years
- For 2 LOTs: minimum 8 boilers plants installed over the past 5 (five) years

For 3 LOTs: minimum 12 boilers plants installed over the past 5 (five) years

(Only boiler plants with boiler capacities higher than 50 kw shall be considered).

- Bidder must demonstrate the current soundness of its financial standing and indicate its prospective long-term profitability. Financial Standing states for a minimum average annual turnover of USD 400,000.00 for the last 3 years for each Lot:
 - 400,000 USD for 1 LOT
 - 800,000 USD for 2 LOTs
 - 1.2 M USD for 3 LOTs
- Sufficient human resources capability to qualitatively and timely execute the works with special emphasis on the following key personnel:
 - a) Manager/Team Leader;
 - b) Construction Foreman;
 - c) Electric engineer;
 - d) Heating installations/heating systems engineers;
 - e) Automation Engineer;

Manager/Team Leader with maximum 5 years of experience in leading construction (works) projects; The Bidder will present the CVs of the whole team, signed by each employee, demonstrating their willingness to be part of the team.

• Contracts shall be awarded to the <u>lowest life cycle cost</u> of the technically qualified and responsive Bids under each LOT.

Note: Bidders must submit the original Bid Securities by the tender's deadline to the UNDP Moldova Country Office at 131, 31 August 1989 Street, MD-2012 Chisinau, Moldova, or to bring at the bid opening. A scanned copy of the bid securities must be uploaded with the bid on the e-tendering platform.

2. Presentation of technical requirements/ Demonstration of BOQ completion

Presentation of technical requirements

- There a 2 required key deliverables:
 - I. Accomplishment of all construction works, supply and installation of all equipment within 120 calendar days from Contract signature
 - II. Final Commissioning of works within 150 calendar days from contract signature, including delivery and installation of the equipment, testing, putting into operation, commissioning and training of operators.
- The list of sites with items to be supplied and contact data can be found within Section 5a.
- As a minimum condition, all the boilers installed within the contract will be operating with biomass pellets made of agricultural wastes compliant with EN 14961-6:2012. The boilers should be tested and demonstrated compatibility with biofuel that meets specific characteristics as of Table 1, Section 5a.
- Occasionally in the technical design documents, may be mentioned a specific mark or model of
 equipment. Nonetheless, in any such case Bidders may offer a substitute product that is technically equal
 to the specified product, meeting all its salient physical, functional and performance characteristics. In
 particular, the boilers must comply with the minimum specifications indicated in the Schedule of
 Requirements and in the BOOs;
- The emissions levels as well as the boiler efficiency and heat output values shall be determined based on type E biofuel as specified in Table 6 and Table 7 of the EN 303-5:2012.
- The offered boilers may be of a different size than the size specified in the designs, however Bidders must present a scheme illustrating the boiler mounting outlining all the key dimensions taking into account all the auxiliary equipment in the boiler plant, in order to demonstrate that their mounting solution is conforming to the local normative exigencies;
- Boiler plant shall be equipped with fire protection solution in accordance with applicable local legislation and norms. More detailed requirements for fire-fighting equipment are presented in the design documents.
- The service and maintenance works shall include:
 - Planned on-site maintenance when putting into operation of the heating systems upon commencement of the heating season.

- Planned on-site maintenance works within 3 weeks after the end of the heating season.
- Unplanned maintenance and repair works –at minimum one unplanned on-site emergency service and maintenance visit shall be included annually in the Contract, in total 3 visits during 3 years.
- On-call technical assistance (telephone support) on the operation of the heating system during normal working hours (08:00 17:00). The Contractor should provide free of charge phone number to the beneficiary.

Demonstration of BOQ completion

A demonstration of how to complete the BOQs was given with the following aspects being highlighted in particular:

- BOQs must be presented only in the form of the excel files attached to the bidding documents that contain all the formulas for the calculation of total offers. Bidders must only fill-in the unit prices in the excel files, all other fields are locked for editing. This measure is meant to streamline the evaluation and comparison of offers thus, any modification or intentional unlocking of BOQs is prohibited. Any attempt to modify the file structure may lead to the rejection of the bid.
- Original excel files with unit prices inserted must be uploaded in the e-tendering module along with the bid.
- In order to calculate the Life-Cycle Cost, bidders must specify the boiler efficiency rate in the Boiler sheet of each site BOQ, along with all the specifications of the boiler as provided by the boiler manufacturer (the next example is provided for illustration purposes):

THE NEXT IMAGES ARE PROVIDED FOR <u>ILLUSTRATION PURPOSES ONLY</u> AND ARE BASED ON A PREVIOUS COMPETITION. ACTUAL NAMES OF SITES, NUMBER OF LOTS SITE NUMBER AND OTHER SITE INFORMATION MAY DIFFER, BUT THE WORKING PRINCIPLES AND APPROACH IN SUBMISSION OF THE BID IS SIMILAR TO THOSE SHOWN BELOW.

Lot	1	C PROPERTY OF STREET		ATT SEASON		
Site:	1	Installation of biomass hea	ting system in the gymnasium of the v	nnage		
oller r	ninimum s	pecifications				les .
Nα	Item	Required Specification	Proposed specification	Quantity	Unit Price	Total, USD (col.5 x col.)
1	2	3	4	5	6	7
		Boiler brand and model:	ABC			
		Fuel type: agro-pellets type E, EN 14961-6 (as specified in Schedule of Requirements) *	Agro-pellets type E, EN 14961-6			
		Emissions limits: EN 303-5:2012 Class 3	Class 3			
		Q= 150 kW**	350 000			
	Boiler	Efficiency: minimum 80% ****	80.0%			
		Allowed operating pressure: ≥1,5 bar	Z Der			
		Maximal allowable working temp: ≥85 °C	90			
		Power suply: 230V/50Hz	230V/50Hz			
1		Warranty on all moving/active components: 3 years		2.00	.00 500.00	1,000.00
		Warranty on all non-moving/passive components: 5 years	19 Ws			
		Burner cleaning mechanism: automatic burner cleaning system by mechanical means	Rotative type burner cleaning mechanism			
		Boiler flue duct diameter***: 380 mm	380 mm			
		Fuel bunker capacity: 850 I 850 I				
		Boilers' mounting scheme in the boiler plant is in compliance with local normative exigencies*****	Mounting scheme attached			
tal C	ost withou	it VAT:		- 0		1,000.0

Lot:	Installation of biomass heating system village	in the gyr	nnasium of the
Consolida	ated Site Price Schedule		Estimated amount in USD, without VAT
Cost com	ponent / Section		
1	Territory Arrangement		1,000.00
2	Thermomechanics		1,000.00
3	Solar collector system for domestic hot water		-
4	Heating and Ventilation		1,000.00
5	General Construction Works		1,000.00
6	Electricity and Lighting		1,000.00
7	Automation and control system		1,000.00
8	Water supply and sewarage		1,000.00
9	Fire safety system		1,000.00
10	Fuel supply system		-
11	Comissioning		1,000.00
12	Service and Maintenance works for 3-years of operation		1,000.00
	Total Price of Works		10,000.00
No	Parameter	Unit	Value
1	Annual heat consumption	MWh	578.33
2	Boiler efficiency at nominal output	per cent	80.00%
3	Annual Fuel demand	MWh	722.91
4	Net calorific value of the test fuel	MJ/ton	15,000.00
5	Net calorific value of the test fuel	MWh/ton	4.17
6	Annual Fuel consumption	tons	173.50
7	Estimated Fuel price	USD/ton	110.00
8	Annual fuel cost	USD	19,084.87
9	Discount rate	percent	10%
10	Expected lifetime of the boiler PV of fuel costs	year	10
11		USD	117.268
	Life-Cycle Cost (Price of Works + PV of fuel costs)	USD	127,268.29

The next step is to fill in the Lot Price Schedule as per FORM F: Price Schedule Form

Name of Bidder:	[Insert Name of Bidder]	Date:	Select date
ITB reference:	[Insert ITB Reference Number]		

- The Bidder is required to prepare the Price Schedule following the below format. The Price Schedule must include a detailed cost breakdown of all goods and related services to be provided. Separate figures must be provided for each functional grouping or category, if any.
- Any estimates for cost-reimbursable items, such as travel of experts and out-of-pocket expenses, should be listed separately.

Currency of the Bid: USD

Price Schedule

	Lot Price Schedule	Estimated cost of works (USD)	Life Cycle Cost(USD)
	LOT 1		
1.1	Installation of biomass heating system in the Liceum of the village	10,000.00	127,268.2
1.2	Installation of biomass heating system with solar collectors for domestic hot water in the kindergarten of the village		
1.3	Installation of biomass heating system in the gimnazium of the village		
	TOTAL LOT 1		

3. <u>Demonstration of e-tendering bid submission module</u>

A demonstration of e-tendering bid submission module was given. Bidders were advised to follow the guidelines in the <u>eTendering Instructions Manual for Bidders</u> published on the tender's website.

A particular attention was given on how to specify the <u>price</u> when submitting the bid as shown in the next pages:

I) Bidders should first complete the LOT Price Schedule as per FORM F: Price Schedule Form (the next example is provided for illustration purposes):

Name of Bidder:	[Insert Name of Bidder]	Date:	Select date
ITB reference:	[Insert ITB Reference Number]		

The Bidder is required to prepare the Price Schedule following the below format. The Price Schedule must include a detailed cost breakdown of all goods and related services to be provided. Separate figures must be provided for each functional grouping or category, if any.

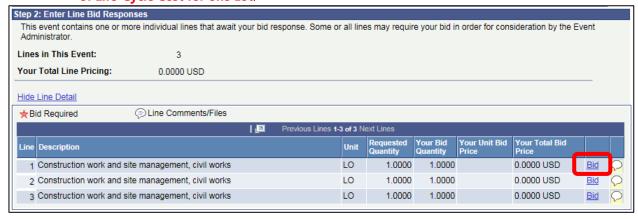
Any estimates for cost-reimbursable items, such as travel of experts and out-of-pocket expenses, should be listed separately.

Currency of the Bid: USD

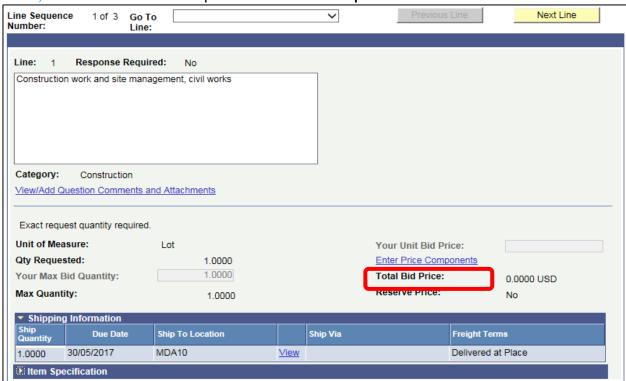
Price Schedule

	Lot Price Schedule	Estimated cost of works (USD)	Life Cycle Cost (USD)
	LOT 1		
1.1	Installation of biomass heating system in the Liceum of the village	10,000.00	127,268.29
1.2	Installation of biomass heating system with solar collectors for domestic hot water in the kindergarten of the village	10,000.00	97,436.69
1.3	Installation of biomass heating system in the gimnazium of the village	10,000.00	103,182.20
	TOTAL LOT 1	30,000.00	328,182.20

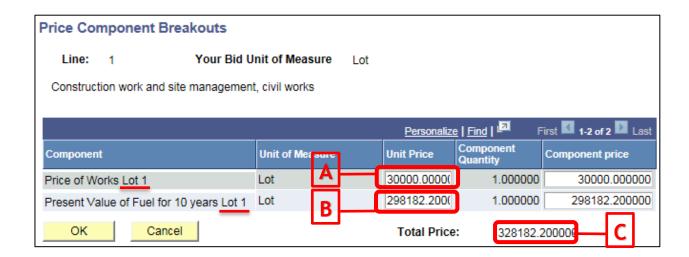
II) Access the eTendering module and after registering and opening the bid event in the system, press the **Bid** button under the <u>Step 2: Enter Line Bid Responses</u>, where **each line represents the amount of Life-Cycle Cost for one Lot**.



In the next window press Enter Price Components:



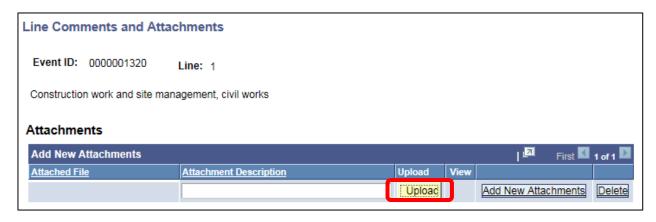
IV) In the next window introduce the **Total Price of Works (A)** in Line 1 as specified in the <u>Lot Price Schedule</u> and the **Present Value of Fuel for 10 years (B)** in Line 2, then press OK button. The Present Value of Fuel shall be calculated by subtracting the Total Price of Works (A) from the **Total Life-Cycle Cost for the Lot (C)**. Bidders must pay attention to the specification of Lot in the Component item description.

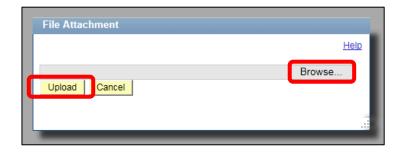


V) In the line details window access the View/Add Question Comments and Attachments.



VI) In the <u>Line Comments and Attachments</u> window press the **Upload** button. In the pop-up window press the **Browse** button and select the <u>Lot Price Schedule file</u> from the computer, then hit the **Upload** button.

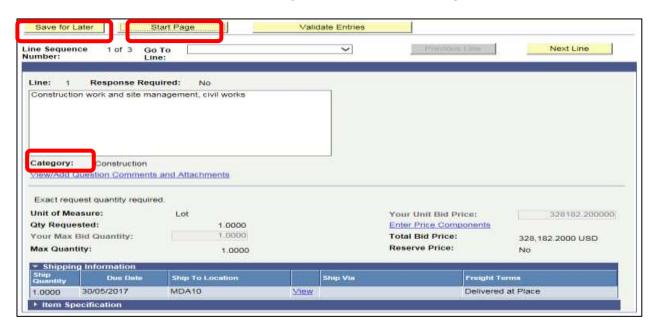




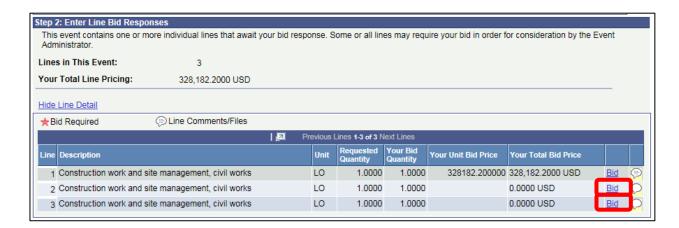
vII) after uploading the Lot Price Schedule file, add the <u>BOQ spreadsheet files</u> for all the sites under the respective Lot by pressing the **Add New Attachments** button and upload procedure described in the previous step. Once finished, press OK.



VIII) Press **Save for Later** to save the progress then press the **Start Page** button.



IX) From the <u>Start Page</u>, continue the steps described above to upload the price schedules for the next Lots:



THIS IS NOT A COMPLETE GUIDE ON THE SUBMISSION OF THE BID. THIS SECTION ONLY COVERS THE KEY ASPECTS CONCERNING THE WAY TO SPECIFY THE PRICE OF WORKS AND THE LIFE-CYCLE COST IN THE BID. FOR MORE DETAILS ON THE BID SUBMISSION, BIDDERS SHOULD FOLLOW THE INSTRUCTIONS PUBLISHED ON THE TENDER'S WEBPAGE:

http://www.undp.md/tenders//tnddetails2/1555/

4. Questions and answers:

Question 1: Is the payment for Bid Security accepted in MDL?

Answer: The currency of required bid security is United States Dollar, however MDL equivalent is also accepted (if it is equal or above the required amount). The equivalent is calculated at the UN operational rate of exchange made public at https://treasury.un.org/operationalrates/OperationalRates.php. Thus, in order to calculate the equivalent in other currency than US dollars, the bidder are encourage to check the above link first.

Question 2: Could we bring/present the offers physically in a sealed envelope at the Country Office?

Answer: The offers can ONLY be submitted electronically through on-line bidding in e-tendering module by following the link https://etendering.partneragencies.org.

Detailed instructions on how to submit, modify or cancel a bid in the eTendering system, as well as how to register, are provided in the public announcement (please, follow the link http://www.undp.md/tenders/tnddetails2/1555/) and in the e-Tendering system Bidder User Guide and Instructional videos available on this link: http://www.undp.org/content/undp/en/home/operations/procurement/busine ss/procurement-notices/resources/.

It is strongly recommended to create your username with two parts, your first name and last name separately by ".", similar to this.

Username: event.guest Password: why2change

You can participate in the bid event only if you have registered in the system.

Moreover, a Bidder may withdraw, substitute or modify its Bid after it has been submitted at any time prior to the deadline for submission.

Question 3: It is known that within the last 3 years in Moldova there are no such many companies which constructed biomass based heating systems. The requirement may limit the participation of larger number of companies to this tender.

Answer: The remark will be taken into consideration and a change will be made as follow: "Minimum 5 (five) years of relevant experience". An Amendment to the ITB document has been published, together with this Minutes, amending relevant requirements towards bidders qualification.

Question 4: According to a recent Government Decision, the licenses are not mandatory anymore. What should we do in this sense, if the bidding document still require presenting a valid License?

Answer: The Governmental Decision will be taken into consideration. Thus, the presentation of the licenses will not be obligatory according to this legal document.

Question 5: Should we present recommendations from our clients only? Or beneficiaries of heating systems? For example, if the company has just one contract of construction of 19 biomass based heating systems. This means, in terms of number of installed systems, we are eligible but as it is only one client/one contract, we would have only one recommendation.

Answer: This is a very good example and remark. In this sense, we will review this issue so that the barrier for applying to bid to be solved. This requirement will be amended as follow: Statement of Satisfactory

Performance from Top 3 Clients in terms of Contract Value in the past 5 (five) years; The Statement of Satisfactory Performance from the Final Beneficiaries will be considered as well.

5. Site visits schedule:

On May 2, 2018, visit to sites within LOT 1

Time	Visited sites
10:00 AM	Lyceum of the village Sudarca, district Dondușeni.

10:20 AM	Kindergarten of the village Sudarca, district Dondușeni
11:30 AM	Gimnazium of the village Mosana, district Donduseni
00:30 PM	Gimnazium of the village Garbova, district Ocnita
03:30 PM	Kindergarten of the village Calugar, district Falesti

On May 4, 2018, visit to sites within LOT 2

Time	Visited sites
10:00 AM	Kindergarten of the village Mereni, district Anenii Noi
11:30 AM	Kindergarten of the town Cainari, district Causeni
00:30 PM	Kindergarten of the village Tanatari, district Causeni
02:30 PM	Kindergarten of the village Copceac, district Stefan Voda

• On May 7, 2018, visit to sites within LOT 3

Time	Visited sites
10:00 AM	Kindergarten of the village Lozova, district Sraseni
11:30 AM	Kindergarten of the village Carpineni, district Hancesti.
01:00 PM	Kindergarten of the village Visneovca, district Cantemir
03:00 PM	Kindergarten of the village Ghioltosu, district Cantemir
04:30 PM	Kindergarten of the village Vadul lui Isac, district Cahul

Interested companies are required to inform in advance sending an e-mail to <u>ecaterina.meaun@undp.org</u> or by phone at (+373 22) 83 99 79.