

UNDP MOLDOVA

RFP25/03147

# Implementation of HES & MDMS Platform

1+1 HA Configuration (2 Lots)

Event

**Pre-Bidding Conference**

Project

**Accelerating a Just Energy Transition  
in the Republic of Moldova**

**Negotiation number:**

**UNDP-MDA-00870**

11 December 2025

**Background:** UNDP is implementing the Smart Metering Pilot (2024–2028) with funding from the Government of Italy, in close partnership and under the leadership of the Ministry of Energy of the Republic of Moldova. The initiative aims to modernizes the national metering infrastructure, integrates advanced digital technologies, and lays the foundation for a future large-scale smart metering rollout, improving efficiency, transparency, and services for consumers in electricity sector.



# Procurement Scope

## Primary Objective

The primary scope of this procurement is to select a qualified vendor for implementation, integration, customization and commissioning of a comprehensive Head End System (HES) and Meter Data Management System (MDMS) mature commercial platform with 3+ years commercial availability, 3+ deployment with over 100,000 meters per deployment to support the operationalization of the smart metering infrastructure currently deployed under the UNDP “Accelerating a Just Energy Transition in the Republic of Moldova” Programme.



### Implementation

Deployment of core software infrastructure.



### Integration

Seamless connectivity with existing DSO systems.



### Customization

Tailoring to specific business processes of each DSO.



### Commissioning

Full testing, UAT, and operational handover.

# RfP Structure: Instructions to Bidders

## SECTION 1

### Letter of Invitation

Overview of the procurement. Lists all sections of the RfP and key documents to review.

## SECTION 2

### Instructions to Proposers

General requirements, eligibility criteria, scope of work, supplier code of conduct, and conflict of interest rules.

## SECTION 3

### Data Sheet

Key information: deadline for submission, proposal validity period, and other critical dates and requirements.

## SECTION 4

### Evaluation Criteria

How your proposal will be evaluated: technical quality, financial offer, experience, and other scoring criteria.

## SECTION 5

### Terms of Reference

Detailed technical specifications, requirements, deliverables, and scope of services for both LOT 1 (PED) and LOT 2 (RED-NORD).

## SECTION 6

### Conditions of Contract & Contract Forms

Legal terms, payment conditions, liability, insurance, and other contractual obligations.

## SECTION 7

### Proposal Forms

**Required forms (A–L):** Proposal confirmation, checklist, technical proposal, CV of key personnel, financial proposal, and security declaration.

## SUBMISSION

### How to Submit

Submit via Quantum NextGenERP supplier portal. Register at [supplier.quantum.partneragencies.org](https://supplier.quantum.partneragencies.org). Contact [sc.md@undp.org](mailto:sc.md@undp.org) for support.

**Important:** Read all sections carefully. Ensure your proposal includes all required forms and meets all eligibility criteria. Submit well before the deadline. Non-compliant proposals may be rejected.

# Lots Overview

## LOT 1



Premier Energy Distribution

Capacity

**55,000**

Metering Points

 Technical Specs: Annex 1

## LOT 2



RED-Nord

Capacity

**45,000**

Metering Points

 Technical Specs: Annex 2

### Multi-Lot Bidding Requirement



For Bidders applying for both Lots — demonstrated experience with concurrent/parallel Implementations of similar scope and complexity is required.

# Technical Specifications Reference

All technical specifications are strictly defined in the following Annexes:



## Annex 1

Lot 1: PED



## Annex 2

Lot 2: RED-Nord



Includes detailed Business Processes for each DSO attached to tender (Annex 1.1. and 2.1.)

# Deliverables Structure – LOT 1 - PED

Timeline Month 1	<b>D1.1 AS-IS Analysis Report</b> <ul style="list-style-type: none"><li>• Current State Analysis</li><li>• Gap Identification</li><li>• Draft Requirements</li></ul>
Timeline Month 2	<b>D1.2 TO-BE Design Report</b> <ul style="list-style-type: none"><li>• Solution Architecture</li><li>• Integration Specs</li><li>• Final Requirements</li></ul>
Timeline Months 3-6	<b>D2 Configured System</b> <ul style="list-style-type: none"><li>• Base Configuration</li><li>• Customization &amp; Integration</li><li>• Data Migration</li></ul>
Timeline Months 7-8	<b>D3 Testing &amp; Validation</b> <ul style="list-style-type: none"><li>• Unit/Integration/Performance Testing</li><li>• UAT Sign-off</li><li>• Security Testing</li></ul>
Timeline Months 9-10	<b>D4 Operational System</b> <ul style="list-style-type: none"><li>• Pilot (1,000 meters)</li><li>• Full Rollout</li><li>• Commissioning by 31.12.2026 *IP Transfer</li></ul>
Timeline Months 11-22	<b>D5 Support Framework</b> <ul style="list-style-type: none"><li>• 12 Months Post-Commissioning Support</li><li>• SLA-based Maintenance</li></ul>

# Deliverables Structure – LOT 2 RED

Timeline <b>Months 1-3</b>	<b>D1 Inception &amp; Design</b> <ul style="list-style-type: none"><li>• Solution Architecture</li><li>• Integration Specs</li><li>• Final Requirements</li></ul>
Timeline <b>Months 4-8</b>	<b>D2 Configured System</b> <ul style="list-style-type: none"><li>• Base Configuration</li><li>• Customization &amp; Integration</li><li>• Data Migration</li></ul>
Timeline <b>Months 9-10</b>	<b>D3 Testing &amp; Validation</b> <ul style="list-style-type: none"><li>• Unit/Integration/Performance Testing</li><li>• UAT Sign-off</li><li>• Security Testing</li></ul>
Timeline <b>Months 11-12</b>	<b>D4 Operational System</b> <ul style="list-style-type: none"><li>• Pilot (1,000 meters)</li><li>• Full Rollout</li><li>• Commissioning</li><li>• IP Transfer</li></ul>
Timeline <b>Months 13-24</b>	<b>D5 Support Framework</b> <ul style="list-style-type: none"><li>• 12 Months Post-Commissioning Support</li><li>• SLA-based Maintenance</li></ul>



# Mandatory Company Qualifications



## 5+ Years

### HES/MDMS Experience

Development & implementation of HES/MDMS in 1+1 configuration.



## 3 Projects

### Completed Deployments

Relevant complexity, >100,000 meters each, 1+1 configuration (last 5 years).



## \$730k

### Annual Turnover

Minimum annual turnover (2022-2024).  
Applying for BOTH Lots: \$1.45M



## ≥ 1.0

### Liquidity Ratio

Current Assets / Current Liabilities (avg. last 3 years).



## Clean

### Performance History

No non-performing contracts or consistent litigation history (last 3 years).



## Valid

### Legal Status

Legally registered, no bankruptcy, not on UN Ineligibility List.

# Mandatory Key Personnel composition (9 key minimum staff to be proposed)

## Management & Analysis



Project Manager / Team Leader



Business Analyst



Data Architect



Training & Documentation Expert

## Technical Implementation



Software Developer

2 Experts Required



Database & Integration Expert



Quality Assurance / Tester



DevOps Engineer



### Multi-Lot Bidding Requirement

In the case the bidder applies for both lots, separate teams with distinct qualifications and experience must be provided for each lot. In case team member (except Team Leader) is not fully engaged in one LOT, he/she can be suggested as key personnel in the other LOT with full justification (workload weight) and a Gantt chart of engagement shall be provided. Scope: to address overlaps in assignments.

# Evaluation Methodology – for information

Pass / Fail

## Preliminary Examination

- Completeness of Proposal
- Acceptance of UNDP General Conditions
- Proposal Validity
- **Proposal Security** (Form L)
- Appropriate Signatures
- Power of Attorney (if applicable)

## Technical Evaluation

- Expertise of Firm
- Methodology & Approach
- Key Personnel Qualifications

Weight

**70%**

## Financial Evaluation

- Opened ONLY if Technical Score is reached

Weight

**30%**

# Submission Rules in Quantum Portal

Negotiation ID



**UNDP-MDA-00870**

Search and subscribe to this ID immediately to receive all updates and clarifications.

Submission Deadline



**15 January**

System automatically rejects late submissions. Time zone is EST/EDT (New York).

File Organization



**Separate Files**

Technical and Financial proposals must be uploaded as distinct, separate files.

Critical Compliance



**NO Financials in Technical**

The Technical Proposal must NOT contain any price information. Violation leads to disqualification.

# Required Submission Documents: **SECTION 7: PROPOSAL FORMS** from the solicitation

## Administrative & Technical Forms

**A-E** **Administrative Forms**  
Proposal Confirmation, Checklist, Submission, Info, JV Info

**G** **Technical Proposal Format**  
Incl. Methodology, Approach, Implementation Plan

**H-I** **Personnel Documents**  
CVs & Statements of Exclusivity (Signed)

## Supporting Technical Documents

**Doc** **Company Profile**  
Max 15 pages, list of relevant institutions

**Doc** **Offer Compliance Matrix**  
Annex 3 (Lot 1) / Annex 4 (Lot 2) - Separate per Lot

**Doc** **Warranty Statement post commissioning**  
Min. 12 months, free of charge

**Doc** **Operational Continuity Declaration**  
Min. 5 years support (EOS/EOL) commitment

## Financial Proposal (Separate File)

**J-K** **Financial Proposal**  
Submission Form & Format (Separate for each Lot)

**L** **Proposal Security**  
Bank Guarantee (Original within 10 days after deadline)

## Qualification Documents

**Doc** **Financial Statements**  
Audited (2022-2024), Income & Balance Sheets

**Doc** **Performance Statements**  
Top 3 Clients (last 5 years)

**Doc** **Certificates**  
Business Reg, Tax Payment, ISO 9001, Environmental

# Proposal Security

Required Amount

**\$10,000**

For Bidders applying for BOTH LOTS

**\$5,000**

For Bidders applying for SINGLE LOT

## Submission Process

1. **Copy:** Upload to Quantum system with online bid.
2. **Original:** Must be physically received by UNDP within **10 calendar days** after deadline.

## DELIVERY ADDRESS:

UNDP Moldova  
#131, 31 August 1989 Street,  
MD-2012, Chisinau, Republic of Moldova  
Mark: "Bid Security - RFP25/03147"

## Validity

Must be valid for **30 days** after the final date of validity of bids.

# Clarifications Process & Closing



**Written Submission: UNDP-MDA-00870**

**All requests for clarification must be submitted in writing via the messaging functionality in the Quantum portal.**

**In case you face technical issues with registration, kindly address an inquire to: [sc.md@undp.org](mailto:sc.md@undp.org)**

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## Thank You

We look forward to receiving your proposals.

**“Accelerating a Just Energy Transition Program”**