

Request for Proposal (RFP) No.: RFPMS#22-039

Call for Innovative Partnerships: Innovative and sustainable energy-related solutions for displacement settings in Sofala Province, Mozambique

BID BULLETIN

In reference to the Request for Proposal 22-039 issued last 06 January 2023 via UNGM, IOM Website, and IOM email **Call for Innovative Partnerships: Innovative and sustainable energy-related solutions for displacement settings in Sofala Province, Mozambique**. This addendum No. 001 is to update and modify information provided in the Request for Proposal.

A. On RFP Information

1. Section 3, Article 27 (page 18/53 of the RFP) is replaced in its entirety by the following:

Deadline for Submission of Proposals: 05 February 2023, 11:59 PM (Central European Time)

2. Section 4 (Eligibility Criteria, Proposer belongs to the private sector, including (social) enterprise/business) (page 20/53 of the RFP), is replaced in its entirety by the following:

The scope of industries proposer is **expanded to include private sector organizations both for-profit and not-for-profit.**

Examples: Private sector may include, *but is not limited to*:

- a. For-profit businesses that are not owned or operated by the government
- b. Business associations, coalitions and alliances
- d. Employers' associations, cooperatives, and industry and cross-industry initiatives where the Participants are for-profit enterprises
- e. Corporate foundations and foundations that are directly funded and/or governed by business
- f. Privately-owned organizations (e.g. Family and private foundations)

3. Section 1, Article 18, Joint Venture, Consortium or Association, (page 6/53 of the RFP) is clarified and noted that:

- The composition of Consortiums/Joint Ventures/Associations is hereby clarified to note that such groups can be formed for this RFP. Please note that all the organizations that are part of the Consortium/Joint Venture/Association should fit the description of private sector provided in item A.2. above. However, academic institutions (e.g. public universities) can join a Consortium/Joint Venture/Association. A non-governmental organization (NGO) may participate in a Consortium/Joint Venture/Association. NGOs can also apply as a single applicant as long as their link to the private sector is clear. IOM will review these specific applications case by case if where there is a lack of clarity.

4. Section 3, Article 7 (clarification of solicitation documents), Article 21 (Pre-proposal conference), and Section 5, 5.F.1 (Call for Innovative Partnerships Timeline) (pages 16, 17, and 30 of 53 of the RFP) are clarified and noted that:

The email address mentioned on the above articles, greening@iom.int, is hereby removed and excluded from all communications.

5. On Section 3, Article 26, item 4 (page 18/53 of the RFP) should read as:
The maximum file size per transmission is hereby revised to 10 megabytes (mb) only. Bidders may send multiple emails (refer to item 7 of the same section)
6. On Section 6, Conditions of contract and contract forms, (page 35/53 of the RFP) it is clarified and noted that:

Interested participants should note that the legal template provided is only indicative and it may be modified by IOM depending on the nature of the proposals received. The participants should accept the legal terms, with the possibility for IOM to assess changes on other terms based on specific scenario.
7. On Section 1, letter of invitation, (page 37/53 of the RFP) it is clarified and noted that:
Interested participants may still submit proposals to CfIP even if they have not submitted the Form A (expressing interest to participate) on the stated deadline.
8. All other terms and conditions of the RFPMS#-22-039 remain unchanged.

B. Inquiries from Participants During Pre-Proposal Conference

1. What do you mean by password protected financial document?
 - As we are implementing two envelope system, submitting password protected financial proposal ensures that the evaluation team do not have access on the financial proposals until the technical evaluation has been completed.
 - Please note that MSCU will be requesting the password for the password-protected document during the financial evaluation (passwords should be emailed to mscubids@iom.int)
- Kindly DO NOT email the password without the request of MSCU
2. Will it be possible to apply as an alliance between a foundation of an enterprise and a public university?
 - Yes, it is possible to apply as a joint venture/consortium/association. The lead applicant should be a private sector organization, either for-profit or non-for profit.
 - For joint venture/consortium/association, there should be an agreement that clearly states who will be the lead applicant and the roles of other partners as well. This contract between partners will have to be formalized before IOM can engage with them. Contract will be signed between IOM and the lead applicant.
 - Refer to point 18. Page 5 of the RFP and fill in "FORM E: JOINT VENTURE/CONSORTIUM/ASSOCIATION INFORMATION", page 41.
 - **Yes. Alliance between a foundation of an enterprise and an academic institution is allowed.** Please note that all the organizations part of the Consortium/Joint Venture/Association should fit the description of private sector provide in item A.2. above. However, academic institutions (e.g. public universities) can join a Consortium/Joint Venture/Association. A non-governmental organization (NGO) may participate in a Consortium/Joint Venture/Association. NGOs can also apply as a single applicant as long as their link to the private sector is clear. IOM will review these specific applications case by case if where there is a lack of clarity.
- Kindly note that Joint Ventures/Consortiums/Associations must be composed of members that meet the eligibility criteria of IOM.
3. Is it possible for NGO to participate with a joint venture?

- Yes, there is a dedicated form for joint venture/consortium/association in the RFP document. Fill in "FORM E: JOINT VENTURE/CONSORTIUM/ASSOCIATION INFORMATION", page 41.
 - Yes, a non-governmental organization (NGO) may participate in a Consortium/Joint Venture/Association. NGOs can also apply as a single applicant as long as their link to the private sector is clear. IOM will review these specific applications case by case if where there is a lack of clarity.
4. Is it possible to visit the area before starting the proposal to help designing the solution?
- No, IOM will not organize a visit to the sites prior to bid submission. The bidders are encouraged to independently visit the sites to familiarize themselves with the sites, but at their own costs. However, any visit needs to be coordinated in advance with IOM
 - Please refer to Annex 1 of the RFP, which should contain sufficient information
5. How are the areas organized? Are there temporary housing or buildings?
- For the scope of this project, there are five resettlement sites which have different types of houses ranging from emergency shelters made of tarpaulin to permanent houses.
6. Are solutions preferred that can work for internally displaced persons (IDPs) and host communities? Or would this just be for IDPs?
- As part of the project's objectives, external benefits for the host communities are recognized and desired. We hope the solutions can be also benefit and be accessible for the host communities, especially since it includes private sector engagement as we want to promote social cohesion with the host community through local market development.

Therefore, the bidders are encouraged to have an inclusive approach and extend their solutions and activities to any of the neighboring and/or host communities to enable energy market creation in and around the resettlement sites.

7. What is the project duration or time necessary to implement the project?
- The project will start implementation beginning of this year (2023) and will last from March to October 2023, as stated in the RFP.
8. Is there a budget limit?
- The project budget will not be disclosed by IOM to bidders
9. Is this limited to companies who can provide the solutions only? Can vendor with devices also join?
- Products and services are both accepted as solution(s), as long as they respond to at least one of the Output/Lot presented in the TOR, and to the challenges and opportunities presented in Annex 1.
10. Is the project limited to the five communities only? What is the size of the pilot in terms of number of households?
- For the scope of this project, IOM is looking to implement the proposed solution(s) to serve displaced communities for the project period in five 5 resettlement sites namely Machonjova, Metuchira, Ndedja, Muda Nunes and Savane in Sofala province, Mozambique, hosting a total of 2,233 households. However, with sufficient justification the applicant can reduce the scope and

IOM will evaluate the motives in light of the project's budget. In that case, the proposal should include different financial scenarios based on the number of sites (5 or less) covered in the proposal.

11. With regard to the solution that is going to be distributed for the families or the households, will it be free of charge or do households have to show capacity to pay?

As stated in the RFP, IOM is looking to employ market-based approach. One of the goals is to establish a marketplace in resettlement sites for sustainable energy solutions to improve household-level energy access and productive uses of energy, in line with market-based approaches.

Moreover, the project is about improving financial inclusion and making sure the households are also developing capacity to access and afford cleaner products. For this reason, the approach should move away from traditional free distribution of energy systems and rather build the financial resilience of the IDPs to pay for clear energy solutions.

12. What is the target goal or number of beneficiaries for the project in general and/or by lot/or by region?

- For the scope of this project, IOM is looking to implement the proposed solution(s) to serve displaced communities for the project period in five 5 resettlement sites namely Machonjova, Metuchira, Ndedja, Muda Nunes and Savane in Sofala province, Mozambique, hosting a total of 2,233 households.
- Please refer to Annex 1 of the RFP where we have details about the five sites including number of households, number of individuals, the accessibility, etc.

13. In your presentation, it was not clear what are the minimum and maximum costs that each proposer can submit?

- The project budget will not be disclosed by IOM to bidders.

14. In the financial proposal, what percentage should the proposers contribute? Can contributions be converted into services? Or should it be cash?

- The partnership is based on fair sharing of costs, resources and knowledge. Each partner should contribute to the extent they have capacity, with recognition of the shared benefits and risks of their contribution.
- There is no minimum for the partner's financial contribution. Contributions can be in cash or in kind, such as (but not limited to) services, hardware, training and materials, personnel/staff time, etc.
- Please refer to " FORM K: FORMAT FOR FINANCIAL PROPOSAL" of the RFP for further details.

15. Can we apply to different output/lots?

- Yes, you can apply to more than one output/lot in the same proposal.
- Please clearly state in your technical proposal which output/lot (1, 2, 3 and/or 4) your proposed solution(s) is addressing

16. Who can give approval to install infrastructure in the resettlement sites, if needed?

- Since the start of the project, IOM has engaged with the relevant local authorities and will coordinate and assist in liaising with the relevant authorities, if needed and depending on the nature of the proposal. All installations need to be coordinated with IOM to ensure government approvals and community engagement.

C. Inquiries from potential bidders via email

1. Can we submit a proposal based not on a particular solution, but instead uses a variety of methods drawing on human-centred design research approaches and using frameworks from fields such as psychology and behavioural economics, to research, co-design, test, iterate and evaluate solutions? Or is IOM looking purely for implementation partners to respond with their pre-existing proposed solutions?
 - No, such a proposal cannot be submitted. The implementation of the proposed approach/methodology and solution(s) described in the proposal should concretely contribute to delivering on at least one of the Outputs/Lots listed in the TOR at the end of project's duration.
 - Please note that IOM has not pre-defined any solution but rather identified needs, challenges and opportunities that can be addressed, and is welcoming ideas and solutions from potential partners that can be implemented together with IOM.
 - The activities necessary to deliver and implement the proposed solution(s) should be designed to address the needs, challenges and leverage the opportunities presented in Annex 1.
 - Finally, one of the mandatory activities that is expected in the implementation design phase is to integrate end-users' (IDPs, IOM, key stakeholders, partners, or others) perspective to refine and better tailor the proposed solution through an inclusive and participatory approach (e.g. site visits, consultations with end-users and other).

2. The call says that providers should be from the private sector and operate as an enterprise or company. We are a non-profit organisation so we are in the private sector, but we are unsure about what is meant by "operating as an enterprise/business/company", as stated in the call, in point 5H, page 33. Does it mean that it has to be for-profit? If so, we are sadly ineligible.
 - **For the purpose of this RFP, we recognize that the private sector encompasses more than just "(social) enterprise/business/ company", as originally stated in the RFP. We are also open to work with other Private Sector Organizations, both for-profit and non-for profit.** Please note that all the organizations part of the Consortium/Joint Venture/Association should fit the description of private sector provide in item A.2. above. However, academic institutions (e.g. public universities) can join a Consortium/Joint Venture/Association. A non-governmental organization (NGO) may participate in a Consortium/Joint Venture/Association. NGOs can also apply as a single applicant as long as their link to the private sector is clear. IOM will review these specific applications case by case if where there is a lack of clarity.

3. Point 2 (point 4/Eligible tenderers) states that tenderers must have the legal capacity to enter binding contract with the IOM. Can consortia be formed with a strategic bidder?
 - **Yes, Consortium/Joint Venture/Association can be formed for this RFP.** Please note that all the organizations part of the Consortium/Joint Venture/Association should fit the description of private sector provide in item A.2. above. However, academic institutions (e.g. public universities) can join a Consortium/Joint Venture/Association. A non-governmental organization (NGO) may participate in a Consortium/Joint Venture/Association. NGOs can also apply as a single applicant as long as their link to the private sector is clear. IOM will review these specific applications case by case if where there is a lack of clarity.
 - **Please note the answer in B2 (Inquiries from Participants During the Pre-Proposal Conference) that states: "Kindly note that Joint Ventures/Consortiums/Associations must be composed of members that meet the eligibility criteria of IOM."**

- 3.1. Can partnerships be created between national organizations to compete for this call?
 - Yes. Kindly refer to point C.3.2 below.
 - Please note that all the organizations part of the Consortium/Joint Venture/Association should fit the description of private sector provide in item A.2. above. However, academic institutions

(e.g. public universities) can join a Consortium/Joint Venture/Association. A non-governmental organization (NGO) may participate in a Consortium/Joint Venture/Association. NGOs can also apply as a single applicant as long as their link to the private sector is clear. IOM will review these specific applications case by case if where there is a lack of clarity.

- Please note the answer in B2 (Inquiries from Participants During the Pre-Proposal Conference) that states: “Kindly note that Joint Ventures/Consortiums/Associations must be composed of members that meet the eligibility criteria of IOM.”

3.2. What type of organization is indicated to apply for this initiative and how many years of experience and what type of experience is required for the organization? Can locally base organizations (OCB) compete for this window, or do they only prioritize large organizations?

- Locally-based, national and international organization can apply to the call. Each organization needs to have at least 1 year (12 months) of relevant experience.

- _____ Please note that all the organizations part of the Consortium/Joint Venture/Association should fit the description of private sector provide in item A.2. above. However, academic institutions (e.g. public universities) can join a Consortium/Joint Venture/Association. A non-governmental organization (NGO) may participate in a Consortium/Joint Venture/Association. NGOs can also apply as a single applicant as long as their link to the private sector is clear. IOM will review these specific applications case by case if where there is a lack of clarity.

- Please note the answer in B2 (Inquiries from Participants During the Pre-Proposal Conference) that states: “Kindly note that Joint Ventures/Consortiums/Associations must be composed of members that meet the eligibility criteria of IOM.”

3.3. Can public partners (Government) be included as consortium partners?

- No. Government entities are not allowed, except for academic institutions who can apply as part of a Consortium/Joint Venture/Association.

- Please note that all the organizations part of the Consortium/Joint Venture/Association should fit the description of private sector provide in item A.2. above. However, academic institutions (e.g. public universities) can join a Consortium/Joint Venture/Association. A non-governmental organization (NGO) may participate in a Consortium/Joint Venture/Association. NGOs can also apply as a single applicant as long as their link to the private sector is clear. IOM will review these specific applications case by case if where there is a lack of clarity.

Please note the answer in B2 (Inquiries from Participants During the Pre-Proposal Conference) that states: “Kindly note that Joint Ventures/Consortiums/Associations must be composed of members that meet the eligibility criteria of IOM.”

3.4 Still in section 2 (point 13/Financial Proposal) does it not mention the minimum and maximum cost that each proposal proposer?

- The project budget will not be shared by IOM with the bidders.

3.5. In the financial proposal, what percentage should proponents contribute? Can contributions be converted into services? Or should it be cash?

- The partnership is based on fair sharing of costs, resources and knowledge. Each partner should contribute to the extent they have capacity, with recognition of the shared benefits and risks of their contribution. There is no minimum for the partner’s financial contribution. Contributions can be, but not limited to, services, hardware, training and materials, personnel/staff time, etc. Please refer to “FORM K: FORMAT FOR FINANCIAL PROPOSAL” of the RFP for further details.

3.6. How will the monitoring and evaluation of the activities of this proposal be ensured during its implementation. Unfortunately, international NGOs do not include local governments in monitoring projects and indicators. Which are the relevant political partners of the Government of Mozambique in which the indicators of this proposal will be monitored?

- Monitoring and Evaluation will be conducted by IOM in coordination and collaboration with the partner(s). The partner(s) will contribute to monitoring and evaluating (M&E) progress and success/failure of the implementation of the solution through adequate M&E approaches (to be agreed with IOM in advance) and share updates with IOM. The partner(s) will also share knowledge and learnings in the form of reports with IOM including challenges as well as best practices for replication and scale up. Depending on the scope and nature of the solution proposed, the partner(s) will collaborate, interact and liaise with local government units as well as any other relevant actors when and if deemed necessary by IOM.

3.7 The preparation of a proposal must be preceded by a baseline study to assess whether the problems and objectives are realistic and contextualized with reality. I suppose January 24th might be the last day to submit the proposal, it might not be favourable for proposers to conduct field visits to a realistic baseline.

- IOM will not organize visit to the sites prior to bid submission. A baseline study of the energy needs and aspirations of the communities has been conducted by IOM and a summary of the findings can be found in Annex 1 of the RFP. Finally, **the deadline for submission of the proposals has been extended to 5th of February 2023, 23.59 pm (CET).**

3.8. Is the bidder allowed to integrate activities that respond to both lots at the same time, for example: Product/Lot 2 and/or 3?

- Yes, you can apply to more than one output/lot in the same proposal

3.9. In lot 3, low-cost solar energy irrigation system solutions can be included as an alternative to promote greater agricultural production in the identified areas Or productive use of energy for installation of community water supply systems, storage, rice and/or corn mills, system for processing and conservation of local products (agricultural and fisheries) through solar energy?

- Any type of technology can be proposed for energy access at the household level and for productive uses of energy, as long as they address the needs, challenges and opportunities presented in Annex 1 of the RFP, and that they concretely contribute to the achievement of at least one of the Lot/Output listed in the TOR. In addition, the proposed solution should provide an opportunity to create energy markets in the resettlement sites, with a key role to be played by the private sector and also contributes to building the resilience of the IDPs

3.10. The implementation (Phase 2) will include a pilot test of the proposed solution(s) in three to five resettlement sites in Sofala Province. After the pilot phase, would there be a follow-up to phase 3? If so, would phase 3 cover other cyclone-affected locations (Nampula, Zambézia and Cabo Delgado)?

- The potential scale-up of the project and its geographical scope is still undefined at this stage as it will be informed by the learnings from the pilot.

3.11. What are the results and/or goals of the beneficiaries to be achieved in general and/or by lot and/or by region?

- For the scope of this project, IOM is looking to implement the proposed solution(s) to serve displaced communities for the project period in five 5 resettlement sites namely Machonjova, Metuchira, Ndedja, Muda Nunes and Savane in Sofala province, Mozambique, hosting a total of 2,233 households. Please refer to Annex 1 of the RFP for more details.

4. Regarding experience receiving and/or managing a grant/funds of minimum USD 50,000 to provide similar goods and services as per IOM requirements: we have experience of supplying to NGOs but we have not managed a minimum of USD 50,000. Does this automatically disqualify us?

- Yes. No proven experience of receiving and/or managing a grant/funds of minimum USD 50,000 to provide similar goods and services would lead to disqualification. The criteria is to ensure the organization has financial mechanism in place for compliance and has had the capacity to implement a project of similar size.

5. To engage resource and mobile, we would require some advance payment not allowed in the IOM framework, how does one overcome this?

- Bidder is expected to comply with standard IOM payment terms. For exceptional cases where advanced payment will be required, threshold and approval is subject to negotiation and mutual agreement of parties.

6. If we want to participate in a joint venture or a consortium, does each partner need to meet all of the criteria when it comes to the eligibility, the qualifications and the experiences?

Yes, each partner should meet the criteria regarding eligibility, qualification and experiences.

- Please note that all the organizations part of the Consortium/Joint Venture/Association should fit the description of private sector provide in item A.2. above. However, academic institutions (e.g. public universities) can join a Consortium/Joint Venture/Association. A non-governmental organization (NGO) may participate in a Consortium/Joint Venture/Association. NGOs can also apply as a single applicant as long as their link to the private sector is clear. IOM will review these specific applications case by case if where there is a lack of clarity.

- Please note the answer in B2 (Inquiries from Participants During the Pre-Proposal Conference) that states: "Kindly note that Joint Ventures/Consortiums/Associations must be composed of members that meet the eligibility criteria of IOM."

7. Do all members of the consortium/JV need to have local presence or is it sufficient that one member has a local presence in Mozambique?

- Even though a local presence is strongly encouraged when activities suggested in the proposal need to be implemented in the resettlement sites with direct interaction with the communities, there is no firm obligation for the members of the consortium/joint venture/association to have a local presence in Mozambique. Depending on the nature of the proposal, the distribution range and/or geographic coverage, including any presence near displacement settings (Criteria 1.3 of the Technical Evaluation Criteria) will be evaluated and scored by IOM accordingly.


8. After reading the documents, we regret to inform you that the project seems not suitable for us even if we consider the possibility of a consortium with another company.

1) If we consider that the project has the potential to generate carbon credits and produce additional income to be reinvested in the project and create sustainability for it, the size of the target group is very small (the cost of certification is very high, so the target group must be big to compensate the costs)

2) the duration of the project: a carbon project starts to generate carbon credits one year after the distribution of the first device, after carrying out the Local Stakeholder Consultation meeting, the baseline study and design of the project document).

IOM understands that certain technologies/solutions might require a certain scale to be cost-efficient and sustainable, and a certain duration to generate results. However, while IOM is planning to implement the project until October 2023, the idea is to put in place sustainable intervention(s) that can last after the project's support has come to an end. Since long-term sustainability is key, the proposal could be designed to benefit the communities for a longer period of time than the project's duration. We still encourage partners to submit proposals that are challenging "business-as-usual" approaches while clearly stating the limitations and conditions for a successful implementation, which IOM will make sure to review and consider.


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RFPS#22-039 (Jan14, 2023 21:24 GMT+0)

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