Palladium
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Request for quotation (RFQ) – goods or services

RFQ Title:	RFQ-FJ24-004 Study of demand for solar systems among households, businesses and other organisations in Samoa
RFQ Issue Date:	Monday, 11 March 2024
Terms of Reference / Specifications:	The goods and/or services to be delivered are detailed in the attached Schedule
Project	Market Development Facility Phase II
The Company	Palladium International Pty Ltd (Australia)
Registration of Interest	Register your interest to submit an offer by sending your organisation name, contact person and contact details to the Contact Person by email on or before **Monday 18 March 2024, 5:00pm Samoa Time**
Last date for Queries	Send all queries to the Contact email by email on or before **Monday 25 March 2024, 5:00pm Samoa Time.** Indicate the RFQ Title in the subject line.
Closing Date and Time	**Monday 1 April 2024 / 5:00pm Samoa Time**
Contact Person	Susan.inu-mdf@thepalladiumgroup.com
Details for Submission	Submit completed Supplier Response Form by email to the contact person on or before the Closing Date and Time. Indicate the RFQ Title in the subject line.

Thank you for your interest in the above procurement. As managing contractor for the Project, the Company invites you to submit a quote for the Goods or Services listed below. Your quote will be valid for the Validity Period.

Please forward your quote in accordance with the Details for Submission above by the Closing Date and Time.

Yours sincerely,

Nicholas Wolf
Regional Director – MDF Regional

Terms and conditions

1. Quote Conditions
By submitting a quote, potential suppliers are bound by these terms and conditions. Potential suppliers must submit offers with all details provided in English and with prices quoted in a single currency.

2. Quote Lodgement
The Company may grant extensions to the Closing Time at its discretion. The Company will not consider any quotes received after the Closing Time specified in the RFQ unless the Company determines to do so otherwise at its sole discretion.

3. Evaluation
The Company may review all quotes to confirm compliance with this RFQ and to determine the best quote in the circumstances.

4. Alterations
The Company may decline to consider a quote in which there are alterations, erasures, illegibility, ambiguity or incomplete details.

5. The Company's Rights
The Company may, at its discretion, discontinue the RFQ; decline to accept any quote; terminate, extend or vary its selection process; decline to issue any contract; seek information or negotiate with any potential supplier that has not been invited to submit a Quote; satisfy its requirement separately from the RFQ process; terminate negotiations at any time and commence negotiations with any other potential supplier; evaluate quotes as the Company sees appropriate (including with reference to information provided by the prospective supplier or from a third party); and negotiate with any one or more potential suppliers.

6. Amendments and Queries
The Company may amend or clarify any aspect of the RFQ prior to the RFQ Closing Time by issuing an amendment to the RFQ in the same manner as the original RFQ was distributed. Such amendments or clarifications will, as far as is practicable be issued simultaneously to all parties.
Any queries regarding this RFQ should be directed to the Contact Person identified on the cover page of this RFQ.

7. Clarification
The Company may, at any time prior to execution of a contract, seek clarification or additional information from, and enter into discussions and negotiations with, any or all potential suppliers in relation to their quotes. In doing so, the Company will not allow any potential supplier to substantially tailor or amend their quote.

8. Confidentiality
In their quote, potential suppliers must identify any aspects of their quote that they consider should be kept confidential, with reasons. Potential suppliers should note that the Company will only agree to treat information as confidential in cases that it considers appropriate. In the absence of such an agreement, potential suppliers acknowledge that the Company has the right to disclose the information contained in their quote.
The potential supplier acknowledges that in the course of this RFQ, it may become acquainted with or have access to the Company's Confidential Information (including the existence and terms of this RFQ and the TOR). It agrees to maintain the confidence of the Confidential Information and to prevent its unauthorised disclosure to any other person. If the potential supplier is required to disclose Confidential Information due to a relevant law or legal proceedings, it will provide reasonable notice of such disclosure to the Company. The parties agree that this obligation applies during the RFQ and after the completion of the process.

9. Alternatives
Potential suppliers may submit quotes for alternative methods of addressing the Company's requirement described in the RFQ where the option to do so was stated in the RFQ or agreed in writing with the Company prior to the RFQ Closing Time. Potential suppliers are responsible for providing a sufficient level of detail about the alternative solution to enable its evaluation.

10. Reference Material
If the RFQ references any other materials including, but not limited to, reports, plans, drawings, samples or other reference material, the potential supplier is responsible for obtaining the referenced material and considering it in framing their quote. And provide it to the Company upon request.

11. Price Basis
Prices quoted must be provided as a fixed maximum price and show the tax exclusive price, the tax component and the tax inclusive price.
The contract price, which must include any and all taxes, supplier charges and costs, will be the maximum price payable by the Company for the Goods and/or Services.

12. Financial information
If requested by the Company, potential suppliers must be able to demonstrate their financial stability and ability to remain viable as a provider of the Goods and/or Services over the term of any agreement.
If requested by the Company, the potential supplier must promptly provide the Company with such information or documentation as the Company reasonably requires in order to evaluate the potential supplier's financial stability.

13. Referees
The Company reserves the right to contact the potential supplier's referees, or any other person, directly and without notifying the potential supplier.

14. Conflict of interest
Potential suppliers must notify the Company immediately if any actual, potential or perceived conflict of interest arises (a perceived conflict of interest is one in which a reasonable person would think that the person's judgement and/or actions are likely to be compromised, whether due to a financial or personal interest (including those of family members) in the procurement or the Company).

15. Inconsistencies
If there is inconsistency between any of the parts of the RFQ the following order of precedence shall apply:
(a) these Terms and Conditions;
(b) the first page of this RFQ; and
(c) the Schedule
so that the provision in the higher ranked document will prevail to the extent of the inconsistency.

16. Collusion and Unlawful Inducements
Potential suppliers and their officers, employees, agents and advisors must not engage in any collusive, anti-competitive conduct or any other similar conduct with any other potential supplier or person or quote any unlawful inducements in relation to their quote or the RFQ process.
Potential suppliers must disclose where quotes have been compiled with the assistance of current or former the Company employees (within the previous 9 months and who was substantially involved in the design, preparation, appraisal, review, and or daily management of this activity) and should note that this may exclude their quote from consideration.
Potential suppliers warrant that they have not provided or offered any payment, gift, item, hospitality or any other benefit to the Company, its employees, consultants, agents, subcontractors (or any other person involved in the decision-making process relating to this RFQ) which could give arise to a perception of bribery or corruption in relation to the RFQ or any other dealings between the parties.

17. Jurisdiction
This Agreement shall be subject to the laws of the Jurisdiction.
The Supplier and the Company will use their best efforts to settle amicably any dispute, controversy, or claim arising out of, or relating to this Agreement or the breach, termination, or invalidity thereof.
If no agreeable settlement can be found, any dispute, controversy, or claim arising out of or relating to this Agreement or the breach, termination, or invalidity thereof, shall be settled by arbitration in accordance with the UNCITRAL Arbitration Rules in effect on the date of this Agreement. The appointing authority shall be the Secretary-General of the Permanent Court of Arbitration. The Parties will be bound by any arbitration award rendered as a result of such arbitration as the final adjudication of any such dispute.
The place of arbitration shall be the headquarters location of Company at the time the claim is filed, and the language of the arbitration will be English. The relevant laws shall be the laws of the Jurisdiction.

Schedule - Terms of Reference
Location: Samoa

Duration: One-year

1. Overview

Market Development Facility is an Australian Government funded multi-country initiative which promotes sustainable economic development, through higher incomes for women and men, in our partner countries.

We connect individuals, businesses, governments, and NGOs with each other, and with markets at home and abroad. This enhances investment and coordination and allows partnerships to flourish, strengthening inclusive economic growth.

MDF is currently active in Fiji, Timor-Leste, Sri Lanka and has recently expanded to Samoa, Tonga, and Vanuatu.

MDF is funded by the Australian and New Zealand Governments. It is implemented by Palladium, in partnership with Swisscontact.

2. Background

Samoa's rooftop solar industry is in its nascency. While ready-made products such as solar hot water, air conditioning and solar lights are available for sale, installed solar systems which connect and share power back to the grid are few. A lack of suppliers active in the market, low availability of parts, high up-front cost, and uncertainty on pay-back periods are some of the barriers to uptake.

Global experience has shown that private sector and households are willing to invest in rooftop solar when the incentives are right and there is clear information about the potential pay-back periods. Encouraging the development of this market has the potential to attract private investment to help Samoa meet its renewable energy targets.

To encourage more entrants into the rooftop solar market, a clear understanding of the market opportunity is needed. This includes an understanding of current electricity costs and experiences of outages, customer perception, barriers to take up and the potential market demand.

For this purpose, MDF requires the services of a consultant or firm to conduct primary research into awareness and demand for rooftop solar in Samoa. The research will involve face-to-face surveys of households, businesses and other organisations, as well as focus group discussions.

3. Objective of the study

The objective of the study is to better understand current and potential demand and barriers for adoption for rooftop solar in Samoa. This includes aspects such as the current energy costs and experiences of outages, awareness of the costs and benefits of rooftop solar installations, challenges.

The key output of the study will be:

a) An assessment of current grid and back-up energy costs, time-of-usage, and outages experiences for households and the private sector.
b) Analysis of current perceptions of rooftop solar for different market segments, including households and the private sector in Samoa, including:
    - Level of awareness of rooftop solar,
    - Understanding of the costs and potential energy bill savings,
    - Knowledge of service providers,
    - Customer willingness to pay, and
    - Other barriers to take up.
c) Based on data, recommendations for organisation's looking to increase uptake of rooftop solar.

4. Expected Stages and Deliverables

The stages and deliverables of the study are:

#	Stages	Maximum Days	Deliverables
1	Briefing Session with MDF 1) Introduction to the MDF team, briefing from MDF on the context of the intervention, the questionnaire to be used, the background of the residents and corporates to be interviewed and the online data entry forms to be used; 2) Up to 2 residential mock/trial interviews in the field in respective allocated teams; 3) Data entry of trial interviews together with lead interviewer; and 4) Summary debrief of interview and data-entry process with MDF	2	a) Survey instruments to be finalised post mock interviews.
2	50 residential interviews + Data Entry	12	b) All data entry to be completed and submitted to MDF via email
3	20-30 corporate, state organizations/entities and community organisation interviews (or focus group) + data entry	10	c) All data entry to be completed and submitted to MDF via email
4	Analysis and draft report writing, including: (i) analysis of all questionnaire data (ii) writing of a draft report, consistent with key outputs listed in Clause 3. (iv) organisation of validation workshops with MDF and partners to discuss the draft report Written feedback will be provided by MDF and partners.	10	d) Draft reports submitted for review.
5	Final report and presentation of final report, including: (i) incorporating feedback from MDF and partners to produce a final report	10	e) Final reports submitted and approved.
	Total	44	

It is expected that the study will commence in April 2024.

5. Minimum requirements for applicants

a) Experience in conducting household and business surveys and data analysis.
b) Experience working in Pacific Island Countries.
c) Good project management skills.
d) Excellent written and verbal communications skills in English, including the ability to produce concise, readable, and analytical reports.

6. Mandatory Criteria

Consultant(s) or Firms will be required to submit a technical and financial proposals together with their cover letter on or before **Monday 1 April 2024**. Potential bidders may direct their questions via email to Susan.inu-MDF@thepalladiumgroup.com to gain further clarifications about the scope of work and/or the overall assignment.

7. Evaluation Criteria

MDF will assess submissions in line with the technical and financial evaluation process described below. In assessing submissions, MDF, at its sole discretion, may consider information from other relevant sources.

Technical evaluation

MDF will first score compliant submissions against the following technical criteria:

A. Capability and experience demonstrating your ability to deliver services relevant to MDF's requirements (50% of the Technical Score)

B. Approach to communication and meeting tight deadlines (25% of the Technical Score).

C. Qualifications and Experience of Key Personnel (25% of the Technical Score)

The technical score will account for 80% of the Total Score.

Financial evaluation

Following the assessment of the technical response, MDF will undertake a like-for-like price comparison of all technically suitable offers. The Financial Score will account for 20% of the Total Score. The lowest-priced financial offer will be awarded the full weighted score. The weighted score of other financial offers will be calculated as a fraction of the higher scoring offer.

If your quote is successful, you will be required to enter into the Palladium's standard contract for the types of goods or services being provided. In the provision of the Goods and Services, you will be required to comply with the Palladium's policies, including (without limitation) its Business Partner Code of Conduct and any relevant Project Manual. Potential suppliers must also comply with Palladium's Business Partner Code of Conduct in the submission of any quotes pursuant to this RFQ.

If you are bidding as part of a joint venture, partnership or similar, please make this clear in your submission. Likewise, if you propose to subcontract any part of the goods or services provision, then disclose this fact within your submission. The Company may require additional information from you and approval for subcontracting will not be automatic as subcontractors will be subject to Palladium's Due Diligence process.