



No. SSEP/C-III/ 03/2019-20/
PROJECT MANAGEMENT UNIT
SINDH SOLAR ENERGY PROJECT
ENERGY DEPARTMENT, GOVT OF SINDH

Dated: 8th July 2020

SAY NO TO CORRUPTION

CALL FOR APPLICATIONS

SOLAR HOME SYSTEM(SHS) SUPPLIERS

PAKISTAN SINDH SOLAR ENERGY PROJECT (SSEP)

Loan Credit No.: 62580-PK

World Bank Project ID: P159712

The Sindh Energy Department (SED) has obtained financing from the World Bank towards the cost of the Sindh Solar Energy Project (SSEP) and intends to apply part of the proceeds for provision of solar home systems (SHSs) for households with no or low access to electricity in targeted districts.

Sindh Solar Energy Project is in process of pre-identify of SHS suppliers; on behalf of Project beneficiary households, for supply/installation/Testing/commissioning/Operation & Maintenance of Solar Home Systems in the low energy access areas of below listed districts of Sindh:

- | | | | | |
|----------------------|------------|---------------|-------------|-------------|
| 1. Badin | 2. Ghotki | 3. Jacobabad | 4. Kashmore | 5. Khairpur |
| 6. Qambar Shahdadkot | 7. Sanghar | 8. Tharparkar | 9. Sajawal | 10. Umerkot |

The Govt of Sindh has the target of providing Solar Home System (SHS) to 200,000 households under the SSEP project by awarding partial grants to households, to support the purchase of solar home systems from SHS suppliers. Interested households shall then enter into a voluntary contractual arrangement with qualified SHS suppliers for installation of an SHS system that complies with the pre-determined product specifications, with the balance cost of the SHS paid by them either up-front or in installments, according to the pricing and contractual arrangements available from each supplier. The SHS supplier would be responsible for ongoing operations and maintenance according to the warranty and the terms of their contractual obligations to the household.

The objective of this second call for applications is to identify SHS suppliers that wish to participate under the SHS scheme launched under SSEP project. A first call for application was launched in January 2020 and conducted in June 2020, with nine suppliers selected and published on the SSEP website. However, SED is aware of additional suppliers that would like to participate, and also suppliers that failed to meet the selection criteria on the previous call for application. Any additional SHS suppliers that meet the criteria stated in this document shall be added to the published list of 'Pre-identified SHS Suppliers' and shall become eligible to receive grant payments for SHS installed in any of the above target districts where these are in compliance with the rules and procedures under SSEP. Pre-identified SHS suppliers shall be invited to sign a Grant Agreement with SED immediately following notification, provided they comply with the registration criteria. Further calls for application may be launched by SED in the future according to the needs of the program and the state of the market.

The selection criteria for SHS Suppliers eligible for grants under the program are as follows:

- **Registration:** Security Exchange Commission of Pakistan (SECP) or any other similar registration body , must have Local tax and sales tax registrations (as relevant). Alternate Energy Development Board (AEDB) registration at least under (ARE-V3). All of these registrations are not required at the time of application but must be in place in order to start implementation of the project and receive grants. SED assumes no responsibility for these registrations and non-registration within 6(six) weeks of Notification of pre-identification for Participation will result in disqualification.
- **Supplier experience:** Experience in working with solar PV and/or SHS technology for at least three years in Pakistan or internationally, with an emphasis on experience in the off-grid space.
- **Supplier strength:** The SHS Supplier shall demonstrate proof of good financial standing by providing the audited financial statements for the last three years and having at least an annual turnover of PKR 25 million (per year) during the last three years.
- **Business plan:** Information on distribution networks of suppliers, potential target districts and volume, business model and structure of organization etc.
- **Management capacity:** Proof of eligibility of staff to manage a rural SHS project. Designated person to be identified to co-ordinate and manage for the SSEP project.
- **Product standards:** Suppliers commit to comply with stringent product standards which shall be enforced based on IEC testing procedures adopted by the Government.

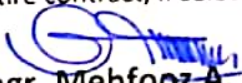
The details are available in the draft **Call for Application Document** that can be downloaded free of cost from Sindh Solar Energy Project website : <http://ssep.gos.pk/> and Sindh Energy Website <http://sindhenergy.gov.pk/>.

The Last date for submission of proposals is **10th August 2020** till 5:00 PM PST.

Project PMU Office reserves the right to accept or reject any/all applications that do not meet the laid down or due to relevant legal provisions of Project.

The attention of interested Suppliers is drawn to the conflict of Interest requirement that any interested supplier or its associated partners/JVs/association must submit declaration that they are/will not involve in any other assignments related to the component 3 of the Sindh Solar Energy Project.

Suppliers may associate with other suppliers to enhance their qualifications but should indicate clearly whether the association is in the form of a joint venture and/or a sub-contractor with other supplier(s). In case of a joint venture, all the partners in the joint venture shall be jointly and severally liable for the entire contract, if selected.


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