



مكتب أبوظبي للاستثمار
ABU DHABI INVESTMENT OFFICE

Road Lighting with LED Power Saving System – Phase 2

RfQ Clarification Responses

**JUNE
2021**

Clarification Responses

ISSUE NO.: 02 **RELEASE DATE:** 21 JUNE 2021

No	VOLUME	SECTION	REFERENCE TITLE	CLARIFICATION	CLARIFICATION RESPONSE
1	PART A	3	SOQ Content Requirements	<p>Can you please confirm that the good standing certificate can be provided by the company employing each of its team members and not from any other UAE authorities / organizations?</p>	<p>In circumstances where an Applicant Team Member is unable to obtain a certificate of good standing because there is no body in the relevant jurisdiction of incorporation who can issue such certification, written confirmation from the relevant Applicant Team Member confirming that it is solvent will be acceptable in lieu of a certificate of good standing</p>
2	PART A	1	Introduction	<p>i. Can You please tell us the electricity rate that DMT is currently charged for the lights.</p> <p>ii. Can you also state the consumption of electricity with the current lights system.</p>	<p>Respondents should note that historical consumption rates and costs for DMT will not have a bearing on the evaluation of SOQs. Respondents should clearly meet the SOQ requirements and highlight their capability to provide energy efficient solutions</p>
3	PART A	1	Introduction	<p>i. Can you please share light on what is meant by 'availability payment', as there are different definitions depending on the country.</p> <p>ii. Will the payment structure between the Project Company and DMT have to be equal amounts or flexible amounts or can that be discussed at a later stage</p>	<p>Availability payments would be periodic payments made by the Procurer to the Project Company after Services Availability Date (delivery of installed project). These would be sized based on the commercial proposal from the winning bidder, and have potential deductions for nonperformance in terms of the project assets not performing/being available</p>
4	PART A	2	Procurement Process	<p>As SOQ submission requires extensive documentation showcasing the experience including the financial capabilities of the company and further, we are in process of establishing our presence in Abu Dhabi which we are expecting to accomplish this month.</p>	<p>SOQ submissions do not require establishment of an entity in Abu Dhabi at this time. Furthermore, financial capabilities of the Applicant, even if outside Abu</p>

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				In view of above, we hereby request an extension of the SOQ submission date for at least two weeks until 12.07.2021.	Dhabi, can be considered based on the guidelines provided in the RFQ.
5	PART A	3	SOQ Content Requirements	Under section #3.2.2 - Organization and Management Structure, it is mentioned that details of service providers are required. Kindly confirm if the term service provider includes subcontractors, suppliers etc. for the project	Key partners whose expertise/credentials are relied on for the purpose of evaluation should be included, which would include equity partners as well as primary contractor/subcontractor in most instances
6	PART A	3	SOQ Content Requirements	Under Section #3.3 its mentioned 'a good standing certificate from its jurisdiction of incorporation' has to be submitted. Kindly advise the issuing authority for the above certificate.	<p>The relevant authority will depend on the particular jurisdiction in which the Applicant Team Member is incorporated. We would expect the relevant Applicant Team Member to be in a position to identify the appropriate authority in this regard.</p> <p>Notwithstanding the above, we confirm that in circumstances where an Applicant Team Member is unable to obtain a certificate of good standing because there is no body in the relevant jurisdiction of incorporation who can issue such certification, written confirmation from the relevant Applicant Team Member confirming that it is solvent will be acceptable in lieu of a certificate of good standing.</p>
7	PART A	3	SOQ Content Requirements	<p>Under Section 3.6, it states that the applicant is required to provide reference of five PPP projects that reached Financial Close</p> <p>We understand that "Financial Close" refer to the the projects which have been financially came to a terms between the Client and the Applicant and the prohject agreement has been signed within last 7 years.</p>	Financial close refers to the project having achieved all conditions necessary to get funding from project lenders. This would typically happen <i>after</i> project agreement signature, and reaching project agreement signature would not necessarily satisfy this requirement

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				- Please confirm our understanding.	
8	PART A	3	SOQ Content Requirements	Under section 3.6, It states that the Applicant is required to provide reference of five (5) PPP projects with project cost of 400 M AED or equivalent currency. This 400 M AED is cumulative project cost of all 5 projects or a single individual project cost. - please clarify	The 400 million AED requirement is on an individual project basis
9	PART B	Form E	Key Personnel CVs	Not all the positions, requested in the RFQ, requires to have experience relevant to PPP, for example : "Lighting Controls Integration Lead", "Design Manager", "O&M Manager" are technically inclined position. But the last point in "Form E" asks for experience and qualifications relevant to PPP infrastructure projects. We assume the PPP experience of the Key Personnel will be evaluated based on the positions's relevance in the PPP project.	Confirmed. State PPP experience of key personnel where applicable.
10	PART B	Form D	Technical and Project Experience	The information for reference projects should not exceed 2 (two) A4 pages. We assume the evidences (as requested in 3.4.1) to the reference projects (which could be LOA / Contract / agreement as the case may be) will be considered outside this limit of 2 (two) A4 pages. - please confirm.	Confirmed.
11	PART A	2	Procurement Process	The final submission documents size may become large enough (with all the supporting documents attached to it), so that there is a chance that it may not be sent through email.	The email address will have a size limit of 150 MB. To the extent that any single file cannot be sent due to size restrictions, respondents are requested to split relevant files into smaller files and send through in

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				Is it acceptable if the documents is shared through a link and ADIO is requested to download the document from the shared link - please confirm.	sequential emails, with appropriate labelling for ease of navigation
12	PART B	Form B	Information regarding Applicant/Applicant Team Members	<p>In Vol 1 (General Information), it is required to provide each Applicant Team members' roles and responsibility , equity share etc, in Executive Summary (3.2.1) and in Management Structure (3.2.2), which will be supported by Form B (3.2.4).</p> <p>We noticed that similar information is being asked again in Vol 2 (Legal Information) . Clause 3.3, the last bullet point asked for the Form B once again. It is a repeatation.</p> <p>Is it required to provide same Form B / information in two different sections of the SOQ - please advise.</p>	In respect of the two references to Form B highlighted by the Applicant, the Applicant is advised that it is not required to provide duplicate Form Bs and a single executed copy of Form B for each Applicant Team Member is sufficient in this regard. The Applicant will however be required to submit: (i) the executive summary in accordance with section 3.2.1, (ii) the organisation and management structure summary in accordance with section 3.2.2 and (iii) the legal documentation set out in section 3.3.
13	PART A	3	SOQ Content Requirements	Please confirm if the reference projects used to fulfill the requirements can be executed by an affiliate of any consortium member.	If the affiliate is a consortium member, the reference projects can be included.
14	PART A	3	SOQ Content Requirements	<p>Volume 5 – Project Finance Information states that “providing information for a minimum of five PPP infrastructure projects that reached financial close with a project cost of at least AED 400 million (or currency equivalent) in the UAE, GCC region, or internationally in the last seven years that demonstrate the experience of the Applicant in developing, negotiating, and closing a limited/non-recourse financing package”.</p> <p>However, as the PPP concept is new in UAE, applicants based in UAE will invariably not have an experience in PPP projects in past. Therefore, we wish to know whether this is a mandatory requirement for Statement of Qualification or can be waived off and avoided.</p>	<p>The requirement allows for UAE, GCC or international experience. Additionally, should the Applicant (single or consortium) not have the above, the Applicant can appoint financial advisor to meet the minimum requirement.</p> <p>This requirement is not waived. Further, Applicants can submit credentials of a proposed financial advisor without having contractual engagement, with financial advisor contracting by the Applicant only at the RFP stage.</p>

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				<p>Volume 5 further adds “If the Applicant does not have the above experience, then the Applicant should submit credentials of its financial advisors to demonstrate that it has engaged a financial advisor that has the requisite credentials and expertise that ADIO may, at its discretion, consider towards satisfaction of this requirement”.</p> <p>We as an applicant are finding difficulty is finding such financial advisors. we wish to know whether this condition can be waived off.</p> <p>Alternatively we request ADIO to share or provide list of approved/certified financial advisors in UAE, so that we may move ahead and engage them for the qualification purpose.”</p>	<p>Applicants can liaise with ADIO's Investor Care team for more information on potential financial advisors</p>
15	PART A	1	Introduction	<p>Please mentions Remote management system do you have in phase 1: hardware and software</p>	<p>The Central Management System (CMS) for NOOR-1 is not installed yet. The mockup installation by the manufacturers and evaluation by ADM is in progress. Confirmed details of the PLMS and CMS will be announced in the RFP stage (next stage) for the qualified bidders.</p>
16	PART A	1	Introduction	<p>Plases clarify Communication system for the CMS (Lora? Mesh? Cellular?)</p>	<p>The Central Management System (CMS) for NOOR-1 is not installed yet. The mockup installation by the manufacturers and evaluation by ADM is in progress. Confirmed details of the PLMS and CMS will be announced in the RFP stage (next stage) for the qualified bidders.</p>

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17	PART A	1	Introduction	What architecture does this system have (nodes, gateways, CMS, etc.) and what are the integration interfaces. Interface documentation	The Project Lighting Management System (PLMS) and the Central Management System (CMS) for NOOR-1 are not installed yet. The mockup installation by the manufacturers and evaluation by ADM is in progress. Confirmed details of the PLMS and CMS will be announced in the RFP stage (next stage) for the qualified bidders.
18	PART A	1	Introduction	What functionalities does the existing system have and if you want to integrate all the functionalities or a subset (specify)	The Project Lighting Management System (PLMS) and the Central Management System (CMS) for NOOR-1 are not installed yet. The mockup installation by the manufacturers and evaluation by ADM is in progress. Confirmed details of the PLMS and CMS will be announced in the RFP stage (next stage) for the qualified bidders.
19	PART A	1	Introduction	Will the phase 1 CMS control the entire facility (existing and new phase 2)?	Yes.
20	PART A	1	Introduction	The current CMS is installed on premises or in the cloud. Characteristics of each case (on-premise infrastructure) or what cloud is it and characteristics	The Project Lighting Management System (PLMS) and the Central Management System (CMS) for NOOR-1 are not installed yet. The mockup installation by the manufacturers and evaluation by ADM is in progress. Confirmed details of the PLMS and CMS will be announced in the RFP stage (next stage) for the qualified bidders. However, the CMS will be installed on premises.
21	PART A	1	Introduction	Who maintains this(phase 1) system today?	The Project Lighting Management System (PLMS) and the Central Management System (CMS) for NOOR-1 are not installed yet. The mockup installation by the manufacturers and evaluation by ADM is in progress. Confirmed details of the PLMS and CMS will be

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					announced in the RFP stage (next stage) for the qualified bidders.
22	PART A	1	Introduction	Does the maintenance of this system(phase 1) fall within the scope of phase 2?	No.
23	PART A	1	Introduction	Please share Information about the MMIS	The existing MMIS information will be shared to the qualified bidders by ADM in the RFP stage
24	PART A	1	Introduction	Please share the Lighting Manual to understand how the infrastructure operates	The latest version of Abu Dhabi lighting Manual 2020 is posted on QCC website and can be found at the link below: https://jawdah.qcc.abudhabi.ae/en/Registration/QCCS_ervices/Services/STD/ISGL/ISGL-LIST/PR-402.pdf
25	PART A	3	SOQ Content Requirements	The net worth of the company includes its declared dividend which are payable to the shareholders. It is calculated based on the adjusted liability, which is equal to total liabilities net of declared dividend payable. In this context, for the minimum net worth assessment, ADIO will consider the adjusted liability in its calculations. Please confirm.	Dividends payable will not be considered part of net worth. Paid-up capital, retained earnings and reserves will be considered part of net worth.
26	PART A	1	Introduction	It is expected that International lenders will fund this project. International lenders will likely to choose to finance it on non-recourse project financing and will require a sovereign guarantee to 'backstop' the availability payment obligations of DMT-ADM. Please advise if a sovereign guarantee is or is not going to be provided by the client.	No sovereign guarantee is contemplated for the project.

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27	PART A	3	SOQ Content Requirements	Good standing certificate is not available. Please suggest the “equivalent” document from Abu Dhabi authorities to suffice the requirement as per Clause 3.3	We confirm that in circumstances where an Applicant Team Member is unable to obtain a certificate of good standing because there is no body in the relevant jurisdiction of incorporation (e.g., onshore Abu Dhabi) who can issue such certification, written confirmation from the relevant Applicant Team Member confirming that it is solvent will be acceptable in lieu of a certificate of good standing.
28	PART A	1	Introduction	With reference to ADM Lighting Manual, can a control supplier with cutting [edge], compliant with global experience, 6 year manufacturing experience, and 2 of successful installation outside of GCC (for example in MENA region) can participate in the tender?	To the extent that the experience meets the requirements under the RFQ, applicants can participate.
29	PART A	1	Introduction	With reference to ADM Lighting Manual, is it possible to extend Section 4.1.2 to be similar to Section 4.2.3, so that two years of experience will also include the MENA area next to the GCC?	There is no section 4.2.3 in the Lighting Manual, so we assume the clause reference is 4.1.3. There are no amendments to, or waivers from, the ADM Lighting Manual, under this RFQ
30	PART A	1	Introduction	Due to the extensive scope of requirements and the time needed to collect the relevant material, we kindly ask you to extend the SoQ submission date.	There will be no extensions granted in the RFQ timelines
31	PART A	1	Introduction	Reference to Section 1.4.3.5- we assume the North Zones as (E16_N, E75_N, KPIZ_N, TAW RD_N, E10_N, E11_N, E22_N, E30_N, E12_N, E311_N) and South Zones as (E11_S, E20_S, E22_S, E30_S, E311_S) however, these zones comprise various types of lights categories as highways, boulevards, avenues access roads etc. Kindly provide quantity of configuration for 1000W and 400W	Procurement requirements for delivery will be addressed at the RFP stage. Applicants are requested to focus on submitting SOQs that address the criteria listed in the RFQ for prequalification purposes.

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				Luminaires as listed below: A) 1 x 1000W B) 2 x 1000W C) 1 x 400W D) 2 x 400W E) 6 x 1000W	
32	PART A	1	Introduction	Based on our Knowledge of North and South Zones, kindly provide detailed Map so we can logistically plan- which LED Fixtures would be required based on the section 1.4.3.5 Project Phasing and the type of highways, interchanges, boulevards, avenues, streets and access roads to be indicated on the map.	Procurer requirements for delivery will be addressed at the RFP stage. Applicants are requested to focus on submitting SOQs that address the criteria listed in the RFQ for prequalification purposes.
33	PART A	1	Introduction	In accordance with 1.3 Project Location- If possible for the Urban Roads, which contain 103,303 Luminaires- we would request the split area wise of Light Luminaires as given below: a) No of Luminaries on Boulevards b) No of Luminaires on Avenue Roads c) No of Luminaries on Streets and Access Roads And the location of the above Luminaries on the map. We want to create a color coded map to identify, lights, roadway types, pole height etc.In other words , please provide the percentage (%) of Energy to be saved , the total Kilometers of utility lines to be replaced / retrofitted	Procurer requirements for delivery will be addressed at the RFP stage. Applicants are requested to focus on submitting SOQs that address the criteria listed in the RFQ for prequalification purposes.
34	PART A	1	Introduction	We require the Tariff rates paid by the Government of Abu Dhabi for street light consumption. Are there any slabs for the consumption of various light types. Does it apply for Government?	Respondents should note that historical consumption rates and costs for DMT will not have a bearing on the evaluation of SOQs. Respondents should clearly meet the SOQ requirements and highlight their capability to provide energy efficient solutions
35	PART A	1	Introduction	In accordance with section 1.5.1 Commercial structure, the SPV is expected to subcontract the majority of its obligatgion to its subcontractors. Our querfy is whether the	Yes, it would be acceptable for the Building Contractor and the O&M Contractor to be the same entity.

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				EPC Contractor and the O & M Contractor can be single entity executing both contracts is that permitted? Considering compliance with all ADIO requirements, policies and procedures.	
36	PART A	1	Introduction	Referring to Key Agreements Table 3, can the EPC contractor bring onboard an O & M Contractor as a subcontractor, subsidiary or part of a joint venture (JV). If the above is allowed, does the subcontract agreement/relationship still apply between the Project Company and the EPC Contractor.	We would expect Project Company to contract directly with the O&M Contractor (as identified in the indicative commercial structure diagram) however we would be open to considering a solution where there is a single subcontractor responsible for construction and O&M and will not view this approach negatively.
37	PART A	1	Introduction	In accordance with the documentation with regards to the Light wattage proposal to replace 1000W and 400W traditional Luminaires- Is there a minimum threshold for the wattage level which can be proposed, which should not be exceeded. As an example, if we are proposing a 240W LED Luminaire to replace 1000W fixture, can we also look at 300W Led Luminaire if it closer to complying with the Lighting standard and achieving the desired Lighting levels.If so, what is the minimum wattage for replacing 400W?	Procurer requirements for delivery will be addressed at the RFP stage. Applicants are requested to focus on submitting SOQs that address the criteria listed in the RFQ for prequalification purposes.
38	PART A	1	Introduction	Referring to Key Agreements Table 3, Independent Certifier Appointments- is there any criteria for these Certifiers. and how many agreement shall be drafted and how are they appointed. Please explain in details.	A shortlist of acceptable Independent Certifiers will be included in the Instructions to Bidders in the RFP and a form of Independent Certifier Appointment will be included as a schedule to the form of Partnership Agreement (that will also be included in the RfP).
39	PART A	1	Introduction	Referring to Key Agreements Table 3, Collateral Warranties-it is mentioned DMT has the right to step in, in	DMT's rights to step-in under the Collateral Warranties will be triggered where the Project Company is in

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				the event of a default be the Project Company. Request you to please define, what qualifies as Defaul and what is required to prevent and allocate any default from occurring.	default under either of the Subcontracts to give DMT the ability to deal directly with the relevant Subcontractor to ensure the delivery of the Project.
40	PART A	2	Procurement Process	In volume 2-Legal Information- It is mentioned that the Orginzation Chart and Corporate should be certified. Can you advise, does certified copies means documents duly signed and stamped by Authorized signatory? Appreciate your clarification and confirmation to that effect. 11.	Confirmed, confirmed copies signed by an authorized signatory will be acceptable.
41	PART A	1	Introduction	In accordance with section 1.4.3.3, it is mentioned that the Integration with the Central Management System (CMS) installed in Phase 1 is required, Can you please share the details of the CMS installed- so this can be checked for the compatibility for the system we intend to propose.	Please refer to earlier clarification responses on the CMS in the first and second batch of clarification responses
42	PART A	1	Introduction	In accordance with 1.4.2 Overview, which mentions the safe disposal of old lamps in accordance with UAE hazardous waste regulations and hand over of all other removed fixture parts to DMT- we request clarification if there is any disposal mechanism or guideline for the same and below points: a) Would the disposal be done in Phases or would it be done altogether at one time at end of installtion? b) If altogether, would there be a Storage facility allocated to store the same. c) Would these Luminaries be housed in special boxes or containers?Any specific requirements? d) What would be done with regards to Light Fixtures, which are not working or are physically damaged.	The UAE Hazardous waste disposal regulations document will be issued with RFP or it shall be obtained by the Concessionaire by his own. The disposal timing and mechanism shall be as approved in PMP.

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43	PART B	Form D	Technical and Project Experience	In Form D, the brief description of the Project , it is a requirement to include % of energy saved, total kilometres of utility lines replaced/ retrofitted. What about Projects that are non-streetlighting projects.	Non-street-lighting projects will be considered for assessing experience requirements for PPP past experience.
44	PART A	1	Introduction	Are the central management system and Dimming control system applicable on the led using fibre optic (FO cables) or wireless 4g/5g SIM card. 15.	It shall be wireless communication.
45	PART A	1	Introduction	Will on/off system be applicable for the street lighting during off-peak hours	No.
46	PART A	1	Introduction	Will the lighting calculation system follow CiE115 or other lighting calculation . Please specify	Please follow ADM Lighting Manual design requirements.
47	PART A	4	Evaluation Criteria	As per section 4.1.3, Managing Member must be <ul style="list-style-type: none"> - largest shareholder - have management control - hold min. 25% equity interest. <p>Is it possible to relax the criteria for Managing member to be the largest shareholder while maintain the other requirements? Thus, a Managing member could still have management control through appropriate SHA terms, commit to at least 25% equity interest but not having the largest shareholding.</p>	No relaxation of this requirement is contemplated. The Managing Member should have as much economic interest in the consortium as any other member, at a minimum
48	PART A	4	Evaluation Criteria	For the applicant who are 100% owned by its parent company, can the applicant use both technical and financial project references from its parent company and sister/subsidiary companies for the SoQ?	Experience of the parent company and its subsidiaries can be considered

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49	PART A	3	SOQ Content Requirements	<p>The applicant is a relatively new company which is a part of and comes under its parent company.</p> <p>The relevant past experiences of of the Parent company in the similar domain (which is now fully transferred to the Applicant company) will be considered during the evaluation of the project credentials - please confirm.</p>	<p>Experience of the parent company and its subsidiaries can be considered</p>
50	PART A	3	SOQ Content Requirements	<ol style="list-style-type: none"> 1. Please clarify whether at the SoQ stage it is necessary to present the consortium agreement, or whether it is sufficient to pre-design the main assumptions of the consortium? 2. In the case of a consortium, all members of the consortium have to demonstrate financial experience / employment of financial advisers, or is it enough for one of them to provide evidence of this requirement? 3. What documents exactly are required at this stage on the financing aspect of the project? 4. On what KPIs will the availability fee depend? 5. Are documents equivalent to those required in the procedure admitted? 	<ol style="list-style-type: none"> 1. Consortium agreements are not necessary at SOQ submission stage, but confirmation of the consortium arrangements is required under the relevant forms 2. The consortium members must cumulatively meet the financial experience requirements and/or have one financial advisor to meet the relevant requirements. 3. No financing commitments or documents for the same are required at SOQ submission 4. Details of the KPIs will be provided at RFP stage, and are expected to reflect procurer requirements while having a view to being bankable. 5. Forms for SOQ submission have to be completed and/or adherence to requirements demonstrated adequately. Please refer to earlier clarifications as well for more clarity if needed