



مكتب أبوظبي للاستثمار
ABU DHABI INVESTMENT OFFICE

Road Lighting with LED Power Saving System – Phase 2

RfQ Clarification Responses

MAY
2021

Clarification Responses

ISSUE NO.: 01 **RELEASE DATE:** 31 MAY 2021

No	VOLUME	SECTION	REFERENCE TITLE	CLARIFICATION	CLARIFICATION RESPONSE
1	PART A	4	Evaluation Criteria	Can the Consortium (Applicant) select multiple applicants for the same scope of work to form the team? For example, can the Consortium select multiple Luminaire Supplier for supply of the Smart LEDs.	Applicants may propose multiple Applicant Team Members in connection with the same scope of works. Each Applicant Team Member proposed will be required to comply with the requirements set out in the RFQ. Where multiple Applicant Team Members are proposed for the same role, SOQs should identify which Applicant Team Member will act as the primary/lead supplier.
2	PART A	4	Evaluation Criteria	We understand that the Consortium (Applicant) has to have the business eligibility under the laws of Abu Dhabi. Does the supplier (such as supplier of luminaire / products) need to have Abu Dhabi Trade License also?	Provided that the suppliers are not based in Abu Dhabi and are not carrying out their business from Abu Dhabi, it is not expected that an Abu Dhabi trade licence would be provided in respect of such suppliers as part of the SOQ.
3	PART B	Form A	SoQ Submission Letter	We understand that Form A needs to be submitted only by the main Consortium Partners (Applicants) on their Letter-Head. Others who are either a service provider / supplier to the Consortium, but not a part	Confirmed. Any other Applicant Team Members are required to provide a letter confirming that the representations, statements and commitments made by the Managing Member on behalf of the Applicant Team Member entity have been authorised and are correct. Please refer to the footnote included at Form A in this regard.

Infrastructure Partnerships

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				of the consortium do not need to submit this Form A. – Please confirm.	
4	PART B	4	Evaluation Criteria	We are not a part of any consortium. Neither are we shareholders or partners of any organization participating in the tender. We are a supplier of lighting products. Therefore, we request you to confirm that we may supply to participants of more than one consortium.	Confirmed
5	PART A	3	SOQ Content Requirements	<p>We have a small query pertaining to the Street Lights project, it will be great if you can help us. The luminaries that we propose are used predominantly in Europe and have international certifications. It is the most efficient in the market.</p> <p>However, we have applied for the ADQCC approval and not entirely sure if we will be able to get the approval by the end of June, but I can confirm we will get the approval by December which is the last</p>	In the RFP the Concessionaire shall submit a technical Proposal in which the ADQCC certificates of the LED luminaires used in the lighting design calculation shall be submitted. This is a mandatory requirement.

Infrastructure Partnerships

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				<p>date for the proposal submission. I want to make sure this is OK.</p> <p>I can attach the other certifications if required.</p>	
6	PART A	1	Introduction	Kindly provide references on “UAE hazardous waste regulations”, if available.	This document will be issued with RFP or it shall be obtained by the Concessionaire by his own.
7	PART A	1	Introduction	What is the duration for the mock-up installation?	The mock up shall be installed in the early stage of the mobilization period.
8	PART A	1	Introduction	Referring to “replacement of existing 135,742 HPS/MH luminaires with LED luminaires;” is there any requirement for local content, for instance procuring of LED from licensed local suppliers?	Abu Dhabi Municipality Material approval procedures shall be followed.
9	PART A	1	Introduction	<p>a. What are the CMS communication protocols installed or intended to be installed in Phase 1?</p> <p>b. If the Phase 1 concessionaire is</p>	<p>a. The Central Management System (CMS) for NOOR-1 is not installed yet. The mock up 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> <p>b. The concessionaire shall co ordinate with Abu Dhabi Municipality for integration with existing CMS.</p>

Infrastructure Partnerships

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				<p>bidding for Phase 2 and in the event if Phase 2 is awarded to a different bidder, will there be potential conflict of interest for the Phase 1 concessionaire in relation to its services required for the awarded Phase 2 bidder to integrate the Phase 2 systems with Phase 1's Central Management System (CMS)?</p>	
10	PART A	1	Introduction	<p>a. In terms of Construction schedule, will it be possible to revisit the timeline for each phase, the 3 months period to install ~30,000 LED luminaires seems aggressive referencing overseas projects we have seen.</p>	<p>a. The Concessionaire to mobilize the required number of different crews for installation of LED luminaires within the allocated time.</p> <p>b. The Concessionaire can plan the installation as per their program. The Proposed program to be reviewed and approved by the Procurer.</p>

Infrastructure Partnerships

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				b. Can the construction for the phases happen concurrently (i.e., construction to start on certain zones in Phase 1 and 2)?	
11	PART A	2	Procurement Process	Noting that ADIO will publicise the shortlist of qualified Applicants, what is the channel for this publication, such as ADIO's website, email notification? What is the estimated date for the publication?	ADIO will release communications by email, and subject to relevant approvals, through ADIO's website.
12	PART A	3	SOQ Content Requirements	On the key personnel, the various positions come in at different phases, for instance O&M Manager is typically appointed closer to operations start, while Project Company's Project Manager may be appointed and seconded before Construction starts. Hence, please consider if applicants may appoint and nominate key personnel required at around each of those stages, for the purpose	The key personnel credentials for various positions shall be submitted as per the RFQ

Infrastructure Partnerships

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				of coordinating and submitting the bid.	
13	PART A	3	SOQ Content Requirements	Referring to “a total project values of at least AED 300 million (or currency equivalent) internationally”, does this imply (i) each reference project, outside of GCC region, needs to fulfill at least AED 300 million in total project cost; or (ii) minimally five reference projects, outside of GCC region, on a cumulative basis need to fulfill at least AED 300 million in total project cost.	The project cost is for individual Project.
14	PART A	3	SOQ Content Requirements	Referring to “fully satisfy the criteria under 3.4.2”, should ‘3.4.2’ refer to ‘3.4.2(a)’ instead?	Follow Clause 3.4.2
15	PART A	3	SOQ Content Requirements	Can ADIO please confirm that the Consortium’s use of one or more projects given as reference in section 3.4.2 can also be used as reference in 3.6?	To the extent that said projects meet the requirements in 3.6 as well, they can be considered.

Infrastructure Partnerships

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16	PART A	4	Evaluation Criteria	<p>Can a prequalified applicant form a Consortium with another prequalified applicant/applicant team member for RfP submission?</p> <p>b. Noting the requirement for the Managing Member to be the largest shareholder, can the Managing Member also be the largest equal shareholder with another Consortium member, for instance, 50% shareholding for the Managing Member and 50% for the other member in a two-member applicant?</p>	<p>a. Yes, prequalified applications can form consortiums, subject to ADIO approval</p> <p>b. Yes, 50-50 shareholding pattern is acceptable, subject to clear identification of Managing Member, provision of management control, and other relevant and appropriate JV terms that would enable the Managing Member to take decisions on behalf of the consortium in a timely manner</p>
17	PART A	4	Evaluation Criteria	<p>a. Please confirm if Applicant, Applicant Team Member or Applicant Equity Member are not allowed to participate in this procurement process “if any of its shares are owned, directly or indirectly, by an entity that is directly or indirectly owned, in whole or in part, by the government of Abu Dhabi (a Government Related Entity)”.</p> <p>b. If a Government Related</p>	<p>a. Consortiums are not allowed to have Government Related Entity/Entities as Applicant, Applicant Team Member or Applicant Equity Member</p> <p>b. Section 4.1.4 of the RFQ clarifies that no "Applicant, Applicant Team Member or Applicant Equity Member" may participate in this procurement process if any of its shares are owned directly or indirectly by the government of Abu Dhabi. As such, Joint venture companies with one or more Government Related Entities as shareholders are not allowed to participate in the procurement process.</p> <p>c. Yes it does</p>

Infrastructure Partnerships

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				<p>Entity forms a joint venture company with another non-Government Related Entity, is this joint venture company allowed to participate in this procurement process?</p> <p>c. Does such restriction extend to services subcontracted to Government Related Entity by the Applicant?</p>	
18	PART A	5	Miscellaneous and Legal	Please provide a list of entities that have been previously blacklisted by the Procuring Entity or any government entity in Abu Dhabi and UAE?	As of to date, no entities whose field of business is directly related to the Project scope are blacklisted by the Procurer.
19	PART A	3	SOQ Content Requirements	<p>In our "Expression of Interest", we have mentioned we will be a sole applicant but the situation has changed. We will be bidding as part of a consortium with [name withheld] being the lead applicant.</p> <p>Can you please do the change and confirm the same.</p>	ADIO has no objection to this change in the consortium structure. The new consortium will need to comply with the requirements as set out in the RFQ.

Infrastructure Partnerships

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20	PART A	4	Evaluation Criteria	<p>Based on the company description mentioned above, can we participate on this project in any of the following forms :</p> <p>a: Lead firm with subcontractors b: Team member of a consortium.</p> <p>A brief about [name withheld]: [Name withheld] is 100% owned by [name withheld 2], publicly listed company. [Name withheld 3] is currently the major share holder of [name withheld 2].</p>	<p>It is not clear to us what is meant by a "Lead firm with subcontractors". Notwithstanding this, Section 4.1.4 of the RFQ clearly provides that no "Applicant, Applicant Team Member or Applicant Equity Member" may participate in this procurement process if any of its shares are owned directly or indirectly by the government of Abu Dhabi. Based on the information provided, [name withheld] is indirectly owned by the government of Abu Dhabi and as such, it is not entitled to participate in this procurement process.</p>
21	PART A	1	Introduction	<p>To insure a clear understanding we would like to obtain the latest version of the Abu Dhabi Lighting Manual, specifically clause 4.3 part-1 section A (Lighting for Roadway and Parking)</p>	<p>The latest version of Abu Dhabi lighting Manual 2020 is posted on QCC website and can be found at the link below:</p> <p>https://jawdah.qcc.abudhabi.ae/en/Registration/QCCServices/Services/STD/ISGL/ISGL-LIST/PR-402.pdf</p>
22	PART A	1	Introduction	<p>Reference section 1.4.2, what is the Phase 1 system?</p>	<p>The Phase 1 street lighting project has within its scope a Central Management System (CMS). Phase 2 will need to be integrated with the same. Technical details and specific</p>

Infrastructure Partnerships

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					procurer requirements (including interface requirements and protocols) will be provided as part of the RFP package to shortlisted bidders.
23	PART A	3	SOQ Content Requirements	Please confirm if refinancing of PPP projects can be used as valid project finance experience.	Refinancing cannot be used as valid project finance experience