1. BACKGROUND

UNICEF supports the development and rehabilitation of climate-resilient water supply systems to improve access to safe and sustainable water services. In support of these objectives, UNICEF intends to establish Long-Term Arrangements (LTAs) with qualified contractors for the design review, supply, installation, testing, commissioning, training, warranty support, operation support and maintenance of hybrid solar-powered pumping systems and associated pipes, fittings, electrical and electromechanical infrastructure.

The LTA will facilitate timely implementation of projects at various locations throughout Ethiopia through the issuance of individual Purchase Orders or Contract Releases during the validity period of the LTA.

2. OBJECTIVE

The objective of this Long-Term Arrangement (LTA) is to establish agreements with qualified contractors for the design review, supply, delivery, installation, testing, commissioning, training, warranty support, and after-sales services of hybrid Solar PV pumping systems and associated electromechanical, backup power, grid connection, SCADA, telemetry, and remote monitoring systems. The services shall support reliable, sustainable, and climate-resilient water supply operations through the provision and integration of equipment and accessories required for water abstraction, pumping, transmission, monitoring, and distribution. The assignments shall be implemented at locations and under conditions specified by UNICEF during the validity of the LTA.

3. SCOPE OF SERVICES, LOCATIONS, DELIVERABLES, TIMELINES, PAYMENT SCHEDULE AND PERFORMANCE REQUIREMENTS

Scope of Work

Under this Long-Term Arrangement (LTA), UNICEF seeks to establish agreements with qualified contractors for the supply, delivery, installation, testing, commissioning, training, warranty support, and after-sales services of hybrid Solar PV pumping systems and associated electromechanical, backup power, grid connection, control, telemetry, and monitoring systems at various locations in Ethiopia.

The scope of work shall cover the execution of works based on designs, technical specifications, drawings, bills of quantities, and assignment-specific requirements provided by UNICEF or its authorized representatives. The contractor shall be responsible for the supply of all equipment, materials, tools, labor, supervision, transport, and services necessary to successfully install and commission the systems in accordance with the approved technical documents and applicable standards.

N.B. During LTA implementation, UNICEF will provide available preliminary site information and existing technical designs for each water pumping station. However, bidders shall be responsible for conducting site visits and independently verifying all relevant site conditions, constraints, and technical requirements prior to procurement and installation. All costs associated with design review, engineering verification, and preparation of related technical documentation shall be borne by the supplier. UNICEF reserves the right to review and validate the design review process and to verify the quality, completeness, and compliance of the final reports and supporting documentation with the applicable technical standards and specifications.

The contractor shall supply and install hybrid pumping systems and associated infrastructure, which may include Solar PV generation systems, pumps, motors, generators, transformers, electrical distribution systems, motor control centers, variable frequency drives, protection systems, control panels, instrumentation, SCADA systems, telemetry equipment, communication devices, and remote monitoring platforms. The scope may also include borehole wellhead assemblies, manifolds, riser pipes, transmission mains, valves, flow measurement devices, surge protection equipment, and other electromechanical accessories directly associated with the operation of the pumping system.

The contractor shall ensure proper installation, integration, and functionality of all supplied equipment and shall verify that all interfaces between system components operate as intended. Hybrid systems may be required to

operate using Solar PV power, utility-grid supply, backup generators, or a combination thereof depending on site-specific requirements.

Where specified in the individual assignment, the contractor shall install and configure SCADA, telemetry, automation, and remote monitoring systems to facilitate operational monitoring, fault detection, alarm management, performance reporting, and remote access to system information. The monitoring system shall enable collection and transmission of operational data related to power generation, equipment status, pump operation, water production, energy consumption, and other key performance indicators.

The contractor shall carry out all required design review, procurement, inspections, testing, and commissioning activities necessary to verify compliance with the technical specifications, approved drawings, manufacturer requirements, and applicable national and international standards. Testing and commissioning shall include, as applicable, electrical safety tests, equipment functionality tests, protection system verification, Solar PV performance tests, generator performance tests, pump performance tests, telemetry and communication tests, SCADA functionality tests, and integrated system performance tests.

Upon completion of the works, the contractor shall provide operator and maintenance training, operation and maintenance manuals, factory test certificates, commissioning reports, warranty documentation, spare parts recommendations, as-built documentation, and other records required for operation and maintenance of the installed systems.

During the warranty period, the contractor shall provide technical support, corrective maintenance, replacement of defective components, and after-sales services necessary to ensure satisfactory system performance. Any defects identified during the warranty period shall be rectified by the contractor at no additional cost to UNICEF.

The detailed scope, quantities, technical specifications, delivery requirements, and implementation schedule for each assignment shall be defined through individual Purchase Orders, Contract Releases, or Work Orders issued under the LTA. UNICEF does not guarantee any minimum volume of work under the arrangement.

Location of services

The works covered under this Long-Term Arrangement (LTA) may be implemented at various locations across Ethiopia. The exact sites, quantities, implementation schedules, and technical requirements will be identified during the LTA implementation period and communicated through individual Purchase Orders, Contract Releases, or Work Orders. For the purpose of preparing financial proposals, transportation rates, mobilization costs, and regional rate cards, bidders shall provide pricing applicable to the regions listed below. The regions are indicative of the geographical coverage expected under the LTA and do not constitute a commitment by UNICEF regarding the volume, frequency, or location of future assignments.

Contractors shall demonstrate their capacity to mobilize personnel, equipment, materials, and services to any location within the designated regions, including urban, rural, remote, and hard-to-reach areas.

Regions /administrative centers Covered Under the LTA includes Afar; Amhara; Benishangul-Gumuz; Central Ethiopia Region; Gambela; Harari; Oromia; Sidama; Somali; South Ethiopia Region; Southwest Ethiopia Region

Bidders shall submit regional rate cards covering the supply, transportation, mobilization, installation, testing, commissioning, warranty support, and related services applicable to each region. The submitted rates shall remain valid throughout the duration of the LTA unless otherwise specified in the solicitation documents.

UNICEF reserves the right to place orders in any of the listed regions and to request services at specific locations within those regions. The inclusion of a region in the rate card does not guarantee the issuance of any minimum quantity of work under the LTA.

Proposed duration of work

Bidders shall submit a site-specific implementation schedule for each Work Assignment demonstrating completion of all works within the prescribed contract period. Actual durations may be adjusted during secondary bidding depending on project size, number of sites, regional distribution, security conditions, and accessibility constraints.

For planning and evaluation purposes only, UNICEF anticipates the following baseline implementation schedule for a typical Work Assignment.

Activity	Indicative Duration
Mobilization, Site Verification and Shop Drawings	2 Weeks
Procurement and Manufacturing	8 Weeks
Transportation and Delivery	2 Weeks
Installation Works	6 Weeks
Testing, Commissioning and Regulatory Approvals	1 Week
Training, O&M Documentation and Handover	1 Week
Total Indicative Duration	20 Weeks (5 Months)

The duration of each Work Assignment shall be determined by UNICEF considering the number and location of sites, accessibility, geographic dispersion, hydrogeological conditions, scope and complexity of the works, logistical constraints, and seasonal or climatic factors. The Contractor shall prepare and submit a site-specific implementation programme showing completion of all works within the period specified in the respective Work Assignment.

Unless specified otherwise in the Work Assignment, the target implementation period shall not exceed five (5) calendar months from the commencement date.

A Defects Liability Period (DLP) of twelve (12) months shall commence from the date of Provisional Acceptance.

Where progress falls behind the approved schedule, the Contractor shall submit and implement a recovery plan, including additional resources, resequencing of activities, overtime working, or other corrective measures at no additional cost to UNICEF.

Performance Requirements

activities that shall be required for the successful and timely completion of the works and shall submit their bid on the basis of an assurance that the works can be completed by the Time for Completion and the milestone dates identified in the Contract

- Performance under the LTA shall be continuously evaluated.
- Indicative performance indicators include:

Indicator	Target
Timely Mobilization	As specified in Service Contract
Completion within Schedule	≥95%
Defect-Free Handover	≥95%
Compliance with HSE Requirements	100%
Reporting Compliance	100%
Documentation Submission	100%
Warranty Response Time	Within agreed SLA

- Performance results may be considered during future secondary bidding exercises under the LTA.

Payment Schedule and Milestones

No advance payment shall be made under any Work Assignment issued pursuant to the LTA. Payments shall be milestone-based and subject to certification by the Engineer/Supervision Consultant (where applicable) and approval by UNICEF.

Milestone 1: 65% upon procurement completion and delivery of major equipment to site.

Milestone 2: 30 % upon completion of installation, testing, commissioning, training, submission of as-built documentation, and issuance of the Provisional Acceptance Certificate.

A retention amount equivalent to five percent (5%) of the Contract Price shall be withheld from payments due under the Contract and shall be released upon:

- Expiry of the twelve (12) month Defects Liability Period (DLP);
- Correction of all defects, deficiencies, and outstanding works identified during the Defects Liability Period, if any;
- Submission of final warranty certificates and manufacturers' warranties;
- Submission of all outstanding operation and maintenance manuals, as-built drawings, and related handover documentation; and
- Issuance of the Final Acceptance Certificate by UNICEF.

Accordingly, ninety-five percent (95%) of the Contract Price shall be paid upon successful completion of the Works and issuance of the Provisional Acceptance Certificate, while the remaining five percent (5%) retention amount shall be released following satisfaction of the above requirements and issuance of the Final Acceptance Certificate.

Deliverables and Reporting

- Submit an approved baseline programs, resource deployment plan, and mobilization plan within seven (7) calendar days of commencement and provide updated programs and look-ahead plans as required.
- Submit weekly progress updates summarizing planned versus actual progress, resource deployment, procurement status, quality, HSE and safeguarding performance, key risks/issues, and mitigation actions, together with monthly consolidated physical and financial progress reports for each awarded lot.
- Maintain an up-to-date risk and issue register and promptly notify the Engineer/Supervision Consultant of any matter likely to affect time, cost, quality, safety, access, or procurement, including proposed mitigation or recovery measures.
- Deliver fully completed, tested, commissioned, and operational works, together with closure of all defects and outstanding items.
- Provide a complete handover, including as-built drawings, test and commissioning records, approved material and equipment documentation, warranties, operation and maintenance manuals (where applicable), keys, spare parts, and approved completion photographs.
- Rectify all defects notified during the twelve (12)-month Defects Liability Period (DLP) and achieve Final Completion in accordance with the Contract requirements.

Supervision / Consultancy Arrangement

UNICEF may appoint an Engineer/Supervision Consultant to provide technical supervision and contract administration support throughout the Contract. The Engineer/Supervision Consultant shall review contractor submissions, monitor quality and compliance, witness inspections and tests, verify progress, review payment applications, and support commissioning, handover, and Defects Liability Period (DLP) activities.

The Engineer/Supervision Consultant may review and recommend variations, claims, and time-related matters within its delegated authority. However, UNICEF remains the Contracting Authority and retains sole authority to approve any changes to the Contract Price, Scope of Works, or Time for Completion.

Quality Assurance, Testing and Inspection

The Contractor shall implement the approved Quality Management Plan (QMP) and Inspection and Test Plan (ITP) throughout the Contract period.

The Contractor shall provide adequate notice for inspections, hold points, witness points, and testing activities. No work requiring inspection shall be covered, concealed, energized, commissioned, or placed into service without the acceptance of the Engineer/Supervision Consultant.

The Contractor shall maintain complete quality records, including material approvals, delivery records, inspection requests, test reports, non-conformance reports, and corrective actions.

Testing and commissioning shall be carried out in accordance with the Contract requirements and applicable standards. Any materials, equipment, or workmanship found to be defective or non-compliant shall be repaired, replaced, retested, and made compliant at the Contractor's expense.

All defects, deficiencies, and outstanding works shall be rectified before Provisional Acceptance and Final Acceptance, as applicable.

4. PROPOSAL REQUIREMENTS AND COMPANY QUALIFICATIONS, SPECIALIZED EXPERIENCE AND ADDITIONAL COMPETENCIES

Proposal Submission Requirements

Bidders shall submit a complete Technical and Financial Proposal in accordance with the solicitation requirements. The Technical Proposal shall provide sufficient information to demonstrate the bidder's capacity, experience, methodology, resources, and understanding of the assignment.

At a minimum, the Technical Proposal shall include:

- *Company profile and legal status. Valid business licenses, registrations, and competency certificates. Organizational structure and key personnel. Evidence of compliance with mandatory eligibility requirements. Detailed experience in similar projects. Proposed methodology and implementation approach. Quality Assurance/Quality Control (QA/QC) procedures. Health, Safety, Environmental, Safeguarding, and PSEA commitments. List of available equipment, tools, and testing instruments. Training and after-sales service approach. Manufacturer authorizations and product certifications, where applicable. Any additional information demonstrates the bidder's technical capability.*

Bidders shall submit offers for all services under this LTA, and the bidder must provide a proposal that addresses the full scope, and requirements specified for each service. Partial offers for any service will be deemed non-responsive and will not be considered for further evaluation.

Desired Company Qualifications

The bidder shall demonstrate that it is a legally established and financially capable organization with the necessary technical expertise and resources to undertake works under the LTA.

The bidder shall Hold valid grade 3 or above licenses and certificates of registrations relevant to Solar PV, Electrical, Electromechanical, Renewable Energy, or related sectors; Demonstrate financial capacity in accordance with the specified eligibility requirements; Maintain sufficient technical, managerial, and operational resources, and demonstrate the ability to provide local technical support, warranty services, and after-sales maintenance within Ethiopia.

Specialized similar project Experience

The bidder shall demonstrate specialized experience in the design, supply, installation, testing, commissioning, operation support, and maintenance of hybrid solar-powered pumping systems and associated electromechanical and backup power supply infrastructure. Relevant experience may include SCADA and Remote monitoring and control systems; Power distribution and protection systems; Water supply schemes involving significant electromechanical and power infrastructure.

The bidder shall have successfully completed at least three (3) similar projects within the last five (5) years.

For qualification and evaluation purposes, a similar project shall be defined as a completed hybrid solar-powered pumping system having:

- A minimum installed motor-pump capacity of 45 kW, or A minimum installed Solar PV capacity of 90 kWp Solar PV system

The bidder's scope shall have included the supply and installation of major electromechanical and electrical components such as pumps, motors, Solar PV systems, inverters, generators, transformers/ grid connection systems, control panels, protection systems, monitoring systems, and associated accessories, as applicable.

Projects consisting solely of civil works, pipeline construction, reservoirs, buildings, or other civil infrastructure without significant electromechanical and power-system installations shall not be considered similar projects.

Minimum Key Personnel Requirements

The Bidder shall provide suitably qualified and experienced personnel with demonstrated experience in the design, supply, installation, testing, commissioning, and management of hybrid Solar PV pumping, electromechanical, backup power, and control systems. At a minimum, the following key personnel shall be proposed:

- Project Manager / Team Leader: MSc/BSc in Electrical, Electromechanical, Mechanical Engineering, or related field; Minimum 10 years of professional experience; Minimum 5 years managing solar PV water pumping and electromechanical infrastructure projects; Successfully completed at least 3 similar projects during the last 5 years
- Solar PV / Electrical Engineer: BSc or higher in Electrical Engineering or Electromechanical Engineering; Minimum 7 years of experience in solar PV systems; Experience in design, installation, testing, and commissioning of PV systems ≥50 kWp; Participation in at least 3 solar water pumping projects.
- Civil / Water Infrastructure Engineer: BSc or higher in Civil Engineering, Hydraulic Engineering, Water Resources Engineering, or related field; Minimum 5 years of experience in pipeline works, pump stations, foundations, fencing, and water infrastructure projects; Participation in at least 2 similar projects.
- Mechanical / Electromechanical Engineer: BSc or higher in Mechanical or Electromechanical Engineering; Minimum 7 years of relevant experience; Experience in pump selection, installation, commissioning, and performance testing; Participation in at least 3 water supply electromechanical projects.
- Electrical / Instrumentation and Control 5 Engineer: BSc in Electrical, Electronics, Instrumentation, Automation Engineering or related field with at least years of experience in SCADA, telemetry, automation, remote monitoring, process control, and communication systems.

All personnel possess relevant academic qualifications, professional experience, and demonstrate involvement in similar projects

Minimum Machinery and Installation Equipment

The Bidder shall demonstrate ownership of, lease agreement for, rental arrangement for, or legally enforceable access to the minimum machinery, transportation resources, installation tools, and testing equipment required for the implementation, testing, and commissioning of hybrid Solar PV pumping systems.

At a minimum, the Bidder shall have access to:

1) **Solar PV Installation and Testing Equipment:** Digital multi-meters (minimum 2 No.); Clamp meters (minimum 2 No.); Insulation resistance testers (Megger) (1 No., 500V/1000V range); Earth resistance tester (1 No.); Solar irradiance meter (1 No.); PV module testing equipment (1 Set); Cable termination tools (1 Set); Crimping tools (2 Sets); Electrical hand tools (1 Complete Set); Portable generator for testing (1 No., minimum 5 kVA capacity)
2) **Pumping System Installation Equipment:** Pump lifting tripod, chain block, or crane (1 No., minimum 2-ton lifting capacity); Borehole pump installation tools (1 Complete Set); Pipe threading machine (1 No., suitable for 1" to 4" pipes); Pipe cutting equipment (1 Set); Pipe handling tools (1 Set); Flow measurement device (1 No.); Pressure testing equipment (1 Set, minimum 16 bar capacity); Dewatering pumps (1 No., where required)
3) **Transport and Logistics:**
   - Field vehicles suitable for remote areas (minimum 1 No., 4×4 vehicle)
   - Material transportation trucks (minimum 1 No., 5-ton capacity or equivalent)
   - Equipment transport facilities (1 No. trailer or equivalent arrangement)
   - Communication equipment (minimum 2 No. mobile phones/radios)
4) The Contractor shall prepare and submit a comprehensive Design Review for all Electro-Mechanical (E&M) works and the power transmission line. The Design Review shall verify the proposed design, technical

specifications, capacities, and suitability of all equipment and shall recommend the appropriate equipment for the project.

The Design Review shall be submitted for review and approval before the Contractor proceeds with the procurement, manufacturing, or delivery of any E&M equipment to the Site

Survey and Engineering Equipment: The Contractor shall have and use appropriate, industry-standard equipment, instruments, and engineering software necessary for the proper execution, verification, design, installation, testing, and documentation of the Works.

As a minimum, the Contractor shall have access to the following:
Surveying and Field Equipment

- Handheld GPS equipment – 2 No.
- Surveying instruments – 1 Set
- Laser level – 1 No.

Engineering and Design Software

- AutoCAD
- Autodesk Civil 3D
- Blender
- PVsyst
- AFT software
- WANDA
- Or other equivalent professional engineering software, as applicable to the Works and acceptable to the Engineer/Client.

All equipment, instruments, and software shall be appropriate for their intended application and shall be maintained, calibrated, licensed, and/or updated as applicable throughout the execution of the Works.

The Bidder shall provide evidence of ownership, lease, rental agreement, or other legally enforceable access arrangements for the above equipment. Valid calibration certificates shall be provided for testing and commissioning instruments where applicable.

5. TECHNICAL EVALUATION METHODOLOGY AND CRITERIA

5.1 Mandatory Eligibility Requirements (Pass/Fail)

- Failure to meet any of the following requirements shall result in disqualification from further evaluation.

Mandatory Eligibility criteria	Result
1) Bidder shall provide a valid and renewed business license and Grade-3 (or higher) Certificate of Competency (CoC) in Electrical, Electromechanical, Renewable Energy, Solar PV or related field relevant to the scope of works.	Pass/Fail
2) Bidder shall be legally registered in Ethiopia or participate through a legally established local representative, branch office, or Joint Venture authorized to execute contracts and provide local support services.	Pass/Fail
3) Bidder shall provide valid TIN, VAT registration, and other statutory compliance documents required by applicable laws and regulations.	
4) Bidder shall demonstrate a minimum of five (5) years of experience in the design, supply, installation, testing and commissioning of Solar PV systems, electromechanical systems, pumping systems, and related backup power supply system infrastructure.	Pass/Fail
5) Bidder shall have successfully completed at least three (3) similar projects within the last five (5) years. A similar project shall be defined as a hybrid solar-powered pumping system having a minimum installed motor-pump capacity of 45 kW or a minimum installed Solar	Pass/Fail

PV capacity of 90 kWp.	
6) Submission of audited financial statements for the last three (3) years. UNICEF reserves the right to verify the submitted information.	Pass/Fail
7) Based on the latest Audited financial statements for the last three years:	
Average annual turnover during the last three (3) shall not be less than USD 1,000,000	Pass/Fail
Current Ratio (Current Assets / Current Liabilities) shall be at least 1.1	Pass/Fail
Debt Ratio (Total Liabilities / Total Assets) shall not exceed 80%	Pass/Fail
8) Manufacturer authorization letters, dealership certificates, or equivalent documentation for major equipment inc. PV modules, inverters, Pumps, generators, shall be provided.	Pass/Fail
9) Proposed equipment shall comply with applicable IEC, ISO, TÜV, CE, or equivalent international standards and Ethiopian regulatory requirements.	Pass/Fail
10) Bidder shall submit a Health, Safety and Environmental (HSE) policy and safety management procedures applicable to the proposed works.	Pass/Fail

5.2 Technical Evaluation Criteria (100 Points)

Only bidders achieving a minimum technical score of 70/100 (or 49/70) and passing all Mandatory Eligibility Requirements shall be considered technically responsive and eligible for financial evaluation.

Criteria / Sub-Criteria	Max. Pts	Basis for Maximum Scoring
1. Corporate Experience	**25**	
1.1 Number of Hybrid Solar PV Pumping Systems (minimum 45 kW pump capacity or 90 kWp Solar PV capacity) successfully completed within the last 5 years	10	≥10 projects = 10 pts; fewer projects scored proportionally
1.2 Number of Generator, Projects successfully completed within the last 5 years	8	≥8 projects = 8 pts; fewer projects scored proportionally
1.3 Experience in Integrated Hybrid Systems (Solar PV + Generator + Grid + SCADA/Pumping Controls)	7	≥7 projects = 7 pts; fewer projects scored proportionally
2. Proposed Key Personnel	**25**	
2.1 Team Leader BSc or higher in Electrical, Mechanical, or related Engineering field;	8	≥10 years' experience; management of at least 5 Water System Solarization projects.
2.2 Solar PV / Electrical Engineer: BSc or higher in Electrical/Electromechanical Engineering;	6	≥7 years' experience; overseeing at least 3 similar projects at site level
2.3 Mechanical / Electromechanical Engineer: BSc or higher in Mechanical/Electromechanical Engineering;	5	≥7 years' experience; involved in at least 3 electromechanical pumping projects at site level installation, testing and commissioning.
2.4 Electrical / Instrumentation Engineer: BSc in Electrical, Electronics, Automation, or related field	4	; ≥5 years' experience in SCADA, telemetry, automation, RMS in the site level installation, testing and commissioning.

2.5 Water / Civil Engineer: BSc in Water / Civil Engineering or related field;	2	≥5 years' experience; involvement in at least 2 similar projects
3. Proposed Machinery and Equipment	**15**	
3.1 Availability of Installation Machinery, Transportation and Lifting Equipment and their respective practical utilization methodology	8	All mandatory equipment available and supported by evidence
3.2 Availability of Testing, Commissioning, SCADA and Telemetry Equipment. Brief technical methodology on how this testing and commissioning practically conducted.	7	All equipment available and supported by evidence
4. Methodology and Approach	**25**	
4.1 Implementation Plan (design, procurement, installation, testing and commissioning)	5	Comprehensive, logical, and project-specific approach
4.2 Work Program and Gantt Chart and resource allocation	5	Realistic schedule with clear sequencing, milestones,
4.3 Quality Assurance and Quality Control Plan,	5	Clear QA/QC inspections, material approvals, procedures
4.4 Testing and Commissioning Plan including PV, pumps, generator, transformer, SCADA, telemetry,	5	Comprehensive testing and performance verification
4.5 Compliance with Technical Requirements	5	Technical compliance schedule fully completed
5. Training and After-Sales Service	**10**	
5.1 Training Plan and O&M Documentation	5	Comprehensive operator training program, and procedures
5.2 After-Sales Service and Spare Parts Support	5	Local service availability, and response procedures
TOTAL	**100**	

Note

- Scoring of Corporate Experience: Only completed projects supported by Completion Certificates, Taking-Over Certificates, Final Acceptance Certificates, Handover Certificates, or equivalent client-issued documents shall be considered. Reference letters alone shall not be accepted as evidence of completed experience.
- Scoring Key Personnel: Personnel not meeting the minimum qualification and experience requirements shall receive zero (0) points for the respective position. CVs, academic credentials, professional licenses (where applicable), and employer commitment letters shall be submitted.

5.3 Evaluation Process and award of LTA

Technical proposals will be evaluated first against mandatory eligibility and bids passing all the mandatory requirements evaluated by the technical criteria above. A maximum of 100 points is available and proposals scoring at least 49/70 or 70/100 will be considered technically responsive.

Only technically responsive financial proposals will be opened and evaluated. Financial evaluation carries a maximum of 30 points. The lowest-priced technically responsive offer receives 30 points; other financial scores are calculated as: Financial Score = 30 × (lowest responsive price / bidder's price).

The LTA Award will be based on best value for money using the combined score out of 100 (Technical 70 + Financial 30), subject to due diligence, realistic pricing, service specific requirements and UNICEF's applicable procurement procedures. Evaluation and award will be by service and/ or overall service components.

Offers shall be submitted in USD currency.

In determining the award, UNICEF will take into account the best interests of the organization, including, but not limited to, technical compliance, price, completion period, and the demonstrated technical and financial capacity of the bidder to successfully perform the contract.

UNICEF reserves the right to award one, several, or all services to a single bidder, or to allocate services among different bidders, based on the evaluation results, the bidder's demonstrated capacity, and the best interests of UNICEF.

6. STRUCTURE AND NATURE OF CONTRACT

This LTA is a non-exclusive framework agreement that establishes the general terms and conditions, technical requirements, and unit rates for the supply, installation, rehabilitation, and construction works covered under this arrangement. The LTA itself does not constitute a commitment by UNICEF to purchase any minimum quantity or value of services. Whenever a specific project requirement arises,

UNICEF will issue a Request for Quotation (RFQ) to all qualified LTA holders within the relevant services. The request will include the location, scope of work, technical requirements, implementation schedule, and any project-specific conditions.

- Each invited LTA holder shall submit a project-specific offer, including Confirmation of technical compliance with the requirements; Site visit and if there is any requirement for clarification or technical requirement it requested ahead of time during the solicitation. Proposed implementation schedule; Availability of personnel and equipment; and financial offer based on the LTA rates and All rates should be included in the LTA rate card. If it is not in the LTA rate card, in addition to secondary bidding the consultancy firm or UNICEF to check prices are reasonable based on the market rate or engineering estimates.
- UNICEF will evaluate the responses received in accordance with the criteria specified in the secondary bidding document. Evaluation may consider: Technical compliance with the project requirements; Contractor's proposed methodology and implementation approach; Availability and mobilization capacity; Financial competitiveness and value for money.
- Following the evaluation, UNICEF will award a Service Contract to the bidder whose offer is determined to be responsive to the specific project requirements based on the evaluation criteria specified in the bidding document. Only the g Service Contract (Purchase Order) issued following the secondary bidding process shall constitute a binding commitment by UNICEF for the execution of works.

7. GENERAL CONDITIONS (PERFORMANCE GUARANTEE, LIQUIDATED DAMAGES, STRUCTURAL INTEGRITY, INSURANCE, RETENTION AND VARIATIONS)

- Performance guarantee: The selected Contractor shall provide a performance guarantee of 10% of the applicable Contract Price in the form and validity required by the signed Contract.
- Liquidated damages: For Contractor-attributable delay beyond the approved completion date, liquidated damages shall apply at 0.1% of the applicable Contract value per calendar day, up to a maximum of 10% of that Contract value, subject to the signed Contract and any approved extension of time.
- Insurance: The Contractor shall maintain all insurance required by the Contract, including insurance against injury to persons and property, with the applicable limits/coverage stated in the Contract documents.
- Contract duration: one hundred fifty (150) calendar days for implementation per package/site, followed by a twelve (12)-month DLP; total contract period 17 months unless otherwise modified in accordance with the scale of the contract.

- Retention: Five percent (5%) of the Contract Price shall be retained as the final payment amount and released only after satisfactory expiry of the 12-month DLP, rectification of all notified defects, Final Completion/Final Acceptance and administrative closure, subject to the Contract.
- Structural integrity / design working life: 25 years PV system
- DLP inspections: The Supervision Consultant, with UNICEF participation as required, will carry out approximately quarterly inspections during the DLP. The Contractor shall rectify notified defects within the instructed/contractual period and remain responsible for its DLP obligations until Final Completion.
- Variations / change control: The Contract is fixed price based on the approved tender documents. Any genuine change to scope, design, specification, Contract Price or Contract Time requires the formal written Variation/change-control process under the Contract and UNICEF's prior written contractual authorization. Routine measurement, clarification, Consultant review/supervision or Contractor error does not automatically constitute a Variation.

8. ROLES AND RESPONSIBILITIES

- UNICEF / Employer / Contracting Authority: Appoints and manages the Engineer/Supervision Consultant; coordinates with the WASH Section, MoWE and local water utility authorities on matters within UNICEF's responsibility; provides contractual decisions/approvals; reviews and approves payment certification in accordance with UNICEF procedures; authorizes Variations, extensions of time and other changes affecting Contract Price/Time; decides on contractual remedies; and accepts Substantial and Final Completion. UNICEF may inspect the works at any time without assuming the Contractor's execution responsibilities.
- Engineer / Supervision Consultancy Firm: Acts as UNICEF's day-to-day technical supervision entity within delegated authority. It verifies site conditions/setting-out/mobilization; reviews programmes, method statements, shop drawings, materials/samples, QA/QC and HSE/environmental-social/safeguarding submissions; performs and records inspections and witness/hold points; verifies measurements, tests and physical progress; monitors procurement and programme performance; maintains site records; chairs/records routine progress meetings; issues technical instructions and NCR/defect notices within authority; reviews RFIs/claims and recommends action; recommends interim payments; prepares snag lists; supports commissioning/handover/final completion; and conducts DLP inspections. It shall promptly escalate contractual decisions to UNICEF and shall not change Contract Price, scope or Contract Time unless expressly authorized in writing.
- Contractor: Has full responsibility for safely executing, completing, testing, commissioning and handing over the works in accordance with the Contract and lawful instructions. It shall mobilize adequate qualified staff, labour, plant, materials and finance; control subcontractors/suppliers; protect school users, communities and existing property/services; implement the approved programme, QA/QC, HSE, environmental/social, sustainability and safeguarding/PSEA measures; obtain permits/approvals within its responsibility; submit RFIs, shop drawings, materials, method statements and inspection requests in time; maintain records; rectify defects/non-conformities; provide as-built/close-out documents; and fulfil all DLP obligations. UNICEF/Consultant review, approval, inspection or supervision does not relieve the Contractor of responsibility for workmanship, quality, safety, means/methods, programme or Contract compliance.
- Authority, communication and meetings: Instructions and decisions with contractual effect shall be in writing and issued by the person/entity authorized under the Contract. The Consultant will record routine progress/management meetings and circulate decisions, actions, owners and deadlines. Any instruction potentially affecting scope, price or time shall be escalated for the required UNICEF contractual decision; informal verbal direction is not authorization for a Variation.
- Payment certification workflow: The Contractor submits supported payment applications to the Supervision Consultant. The Consultant verifies completed work, quality/inspection records and milestone achievement and recommends certification. UNICEF provides the required contractual/financial approval in accordance with its

procedures. No payment is due solely on Contractor measurement or Consultant recommendation without the required UNICEF approval.

9. RISK MITIGATION

The Supervision Consultant will maintain a live risk register and review it with the Contractor and UNICEF during weekly progress monitoring. The Contractor shall provide early warning of matters that may affect time, cost, access, safety, quality or procurement and submit a mitigation/recovery plan when requested

Key Risk	Mitigation / Management Measures
1) Delays due to access/security, logistics or unrealistic schedules	Contractor submitting a detailed resource-loaded work programme, procurement/logistics plan and recovery plan required for review by the Supervision Consultant and approval/acceptance by UNICEF as applicable. The Supervision Consultant will monitor progress weekly, while the UNICEF Construction Unit will conduct periodic site visits and coordination meetings. Contractor must provide early warning and written justification for slippage. Liquidated damages apply as per the Contract for unexcused Contractor-attributable delay; extension of time is granted only for justified reasons supported by records and formal written approval.
2) Currency fluctuation / inflation and cash-flow pressure	Contractor to price foreseeable currency/inflation exposure, maintain adequate working capital and submit/update its cash-flow and procurement plans when requested. The Supervision Consultant will monitor impacts on procurement, mobilization and progress, and UNICEF may require evidence of financing and a corrective plan where cash-flow weakness threatens delivery. Currency or inflation movement does not automatically constitute a Variation or price adjustment unless expressly permitted by the signed Contract; any contractual adjustment requires documented review and formal UNICEF approval.
3) Material availability / local market limitations and substandard materials	Contractor to submit a material procurement schedule, samples and technical data sheets before procurement/use for review by the Supervision Consultant and UNICEF approval where required. The Supervision Consultant will inspect deliveries, track long-lead items and reject non-conforming materials; the UNICEF Construction Unit may perform spot checks. Where a specified material is unavailable, an equivalent or better alternative may be considered only after documented technical review and written approval. Non-conforming materials must be removed and replaced at the Contractor's cost through the QA/QC and NCR process.
4) Poor contractor performance / insufficient financial, staff or equipment capacity	Contractor to maintain the qualified personnel, equipment, labour, financing and supplier capacity committed for each awarded lot and to notify the Supervision Consultant promptly of constraints. The Supervision Consultant will monitor mobilization, productivity, resource levels, supplier/labor issues and progress and will require a time-bound performance/cash-flow recovery plan where necessary. The UNICEF Construction Unit will review persistent underperformance and issue the required contractual notices. Continued failure may result in liquidated damages, action against performance security or other contractual remedies, including suspension or termination where justified by the Contract.

5) Poor workmanship / structural, electrical or plumbing quality non-compliance	Contractor to implement the approved QA/QC Plan and Inspection and Test Plan and use only approved materials and workmanship. The Supervision Consultant will conduct staged inspections and witness required tests, including structural/concrete tests, electrical insulation/continuity/earthing tests, and plumbing pressure/leakage/drainage tests; the UNICEF Construction Unit will verify key inspections/tests. NCRs, defects and snags must be corrected and re-tested at the Contractor's cost before acceptance. Milestone payments will be recommended/certified only after the relevant works comply with approved drawings/specifications and required NCRs/snags are closed.
6) Post-handover defects and latent issues	A twelve (12)-month Defects Liability Period applies, with five percent (5%) retention released only after final inspection, closure of notified defects and Final Completion/Final Acceptance in accordance with the Contract. The Supervision Consultant, with UNICEF participation as required, will conduct approximately quarterly DLP inspections and maintain the defect register. Contractor must rectify notified defects within the instructed/contractual timeframe at its responsibility. Final Completion and release of the 5% retention will be approved only after satisfactory defect closure and completion of all required handover/DLP obligations.

11. **Long-Term Arrangement (LTA) working Modality**

UNICEF intends to establish LTAs with multiple qualified suppliers to ensure adequate geographical coverage, operational flexibility, and competitive pricing.

Subject to the outcome of the evaluation and operational requirements, UNICEF reserves the right to award LTAs with multiple vendors.

Selection into the LTA does not guarantee any minimum quantity, value, or volume of work.

The LTA establishes a pool of pre-qualified suppliers eligible to participate in secondary bidding exercises during the validity of the agreement.

4.1 Secondary Bidding (Mini-Competition) Under the LTA

Whenever a requirement arises during the LTA period, UNICEF shall conduct a secondary bidding process among the awarded LTA holders.

For each requirement, UNICEF may issue a Request for Quotation or Request for Proposal including: -Project location; Scope of works; Site information; Technical requirements; Delivery schedule; Project-specific BOQ; Evaluation criteria.

LTA holders shall submit project-specific proposals demonstrating:

- Technical compliance;
- Availability of resources;
- Mobilization schedule;
- Site-specific methodology;
- Financial offer, for the secondary bidding document.

UNICEF shall evaluate responses based on the criteria stated in the secondary bidding request.

The resulting Service Contract shall be awarded to the bidder offering the overall number one in case of Request for proposal and lowest acceptable bidder in case of the request for quotation to ensure best value for money for that specific assignment.

Only the resulting Service Contract shall constitute a binding commitment for execution of works.

10. Attachments:

Annex 1: Technical Specification, Bidders compliance form and tender typical drawings

Annex 2: Approved tender Bill of Quantities (BOQs) and price schedule form per region