

0:0:0.0 --> 0:0:0.340

george alvin (Guest)  
Needed.

0:0:0.-40 --> 0:0:0.370

george alvin (Guest)  
Read it.

0:0:6.250 --> 0:0:6.490

Sudhakara Reddy  
Umm.

0:0:7.430 --> 0:0:7.860

Sudhakara Reddy  
Why not?

0:0:16.210 --> 0:0:16.450

fundi (Guest)  
Here.

0:0:18.220 --> 0:0:18.640

fundi (Guest)  
Yeah.

0:0:24.420 --> 0:0:24.780

george alvin (Guest)  
Under.

0:1:58.980 --> 0:1:59.240

Ahsan KABIR  
But.

0:2:15.100 --> 0:2:16.150

Ahsan KABIR  
Allow me, Kyle.

0:2:21.120 --> 0:2:22.960

Mickael Edon  
And everything and everyone.

0:2:20.860 --> 0:2:24.370

Ahsan KABIR  
Hello ahsan. This side. How are you after long time?

0:2:25.80 --> 0:2:25.530

Mickael Edon  
Did.

0:3:22.340 --> 0:3:39.950

Martine Israel

Good morning everyone. It seems that people are still joining. I would like to ask my colleagues from the technical team, Michael and Cleo, if they are comfortable with starting now or if we should give two more minutes for participants to join.

0:3:47.770 --> 0:3:49.160

Mickael Edon

We can stop now.

0:3:47.640 --> 0:3:51.300

Speaker 1

OK, unless you think differently, let's go. Yeah, let's go for it.

0:3:51.40 --> 0:3:51.370

Mickael Edon

Umm.

0:3:53.730 --> 0:4:25.10

Martine Israel

Thank you so much, Cleo and Michael and again thank you to all for your availability and most likely your interest in this particular tender, which is the pre-designed solutions. As you know, UNHCR is making quite a great deal of effort in being more sustainable and we have different target dates in our sustainable approach and timeline and we really thank this climate.

0:4:25.80 --> 0:4:43.160

Martine Israel

Team or sustainable team who's been very engaged in putting together different tenders to ensure that our goal and vision in the sustainability quest is achieved as I would say, as early as we can.

0:4:44.540 --> 0:5:13.810

Martine Israel

We are also very pleased with the level of interest we've received for this particular tender and as you know today we'll be engaging in a bidders conference to better enhance the understanding of the requirement among the participating bidders. But also we want to let you know that the session will not only target the participants who are part of this forum.

0:5:14.70 --> 0:5:37.660

Martine Israel

We are recording the session so we hope that all of you are comfortable with the recording and the Minutes of this recording will be published and made available to all potential bidders as per the public procurement rules and regulations. We will try to the best of our capacity to ensure all the questions raised during the session are answered.

0:5:39.20 --> 0:6:8.590

Martine Israel

If we're really comfortable with the question itself, and if we have all the elements to provide an adequate answer, but if we're not able to answer the question today, we will certainly provide an answer within the allotted time frame. The remaining time frame for the Q&A session, which is on the 19th of August. So you still have time and if you have more questions that you're not able to raise today, please feel free to put them within.

0:6:8.770 --> 0:6:39.80

Martine Israel

The allocated window. We do not plan to extend the Q&A session, so please make sure you get your questions ready between here and the 19th and just a heads up because we consulted with the

requesting function before we met here as well. We hope that you have read thoroughly the tender documents and if you haven't, we really encourage you to do so prior to asking questions today.

0:6:39.400 --> 0:7:9.380

Martine Israel

We would not encourage people who haven't read the documents yet to ask questions that are probably already addressed in the documents. And if you read them, you will have the adequate answer. Only ask questions if you have read the documents and you need further clarifications on these. I didn't state my name, by the way, it is Martine Israel. I'm the head of the one of the headquarters procurement units here based.

0:7:9.470 --> 0:7:19.70

Martine Israel

In Budapest, I will give the floor to my two colleagues from the technical team Mickael and Isaac. Over to you Mickael.

0:7:21.600 --> 0:7:25.740

Mickael Edon

Thank you, Martin, for the introduction and I will stop the presentation now.

0:7:37.680 --> 0:7:40.530

Mickael Edon

OK, I hope you can see this first slide.

0:7:44.510 --> 0:8:9.670

Mickael Edon

So are we start giving you an introduction on UNHCR? Basically, it's a large organization that operates in 540 offices, 146 countries in seven regions, namely Americas, Asia, the past Asia and the Pacific Eastern and Great Lakes Europe may now Southern Africa, West and Central Africa.

0:8:11.450 --> 0:8:27.420

Mickael Edon

You need to share is committed to improve its environmental performance. We recently published our strategic framework for Climate Action. So within that framework, we want to improve our climate compatibility and resource efficiency.

0:8:28.130 --> 0:8:32.560

Mickael Edon

By reducing our usage of fossil fuels, especially diesel.

0:8:35.870 --> 0:8:54.820

Mickael Edon

Presently we as part of the greening the blue initiative, we are recording our carbon footprint and it is estimated that about 47,000 tons of CO2 emitted annually and most of which is linked to diesel generator usage.

0:8:55.960 --> 0:9:8.410

Mickael Edon

So our ambition is to convert the unit share offices to solar energy in order to decrease our carbon footprint and generate financial savings as much as possible.

0:9:10.640 --> 0:9:18.60

Mickael Edon

So during today's bidders conference, I will go through the four points that you see on the screen.

0:9:19.140 --> 0:9:29.550

Mickael Edon

Introduction to units are predesigned power solutions, so we'll present to you what they are and why we need them where we need them, etcetera.

0:9:31.70 --> 0:9:46.590

Mickael Edon

In the second chapter, I will show you the system architectures and purposes. Third Point of the agenda, key aspects of the RFP. And finally I will conclude with questions and and answers.

0:9:47.990 --> 0:9:52.430

Mickael Edon

So let's move to the first point of the agenda.

0:9:55.60 --> 0:10:4.600

Mickael Edon

So basically 3 design power solutions. What are we talking about? Basically we see them as as predesigned.

0:10:6.10 --> 0:10:16.800

Mickael Edon

Plug and play renewable energy systems that we will supply to small and medium offices unit offices.

0:10:17.940 --> 0:10:37.520

Mickael Edon

Which is a different approach that than the one we have for the bigger offices, because for the bigger one we normally go for long term off take approach for the smaller pieces we want to use our own revolving phones and have these predesigned power systems ready to be shipped in in a faster way.

0:10:41.40 --> 0:10:52.230

Mickael Edon

Uh, so the objectives of these solutions, as I said, is to reduce the carbon footprint of the small, medium and small offices over the medium term.

0:10:52.880 --> 0:11:0.650

Mickael Edon

We want to improve the speed of rollout, rollout of renewable energy systems. This is a really important point for us.

0:11:2.840 --> 0:11:7.10

Mickael Edon

We want to simplify the contracting requirements of installation.

0:11:8.740 --> 0:11:26.330

Mickael Edon

Next point, we want to ensure quality. The systems are going to be installed in areas of the world

where there is high temperature, high humidity, lots of sand, etcetera. So we need robust systems and robust and quality services.

0:11:28.590 --> 0:11:38.890

Mickael Edon

And then we also want to reduce resourcing requirements for any of the assessments and systems designs. So This is why we need predesigned systems, because for these smaller offices.

0:11:39.940 --> 0:12:4.150

Mickael Edon

We won't do a on a non site and yet you did. We will base ourselves on the energy data that we get from a distance energy audit based on this data, we will seize the system and then my they will not be tailor made for the offices but there will be close enough and this is what we want in order to go faster at solarizing these small and medium offices.

0:12:6.220 --> 0:12:11.450

Mickael Edon

I will move to the next point. System architectures and purposes.

0:12:12.150 --> 0:12:31.120

Mickael Edon

So we have three types of predesigned power solutions. The first one is full hybrid. Basically it's the PV battery, hybrid inverter and the backup generator. So the hybrid systems will be adapted for countries for offices.

0:12:32.250 --> 0:12:35.550

Mickael Edon

Which are connected to an unreliable grid.

0:12:38.0 --> 0:12:45.470

Mickael Edon

So we are not sure which like you see now, it temped OK, so the hybrid systems will be adapted to the.

0:12:47.100 --> 0:12:49.440

Isahac Esteve

Sorry Mickael liking presentation is.

0:12:50.300 --> 0:12:50.560

Isahac Esteve

Off.

0:12:50.160 --> 0:12:53.610

Mickael Edon

I'm not sure why I will launch it again. Sorry about that.

0:13:7.220 --> 0:13:21.410

Mickael Edon

So the hybrid systems will be adapted for offices connected to a dirty. What I mean by dirty greed is that it's mostly powered by fossil fuels and unreliable. So with a lot of blackout periods.

0:13:24.640 --> 0:13:45.740

Mickael Edon

Next we have the PV only systems. The grid tied PV systems, so they adapted for offices connected to a dirty but reliable grid. So the idea of this architecture is to decrease the the carbon footprint of the office and it does not have batteries because the grid is reliable in this case.

0:13:47.330 --> 0:13:49.970

Mickael Edon

And the last architecture of.

0:13:52.0 --> 0:13:54.480

Mickael Edon

Uh Predesigned power solutions?

0:13:56.810 --> 0:14:0.400

Mickael Edon

Someone else is now in control of the presentation. Take back.

0:14:1.760 --> 0:14:3.350

Mickael Edon

Hi what's happened?

0:14:4.20 --> 0:14:4.830

Mickael Edon

What's happening?

0:14:6.100 --> 0:14:9.990

Mickael Edon

It looks like someone with controlling the presentation.

0:14:11.720 --> 0:14:16.30

Mickael Edon

So we'll open it from our point again.

0:14:36.780 --> 0:14:38.180

Mickael Edon

So everybody's delay.

0:14:42.790 --> 0:14:45.490

Mickael Edon

So as I said, we have three types of architectures.

0:14:46.970 --> 0:15:4.750

Mickael Edon

And we want these systems to be ranging from 5 to 150 kilowatt with 15 kilowatt increments and this is the defined by the inverter capacity at an operating temperature of 50 degrees. So this is just to compare.

0:15:5.770 --> 0:15:16.340

Mickael Edon

Appeared with appears because different models of inverters have different D rating ratio. We want the systems to be modular and expandable.

0:15:17.220 --> 0:15:28.830

Mickael Edon

And we see at this stage that the backup generator will not need to be provided by the suppliers because all the units are offices already have a backup generator installed.

0:15:29.530 --> 0:15:36.110

Mickael Edon

And therefore it will have to be integrated into the the Predesigned power solutions.

0:15:38.50 --> 0:15:39.760

Mickael Edon

Moving to the next.

0:15:40.580 --> 0:15:45.990

Mickael Edon

Uh, point of the agenda. So I will go through the key aspects of the RFP.

0:15:47.230 --> 0:15:58.360

Mickael Edon

So basically the systems will be purchased centrally purchased by UNHCR through a contract that also include after sale services.

0:15:59.430 --> 0:16:7.800

Mickael Edon

So this will be convenient for the for the supplier because they won't have a focal point in each country, but they will have one focal point that UNHCR.

0:16:9.120 --> 0:16:24.970

Mickael Edon

The system will primarily be needed in 22 countries. We have defined 22 countries with the highest carbon footprint that covers 7 regions. So the the the system will primarily go to these countries.

0:16:25.850 --> 0:16:29.980

Mickael Edon

And we are talking about 300 uh systems as a first approximation.

0:16:31.20 --> 0:16:37.50

Mickael Edon

Uh, and of course we will expand to other countries where unit here has an operation in the future.

0:16:38.820 --> 0:16:49.780

Mickael Edon

We know there is an interest from other UN agency to use the LTA'S we will have with a several suppliers in the future for their own operations.

0:16:51.410 --> 0:17:6.680

Mickael Edon

So talking about the dates as mentioned by Martin, the deadline for proposal clarification questions is the 19th of August and the submission deadline was extended to the 31st of August.

0:17:9.330 --> 0:17:30.190

Mickael Edon

Bid evaluation so the technical evaluation will have a weight of 70% and therefore the financial evaluation will have a weight of 30%. Please do not put any financial information into the technical into your technical offer because that may lead to disqualification. This is an important point.

0:17:31.530 --> 0:18:1.500

Mickael Edon

And this is uh, description detail on how the technical evaluation will be done. So we will attribute 10% for the capacity of suppliers to respond to the to the contract to to to provide the contract that we want to integrate too and to respond to the BQ 60% will be given for the technical proposal as broken down.

0:18:1.750 --> 0:18:6.240

Mickael Edon

Into the Predesigned power solutions so the the the.

0:18:7.10 --> 0:18:22.880

Mickael Edon

Core items of the Predesigned power solution will be evaluated over a score of 32% and we also have three case scenarios which will have a weight of 28%. As part of this technical evaluation.

0:18:25.470 --> 0:18:40.670

Mickael Edon

Now these, uh, the supply of these predesigned power solutions will be done through a two stage bidding process. So I will explain to you the what it implies at it building stage.

0:18:42.50 --> 0:19:9.480

Mickael Edon

So during the first bidding stage, we want the bidders to propose the general systems architecture. That's what the the systems will be predesigned. So the PV and the battery capacity proposed at this stage for each inverter capacity will already be determined at this stage and it won't be possible to change it during the secondary bidding process.

0:19:11.0 --> 0:19:18.680

Mickael Edon

The videos will quote for xwork pricing for core and optional slash variable items.

0:19:19.350 --> 0:19:37.600

Mickael Edon

So Cleo items, they will be like hybrid inverters, PV batteries, et cetera. What we mean by optional items, these are for example the options that we will choose during the secondary building. So the solutions may be shipped in an enclosure type.

0:19:38.490 --> 0:20:0.610

Mickael Edon

Of Power House or there may be a containerized. So these are the two options that we see. Then we have options on the mounting structures for the PV panels. So it may be ground based on an elevated support structure or it may be a rooftop. So these are options that will be defined during the secondary building stage.

0:20:2.710 --> 0:20:10.140

Mickael Edon

Yes. So as I said, optional variable items tabling is one of the variable items that you will find in the BQ.

0:20:11.610 --> 0:20:25.0

Mickael Edon

I will say at this stage that we have also left empty cells in the BQ that you can use to fill in additional items that we have not planned for. So this is absolutely possible to add lines in the BQ.

0:20:26.570 --> 0:20:48.200

Mickael Edon

Uh, I'll take it. Our target is to select five entities during the first bidding stage with which we will sign an LTA, which is a framework agreement and LTS stands for long term agreement. So this is the contract that we will have with the, with the suppliers as an outcome of this first bidding stage.

0:20:49.600 --> 0:21:5.990

Mickael Edon

And during the secondary bidding stage, we will, uh pick up systems when we have needs identified. So we have identified offices where we want to ship a predesigned power solutions. At this stage we will pick up a system.

0:21:6.410 --> 0:21:12.260

Mickael Edon

Uh, amongst the the the catalog that we will have from the 80 year olders.

0:21:13.600 --> 0:21:18.670

Mickael Edon

A site visit by the supplier might be organized if deemed necessary.

0:21:20.370 --> 0:21:32.890

Mickael Edon

We expect that bidders will finalize the Predesigned power solution that this stage using the site specific information that they will have received. For example, it will be the.

0:21:32.970 --> 0:21:48.800

Mickael Edon

The location of the powerhouse, the space available for the solar panels, distance between the connection points so that cabling can be measured and priced accordingly, etcetera.

0:21:50.700 --> 0:22:4.430

Mickael Edon

And therefore bidders during this stage will only have to quote for the supply component of the project, meaning the transportation of the system to the site installation and training and after sales services.

0:22:7.120 --> 0:22:29.950

Mickael Edon

This is what had what will happen after the LTA is signed with about five entities. So once the LTR awarded, this is the information that I just told you that this is putting the diagram so that it might be easier to understand. So basically we will select a country.

0:22:30.580 --> 0:22:45.570

Mickael Edon

Where these teams are needed offices and get the site specific information. Then we go through the secondary bidding processes amongst the LTA holders only and as an outcome we will have a purchase order for the systems.

0:22:46.270 --> 0:22:53.650

Mickael Edon

The chosen systems and that will go to a supply and installation phase and then the after sale services.

0:22:58.10 --> 0:23:12.680

Mickael Edon

This is the responsibility matrix that we have envisioned for this. For this for these systems. So as you can see, learned provision and accesses will be managed by UNHCR only.

0:23:13.680 --> 0:23:28.870

Mickael Edon

Similarly to the system selection and financing side of the project, it is handled by UNHCR, but supplier will have the exclusive responsibility for the installation of the systems and after sales support.

0:23:29.620 --> 0:23:35.180

Mickael Edon

I said management and decommissioning will be handled by unit share at a later stage.

0:23:38.860 --> 0:23:59.250

Mickael Edon

Briefly going through the after sale services, you will have noticed in the Annex B that this is detailed and given as an overview of the requirements that will be given to you during the secondary building process. So as I mentioned, already contained the specific offices, constraints and needs.

0:24:0.440 --> 0:24:4.380

Mickael Edon

So it will be tailored to the constraint and needs of the offices.

0:24:6.300 --> 0:24:15.850

Mickael Edon

Communication to unit cell will be centralized at all times. So from purchase order to operation and during times of plant failure.

0:24:17.470 --> 0:24:28.420

Mickael Edon

A list of preventive maintenance tasks and the africanity of execution will be provided at that stage and an example of this task and frequencies is already given in the Annex B.

0:24:29.580 --> 0:24:52.50

Mickael Edon

What happened if something breaks? So we want a manual change over switch to be installed on each three design power system, so that in case of system failure then the office can instantly go to the original system and get power from either the backup diesel generator or the grid if it is available.

0:24:53.780 --> 0:25:2.280

Mickael Edon

And then we have three types of failure in the data listed in the next B and two levels of responses. So you can go through the details in this annex.

0:25:3.660 --> 0:25:19.310

Mickael Edon

No, I will go through a corrigendum slides. So the the presentation will be shared to you. So you will have all time to go through that in detail, but basically some typo, some mistakes in the acronyms.

0:25:20.960 --> 0:25:24.280

Mickael Edon

This second mistake that is little listed in this slide.

0:25:25.30 --> 0:25:44.420

Mickael Edon

Is about the Annex E 6 the the BQ. So basically we are asking bidders to provide the full designs for 6015 and 150 kilowatts. So the document, these document the block you mentioned 75, but it should be 60.

0:25:46.740 --> 0:25:56.700

Mickael Edon

So the same capacity inverter capacity for the three types of solution is is requested 1560 and 150 kilowatt.

0:25:58.90 --> 0:26:14.160

Mickael Edon

In the next E 6 there is a line about charge regulators for the Bess, but this is a mistake because the the battery energy storage system will not be connected to any PV plant, so the line can be left empty.

0:26:14.920 --> 0:26:18.580

Mickael Edon

Then in the responsibility matrix you will see that the.

0:26:19.560 --> 0:26:29.410

Mickael Edon

So players responsibility has a tick for the asset management and decommissioning, whereas it will only be UNHCR responsibility.

0:26:31.540 --> 0:26:35.120

Mickael Edon

Moving to the next slide, I have a small addendum.

0:26:36.300 --> 0:27:0.810

Mickael Edon

So since we floated the tender, we started using red screen expert in order to manage or anergy data and we intend to use it for measurement and verification purposes. So therefore we would like to encourage bidders to provide meters that are already compatible with red screen expert or that could easily be using an API.

0:27:1.750 --> 0:27:17.960

Mickael Edon

Of course, such meters would not need would not replace the needs for SCADA systems. Basically on red screen we would use at the general energy data kilowatt hours. So monitor the energy consumption but also energy production.

0:27:19.320 --> 0:27:26.160

Mickael Edon

We will use the software for a load forecasting and also in the future to report on our emission savings.

0:27:28.120 --> 0:27:32.820

Mickael Edon

Moving to the final point in the agenda, questions and answers.

0:27:33.920 --> 0:27:49.30

Mickael Edon

So I will go through questions that we have already received from bidders, so deadline extension, so now you know that the extension for this tender is the 31st of August at midnight Geneva time.

0:27:50.70 --> 0:28:16.90

Mickael Edon

Can Kava you need be considered for the inverters? So basically the inverter capacity is given in kilowatts. So basically bidders that have inverter capacities given in Cava will have to work out the numbers using the the power factor to make sure that they are capacity in kilowatt response to the minimum requested for each system size.

0:28:17.410 --> 0:28:28.710

Mickael Edon

Next question, can the requested manufacturers guarantee for the rooftop mounting structure be decreased to 10 years? So in the theory it is mentioned 15 years?

0:28:29.600 --> 0:28:36.750

Mickael Edon

For the structural integrity and five years, at least five years for the leakages, so this is not changed.

0:28:38.810 --> 0:29:10.820

Mickael Edon

How was the past eight calculated at 5 meters for the elevated structure? So basically this past eight was calculated assuming that the mounting structure will be built above an existing ground floor building because in many compounds we do not have a space to install the the PV modules on the on the ground. So they will have to be either rooftop or above a ground floor building. So that's how these 5 meters was calculated.

0:29:11.740 --> 0:29:17.970

Mickael Edon

But it will be adjusted during the secondary building stage as per the site specific needs.

0:29:20.230 --> 0:29:33.500

Mickael Edon

Next slide, uh, how long? I'm my expected to provide after sale services for so in the next bid after sale services is defined as five years with an option to extend.

0:29:36.640 --> 0:29:46.210

Mickael Edon

What is the destination to be considered to calculate the shipping cost for the case scenario when two and three so in the next big this is?

0:29:47.860 --> 0:29:51.230

Mickael Edon

Specified as being Kakuma in Kenya.

0:29:52.660 --> 0:30:4.310

Mickael Edon

If I'm not shortlisted in the first round, will I get another opportunity to build in the future? Yes, there will be other tenders, energy tenders floated by units in the future, so.

0:30:5.380 --> 0:30:7.390

Mickael Edon

It will. There will be open tenders as well.

0:30:8.780 --> 0:30:22.680

Mickael Edon

On the secondary bidding, what criteria will be used to pick from the list of different suppliers? So in this case it will be priced only on the supply components, transportation, etcetera. Training after sale services.

0:30:24.140 --> 0:30:33.540

Mickael Edon

If the site visit is necessary, who will pay for it so the bidder is responsible for cost associated with travel for secondary building?

0:30:35.390 --> 0:31:7.600

Mickael Edon

In the last slide of questions, will the future Lt holders be able to adjust their work prices in the future? So indeed, in the annexed it is written that the the the to account for potential price fluctuation associated with the cost of manufacturing general market trends and country specific requirements. The supplier may be offered the opportunity to request price changes whenever necessary and duly supported by relevant market.

0:31:7.740 --> 0:31:8.330

Mickael Edon

Index.

0:31:9.820 --> 0:31:32.900

Mickael Edon

And the last question, how many entities will be awarded and LTA? So you need here intends to award 5 Lt eight to five different entities. But if there is a need to increase this number because in order to reach global coverage then additional LTA of framework agreements may be entered into.

0:31:34.0 --> 0:31:35.750

Mickael Edon

So this is my last.

0:31:35.830 --> 0:31:38.880

Mickael Edon

The the last question that we received.

0:31:39.930 --> 0:31:43.810

Mickael Edon

And now I would like to open the floor for questions.

0:32:12.60 --> 0:32:13.400

Mohammed Bititi

Yes, hello.

0:32:9.10 --> 0:32:13.690

Mickael Edon

I guess it's a good use if there is no questions you understood the tender documents and.

0:32:14.180 --> 0:32:15.750

Mohammed Bititi

Hello Edon is Mohammed.

0:32:14.900 --> 0:32:16.150

Mickael Edon

Yes, go ahead.

0:32:16.460 --> 0:32:40.280

Mohammed Bititi

From ecosan innovation, yes, I have a question regarding the hybrid inverter. Is it possible to supply bidirectional inverter with PV inverter separately? Because what do you mean with hybrid inverter? Is it a inverter with also PV import or just inverter with to be ready to connect to battery and grid and the dissolution set?

0:32:40.790 --> 0:32:45.550

Mickael Edon

Yes, hybrid inverter should be bidirectional bidirectional inverters indeed.

0:32:48.190 --> 0:32:49.100

Mohammed Bititi

OK. Thank you.

0:32:51.120 --> 0:33:3.60

Mickael Edon

And it is also mentioned in the next B that it should ideally have two AC inputs, one for the grid, one for the backup diesel generator, and if it's not the case then it should come with an ATS.

0:33:5.960 --> 0:33:6.770

Mohammed Bititi

OK, perfect.

0:33:17.630 --> 0:33:19.30

Sudhakara Reddy

So OK, something.

0:33:19.140 --> 0:33:23.620

Sudhakara Reddy

Margaret Plain singlet medical stuff, right, Mickael, this is the letter from India.

0:33:28.870 --> 0:33:29.320

David Ndugwa  
Was.

0:33:23.690 --> 0:33:30.810

Sudhakara Reddy  
Saying the laptop screen is software, is it desktop software or is it a cloud based software?

0:33:31.960 --> 0:33:32.230

Sudhakara Reddy  
Yeah.

0:33:34.220 --> 0:33:37.310

Mickael Edon  
Sorry, there was a lot of noise. I did not understand your question.

0:33:39.440 --> 0:33:44.20

Sudhakara Reddy  
That that the screen is a software which you are using for monitoring.

0:33:44.580 --> 0:33:48.450

Sudhakara Reddy  
Uh for 4:30, as a lesser emission reduction.

0:33:49.500 --> 0:33:54.450

Sudhakara Reddy  
What any kind of different. So in the software with the desktop based or it is a cloud based?

0:34:0.650 --> 0:34:1.120

Speaker 1  
Michael.

0:34:0.150 --> 0:34:1.410

Mickael Edon  
The reading not understand.

0:34:2.390 --> 0:34:8.620

Speaker 1  
From what I heard is is red screen saw desktop based or cloud based. I think was the question.

0:34:10.640 --> 0:34:11.300

Sudhakara Reddy  
Yeah, yeah.

0:34:9.340 --> 0:34:11.920

Mickael Edon  
Ah, yes. OK. No, it's uh desktop based, yes.

0:34:14.30 --> 0:34:14.720

Sudhakara Reddy  
OK. Thanks.

0:34:43.70 --> 0:34:51.80

MARIA ANDREA ORTEGA MUNERA

Hello Michael. I am Andrea Ortega from Colombia. I have a question about the JD Geometrical.

0:34:53.100 --> 0:35:2.290

MARIA ANDREA ORTEGA MUNERA

The coordinates of the site. It is possible have this information the file file coordination the of the location?

0:35:4.0 --> 0:35:12.920

Mickael Edon

Yes. So the coordinates of the offices were predesigned. Power solution is needed will be given during the secondary building stage.

0:35:15.220 --> 0:35:16.490

MARIA ANDREA ORTEGA MUNERA

OK, but for thanks.

0:35:16.390 --> 0:35:26.950

Mickael Edon

Not only coordinates, but also the layout of the compound layout of the offices and any information that is needed to to finalize the design for this particular offices.

0:35:29.320 --> 0:35:30.250

MARIA ANDREA ORTEGA MUNERA

OK. Thank you.

0:35:36.230 --> 0:35:46.340

Jordi Faxedas Rubio - JGH Group

Hello, can you hear me? This is Jody from JJ Group. Thank you for the presentation. I have a quick question if you could perhaps define a little bit more on what do you mean by?

0:35:47.480 --> 0:35:54.640

Jordi Faxedas Rubio - JGH Group

Black and play solutions because as you know, it's a that's a the tricky concept that means different things for different people.

0:35:55.840 --> 0:36:0.970

Jordi Faxedas Rubio - JGH Group

So could you please elaborate a little bit on that? How do you see this plug and play? Thank you.

0:36:3.80 --> 0:36:26.940

Mickael Edon

Yes. So basically the systems will be shipped to the offices and they should already be pre cabled pre labeled in order to ease the installation process because some of the offices are actually called deep field locations so they will be very little infrastructure support there so.

0:36:27.920 --> 0:36:41.530

Mickael Edon

The office the the solution should already be tested during the manufacturing process before they are shipped so that the installation time and complexities is greatly reduced on site.

0:36:43.970 --> 0:36:53.110

Jordi Faxedas Rubio - JGH Group

OK. If I can further elaborate a little bit on that. What about the batteries? Because we've done this sort of solutions before and we always have.

0:36:54.40 --> 0:37:7.910

Jordi Faxedas Rubio - JGH Group

A problem with shipping batteries installed, so I don't know how do you see that? Do you expect the batteries to be also installed in the racks? Because being, you know dangerous goods, normally you have to ship them in their own special packaging.

0:37:9.970 --> 0:37:19.80

Mickael Edon

Yes, I agree with you. Typically batteries will not already be in the rack. They would be in their own special packages and installed on site. This is for sure and in the next.

0:37:22.160 --> 0:37:22.990

Mickael Edon

Exactly.

0:37:17.800 --> 0:37:25.680

Jordi Faxedas Rubio - JGH Group

OK, so we can install the racks, the racks so to speak, and have tested it before of course. But shipped, the batteries can be shipped in the boxes.

0:37:26.250 --> 0:37:26.740

Mickael Edon

Yes.

0:37:27.700 --> 0:37:28.280

Jordi Faxedas Rubio - JGH Group

OK.

0:37:29.460 --> 0:37:32.150

Jordi Faxedas Rubio - JGH Group

OK. Thank you. I think that that that's for now. Thank you very much.

0:37:32.800 --> 0:37:33.370

Mickael Edon

Dewan code.

0:37:35.950 --> 0:37:37.310

Speaker 1

Kareem with next.

0:37:38.190 --> 0:37:58.940

Kareem Ayoub

Hi, Michael, this is Karima you from Jordan. I just have one question regarding the heights of the mounting structures, because there are some local regulations that limit the height of the mounting structure. So would the five meters for example be maybe lowered to the local allowed regulations?

0:38:0.830 --> 0:38:26.590

Mickael Edon

Yes, absolutely. So before the, before purchasing a predesigned power solutions, the site specific information and specific regulations will need to be investigated so that the system will so that the system complies with such regulation. So absolutely, if the the height is has a maximum allowable in a given country, then it will be reduced.

0:38:27.720 --> 0:38:28.120

Kareem Ayoub  
OK.

0:38:27.680 --> 0:38:30.610

Mickael Edon  
And that will be specified during the secondary building stage.

0:38:31.390 --> 0:38:32.320

Kareem Ayoub  
You know the thank you.

0:38:35.240 --> 0:38:36.170

Speaker 1  
And Mohammed?

0:38:37.410 --> 0:38:47.500

Mohammed Bititi  
He is a mother again from Ecosan. Did you request the mobile PV solution for some site or all sites is stationary?

0:38:50.160 --> 0:38:54.660

Mickael Edon  
No, these are solutions for offices, so they are stationary indeed.

0:38:55.530 --> 0:38:56.450

Mohammed Bititi  
OK. Thank you.

0:38:59.780 --> 0:39:0.410

Speaker 1  
Adrian.

0:39:3.210 --> 0:39:18.310

Adrian Bluemountain GTC  
Hi, Michael. Uh, every room from Blue Mountain. Thank you for your presentation. I will ask two questions. First, if it's possible to have a simultaneous orders at the same time.

0:39:20.600 --> 0:39:24.960

Adrian Bluemountain GTC  
And if is there any advance payment foreseen.

0:39:27.610 --> 0:39:57.670

Mickael Edon  
So I will let yeah, I can reply. The first part of your question. So indeed we intend to go at country level when needs identified. So many countries have various medium and small offices and indeed in order to simplify the procurement process will will have a purchase order for several predesigned power solutions within the same country at the same time.

0:39:58.730 --> 0:40:2.680

Mickael Edon

And regarding advanced payment, I will let my colleague answer to you.

0:40:4.940 --> 0:40:5.80

Adrian Bluemountain GTC

OK.

0:40:5.150 --> 0:40:5.720

Adrian Bluemountain GTC

OK. Thank you.

0:40:8.370 --> 0:40:13.980

Speaker 1

Kandilas to get back to you on the advanced payment item. That's OK. We'll get back in writing.

0:40:44.990 --> 0:40:48.620

Speaker 1

We have one more hand, but unfortunately there's no name, so if you want to.

0:40:50.350 --> 0:40:51.140

Speaker 1

Ask your question.

0:40:53.260 --> 0:40:57.410

Guest

Hi, good morning. Thank you for the presentation. Is forge from Spain?

0:40:58.340 --> 0:41:13.370

Guest

And we've seen that regarding the Physiology of the of the inverters for the hybrid inverter. You are requiring 95% and for the Bess inverter requiring 98%.

0:41:14.650 --> 0:41:15.580

Guest

So.

0:41:16.760 --> 0:41:18.160

Guest

We would like to understand.

0:41:19.80 --> 0:41:21.130

Guest

Why this difference?

0:41:22.390 --> 0:41:37.530

Guest

Between hybrid and the best inverters because they have, I mean very similar, they just bidirectional and and with the battery and and and we'll be possible to have the same efficiency requirement for both of them, for example.

0:41:38.410 --> 0:41:45.480

Guest

We've seen that many, many battery inverters do not comply with the 98% efficiency. Thank you.

0:41:46.340 --> 0:41:59.610

Mickael Edon

Yes, your question is very valid and I suppose this is Nero in the Annex B. So I will take your question and give you an elaborate answer.

0:42:0.320 --> 0:42:3.400

Mickael Edon

So that emails and the answer will be available to all bidders.

0:42:4.440 --> 0:42:5.900

Mickael Edon

With the possible correction.

0:42:12.430 --> 0:42:12.960

Guest

Thank you.

0:42:16.750 --> 0:42:17.400

Speaker 1

Stevia.

0:42:22.730 --> 0:42:28.730

Javier Martínez - SOLTEC

Hi I would like to know if in the construction side we will have access to water.

0:42:30.160 --> 0:42:35.220

Javier Martínez - SOLTEC

Possibly fuel and and power source for during the construction phase.

0:42:38.880 --> 0:42:53.670

Mickael Edon

Yeah, this is a good question. It will be very much site specific for I think yes, because the office is already powered water most likely, but these aspects will be defined during the secondary bidding process too.

0:42:56.930 --> 0:42:57.710

Javier Martínez - SOLTEC

Really. Thank you.

0:43:23.480 --> 0:43:29.420

Martine Israel

I see a guest. Hands up. I don't know if it's the same hand or if it's a new one.

0:43:31.470 --> 0:43:34.740

Guest

Yeah. Sorry. Yeah. Same guest here, Jorge from Spain.

0:43:36.600 --> 0:43:40.100

Guest

A question regarding the the 60 Hertz system.

0:43:40.800 --> 0:43:46.270

Guest

And because we've seen that in the in the technical specifications, sometimes it refers to.

0:43:47.50 --> 0:43:59.270

Guest

To a 110 two 120 volts. So this seems like I'm an American split phase system, but then on the other other parts of the tender it says three phase.

0:44:0.90 --> 0:44:11.260

Guest

So I mean the split phase being different from a three phase like to to clarify what type of voltage system you you're requesting for the 60 Hertz? Thank you.

0:44:11.200 --> 0:44:36.810

Mickael Edon

So we indeed have offices in central and Latin America and in these countries I'm thinking of Venezuela, Colombia, the the national voltage is indeed just like the US, American One 120. So we will require the the voltages one to be one 2223 phase and two 3400.

0:44:45.730 --> 0:44:51.60

Guest

Alright, so it's a three phase with a phase to neutral 120.

0:44:53.330 --> 0:44:54.580

Mickael Edon

Correct, yes.

0:44:55.350 --> 0:44:56.280

Guest

OK. Thank you.

0:45:1.90 --> 0:45:7.640

Mickael Edon

We don't expect to have a lot of these systems. Most of the systems will be to 3400 points.

0:45:22.490 --> 0:45:23.400

Mickael Edon

Some go ahead.

0:45:22.100 --> 0:45:23.530

Speaker 1

Tom, do you want to ask a question?

0:45:53.200 --> 0:45:53.600

Ludo Moroka

Promise.

0:45:52.40 --> 0:45:54.370

Martine Israel

Couple of more hands off I think.

0:45:53.670 --> 0:45:56.90

Ludo Moroka

Then this up. Sorry Martin.

0:46:4.960 --> 0:46:6.970

Ludo Moroka

From, please go ahead and ask your question.

0:46:8.740 --> 0:46:9.140

Tom Kowejee (Guest)

OK.

0:46:9.210 --> 0:46:13.950

Tom Kowejee (Guest)

Yeah. And Tom, could you please elaborate what you mean by enclose systems?

0:46:17.400 --> 0:46:21.190

Mickael Edon

Yeah. So in cloth system, basically it's electrical cabinets.

0:46:33.210 --> 0:46:34.460

Mickael Edon

Did I answer your question?

0:46:39.420 --> 0:46:43.890

Tom Kowejee (Guest)

OK, electrical coupling tool. What about the housing?

0:46:45.530 --> 0:46:45.830

Mickael Edon

Umm.

0:46:45.50 --> 0:46:47.900

Tom Kowejee (Guest)

Where you will place the as is it part of the.

0:46:47.340 --> 0:46:47.990

Mickael Edon

Knows.

0:46:49.510 --> 0:46:49.760

Tom Kowejee (Guest)

Yep.

0:46:49.220 --> 0:46:53.550

Mickael Edon

No, this is not part of the of the scope of work.

0:46:54.980 --> 0:47:0.10

Tom Kowejee (Guest)

OK. So the electrical cabinets, they have to be IP65 rated.

0:47:0.720 --> 0:47:1.400

Tom Kowejee (Guest)

Or do you?

0:47:1.20 --> 0:47:1.420

Mickael Edon

Mm-hmm.

0:47:2.340 --> 0:47:2.710

Tom Kowejee (Guest)

Have.

0:47:2.410 --> 0:47:3.900

Mickael Edon

Yes, this is in the.

0:47:5.60 --> 0:47:7.770

Mickael Edon

The specified didn't do an XP, so I remember well.

0:47:11.900 --> 0:47:15.700

Tom Kowejee (Guest)

Then what's the difference between a containerized and the now and?

0:47:18.470 --> 0:47:20.870

Tom Kowejee (Guest)

The container has and then close.

0:47:21.860 --> 0:47:31.30

Mickael Edon

Well, basically the the the containerized solution shall be installed into the typical container that is 1020 or 40 feet.

0:47:33.980 --> 0:47:39.240

Mickael Edon

And the other option is the what we call enclosure, but this is the electrical cabinet so.

0:47:40.830 --> 0:48:10.180

Mickael Edon

Electrical cabinet enclosure will be used for offices where we we basically we have space to install the equipment indoor in the under protected shade and the containers will be preferred and we know it will come with an extra cost but it will be preferred for offices that we know maybe relocated in the close future and because it's much easier to move a container than the set of electrical cabinets. In such occasions we.

0:48:10.300 --> 0:48:12.60

Mickael Edon

I'd prefer the containerized option.

0:48:14.70 --> 0:48:16.170

Tom Kowejee (Guest)

OK. And when you talk of plug and play?

0:48:16.920 --> 0:48:21.70

Tom Kowejee (Guest)

And the more panel modules also part of the plug and play.

0:48:23.310 --> 0:48:26.20

Mickael Edon

The PV modules, are they part of the plugin play?

0:48:26.760 --> 0:48:27.140

Tom Kowejee (Guest)

Yes.

0:48:28.870 --> 0:48:33.630

Mickael Edon

Uh, yes, yes, the the PV modules are part of the Predesigned power solutions so.

0:48:34.340 --> 0:48:39.240

Mickael Edon

They will have to be a 3 installed as well whenever possible.

0:48:40.910 --> 0:48:45.410

Tom Kowejee (Guest)

OK. You so you will come up with a uninstalled PV system to site.

0:48:47.780 --> 0:48:48.370

Mickael Edon

Yes.

0:48:50.970 --> 0:48:53.240

Tom Kowejee (Guest)

OK. And that's all I have for now.

0:48:54.170 --> 0:48:54.560

Mickael Edon

Thank you.

0:49:10.100 --> 0:49:12.470

Jordi Faxedas Rubio - JGH Group

They have a follow up question on this if possible.

0:49:13.10 --> 0:49:13.590

Jordi Faxedas Rubio - JGH Group

Umm.

0:49:14.560 --> 0:49:16.130

Jordi Faxedas Rubio - JGH Group

And you're just said that the.

0:49:17.0 --> 0:49:21.130

Jordi Faxedas Rubio - JGH Group

Maybe panels are expected to be preinstalled as much as possible.

0:49:23.650 --> 0:49:26.220

Jordi Faxedas Rubio - JGH Group

Are we gonna do that on 150 kilowatts?

0:49:28.960 --> 0:49:30.150

Mickael Edon

Yeah. For a larger system.

0:49:27.570 --> 0:49:30.350

Jordi Faxedas Rubio - JGH Group

Are you expecting? I mean maybe you can allow.

0:49:31.370 --> 0:49:42.0

Mickael Edon

Yes, no, basically the the wiring shall be pre calculated the distances and so on will be known beforehand.

0:49:47.540 --> 0:49:47.850

Jordi Faxedas Rubio - JGH Group

OK.

0:49:42.390 --> 0:49:49.680

Mickael Edon

And so, yeah, as much as possible, the labels, et cetera, should already be in place.

0:49:50.730 --> 0:49:56.520

Jordi Faxedas Rubio - JGH Group

OK. But I mean the yeah, the panels that will come in, in their own boxes and then they installed on site there.

0:49:56.820 --> 0:49:58.50

Mickael Edon

Yes, yes.

0:49:59.770 --> 0:50:0.190

Jordi Faxedas Rubio - JGH Group

I think.

0:50:23.470 --> 0:50:24.810

Martine Israel

Tom and guest.

0:50:26.960 --> 0:50:28.430

Martine Israel

I guess, I guess he's happier.

0:50:29.830 --> 0:50:30.280

Guest

Yes.

0:50:29.410 --> 0:50:30.660

Martine Israel

If I'm not mistaken.

0:50:31.870 --> 0:50:35.300

Guest

Yes, thank you again here from Spain.

0:50:36.290 --> 0:50:39.850

Guest

And like just to to clarify.

0:50:39.930 --> 0:50:56.920

Guest

Umm. Which systems shall be detailed in the offer cause in the Section 7 we see that three case studies 30 kilowatt for the best 60 kilowatt for the high ride, 150 for the grid tie.

0:50:58.430 --> 0:51:16.830

Guest

And so then we understand that we should fully design these systems, that's understood. But then we also find sentences like, for example, for the hybrid, it says bidders are requested to provide the technical design documents for a 1560 and 150 kilowatt hybrid.

0:51:17.800 --> 0:51:18.490

Guest

So.

0:51:20.210 --> 0:51:21.820

Guest

So we fully design.

0:51:30.30 --> 0:51:30.450

Mickael Edon

Yeah.

0:51:22.590 --> 0:51:32.200

Guest

The 1560 and 150 or only the 60 according to Section 7, it's a bit confused here. Thank you.

0:51:32.210 --> 0:51:40.300

Mickael Edon

So basically you are writing the first part of the Annex B, and this is the what will be evaluated.

0:51:41.10 --> 0:51:50.690

Mickael Edon

In the first block that I mentioned during the presentation, we indeed are asking the the design of the three.

0:51:50.850 --> 0:52:10.920

Mickael Edon

The size of systems and there is a list of returnables which is annexed E one so in this annex annex it is listed what the document should be attached for each.

0:52:11.540 --> 0:52:12.500

Mickael Edon

Umm.

0:52:14.270 --> 0:52:17.730

Mickael Edon

Color each size of of systems.

0:52:20.540 --> 0:52:33.10

Mickael Edon

Umm, so indeed we want to see the the diagrams the, the, the the single line diagram of these three capacities for each type of.

0:52:34.170 --> 0:53:4.690

Mickael Edon

Both Predesigned power systems and then we have three case scenarios where the Predesigned power solutions needs to be finalized using the site specific information. So the case scenarios basically are an application of what will happen during the secondary building stage. So in this stage, as I mentioned, the site specific information are given and the Predesigned power solution must be.

0:53:5.400 --> 0:53:9.250

Mickael Edon

At this stage, fully designed by the by the bidders.

0:53:12.840 --> 0:53:13.830

Guest

Alright, thank you.

0:53:14.810 --> 0:53:15.400

Mickael Edon

There we go.

0:53:34.650 --> 0:53:36.340

Martine Israel

Do we have more questions?

0:53:46.740 --> 0:53:50.970

Martine Israel

I see Olivier JACQUET is on muted.

0:53:52.0 --> 0:53:56.640

Martine Israel

I don't know if you wanted to ask a question or if he's just on muted.

0:53:58.810 --> 0:54:1.600

Olivier JACQUET

So now it's all clear. Thank you very much.

0:54:2.500 --> 0:54:8.500

Martine Israel

Thank you, Olivier. I do not see other hands up unless some.

0:54:11.60 --> 0:54:14.440

Martine Israel

OK. Mikaela, I don't see other hands up.

0:54:16.10 --> 0:54:32.290

Mickael Edon

No. So we can conclude this, this forum, these videos conference. Thank you all for your time. If you have any follow up questions, please do not hesitate to send it to us by e-mail and we will make sure to respond within one working day.

0:54:33.700 --> 0:54:40.750

Mickael Edon

Thank you for your time. Again, I wish you good luck at the at preparing the the technical and financial offers.

0:54:41.550 --> 0:54:43.920

Mickael Edon

And thank you for your participation in this tender.

0:54:45.340 --> 0:54:56.470

Martine Israel

Thank you Michael and team. And as we mentioned earlier, all of this will be available to all potential bidders. The Minutes of this recording.

0:54:57.530 --> 0:54:59.800

Martine Israel

Have a nice afternoon. Thank you.

0:55:1.910 --> 0:55:2.390

Mohammed Bititi

Thank you.

0:55:1.990 --> 0:55:2.480

Heinrich van Niekerk (Guest)

Thank you.

0:55:1.480 --> 0:55:2.810

Mickael Edon

Thank you. Bye bye.

0:55:3.730 --> 0:55:4.10

Mohammed Bititi

Right.

0:55:3.540 --> 0:55:4.610

MARIA ANDREA ORTEGA MUNERA

Thank you. Bye.

0:55:5.150 --> 0:55:5.940

Jordi Faxedas Rubio - JGH Group

Thank you. Bye.

0:55:8.240 --> 0:55:8.950

Sudhakara Reddy

Thank you. All right.