

## Request For Proposal: Supply, Delivery, and Installation of Refrigerated Sea Water (RSW)

### TERMS OF REFERENCE (TOR)

<b>No. and Date of Issue</b>	SDFC/AP/IU/2023/11
	13 <sup>th</sup> April 2023
<b>Project Name</b>	Supply, Delivery, and Installation of Refrigerated Sea Water (RSW) Systems
<b>Purchaser</b>	SME Development Finance Corporation (SDFC)
<b>Address</b>	SME Development Finance Corporation, M. Kaneeru Villa, 2 <sup>nd</sup> Floor, Orchid Magu, 20212 – Male’ City, Republic of Maldives Phone: 3026010 Mail: <a href="mailto:info@sdfc.mv">info@sdfc.mv</a>
<b>Clarification Deadline</b>	Vendors can send written queries <a href="mailto:procurement@sdfc.mv">procurement@sdfc.mv</a>
<b>Proposal submission</b>	Once the proposal is ready for submission, vendors may send it to <a href="mailto:procurement@sdfc.mv">procurement@sdfc.mv</a> .
<b>Proposal Submission Deadline</b>	Proposal submission for this project shall remain open until 31 <sup>st</sup> December 2023 and submission can be made at any time within this deadline. Proposals will be evaluated based on the eligibility and minimum requirement. SDFC shall empanel all eligible applicants accordingly
<b>Bid Validity</b>	1 year from the date of submission
<b>Bid language</b>	English

## 1. BACKGROUND

The Government of Maldives, represented by the Ministry of Finance, Ministry of Fisheries, Marine Resources, and Agriculture and the Ministry of Economic Development is seeking to identify ‘Approved Vendors’ to supply, deliver and install Refrigerated Sea Water (RSW) Systems onboard fishing vessels in the Maldives, as specified in Annex 1, for the benefit of fishers and vessel owners (its end users or customers). The Government intends to start a Islamic shariah compliant financing program through SME Development Finance Corporation (SDFC). The customers who are applying for the financing facility to install RSW systems will have the options to choose a vendor from the list of ‘Approved Vendors’ established under this TOR. It is anticipated that the approved list will include vendors offering different solutions that meet the minimum technical criteria set by the Ministry of Fisheries, Marine Resources and Agriculture.

## 2. OBJECTIVES

The objective of this TOR is to strengthen the implementation of Support People's Livelihoods in the Fishery Sector in Maldives through Sustainable Energy Project by facilitating the installation of RSW systems on board fishing vessels as specified in the Action 5.2b of the Strategic Action Plan 2019-2023 (the SAP) of the Government. This will contribute to achieving the Policy 5 of SAP specifically to “Increase profitability from fishery activities” (‘Hama Agu’ Policy) and the Strategy 5.2 on promoting and facilitating access to technologies and techniques to increase profitability, improve catch quality, and reduce postharvest losses.

The Ministry of Fisheries, Marine Resources and Agriculture on regular basis consults with fisheries sector stakeholders, including fishers, vessels owners, fish processor, relevant government agencies and funding partners to improve the quality of fish harvested and landed from the Maldives tuna fishery of the Maldives. At the Fisheries Forum 2019, which was held on the occasion of the 39th Fishermen’s Day, the move towards RSW systems was presented to the stakeholders as one of the solutions that the Government will develop to improve the quality of fish and economic performances of the sector.

The targeted direct beneficiaries of the financing facility are the fisherman working on the fishing vessels and the vessel owners who will be able to improve the quality of their fish landings. This also enables them to reduce the cost of fishing while allowing them to increase their landings by helping them to chill the fish onboard the vessels more efficiently, and thereby generating more income and profit. The indirect beneficiaries of the project include the women and their families, and companies in the fish processing sector.

The scheme will enable the preservation of large catches, by cooling the catch rapidly to a temperature that allows storage onboard over time, without significant reduction in quality of the catch. By improving the quality of the harvested fish, the fishers in the harvesting sector (primary producers) as well as the fish processing (secondary) sector accrue significant benefits.

### 3. SCOPE

This TOR seek to establish a list of 'Approved Vendors' for the purpose of implementing the project. The vendors in the approved list will include only the selected suppliers who propose to the SDFC, as specified herein, to supply and install the RSW systems under this project implemented by the Government of Maldives through the SDFC (the bank). It is solely the 'Approved Vendors' responsibility to decide for the supply, delivery, and installation of the RSW systems onboard the fishing vessels as per the agreed terms and conditions set forth in Sales and Purchase Agreement signed between the vendor and the customer. However, the 'Approved Vendors' will not be allowed to negotiate the minimum technical specifications, delivery, and warranty terms. These terms will remain as it is in this TOR unless it is amended with mutual agreement.

Import duty of RSW systems and the components of the RSW systems imported for the purposes of this scheme will be exempted by the Government.

#### 4. APPLICANTS ELIGIBILITY

Applicant may be a sole proprietor, partnership, company, or a joint venture under an existing agreement or with the intent to constitute a legally enforceable joint venture.

4.1 Applicant shall meet the following criteria to be eligible:

- (a) have the legal capacity to enter into a commercial contract;
- (b) not be insolvent, in receivership, bankrupt or being wound up, its affairs not being administered by a court or a judicial officer, its business activities not being suspended and not the subject of legal proceedings for any of the foregoing;
- (c) have fulfilled its obligations to pay taxes;
- (d) not have been, and its directors or officers not have been, convicted of any criminal offence related to their professional conduct or the making of false statements or misrepresentations as to their qualifications to enter into a contract within a period of five years preceding the commencement of the procurements; and

4.2 Applicants shall not have a conflict of interest. Applicants found to have a conflict of interest shall be disqualified. Applicants may be considered to have a conflict of interest with one or more parties in this call for application process, if:

- (a) they have a controlling partner in common; or
- (b) they receive or have received any direct or indirect subsidy from any of them; or
- (c) they have the same legal representative for purposes of this call for applications; or
- (d) they have a relationship with each other, directly or through common third parties, that puts them in a position to have access to information about or influence on the application of another applicant, or influence the decisions of the Employer regarding this application process; or
- (e) Applicant participates in more than one application process; or
- (f) Participation by an applicant in more than one will result in the disqualification of all application in which the party is involved; or

(g) Applicant or any of its affiliates participated as a consultant in the preparation of technical specifications of the contract that is the subject of the Application; or

4.3 Applicant that has been suspended from participation in public procurement by the Government at the date of the deadline for application submission or thereafter, shall be disqualified.

4.4 Applicant must not have a non-performance of a contract that has occurred as a result of contractor default during the past 5 years preceding the deadline for Application submission.

4.5 Applicant must not have a non-performance of a contract that has occurred as a result of contractor default during the past 5 years preceding the deadline for Application submission.

4.6 The Applicant must have a minimum average annual turnover of MVR 1 million within the last three (3) years.

## 5. TECHNICAL SPECIFICATION

Technical Description and Specification of RSW systems are provided in Annex 1 of this TOR.

## 6. WARRANTY

RSW system units shall have at least **three (3) years' service warranty and maintenance**. This means the buyers of RSW systems shall be provided the same service warranty period or more under the Sales and Purchase Agreement.

Physical presence of the vendor in the Maldives for a minimum of warranty period either through an agent or direct presence is required.

## 7. PREPARATION OF THE APPLICATION

7.1 The Application shall comprise the following:

- (a) Letter of Application
- (b) Completed Schedules, in accordance with this TOR and its annexes
- (c) Quotations, for the supply of the following category of RSW systems, where applicable, for (1) shell and tube evaporator and (2) titanium evaporator separately.
- (d) The quoted price must include the machinery cost, transportation costs, GST and any other associated costs. The quoted prices for RSW systems with titanium evaporators will not be assessed for the selection of 'Approved Vendors'. However, this information will be published along with the prices quoted for the RSW systems and will form an integral part of the agreement signed between the SDFC and the selected Vendors. For clarity, prospective vendors that can only supply RSW systems with shell and tube evaporators will not be disqualified. However, such vendors that can only supply RSW systems with titanium evaporators will be disqualified for the purposes of selecting approved vendors under this TOR.
- (e) Business Registration Certificate.
- (f) GST Registration Certificate.
- (g) The name and position held by each person signing the authorization must be typed or printed below the signature.
- (h) Technical Proposal in accordance with Annex 1
- (i) The price offered to end-users are to be quoted in the Proposal in Maldivian Rufiyaa (MVR).

7.2 To establish its eligibility and qualifications to perform in accordance with this TOR the Applicant shall provide the information requested in the corresponding information sheets attached with this TOR (Proposal Forms).

## 8. SUBMISSION

**8.1 All applicants must submit proposals for all categories of RSW systems described in Table 1 of the Annex 1 of this TOR.**

8.2 Proposals submitted to the SDFC, under this TOR shall:

- (a) bear the name and address of the Applicant;
- (b) be addressed to the SDFC as below:

SME Development Finance Corporation,  
M. Kaneeru Villa, 2<sup>nd</sup> Floor, Orchid Magu,  
20212 – Male' City, Republic of Maldives  
Mail: [procurement@sdfc.mv](mailto:procurement@sdfc.mv)

- (c) bear the title, **“Proposal for the Supply, Delivery and Installation of RSW systems under Support People's Livelihoods in the Fishery Sector in Maldives through Sustainable Energy Project”**

8.3 Any Application received SDFC after the deadline for submission of application *shall be declared late, rejected, and returned unopened to the Applicant.*

## 9. EVALUATION AND EMPANELMENT

9.1 For evaluation of the proposals received and selecting suppliers as 'Approved Vendors', the SDFC may only include the applicants who meets the following minimum criteria to be considered as eligible applicants under this TOR:

- a) Applicants must pass/meet the specified minimum technical requirements to be considered as technically compliant; and
- b) Applicants must pass/meet the minimum financial capacity to fulfil the requirements of the scope;
- c) Applicants who fulfill the requirement specified in this TOR will be listed on our website as empaneled vendors.

## 10. RELATIONSHIP WITH SDFC

10.1 Successful Applicants selected as ‘Approved Vendors’ shall enter into an agreement with SDFC stipulating the minimum terms and conditions that governs the supply and delivery of RSW systems. This may include:

- a. provisions under which the vendor(s) may be removed from the “Approved Vendors” list, such as;
  - i. a vendor failing to deliver on time with no acceptable reason(s);
  - ii. a vendor failing to provide warranty or after sales services to the buyers.
- b. Duration of the engagement.
- c. Details of the minimum guarantees/warranties to be provided to the prospective buyers.

## 11. Applicants’ Eligibility and Qualifications

To establish its eligibility and qualifications to perform the contract in accordance with the TOR, proposal must be submitted with the following documents & forms and any proposal submitted without these documents & forms will be disqualified.

1. Cover Letter
2. Form 1 – Application for BID submission
3. Form 2 – Bidder profile and technical proposal
4. Form 3 – Price schedule for the contracting service
5. Declaration on Ethical Conduct and Fraud and Corruption (Annex ii)
6. Tax clearance report
7. A copy of the bidder’s Business registration Certificate.
8. A copy of the bidder’s GST registration Certificate
9. Experience letters
10. Audited Financial statement for the past 3 years.
11. Authorized Distributors/ Authorized re-seller certificate (if applicable)
12. Product catalogue (if applicable / should be submitted upon request by SDFC)



## Annex 1

### TECHNICAL DESCRIPTION AND SPECIFICATION OF REFRIGERATED SEAWATER SYSTEMS (RSW SYSTEMS)

Under the financing facility, the vendors (the Suppliers) are required to supply and install RSW systems onboard fishing vessels for those buyers (fishing vessel owners) who desires to procure them using the finance facility.

For the purpose of selecting 'Approved Vendors', prospective vendors shall submit quotations with their proposals, for the supply of the following category of RSW systems, where applicable. In either case the systems must have the capacity to chill seawater in the chilling tanks or in vessel's bilge to a temperature of 0°C or +2 °C within 3 hours from seawater of 35ppm at 28 °C (Table 1). The quoted price must include the machinery cost, transportation costs, GST and any other associated costs.

*Table 1: Capacity range of the Refrigerated Seawater Systems (volume of chilled water produced, in liters, in a 3 hours cycle of operation).*

Category	Capacity range by category (Liters)		
1.	≥ 5,000	to	10,000
2.	>10,000	to	15,000
3.	>15,000	to	20,000
4.	>20,000	to	25,000

In addition, the prospective vendor shall submit the pricing for the installation of the RSW systems onboard the fishing vessels for the vessel sizes specified in Table 2. **The prices shall include material cost, labor costs, GST and any other associated costs.** The quoted prices for installation will not be assessed for the selection of 'Approved Vendors'. However, this information will be published along with the prices quoted for the RSW systems and will form an integral part of the agreement signed between the SDFC and the selected Vendors.

*Table 2: Fishing vessels size categories*

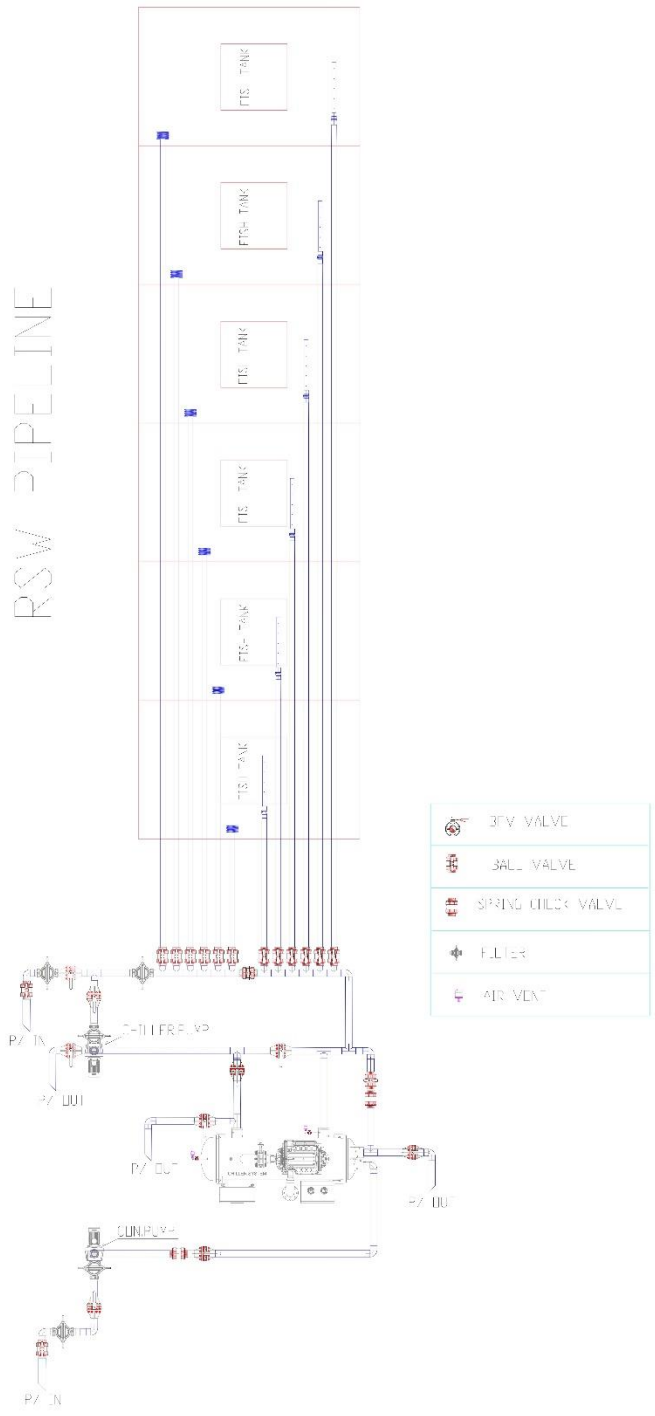
	Vessel Size Category
1	≥20m to 25m
2	>25m to 30m
3	>30m

**Table 3:** describe the minimum design conditions and requirements for each category of RSW Systems that a prospective vendor may propose to supply under this project. The prospective vendors shall comply with the conditions and requirements and furnish the details of their proposed RSW systems in their proposals.

*Table 3: Description of the minimum design conditions and requirements..*

<b>Detail</b>	<b>Minimum Requirement</b>
Inlet Water Temperature	Approximately +28 °C
Water Outlet Temperature	0°C or +2 °C
Compressor Type	Semi Hermetic piston OR Screw
Condenser Type	Seawater Cooling (Shell and Tube OR Copper Nickel)
Evaporator Type	Shell and Tube (Copper Nickel OR Stainless Steel OR Titanium Tube)
Condenser - Evaporator Pump Type	Self-Priming Stainless-Steel Pump (AISI316)
Noise (3 meters)	≤ ~78 dBA
Evaporation Temperature	2C / -10C °C
Energy	380V/50Hz/3Ph
Refrigerant	R507 OR any other suitable refrigerant approved for import into the Maldives
Temperature monitoring	The system should indicate water inlet and water outlet temperature
Data logger	The system should include temperature data logger to measure water in temperature in chilling tanks or bilge. The data logger should be capable of recording temperature over a period of two weeks that can be extracted digitally if required. The data logger should monitor the temperature of each compartment.

Table 2: Minimum Installation Requirements



## Technical description of the proposed solution

The prospective vendors shall submit the following form in Table 1 for each category of RSW systems along with supporting documents as evidence of meeting the requirements proposed.

Table 1. Description of proposed RSW systems

Detail	Minimum Requirement	Proposed
Inlet Water Temperature	Approximately +28 °C	
Water Outlet Temperature	0°C or +2 °C	
Compressor Type	Semi Hermetic piston OR Screw	
Condenser Type	Seawater Cooling (Shell and Tube OR Copper Nickel)	
Evaporator Type	Shell and Tube (Copper Nickel OR Stainless Steel OR Titanium Tube)	
Condenser - Evaporator Pump Type	Self-Priming Stainless-Steel Pump (AISI316)	
Noise (3 meters)	≤ ~78 dBA	
Evaporation Temperature	2C / -10C °C	
Energy	380V/50Hz/3Ph	
Refrigerant	R507 OR any other suitable refrigerant approved for import into the Maldives	

<p>Temperature monitoring</p>	<p>The system should indicate water inlet and water outlet temperature</p>	
<p>Data logger</p>	<p>The system should include temperature data logger to measure water in temperature in chilling tanks or bilge. The data logger should be capable of recording temperature over a period of two weeks that can be extracted digitally if required. The data logger should monitor the temperature of each compartment.</p>	

## FORM 1: APPLICATION FOR BID SUBMISSION

Project	
Announcement No.	

BIDDER INFORMATION FORM			
1. ENTITY TYPE	<input type="checkbox"/>	Sole proprietor	Only the types specified here are considered as business legal entities.
	<input type="checkbox"/>	Company	
	<input type="checkbox"/>	Partnership	
	<input type="checkbox"/>	Cooperative	
2. REGISTRATION NO.			Enter respective registration number.
3. GST NO.			
4. NAME OF BIDDER			
5. CONTACT NO.	FIXED		MOBILE
6. EMAIL ADDRESS			
7. FULL REGISTERED ADDRESS			
BUSINESS NAME			
8. REGISTERED NAME			
CONTACT PERSON			
9. NAME			
10. PERMANENT ADDRESS			

11. MOBILE NUMBER	
13. SIGNATURE	14. STAMP

- Provide Building / house names, floor, apartment no., road, atoll and island for address fields.
- This form should be submitted with the bid proposals
- SDFC will not accept any BIDS if this form is missing
- All fields are mandatory



**Form 2: Bidder Profile and Technical proposal**

Bidder Details		Signature & Seal (Registered Firms) <i>(initial each extra page)</i>
Bidder Name		
Registration number		
Contact Person	Name:	
	Mobile Number:	
Email Address		
Years in Business		

<p><b><u>Profile:</u></b> (Accordance with the RFP/TOR. Can be Attached separately)</p>
<p><b><u>References:</u></b> (Documents outlining the details of implementation of the proposed application. Can be Attached Separately)</p>
<p><b><u>Delivery Duration</u></b></p>
<p><b><u>Warranty period</u></b> (minimum 3 years)</p>

## Form 3: Price Schedule

### Price Schedules

**Table 1 – Specification**

#	Specification	Details
1	Brand and Model of Compressor	
2	Brand and Model of Controllers	
3	Duration of Warranty (min. 3 years)	

**Table 2 – Shell and tube evaporator RSW systems**

#	RSW Category	Shell and Tube <i>(Copper Nickel OR Stainless Steel OR Titanium)</i>	Cooling Capacity <i>(litres of water chilled to 0°C – 2°C in 3 hrs)</i>	Unit Price <i>(MVR, inclusive of GST, exclusive of installation)</i>	Compress or Electric Power <i>(to be specified in Kw/hr)</i>	Delivery period <i>(days)</i>
1	5,000 < Liters < 10,000					
2	10,000 < Liters < 15,000					
3	15,000 < Liters < 20,000					
4	20,000 < Liters < 25,000					

**Table 3: Installation price for fishing vessels size categories**

#	Vessel Size Category	Price (MVR)	GST (MVR)	Total Price (MVR)
1	≥20m to 25m			
2	>25m to 30m			
3	>30m			

## Form 4: Party to Joint Venture Information Sheet

[The Applicant shall fill in this Form in accordance with the instructions indicated below].

Date: [insert date (as day, month and year) of Application Submission]

Invitation No: [Insert Reference no]

Page \_\_\_ of \_\_\_ pages

1. Applicant's Legal Name:	{insert Applicant's legal name}
2. JV's Party legal name:	{insert JV's Party legal name}
3. JV's Party Country of Registration:	{insert JV's Party country of registration}
4. JV's Party Year of Registration:	{insert JV's Party year of registration}
5. JV's Party Legal Address in Country of Registration:	{insert JV's Party legal address in country of registration}
6. JV's Party Authorized Representative Information	
Name:	{insert name of JV's Party authorized representative}
Address:	{insert address of JV's Party authorized representative}
Telephone/Fax numbers:	{insert telephone/fax numbers of JV's Party authorized representative}
Email Address:	{insert email address of JV's Party authorized representative}
7. Attached are copies of original documents of: {check the box(es) of the attached original documents}	
<input type="checkbox"/> Articles of Incorporation or Registration of firm named in 1	
<input type="checkbox"/> In case of government owned entity from the Purchaser's country, documents establishing legal and financial autonomy and compliance with the principles of commercial law	

## Form 5: Historical Contract Non-Performance, Pending Litigation

Applicant's Legal Name: \_\_\_\_\_

Joint Venture Applicant's Legal Name: \_\_\_\_\_

### Historical Contract Non-Performance

Non-Performed Contracts in accordance			
<input type="checkbox"/> Contract non-performance did not occur.			
<input type="checkbox"/> Contract(s) not performed (if any non-performed contracts, please fill below)			
Year	Non- performed portion of contract	Contract Identification	Total Contract Amount
<i>[insert year]</i>	<i>[insert amount and percentage]</i>	Contract Identification: Name of Employer: Address of Employer: Reason(s) for non-performance:	<i>[insert amount]</i>

### Pending Litigation

Pending Litigation			
<input type="checkbox"/> No pending litigation			
<input type="checkbox"/> Pending litigation (if any pending litigation, please fill below)			
Year of dispute	Amount in dispute (currency)	Contract Identification	Total Contract Amount (currency),
<i>[insert year]</i>	<i>[insert amount and percentage]</i>	Contract Identification: Name of Employer: Address of Employer: Matter in dispute: Party who initiated the dispute: Status of dispute:	<i>[insert amount]</i>

Form 6- Average Annual Turnover

Applicant's Legal Name: \_\_\_\_\_ Date: \_\_\_\_\_

Annual turnover data		
Year	Amount and Currency	MVR equivalent
*Average Annual Turnover		

\*Average annual turnover calculated as total certified payments received for work in progress or completed over the number of years specified in the TOR, divided by that same number of years.

Form 7- Experience

Applicant's Legal Name: \_\_\_\_\_ Date: \_\_\_\_\_

<b>Starting Month / Year</b>	<b>Ending Month / Year</b>	<b>Years*</b>	<b>Contract Identification</b>	<b>Role of Applicant</b>
			Contract name: Brief Description of the Works performed by the Applicant: Name of Employer: Address:	
			Contract name: Brief Description of the Works performed by the Applicant: Name of Employer: Address:	
			Contract name: Brief Description of the Works performed by the Applicant: Name of Employer: Address:	

## Annex 4

### Document Checklist

#	Document Name	Submitted
1	Cover Letter	
2	Technical description of the proposed solution (Page 13)	
3	Form 1 – Application for BID submission	
4	Form 2 – Bidder profile and technical proposal	
5	Form 3 – Price schedule	
6	Form 4: Party to Joint Venture Information Sheet	
7	Form 5: Historical Contract Non-Performance, Pending Litigation	
8	Form 6- Average Annual Turnover	
9	Form 7- Experience	
10	Tax clearance report	
11	A copy of the bidder's Business registration Certificate.	
12	A copy of the bidder's GST registration Certificate	
13	Experience letters	
14	Financial statement for the past 3 years.	
15	Authorized Distributors/ Authorized re-seller certificate (if applicable)	
16	Product catalogue (if applicable / should be submitted upon request by SDFC)	



# RSW PIPELINE

