IEC Smart Grid Request for Proposal #2000600527

Pre-Bid Conference Presentation
Monday June 4th, 2012

Tel-Aviv, ISRAEL
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**Key Roles and Contacts**

<table>
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<tr>
<th>Name</th>
<th>Role</th>
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<tbody>
<tr>
<td>Dr. Kobi Yahav</td>
<td>Smart Grid Program Manager</td>
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<tr>
<td>Mr. Yoram Cohen</td>
<td>Smart Grid Program – IT Manager</td>
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<tr>
<td>Mr. Israel Karmazin</td>
<td>Contract Manager</td>
</tr>
<tr>
<td>Mr. Nissim Abadi</td>
<td>Purchasing Manager</td>
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<tr>
<td>Mrs. Yaffa Peled</td>
<td>Head of R&amp;D ITC Division</td>
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<tr>
<td>Mr. Itzhak Mashiach</td>
<td>Head of Metering / IHD team</td>
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<tr>
<td>Mrs. Any Cohen</td>
<td>Head of AMI Communication team</td>
</tr>
<tr>
<td>Mr. Natan Fenig</td>
<td>Head of MDM team</td>
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*Note: Please Contact Only Mr. Nissim Abadi*
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Clarifications & General

- All correspondence regarding this request to submit proposals will be only in writing to Mr. Nissim Abadi (fax or email)
- The majority of Clarifications will be provided collectively until June 11th, 2012.
  - **Optional** additional clarification round will be provided on the following: July 1st of 2012
- Clarifications will be made for questions received in writing no later than two days prior to the clarifications round
- Anonymousness of clarifications— all clarifications will exclude bidder’s name
- IEC is utilizing the expert services of the professional consultants ACCENTURE Ltd. who have assisted IEC in issuing the technical Tender Documents and will assist IEC in technical proposal evaluation
- This presentation and the clarifications will be published on the IEC website
- A business card of the contact person for each bidder shall be provided to IEC by the end of the presentation, and updated shall be made by IEC to this contact person
Proposed Smart Grid Project Timeline and Packages
Description of base stage and options

- **First Stage - Binyamina**
  - **Basic System:**
    - Smart meters (5K)
    - AMI Comm’s (5K)
    - Design and build systems
    - Initial architecture for 4K meters

- **First Option** – Additional Systems Functionality
  - Design of full scale architecture (2.5 m meters)
  - Implementation of the full scale architecture for 5,000 meters
  - Purchasing of additional systems and IT hardware scalable to 2.5 m meters

- **Second Option** – Procurement of additional smart meters, AMI equipment and other hardware
  - Purchase of up to 30,000 meters in batches and the related AMI communication

- **Third Option** – Integration of systems for 30K
  - Systems Integrator services for the Second Stage of the Project
  - Implementation of additional / alternative functionality for the Second Stage of the Project
  - Implementation of the full scale architecture for 30,000 smart meters
  - Purchasing of additional systems and IT hardware
Summary of the RFP

Tender Structure

- Annexure B1: MDM
- Annexure B2: AMI Communications
- Annexure B3: Smart Meters
- Annexure B5: Statement of Work - SOW
- Form of Agreement
- Annexure A - General Terms
- Annexure B6
- Invitation to Submit Proposals + Appendix's
- Thresholds
- Price and Terms of Payment
Summary of the RFP
Structure and Guidelines - 2 Stages RFP

Stage A – Technical (60%)

- All supporting documents required for participation in the Tender (including documents evidencing compliance with the Threshold Conditions)
- A detailed technical proposal relating to the Technical part of the Tender as described in Invitation to Submit Proposal - Chapter 4
- No prices are to be submitted in the proposal for the technical stage (Stage A)
- No reply should be given for the Commercial part in the technical stage, except “I have read, understood and accept”

Stage B – The Commercial Part (40%)

- IEC will invite Bidders who comply technically with the requirements of the Tender (Stage A) to submit their price quotations – as specified in the Commercial part of the Tender
- The IEC reserves the right to update the Tender documents (including the Commercial part) quantities in the Tender and Tender conditions at each of the Tender stages
Summary of the RFP
Stage A – Thresholds (Go / No-Go)

- IEC will not consider a proposal if the Bidder and/or the proposal fail to meet all threshold conditions listed in the Invitation to submit proposals (both technical and non-technical)

### Technical Thresholds:

- **Threshold 9.6.1: Bidder’s Project Management Experience**
  - Form H duly Filled in
  - Form “H1” duly Filled in

- **Threshold 9.6.2: Bidder’s Smart Grid Experience**
  - Form “I” duly Filled in
  - Form “I1” duly Filled in

- **Threshold 9.6.3: Bidder’s MDM/MDUS SAP QBS certification**
  - Form “J” duly filled in
  - Form “J1” duly filled in

### Required Documentation to complete:

- **Section 9.6.x – Invitation to Submit Proposal**
- **Section 10.6.x – Invitation to Submit Proposal**
Summary of the RFP
Commercial stages breakdown

- In this stage, IEC will invite Bidders who comply technically with the requirements of the Tender (Stage A) to submit their price quotations – as specified in the Commercial part of the Tender.

- Fixed price based including all: SW, HW, Services, Tests, Training, Documentation and warranty items.

- Time & Materials based estimation.

- First Stage (30%) - Fixed price based including all: SW, HW, Services, Tests, Training, Documentation and warranty items.

- First Option (20%) - Time & Materials based estimation.

- Second Option (20%) - Time & Materials based estimation.

- Third Option (40%) - Time & Materials based estimation.
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## Type of documents and responses

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<th>Type of Reply</th>
<th>Description</th>
<th>Documents</th>
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<tbody>
<tr>
<td><strong>Read and Understood and Accepted</strong></td>
<td>Bidders are required to state: “I have read and understood and accepted”</td>
<td>- Documents include:</td>
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<tr>
<td></td>
<td></td>
<td>- Invitation to Submit Proposals</td>
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<td></td>
<td></td>
<td>- Price and Terms of Payment (no prices)</td>
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<td></td>
<td></td>
<td>- Form of Agreement, Annexure A, Annexure B6</td>
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<tr>
<td><strong>Detailed Response</strong></td>
<td>Bidders are required to fully comply with response to RFP guidelines as specified in the tender documents</td>
<td>- Documents include</td>
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<td></td>
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<td>- Annexures B1-B5 which are being transformed in the bidders response into Annexure C2-C6 respectively</td>
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<tr>
<td></td>
<td></td>
<td>- Thresholds through forms: “H”, “I” and “J”</td>
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<tr>
<td><strong>Aggregative and Summation</strong></td>
<td>Bidders are required to provide summation and aggregation of information provided throughout their respective response to RFP</td>
<td>- Documents include</td>
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<tr>
<td></td>
<td></td>
<td>- Annexure C1 — Summary of Prices and Table of Payment Milestones (no prices)</td>
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<td>- Annexure C7 – Table of Conformance</td>
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<tr>
<td><strong>Stage B documents</strong></td>
<td>Documentation that is required to be submitted only during second stage</td>
<td>- Annexure C1 — Summary of Prices and Table of Payment Milestones -with prices filled in</td>
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<tr>
<td></td>
<td></td>
<td>- Price and Terms of Payment – with prices filled in</td>
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How to Reply to the RFP

General Guidelines

- Bidders are required to:
  - Provide a full and complete response for the request for proposal
  - Make use of existing documents, templates, tables and other objects when replying, except if explicitly mentioned otherwise
  - Maintain document structure and numbering, should the bidder require more space to provide its reply and where applicable, the bidder will add appendixes to the specific document

- All correspondence regarding this request to submit proposals whether by Primary contractor or sub-contractor, will be only in writing to Mr. Nissim Abadi (fax or email)
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End of Presentation
Thank you for your participation

For more information please contact:

Mr. Nissim Abadi

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Fax : +972 (4) 818 4809/132