ANNEXURE “BB”
THRESHOLD AND ESSENTIAL CONDITIONS

TENDER NO. : (tbd)

SPECIFICATION NO. : 306-00-01-16

SUBJECT: Smart Meter System project

Date: March 27, 2016

ATTACHMENT 1
PRELIMINARY / THRESHOLD CONDITIONS
for Participation in the Tender/RFP Proceedings

Bidders shall meet the following conditions, as of the last date for submission of first stage proposals, in order to participate in the bid.

1. Integrated solution: The bidder shall be the primary entity (definition herein) – the single focal point responsible for all integration of all hardware and software within the pre-defined time milestones. The primary entity (for objective of tender only), shall be either of (and, or):

   (a) Manufacturer of at least meters and Data Concentrator (DC).
   (b) An MDM vendor.
   (c) A service provider with proven integration experience as specified at section 19: "Integrated solution installation experience", below.

   The primary entity is the only contractual party with IECO and other providers are subcontractors of the primary entity. The primary entity shall present details of said subcontractors in the proposal.

2. The Bidder shall propose a proposition where he or the sub-contractors are the manufacturers of the proposed meters; direct, indirect CT, and DC.

3. The primary entity shall arrange an integrator or become the integrator himself.

4. The primary entity is responsible for end-to-end solution, and for withstanding:

   (1) all schedule milestones,
   (2) all integrations, drivers,
   (3) all equipment provisions.
5. **MDM installation experience**: The bidder shall provide reference/s to show that the proposed MDM has been successfully implemented in at least one installation in an Organization for Economic Co-operation and Development (OECD) country with 500,000 meters or more.

6. **SAP compatibility experience**: The bidder shall have proven experience of at least two successful implementations of interfaces between the proposed MDM and SAP ISU in the last 4 years. The bidder shall provide references from the relevant utilities, which shall be in an OECD country.

7. **Samples**: The contractor shall provide samples of meters, CTs, DCs and relevant hardware that are same to those being proposed, as specified in the submittal table (Annexure B1) with the technical offer. Samples shall meet all the requirements as specified in Chapter 14.2.1 of the Specification.

8. **MDM Scalability**: System shall be scalable to manage at least 3000000 meters. Bidder shall provide its concept to provide scalability.

9. **Metrology certification**: The electricity meters proposed by the Bidder shall fully comply with International Electrotechnical Commission standards IEC/EN 62052-11 and IEC/EN 62053-21 (and IEC/EN 62053-23 for CT-connected meters), or EN 50470-1 and EN 50470-3 as substitute only for active energy standards. To show conformance with this requirement the bidder shall provide a copy of a certificate of type (pattern) approval from an authorized body, confirming that the meter type, identical with the proposed one, complies with the requirements of IEC/EN 62052-11 and IEC/EN 62053-21 (and IEC/EN 62053-23 for CT-connected meters), or EN 50470-1 and EN 50470-3 as substitute only for active energy standards.

   MID Certificate shall be accepted only if performed and signed by an MID notified body from the list provided at NANDO website.

   The CT proposed by the Bidder must conform to the requirements of IEC/EN 60044-1. Type test Certificate of the proposed CT must be issued by a laboratory that uses a reference CT and a current measuring bridge traceable to a National Laboratory, according to IEC publication 60044-1 clause 7.

10. **PLC communication certification and compatibility**: The PLC meters and DC proposed by the Bidder shall comply and be certified either with **PLC PRIME** standard (additionally manufacturer declaration to be conformant with EN 50065-1, IEEE 1901.2 Standard OFDM, or declaration in the manual or product brochure) or with **IDIS standard** (additionally manufacturer declaration to be conformant with standards EN 50065-1, IEC 61334 S-FSK or statement in product brochure). In case of conflict the specification of these protocols is the overriding standard. In addition the proposed products shall be mentioned as PRIME or IDIS products using an official certificate from these organizations, and shall carry a PRIME or IDIS logo over the nameplate.

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11. **Cellular dlms/cosem certification**: The cellular meters proposed by the bidder shall comply with IEC 62056 series of standards (DLMS /COSEM), be certified by dlms/cosem organization/UA, carrying a dlms/cosem logo.

12. The manufacturer of the meters, DC and CTs, which are the subject of this bid process, shall have a Quality Management System (QMS) for the **design and development** and manufacturing of electricity meters/DC at the specific manufacturing factory having a certificate evidencing compliance with the requirements of the valid revision of **ISO 9001:2008** (or any other Management System standard specifically indicating that it implements the requirements of **ISO 9001:2008**) on the date that specified for submission of the proposal. To show conformance with this requirement the bidder shall provide a copy of a certificate of compliance with **ISO 9001:2008** issued by a Certification Body (CB) which is a qualified by an Accreditation Body.

The certificate shall bare the logo of the CB and of its Accreditation Body and/or the logo of the IAF MLA.

The certificate shall be valid on the date set for submission of the proposal.

The certificate shall be valid for the scope of activities specified in the request for proposal.

13. **Meter Selling experience**: The manufacturer of each specific meter has continuously manufactured meters, similar to the ones proposed, during the last three years, prior to the last date for submission of the technical proposal, and in the aggregate at least **40000** direct PLC, **3000** CT PLC, **700** DC, **4000** single phase direct GPRS, **6000** three phase direct GPRS, and **400** three phase CT connected GPRS meters of similar type to those proposed in the bid, and of the same manufacturer at the same plant, have been sold and installed to electricity utilities to 3 OECD countries.

**Definition of "similar meter"**: a) same electric parameters as defined in the standards IEC62052-11 clause 8.2.4, b) same functionality: TOU, DST, displays, special days, communication technology and any other functionality defined by tender spec.

14. The bidder shall propose PLC meters from two different manufacturers with the same communication protocol. Two manufacturers are not required for each PLC meter type but overall for PLC meters.

15. **DC selling experience**: The Bidder shall propose a DC that supports at least two different meters from different manufacturers. The Bidder shall present evidence of installation of the DC at three OECD countries all together.

16. **CT selling experience**: At least 1000 CTs similar to the one proposed in the bid and of the same manufacturer at the same plant have been sold during the last three years, and installed to electricity utilities to 2 OECD countries.

**Definition of "similar CT"**: a) same construction (split-core), dimensions, accuracy class, rated current, rated output (burden) as defined in Standard IEC 60044-1; b) designed to operate at the same environmental conditions.

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3 i.e.: {single/three phase}X{direct, CT connected}X{PLC, GPRS}
17. All single-phase meters shall be with BS 7856:1996 connection scheme. All three-phase meters shall be with DIN 43857-2 connection scheme. CTs are split-core type.

18. MDM shall enable remote firmware update and remote meter configuration, including uploading of meter parameters such as TOU table, fixed special days table, passwords etc. MDM shall enable any configuration update to be tracked and managed.

19. Integrator experience: The integrator shall present at least one installation of an end-to-end system including smart meters, DCs/Gateways, CTs, MDMs and customer information system in production in an OECD country, with total 50000 electricity meters.

20. The proposed meters, DCs, CTs and associated communication hardware shall be “off the shelf” products detailed and based on the description of the Specification. An "Off the Shelf product declaration" signed by an authorized officer of the contractor or manufacturer.

Definition of "off-the-shelf": In Annexure B – IECo Tariff Pilot Specification – Appendix G – Off the Shelf Product Declaration

21. Documentation: All documents, certificates, etc., shall be in English or Hebrew. Other languages will not be acceptable.

Note: All documents, certificates, etc., shall be duly signed and approved, and valid at the date of Tender response.

The Purchaser shall be entitled to disqualify participants for failure to meet the a/m conditions, as well as for failure to provide substantiating documentation.
ATTACHMENT 2
Mandatory Requirements

1. All clauses specifically classified in the Specification by the symbol "M" (Mandatory) are Mandatory Requirements and the purchaser shall be entitled to disqualify participants for failure to meet any of the said requirements.

2. All proposals submitted must include an offer for the complete Scope of Work. The award of the contract shall be granted to one Contractor only and not divided amongst Bidders.

3. The overall score of the Technical (first stage) evaluation (in the Expert choice method) shall be at least 70 (out of 100) [see Attachment 3 below], in order to be approved for the Prices stage.
ATTACHMENT 3
Evaluation of Proposals

Without derogating from the "Criteria for selection and acceptance of proposal/s" clause detailed in the "Invitation to Submit Proposals" document -

A. Items detailed in Table 2 of the Summary of Prices, evaluation of proposals in the second (Prices) stage of the RFP shall be based on the monetary value of the price proposal, only (100%).

B. Items detailed in Tables 3 & 4 of the Summary of Prices, shall be evaluated using an "Expert Choice" method, as follows:

The overall grading of the proposal shall be composed of two components:

(i) The Stage 1 proposal shall be evaluated according to Non quantifiable, non-monetary parameters, see Attachment 5, giving an "expert choice grade", weighted as 50% of the overall grade.

(ii) In Stage 2, the monetary value of the price proposal shall be considered in the overall techno-economic evaluation of the proposals. These, will be weighted as 50% of the overall grade/score.
The following table summarizes the grading principles with respect to Non-Quantifiable parameters, to be applied in determining the grade of each parameter during Stage 1 of the evaluation:

<table>
<thead>
<tr>
<th>ADJECTIVE</th>
<th>NUMERICAL RATING (max.of 1.0)</th>
<th>DEFINITION</th>
</tr>
</thead>
<tbody>
<tr>
<td>SUPERIOR</td>
<td>0.9 or 1.0</td>
<td>Exhibiting a high degree of expertise, knowledge or competence. Highly acceptable, thoroughly comprehensive, leaves very little else to be desired.</td>
</tr>
<tr>
<td>GOOD</td>
<td>0.7 or 0.8</td>
<td>Indicates a satisfactory level of expertise or knowledge. Acceptable, comprehensive; generally does not require additional information / clarification or discussion.</td>
</tr>
<tr>
<td>FAIR</td>
<td>0.5 or 0.6</td>
<td>A minimally acceptable level of expertise or knowledge. Requires additional information / clarification or discussion.</td>
</tr>
<tr>
<td>POOR</td>
<td>0.3 or 0.4</td>
<td>Below a minimally acceptable level. Requires considerable improvement. Indicates a low level of expertise, knowledge or competence. Requires extensive discussions and/or information / clarification.</td>
</tr>
<tr>
<td>UNACCEPTABLE</td>
<td>0 or 0.1 or 0.2</td>
<td>Indicates a lack of capability to perform the work. Weakness not fixable. Data not valuable or not furnished.</td>
</tr>
</tbody>
</table>
**ATTACHMENT 5**

Non-quantifiable, non-monetary parameters for Expert Evaluation
for determining the "expert choice grade" in the first stage
[for items detailed in Tables 3 & 4 of the Summary of Prices]

**A - Items in Table 3**

<table>
<thead>
<tr>
<th>Chapter in Tech. Spec.</th>
<th>TOTAL for Technical part (50% of overall score), incl:</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>100%</td>
</tr>
<tr>
<td>8 MDM</td>
<td>45%</td>
</tr>
<tr>
<td>9 HES</td>
<td>5%</td>
</tr>
<tr>
<td>10 MOC</td>
<td>20%</td>
</tr>
<tr>
<td>10 NOC</td>
<td>10%</td>
</tr>
<tr>
<td>11 Deployment tool</td>
<td>15%</td>
</tr>
<tr>
<td>12 SW Systems general requirements</td>
<td>5%</td>
</tr>
</tbody>
</table>

**TOTAL for Monetary part (Price proposal) - 50%**

(The overall score in evaluation of the Technical part, shall be at least 70%.)

**B - Items in Table 4**

<table>
<thead>
<tr>
<th>Chapter in Tech. Spec.</th>
<th>TOTAL for Technical part (50% of overall score), incl:</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>100%</td>
</tr>
<tr>
<td>3 Architectural Overview</td>
<td>10%</td>
</tr>
<tr>
<td>13 Security</td>
<td>5%</td>
</tr>
<tr>
<td>14 QA / testing</td>
<td>15%</td>
</tr>
<tr>
<td>15 Project Management and Governance</td>
<td>20%</td>
</tr>
<tr>
<td>16 Training and documentation</td>
<td>5%</td>
</tr>
<tr>
<td>17 Organization and Experience</td>
<td>20%</td>
</tr>
<tr>
<td>18 Solution Implementation Plan</td>
<td>20%</td>
</tr>
<tr>
<td>19 schedule</td>
<td>5%</td>
</tr>
</tbody>
</table>

**TOTAL for Monetary part (Price proposal) - 50%**

(The overall score in evaluation of the Technical part, shall be at least 70%.)


**ATTACHMENT 6**

**Declarion (for Israeli residents, [in accordance with the term’s definition in the Income Tax Ordinance (New Version)] for Approval required by Public Bodies Transactions Law - 1976, clause 2 b, including, but not limited to, a statement by the Foreign Workers Law - 1991 and Minimum Wage**

אני הח"מ _________________ מספר ת.ז _________________ של _________________ 
אני הח"מ _________________ números ת.ז _________________ של _________________ 
אני הח"מ _________________ מס' ת.ז _________________ של _________________

1. אני משתייך לדין/בשם חברה _________________ 
2. אני מגיש תצהיר בשמי/בשם חברה _________________ 
3. אני מגיש תצהיר בשמי/בשם חברה _________________

**התקשות עלتعبיר התצהיר ליישראלי ב"ע**

[נא למחוק את המיתון]

לא הוזהרתי כי עלי להצהיר את האמת כי אהיי צפוי לэффיקסיה הקבוצה במחוזו או לאウンשון

mezucchir beh bat chok: 
1. שמי, מספר תעודת הזהות שלי וכתובתי REFERENCES: ימי 31 באוקטובר 2002, לifié חק
2. אני מגיש תצהיר בשיב/בשם חברה _________________
3. אני מגיש תצהיר בשיב/בשם חברה _________________ 
4. בתצהיר זה "בעל זיקה" הוא כל אחד מאלה:
   (א) חבר בחברה שהרב מניותיה או שותפייה, לפי העניין, דומה בצורתה של החברות והענף שבו הוא פעילו;
   (ב) חבר בחברה שהרב מניותיה או שותפייה, לפי העניין, דומה בצורתו של החברות והענף שבו הוא פעילו;

4. בתצהיר זה:  "בעל" ביוו "אני את האדמ"ː
   (1) חבר בינו אדם שנותן על ידי הספק;
   (2) אם הספק הוא חבר בין אדם, את האדמ"; 
   (א) בעל משילוטו ב: 
   (ב) חבר בינו אדם שנותן על ידי הספק; 
   (ג) וי שאת האדמ" מועמד הספק על תשלום שכר העובדים;
ATTACHMENT 6 - Declaration (for Israeli residents), cont.

(3) If the provider is a natural person controlled by another natural person -

"Control" as defined in the Bank Regulations (Authority) 1981.

"significant control" - the holder of more than three-quarters of a certain type of means of control in a natural person.

"deadline" - the last date for submitting offers.

This is my, the undersigned and the statement.

__________________________

Date of signature

__________________________

Signature