



South African Revenue Service

**RFP13-2023: APPOINTMENT OF SUPPLIERS FOR SUPPLY AND DELIVERY  
OF INVERTERS, LITHIUM-ION BATTERIES AND SOLAR PANELS  
(ALTERNATIVE ENERGY EQUIPMENT) FOR THE PERIOD OF THREE (3) YEARS**

DATE 31 August 2023

**RFP13/2023: QUESTIONS & ANSWERS**

	<b>QUESTIONS</b>	<b>ANSWERS</b>
1.	Are start-up companies eligible to bid for this RFP?	Yes
2.	Will preferential points be made for youth led and township-based businesses in this RFP?	No
3.	How will this RFP be used to stimulate localisation, and can companies make recommendations to the Receiver on how this RFP process can stimulate local manufacturing in Townships as a measure to increase jobs?	Local content was not the requirement in this tender.
4.	Will the Receiver also take out an RFQ/RFP for the installation of these assets or can companies also include a proposal on the installation at the sites per region?	Yes, a tender will be issued for installation.
5.	Trust that this email finds you well, we are interested in the tender in submission region 1. Referring to Description of the request. how many, pop-up offices in malls and shopping centres, small offices, medium office's and large offices we have in region one (1) ?	Bidders must quote as required, the published "RFP13_2023_1-2 Annexure A_ Business Requirements Specification Document" indicate that number of offices to receive this spec = 10
6.	Can you let us know what size each office is for Region 2? We need to know this to calculate which vehicle is required for the delivery to each office.	Bidders to refer to the published 'RFP13_2023_1-3 Annexure B_ List of Region and Offices"
7.	For the Solar Panels, I see that 650W panels are requested. These are very hard to come by, can we supply 550W panels?	Bidders must quote as per SARS Business Requirements Specification Document
8.	For the Mobile inverters, I see that a 7kW mobile inverter is requested. For a mobile unit on wheels, the largest we can procure is a 3kW inverter. Can we double up on the quantity and price the 3kW mobile inverter?	Bidders must quote as per SARS Business Requirements Specification Document

	QUESTIONS	ANSWERS
9.	Do you have an idea the size of the inverters per site and panels. the amount of equipment, lights, servers' computers etc will determine what size inverters to propose. I am sure each site will differ.	Yes each site will differ, bidders to refer to the published "RFP13_2023_1-2 Annexure A_ Business Requirements Specification Document" for the required size of inverters and panels.
10.	How many Sites do you have and where are they based.	Bidders to refer to the published 'RFP13_2023_1-3 Annexure B_ List of Region and Offices"
11.	Are there existing COC for the existing building. This will ensure that the existing cable work and distribution board is in Compliance with law.	The question is not relevant to this bid as its is the supply and delivery only.
12.	In my opinion each site will have to be visited to determine the number of panels and the layout. Can site visits be arranged.	The published "RFP13_2023_1-1 SARS Main RFP document" states that there is no briefing session. Site visit cannot be arranged.
13.	Does the building belong to SARS if not will landlord approval be given.	The question is not relevant to this bid as it is the supply and delivery only.
14.	Will an engineer be appointed by SARS to confirm the roof structure can carry the load.	The question is not relevant to this bid as it is the supply and delivery only.
15.	Is an SLA required to do monthly maintenance e.g cleaning of panels. Checking the battery and Inverter.	The question is not relevant to this bid as it is the supply and delivery only.
16.	In the document it mentions 36 months. I am assuming this will be on rental.	No, it's not rental but outright purchase, the period is for provision of project implementation.
17.	Do you have a timelines that this needs to be implemented and completed.	Implementation will start after the suppliers for installation are appointed. The implementation plan will be agreed and shared with the winning bidders.
18.	Number 6 (Page 10 of 26) speaks to a 3-year financial statement. We as potential bidders don't have it. In fact, what we can attach is our income tax assessments.  We a new company, that started trading this year.	Bidder must provide, letter on the company letterhead signed by the duly authorised personnel, confirming that the company was operation this year.  Bidders must refer to technical evaluation criteria on "RFP13_2023_1-1 SARS Main RFP document".
19.	Bidders must submit proof that they are an OEM. We do not have that either.  We are relatively new company that essentially is involved with the supplying and delivering of consumables. What we have is the ability to get good pricing from solar wholesalers and have them delivered.	Bidders must note that this is the tender requirement that all bidders must comply with, and they will be evaluated accordingly as published.  The tender does not exclude any bidder that has interest in responding to the SARS invite, the evaluation process will be carried as published to determine the winning bidder.
20.	Please advise on quantities required, In 2.1 to 2.4.  Should I multiply the quantities given by the number of offices to receive to get total quantity required. Eg 14 x 650W panels x 10 = 140.  Are these quantities per region or the total number required for all 3 regions.	It is correct, we have applied that methodology, Bidders must refer to RFP13_2023_3-1 Annexure Pricing Template.  The costing template indicate and requires bidders to quote per region.

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21.	<p>Regarding Specifications: Can you provide clarification on the discrepancies between the quantities in the spreadsheet and the quantities specified in the Specifications document?</p>	<p>SARS acknowledge the discrepancies and has corrected the two documents to align.</p> <p>The revised RFP13_2023_3-1 Annexure Pricing Template and RFP13_2023_1-2 Annexure A_Business Requirements Specification will be published.</p>
22.	<p>Alternate Panel Sizes: Considering that we're not allowed to modify the spreadsheet, are we permitted to provide panel sizes other than 650W? Can these alternative sizes have quantities that collectively match/exceed the equivalent total wattage?</p>	<p>Bidders must quote as per SARS Business Requirements Specification Document.</p>
23.	<p>Pricing Firmness and Exchange Rates: In line with the requirement for firm pricing for 180 days, could you please clarify if the foreign exchange rate (ROE) will be fixed for the same period? Or will there be an opportunity to adjust pricing based on the actual exchange rate at the time of order placement? When the pricing is negotiated prior to signing the contract, will the exchange rate be revisited or locked in?</p>	<p>Yes, the quoted price must be valid for 180 days.</p>
24.	<p>Currency and Exchange Rate Impact: Understood that pricing must be in ZAR. Could you provide guidance on how the exchange rate fluctuations will be managed for the contract duration? Are there any provisions for potential exchange rate volatility?</p>	<p>The tender required costing to be in ZAR.</p>