



## CLEAN COOKING MADAGASCAR

### **Further information and clarification on Clean Cooking Madagascar's RFP for a 2,000-5,000 liter per day EMD**

Below please find a list of questions posed by potential bidders and clarifications provided by Clean Cooking Madagascar (CCM). This document is available to all bidders and will be updated as more questions are received.

#### **General**

**Q: What type of bid should be submitted? In other words, how complete or incomplete should the bid be?**

A: Bidders should provide a turn-key solution, meaning that one supplier will be in charge of providing equipment, material and engineering services. All bids must strictly adhere to the requirements and format of the RFP.

Please note, however, some materials, such as storage tanks, can be supplied locally. Bidders should submit specifications for such materials. Bidders should also include the price of these components should CCM want to purchase them from the bidder in the event that they cannot be supplied locally at an acceptable price and/or quality.

#### **Terms of payment**

**Q: What are the terms of payment?**

A: The terms of payment should be described in the bid submitted by the bidder. However, a 50% ban guarantee should be offered by the supplier and will be offered by Clean Cooking Madagascar (CCM). Specific terms of payment should be provided by the bidder.

CCM expects the terms of payment to be similar to the those suggested below:

- 20% to 35% down to start the project; vendor must provide a bank guarantee on full cost of distillery, including a performance guarantee
- Payment bringing total up to 70% upon shipping; if vendor agrees to an L/C for this, that is beneficial for CCM
- Payment bringing total up to 90% on site mobilization



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- Payment up to 100% on commissioning.

If part of the payment, for example, 10%, could be paid down over the 2 years warranty period, this would strengthen the bid.

### **Pricing**

#### **Q: How should the pricing be presented?**

A: Bids must include an itemized list and complete pricing quotations. Alternatives may be provided, if desired by the bidder.

### **Equipment**

Please note that bids should include front end processing for sugarcane, even if this is to be procured separately by CCM. The bidder should recommend the front end specification equipment and machinery required.

The bidder should provide detailed specifications

### **Energy supply**

#### **Q: What will be the energy source for the boiler?**

A: The boiler should preferably burn biogas.

B: Electrical power supply and demand should be specified. Options for electrical power supply could include:

- Biogas generator
- Ethanol generator
- Steam turbine
- Flue gas utilization
- Any other renewable energy solution

### **Power back up**

#### **Q: What should power back up include?**

A: Power supply is sometimes unreliable in Madagascar. Consequently, each bid should contain a provision for required power to be generated as part of the distillery. The



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power for the sugarcane press, could alternatively be run by non-renewable fuel, but if so the fuel supply system should be specified.

### **Waste Management**

**Q: What is expected from bidders regarding waste management?**

A: A waste management must be addressed in bids and should feature a liquid waste processing system.

**For additional inquiries or clarification, please contact Narim Vahinala (CCM) at [narim@madagascarethanolstoveprogram.org](mailto:narim@madagascarethanolstoveprogram.org) with a copy to Alex Milano (Project Gaia) at [alex.k.milano@projectgaia.com](mailto:alex.k.milano@projectgaia.com).**