

Request for Proposals Questions & Responses– Battery Energy Storage Systems (BESS) Market Study for Cambodia

03 March 2023

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- **Question:** May we please request for an extension of RFP Submission by one week?
- **Answer:** USEA is not able to extend the RFP submission deadline.

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- **Question:** Does it have to be a U.S. based entity to submit this proposal?
 - We plan to submit this proposal from our international entity given that the study is about Cambodia.
 - However, we also have a U.S. entity which we can use if this is necessary for USEA.
- **Answer:** No, the submitting entity does not have to be U.S.-based. Any company or organization in the proposed project team must have a valid Unique Entity Identifier (UEI) number and confirmation of current status in the System of Award Management (SAM).

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- **Question:** In case of subcontracting to third party partner firm, is there any required documents to share upon proposal submission? If yes, what are they?
- **Answer:** The submission requirements for a third-party partner firm are consistent with the requirements for the lead submitter. The submission should include details about the full proposed project team, including the third-party staff. These details include:
 - *Cover letter.*
 - *CVs for all project team personnel.*
 - *Company/Organization UEI and confirmation of current status in SAM.*
 - *Financial proposal, including individual labour costs.*

Selection of an offer for an award to conduct the study will be based on a quality and cost assessment of the technical qualifications, including prior relevant experience, as well as the financial proposal. Contract agreement management, oversight, and payment will be carried out by USEA. Costs incurred for the preparation and submission of a proposal are not eligible for reimbursement.

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- **Question:** Will a database in electronic format be provided to run the necessary system simulations or is the Consultant required to develop it? If the data base is provided:
 - a. What format is the data in (e.g., DigSilent, PSSE, CYME, etc.)?
 - b. What years are represented in the database?
- **Answer:** All data requests to the Cambodian government will be coordinated and handled by USEA, in collaboration with the hired consultant during the project kickoff. Depending on the requested data, the consultant may have to sign a non-disclosure agreement in order to access the requested data. Cambodia uses a variety of tools for energy planning, including PSSE, MEAD-E, LeaP, and WASP.

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- **Question:** Will the system expansion plans be made available to the Consultant?

- **Answer:** During introductory calls between the consultant and the Cambodian stakeholders, requests will be made for all necessary data, policy plans, etc. Some policy plans are publicly available on government websites, but data or policy plans that are not publicly available will be requested by USEA from the Cambodian counterparts and may be subject to a nondisclosure agreement (NDA).