



**Request for Proposals reference n.# SNV/MOZ/GeraSol/RFP/2025/25-Solar equipment for Lessons and Training**

*Date: December 10<sup>th</sup>, 2025*

Address: Av. Tomas Nduda nº:1214 Maputo City-  
Mozambique

**Subject:** Request for Proposals – Supply and Delivery of Solar Photovoltaic Energy Equipment for Lessons and Training.

Dear Prospective Bidder,

SNV Mozambique, through its GeraSol Project, intends to enter into a contract for the Supply and Delivery, of Solar Photovoltaic Energy Laboratory Equipment. This assignment is funded by the Swiss Embassy and is therefore subject to the terms and conditions stipulated in the Master Agreement between SNV and the Swiss Embassy.

Proposals must be submitted by email to: [mozbid@snv.org](mailto:mozbid@snv.org);

The deadline for submission is 11 January 2026 at 23:59 hrs (GMT+2, Mozambique local time).  
Proposals received after the deadline will be automatically disqualified.

Please find attached the following documents:

- **Request for Proposals (RFP)**
- **Terms of Reference (ToR)** with detailed specifications of the required goods, equipment, and services

We appreciate your interest in working with SNV and look forward to receiving your proposal.

Best regards,

Signed by:

*Mutouo, Crisalia*

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Crisalia Mutouo

Country Operation Manager



# **Request for Proposals (RFP) for Legally Established Suppliers**

## **Reference #: SNV/MOZ/GeraSol/RFP/2025/25-Solar equipment for Lessons and Training.**

**Deadline for submission 11 January 2026 at 23:59 hrs (GMT+2, Mozambique local time).**

### **SECTION 1**

#### **1.0 INSTRUCTIONS**

##### **1.1 INTRODUCTION**

**SNV** is a global development partner rooted in the African and Asian countries where we operate. With 60 years of experience and a team of approximately 1,600 people, it is our mission to strengthen capacities and catalyse partnerships that transform the agri-food, energy, and water systems to enable sustainable and more equitable lives for all.

###### **1.1.1. Purpose**

SNV Netherlands Development Organisation (SNV) Mozambique, through its GeraSol Project, invites qualified and experienced suppliers to submit proposals for the Supply and Delivery, of Solar Photovoltaic Energy Laboratory Equipment.

It should be noted that the prices presented must be kept fixed for a minimum period of 90 (ninety) days from the date of submission of the proposals.

The selected Supplier will deliver the equipments to the SNV Nampula Premises in the address as indicated in the ToR, this should be done after the entire customs clearance process has been completed and the Supplier must also mention how soon it will take to deliver and install the equipments.

##### **1.2 SCOPE OF WORK**

The selected supplier shall be responsible for the following:

- Supply and delivery of all required Solar PV laboratory equipment and materials.
- Provision of user manuals and technical documentation.

##### **1.3 MINIMUM TECHNICAL SPECIFICATIONS**

The Equipments should include, but not be limited to the information as detailed in the ToR:

##### **1.4 CALL FOR PROPOSALS**

The Prospective Bidders are invited to submit their tender documents via the e-mail address



indicated in Section **“1.8-SUBMISSION INSTRUCTIONS”** so that they can be evaluated. SNV requires potential suppliers to provide mandatory information for bidding. All bidding suppliers must submit proposals that have at least minimum required specifications as listed in Section **“1.5 SUPPLIER QUALIFICATIONS”**. Failure to comply with this requirement may result in disqualification of the proposal.

## 1.5 SUPPLIER QUALIFICATIONS

Potential suppliers must provide evidence of experience of having successfully sourced and delivered similar items of similar size and complexity. Potential suppliers must demonstrate a willingness and commitment to meet the tender criteria.

Interested suppliers must meet the following minimum qualifications:

- At least two (2) years of proven experience in supply and delivery of solar photovoltaic systems equipment.
- Experience in supplying educational or laboratory training equipment is an advantage.
- Ability to provide after-sales support and warranty services.
- Submission of at least two (2) references for similar completed services.

## 1.6 RFP DOCUMENTS/ PROPOSAL CONTENT

This document includes questionnaire forms and documents as indicated in the attachments that is required of potential suppliers.

To be considered for bidding, potential suppliers must submit all of the information requested herein. Proposals with incomplete information or documentation will not be accepted.

### 1.6.1. PROPOSAL CONTENT

Proposals must be submitted in two parts:

- a) **Technical Proposal** – describing compliance with specifications, user manual, warrantee, delivery schedule.
- b) **Financial Proposal** – providing detailed itemized prices in MZN or USD, including taxes, delivery, installation, and training costs.

## 1.7 EVALUATION AND AWARD CRITERIA

The award will be made to a responsible bidder whose offer is the most responsive to the tender, meets the eligibility requirements, and meets or exceeds the minimum required technical specifications, and is judged to be the best value based on a lowest-price, technically acceptable basis.

An evaluation committee will be designated to review each proposal. SNV will be the sole judge of the proposals submitted under this RFP Tender. SNV reserves the right to accept or reject any or all offers, and to cancel the tender process and reject any or all offers for any reason at any time prior to award of the Service Agreement, without thereby incurring any liability to the affected bidder or bidders. During the evaluation, the bidder may be requested to supply additional information in writing concerning content and/or to clarify points in their responses.

The bidder shall bear all costs associated with the preparation and submission of its bid, and SNV will in no case be responsible or liable for those costs, regardless of the conduct or outcome of the tendering process.

Please note that if there are significant deficiencies regarding responsiveness to the requirements of this tender, a bidder may be deemed “non-responsive” and thereby disqualified from consideration. SNV reserves the right to waive immaterial deficiencies at its discretion.

Best-offer proposals are requested. It is anticipated that award will be made solely on the basis of these original proposals. However, SNV reserves the right to conduct any of the following:



- SNV may conduct negotiations with and/or request clarifications from any Bidder prior to award.
- While preference will be given to bidders who can address the full technical requirements of this tender.
- SNV may cancel this tender at any time.
- SNV may reject any and all offers, if such action is considered to be in the best interest of SNV.

All complete proposals will be evaluated by SNV personnel according to the following criteria and only candidates who provides mandatory requirement will be considered for the subsequent steps of evaluations. Kindly note that the only shortlisted candidates will be contacted at each stage of the proposal's evaluation, and complete feedback will be provided only to the bidders who are pre-selected and may be invited for an interview/ presentation during the proposal evaluation stage.

Proposal evaluation is weighted at 75% for Technical and 25% for financial considerations. Priority will be given to the vendor with the highest technical score:

Proposals will be evaluated using a weighted scoring system based on the following criteria:

- Compliance with technical specifications – 25%;
- Price / cost-effectiveness – 50%;
- Supplier experience and references – 15%;
- Warranty and after-sales support – 10%;

## 1.8 SUBMISSION INSTRUCTIONS

All proposals must be submitted electronically to: [mozbid@snv.org](mailto:mozbid@snv.org); with the subject line: **"SNV/MOZ/GeraSol/RFP/2025/25-Solar equipment for Lessons and Training"**. Submissions must be received no later than the specified deadline bellow. Late submissions will not be considered.

The complete proposal and other requested information must be stamped and initialled by the duly authorized signatory.

***Deadline for submission 11<sup>th</sup> January 2026 at 23:59 hrs (GMT+2, Mozambique local time).***

## 1.9 QUESTIONS ARISING FROM DOCUMENTS

Questions that may arise from the RFP documents should be addressed to the email: [mozbid@snv.org](mailto:mozbid@snv.org) and expect the response within 24h00.

## 1.10 ADDITIONAL INFORMATION/ TERMS AND CONDITIONS

**SNV** reserves the right to request the submission of additional information from potential suppliers. All data sent will be securely held by SNV and used for programming purposes only. The data will be destroyed after 5 years in accordance with national legislation.

- SNV reserves the right to accept or reject any or all proposals without assigning any reason;
- All prices shall be valid for at least 90 days from the submission deadline;
- Payment terms will be defined in the contract, subject to satisfactory delivery and installation;
- All equipment must be new, genuine, and covered by a minimum 12-month warranty;



## SECTION 2

### 2.1 CONTRACT PRICE

The Contract Price would be based on the value of the bid/quotation and shall include all charges for duties, taxes and other relevant expenses such as importation and all customs expenses and clearances are also borne by the Supplier.

### 2.2 PAYMENTS & CURRENCIES

Payments **are made within 30 days of receipt of the legally accepted Invoice, Delivery/Receipt Note of Goods, Services performance report, and other relevant documents.** Payments will be made in MZN.

### 2.3 VALIDITY OF PROPOSALS

The proposals must be valid for at least 90 days from the day of submission.

## SECTION 3

### 3.1 CANCELLATION OF THE RFP

In the event that a condition arises between the time the company submitted the offer and the opening date which, in SNV's opinion, could substantially alter the performance and qualification of the Supplier or its ability to perform, but not limited to bankruptcy, change in ownership or new commitment, SNV reserves the right to reject such Supplier's offer.

## SECTION 4

### Attachments to the RFP

- **Terms of Reference (ToR)** with detailed specifications of the required goods, equipment, and services



## Projecto GeraSol

### Termos de referência para o fornecimento de Equipamentos e Materiais para aulas práticas de Energia Solar Fotovoltaica para jovens do Instituto Industrial e Comercial de Nampula (IICN)

**Nome do projecto:** GeraSol

**Implementado pela:** SNV Netherlands Development Organisation

**Dono:** Swedish International Development Cooperation Agency (SIDA).

**Donor line:** II.1.D.2 - Equipment, Tools & Facility Enhancements for IICN

**Contexto** A SNV é um parceiro de desenvolvimento global enraizado nos países africanos e asiáticos onde operamos. Com 60 anos de experiência e uma equipa de aproximadamente 1.600 pessoas, é nossa missão reforçar capacidades e catalisar parcerias que transformem os sistemas agroalimentar, energético e hídrico para permitir vidas sustentáveis e mais equitativas para todos. O projecto GeraSol é baseado no Programa de energias da SNV, que desde 2019 levou soluções solares domésticas e produtivas a mais de 3 milhões de moçambicanos e está sendo implementado na zona norte de Moçambique nas províncias de Nampula, Niassa e Cabo Delgado. O setor de energia fora da rede está crescendo rapidamente com a expansão das conexões de eletrificação e criação de oportunidades de emprego. A SNV trabalha com parceiros públicos e privados para desenvolver mercados de energia fora da rede. Este documento define os termos para aquisição de materiais destinados à formação prática em sistemas solares fotovoltaicos. O objetivo é capacitar jovens agentes de venda com pouca escolaridade e das zonas rurais para identificar avarias, montar, reparar, fazer combinações de ligações e utilizar energia solar de forma segura e eficiente.

### Objetivos

Adquirir materiais e equipamentos necessários para aulas práticas sobre sistemas fotovoltaicos, incluindo painéis solares, baterias, inversores, controladores, ferramentas e acessórios, conforme lista detalhada na tabela 1.



### Descrição dos Equipamentos e Materiais

A lista inclui: Painéis solares, inversores, controladores de carga, baterias, quadros de distribuição, caixas de junção e derivação, cabos, conectores, terminais, ferramentas, EPIs, etiquetas e kits de primeiros socorros e todo material que se mostre necessário para o uso efetivo para o efeito. A tabela 1, ilustra o mapa de quantidades dos equipamentos e materiais necessários.

**Tabela 1. Lista de equipamentos e Materiais**

| Nº | Designação                               | Quantidade | Características |
|----|------------------------------------------|------------|-----------------|
| 1  | Painel solar monocristalino 10W 12V      | 20         | 10W, 12V        |
| 2  | Painel solar monocristalino 20W 12V      | 20         | 20W, 12V        |
| 3  | Painel solar monocristalino 150W 12V     | 20         | 100W, 12V       |
| 4  | Painel solar monocristalino 300W 12V     | 20         | 300W, 12V       |
| 8  | Bateria solar gel ou lítio 12V 100Ah     | 20         | 12V, 100Ah      |
| 9  | Bateria solar gel ou lítio 24V 80Ah      |            | 24V, 80Ah       |
| 10 | Inversor solar 12V 500W DC-AC            | 20         | 12V             |
| 11 | Controlador de carga MPPT 10A e 20A (DC) | 20         | MPPT, 12V, 100W |
| 12 | Controlador de carga MPPT de 80A         | 20         | MPPT, 24V, 80A  |
| 13 | Ferro de soldar 220V 100W                | 20         | 220V, 100W      |
| 14 | Rolo de estanho                          | 20         | Para soldagem   |

| Nº | Designação                                       | Quantidade | Características                                    |
|----|--------------------------------------------------|------------|----------------------------------------------------|
| 15 | Kit ferramentas elétrica                         | 20         | Completo                                           |
| 16 | Barra de junção elétrica 8mm                     | 20         | 8mm                                                |
| 17 | Fita isoladora                                   | 50         | Preta                                              |
| 18 | Cabo elétrico 1x1,5mm <sup>2</sup>               | 50m        | 1x1,5mm <sup>2</sup>                               |
| 19 | Multímetro Digitais Fluke                        | 20         | 87 V-120 V                                         |
| 20 | Cabo elétrico 2x1,5mm <sup>2</sup>               | 50m x 2    | 2x1,5mm <sup>2</sup>                               |
| 21 | Quadro elétrico 8 módulos                        | 20         | 8 módulos                                          |
| 22 | Lâmpada DC 12V                                   | 20         | 12V                                                |
| 23 | Lâmpada AC 220V                                  | 20         | 220V                                               |
| 24 | Ficha elétrica                                   | 20         | Padrão                                             |
| 25 | EPI luvas                                        | 20         | Proteção                                           |
| 26 | Home 500X (SunKing)                              | 5          | Sistema solar doméstico completo                   |
| 27 | D-100 (D-Ligth home solar system (IGNITE-Power)) | 5          | Sistema solar doméstico completo                   |
| 28 | TV                                               | 5          | Televisor (DC) e compatível com sistema solar      |
| 29 | Rádio                                            | 5          | Rádio portátil (DC) e compatível com sistema solar |
| 30 | Speaker                                          | 5          | Coluna de som (DC) e compatível sistema solar      |
| 31 | Geleira solar                                    | 5          | Frigorífico (DC) e compatível com solar            |



| Nº | Designação                | Quantidade | Características                               |
|----|---------------------------|------------|-----------------------------------------------|
| 32 | Moageira solar            | 5          | Equipamento de moagem solar                   |
| 33 | Bomba solar 750W DC, 25mm | 5          | Bomba de água solar                           |
| 34 | Maquina de barbear        | 5          | Máquina de barbear (DC) compatível para solar |



## Requisitos Técnicos e Normativos para Equipamentos e Materiais

- i. **Compatibilidade de Sistemas**  
Todos os equipamentos devem ser compatíveis com sistemas de alimentação de 12V, 24V e 48V.
- ii. **Normas de Segurança e Qualidade**  
Os materiais e equipamentos devem estar em conformidade com normas nacionais e internacionais de segurança e qualidade, como IEC, UL ou equivalentes.
- iii. **Local de Entrega e Custos:** Todo material deve ser entregue no escritório da SNV na cidade de Nampula sita no parque popular próximo ao escritório da World Education. Todos os custos inerentes a esse processo até a entrega do Material/equipamentos, incluindo impostos, despesas aduaneiras são por conta do Fornecedor e portanto devem estar bem explicitas na proposta.
- iv. **Modalidade de pagamento:** Todos os pagamentos são executados contra entrega e aprovação de material/ equipamento/ serviços mediante apresentação e aprovação de relatórios, guias de entrega, folhas de obra, etc".
- v. **Garantia**  
Deve ser oferecida garantia mínima de 2 anos, contados a partir da montagem e entrega dos equipamentos.
- vi. **Certificações**  
Os concorrentes devem apresentar certificações exigidas que comprovem a conformidade dos equipamentos com os padrões mencionados.
- vii. **Cabos e Instalação Externa**  
Os cabos utilizados devem ser:  
Resistentes à radiação UV  
Adequados para uso externo  
Certificados para ambientes educacionais
- viii. **Documentação Técnica**  
Todos os manuais dos equipamentos e guíões de procedimentos de uso devem estar disponíveis em Língua Portuguesa, visando facilitar a compreensão e o uso adequado por parte dos usuários.

## Cronograma de Implementação

O cronograma proposto para fornecimento destes materiais e equipamentos está descrito na tabela 2 abaixo:

**Tabela 2. Cronograma**

| Atividade                                       | Prazo Estimado                                                     |
|-------------------------------------------------|--------------------------------------------------------------------|
| Publicação do TdR e recepção de propostas       | 15 dias                                                            |
| Avaliação das propostas e seleção do fornecedor | 5 dias                                                             |
| Assinatura do contrato                          | 5 dias                                                             |
| Entrega dos materiais                           | 45 dias a partir da data de assinatura do contrato de adjudicação. |