Solidaridad

Term of Reference (TOR) to Invite Surface Solar Water Pump Supplier with all accessories (each pump with 2 solar panels)

1. Background

With 50+ years of experience Globally in facilitating the development of socially responsible, ecologically sound and profitable supply chains, Solidaridad is a frontrunner in the area of sustainable economic development. Solidaridad is a global civil society organization that provides market driven solutions for sustainable production practices across different supply chains. We envision a world in which all we produce, and all we consume, can sustain us while respecting the planet, each other and the next generations.

Our mission is to bring together supply chain players and engage them with innovative solutions to improve production, ensuring the transition to a sustainable and inclusive economy that maximizes the benefit for all stakeholders. Solidaridad established its country office in Ethiopia in November 2015 under registration number 3531 and was re-registered on 11 July 2019 in accordance with CSO Proclamation No. 1113/2019. Since its establishment, Solidaridad Ethiopia has been implementing programmes in key commodity sectors, including cotton, dairy, textiles, leather, and coffee, in close collaboration with the Ethiopian government, development partners, private sector partners, and other stakeholders.

Currently, Solidaridad Ethiopia is implementing the **Climate Resilience and Opportunities for Sustainable Livelihoods (CROS) Project**, a **BASF | Nunhems**–funded initiative running from June 2025 to July 2028. The three-year project aims to empower smallholder farmers particularly widows, youth, and other marginalized groups by improving agricultural productivity, increasing household incomes, and strengthening climate resilience in targeted kebeles. The project promotes the adoption of improved agricultural technologies and sustainable practices.

As part of these efforts, the CROS Project intends to **procure surface solar water pump systems** to support small-scale irrigation, enhance water-use efficiency, and promote sustainable and climate-resilient agricultural production.

2. Objective of the Assignment

The objective of this TOR is to invite **qualified and experienced suppliers** to submit technical and financial proposals for the **supply, delivery, and installing of surface solar water pump systems with all required accessories**, in accordance with the specifications outlined below.

3. Scope of Supply

The selected supplier shall be fully responsible for the supply, delivery, installation, testing, and commissioning of surface solar water pump systems in accordance with the approved technical specifications and project requirements. The scope of supply shall include, but not be limited to, the following:

- Supplying new, unused, and high-quality surface solar water pump systems, including pumps, controllers, solar panels, mounting structures, and all related components, fully compliant with the technical specifications outlined in this TOR.
- Providing all required accessories and auxiliary equipment, including but not limited to cables, hoses, fittings, protection devices, control units, and safety components, to ensure the system is delivered as a complete, fully functional package
- Transportation, delivery, installation, testing, and commissioning of the solar water pump systems at the designated project sites located in **Minjar Shenkora Woreda (Bolo Silase and Sama Sembet Kebeles), Amhara Region, Ethiopia.** All logistics, handling, and site-level installation activities shall be the responsibility of the supplier.
- Ensuring proper system integration and performance verification, including testing of pump capacity, discharge rate, head, and overall operational efficiency in line with the specified requirements.
- Providing user-friendly operational and maintenance manuals in English (and, where possible, Amharic), covering system operation, routine maintenance, troubleshooting, and safety procedures.
- Conducting basic on-site training and installation guidance for designated project staff and beneficiary representatives to ensure correct operation, routine maintenance, and safe handling of the systems.
- Providing a minimum warranty period as specified in this TOR for all supplied equipment, including solar panels, pumps, controllers, and accessories, and clearly defining warranty coverage, exclusions, and response timelines.
- Offering after-sales service and technical support, including access to spare parts, maintenance services, and technical assistance throughout the warranty period and beyond, as required.

The supplier shall ensure that all equipment supplied is compliant with relevant national standards, international quality benchmarks, and environmental and safety requirements.

4. Technical Specifications

The supplier shall provide **two (2) surface solar water pump systems meeting** or exceeding the minimum specifications outlined below. All equipment must be new, unused, and supplied as a complete, fully compatible, and functional system.

4.1. Pump and Controller	**4.2. Solar Panels**

✔ Rated pump power: **900 W** ✔ Power type: **DC** ✔ DC voltage: **96 V** (must be compatible with solar panel voltage) ✔ Calculated head: **14 meters** ✔ Required flow (discharge): **8liters/second** ✔ Controller with control box ✔ Protection system including breaker, surge protection and fuse	✔ Type: **Monocrystalline solar panels** ✔ Capacity: **540 W** per panel ✔ Quantity: sufficient to operate the pump at rated capacity
4.3. Cables and Hoses	
✔ DC cables from solar panels to pump (appropriate length & capacity ✔ Delivery hose: ● Diameter: **3 inch,** ● length: **100 m**, ● Type: **Canvas or Shera** ● Pressure rating: **4 bars** ● Weight: approx. 0.36 kg/m (total ~36 kg) ✔ Suction hose: ● Diameter: **3 inch** ● Length: **8 m** ● Pressure rating: **4 bars** ● Weight: approx. **12 kg** ✔ Hose clips: 1.25 inch, minimum **4 pieces** **N.B:** All components must be compatible & supplied as a complete, functional system.	

5. Delivery Location and Timeline

- Delivery location: **Bolo Silase and Sama Sembet Kebele, Minjar Shonkora District, Amhara Region, Ethiopia**
- Expected delivery timeline: **Within 20–30 calendar days** from contract signing

6. Supplier Eligibility and Qualifications

Interested suppliers must demonstrate:

- Legal registration including **valid business licenses**, **tax registration**, and any other statutory requirements and eligibility to operate in Ethiopia or the region
- Demonstrated and verifiable experience in the supply, installation, and commissioning of solar-powered water pumping systems, preferably in agricultural or rural development contexts.
- Availability of after-sales service and technical support
- Ability to provide warranty and spare parts

7. Proposal Submission Requirements

Suppliers are required to submit separate Technical and Financial Proposals. Failure to provide all required information may result in disqualification.

7.1 Technical Proposal

The Technical Proposal shall include the following information and supporting documents:

- **Company profile**, including legal name, address, contact details, and years of operation

- **Relevant experience** in supplying and installing solar-powered water pumping systems, with references or brief descriptions of similar assignments completed in the past
- **Detailed technical specifications** of the proposed solar water pump system, demonstrating full compliance with the requirements outlined in this TOR
- **Product datasheets, brochures, and catalogues** for all major components (pump, controller, solar panels, hoses, and accessories)
- **Proposed installation and delivery schedule**, including key milestones
- **Warranty terms and conditions**, clearly indicating coverage period and scope for all supplied equipment
- **After-sales service and technical support arrangements**, including service locations, response times, and availability of spare parts
- **Technical compliance statement**, confirming that the proposed system meets or exceeds all minimum specifications

7.2 Financial Proposal

The Financial Proposal shall be submitted separately and shall include:

- **Itemized price quotation** in Ethiopian Birr (ETB)
- **Unit prices and total cost**, inclusive of all accessories and components required for a complete system
- **Costs related to delivery, installation, testing, and commissioning**
- **Applicable taxes, duties, and other charges**, clearly indicated

8. Evaluation Criteria

Proposals will be evaluated based on:

- Compliance with technical specifications
- Quality and durability of proposed equipment
- Supplier experience and capacity
- Warranty and after-sales support
- Cost-effectiveness and value for money

9. Payment Terms

Payment terms will be defined in the contract

10. Warranty and After-Sales Support

The supplier shall provide:

- Minimum **12-month warranty** on the pump, controller, and solar panels
- Clear procedures for maintenance, repair, and replacement
- Access to spare parts during the warranty period

11. Ethical and Compliance Requirements

Suppliers must comply with applicable Solidaridad and national procurement standards, including:

- Transparency and fair competition
- Environmental and social responsibility
- Zero tolerance for fraud, corruption, or child labour

12. Submission Deadline and Contact Information

Applications should be sent to **procurement.et@solidaridadnetwork.org** within 10 days after the release of this ToR.