



# Millennium Development Authority (MiDA)

**MINUTES OF PRE-BID MEETING FOR THE PROCUREMENT OF METER MANAGEMENT SYSTEM (MMS) FOR ECG HELD AT SWISS SPIRIT ALISA HOTEL, 8<sup>TH</sup> AVENUE EXTENSION, NORTH RIDGE, ACCRA ON 22<sup>ND</sup> MAY, 2018 AT 10:00 HOURS.**

**REF: 5130400/IFB/CB/ 04/18**

## **1.0 PRESENT**

### **MILLENNIUM DEVELOPMENT AUTHORITY (MiDA & ECG)**

- Eric Asare Director, Distribution Projects, MiDA
- Frank Mante Procurement Director, MiDA
- Mohammed Tanko Manager-Technical Support, MiDA
- Patrick Oppong EFOT Project Manager, MiDA
- Mark Aboagye EFOT Project Engineer, MiDA
- Kwabena Amponsa-Debrah Procurement Officer, MiDA
  
- Sariel Etwire General Manager, ECG Customer Office, ECG
- Benjamin Kuffour Electrical Engineer, Metering & Technical Service, ECG
  
- Ian Stewart Procurement Agent Manager, Charles Kendall & Partners (CKP)
- Kwasi Ansu-Tutu Senior Procurement Expert, CKP
  
- Munesu Dizamuhupe Program Director, PMC/SMEC
- Samuel Otabir IT Specialist, PMC/SMEC
- Samuel E. Wurah Project Engineer, Electrical, PMC/SMEC
  
- Francisco Leiva Commercial Technical Advisor (CTA), ESBI, ECG Technical Assistance Consultant (ECG TA)

## **2.0 WELCOME OF PARTICIPANTS & INTRODUCTION**

The meeting was opened by the MiDA Procurement Director with prayers at 10:20 am. The participants were welcomed and the agenda was introduced and outlined in the order of presentations with the Technical aspects to be presented first followed by Procurement issues, general discussions and concluding on clarification questions.

A copy of the list of Participants in its original form is attached as Annex 1.

### **3.0 TOPICS PRESENTED**

#### **3.1 Overview of Compact & Meter Management System (MMS)**

The Program Director of SMEC, the Program Management Consultant (PMC) for MiDA, gave an overview of the MiDA Compact and the strategic fit of the activity of Meter Management System (MMS) for Electricity Company Limited (ECG) including information on the technical aspects.

He said amongst other things the following;

- 1) The Compact is about US\$498.2m from the US Government
- 2) The MMS is one of the activities under the ECG Financial and Operational Turnaround (EFOT) Project of the Compact
- 3) The MMS is intended to effect Financial and Operational Turnaround of ECG
- 4) The MMS include Training as part of the services to be offered by Supplier.
- 5) The MMS Supplier will be expected to liaise with a number of other Suppliers on the ground for effective deployment of the System, without having contractual relationship with any of them.

He also provided the summary of the technical requirements of the MMS and urged Bidders to find out details from the Bidding Document and strictly comply with them.

The full presentation are provided herewith in attachment as [MMS SMEC Presentation 22-05-2018-final.pptx](#)

#### **3.2 The Procurement Process and the IFB**

The Procurement Agent Manager supported by MiDA Procurement Director briefed participants on the procurement principles, indicating that the key interest of procurement is to assist Bidders to comply with requirements in order to submit quality Bids.

Bidders were advised to take careful note of the contents of the Bidding Document.

The presentation by the Procurement Agent Manager is attached herewith as [MMS - Pre-Bid Meeting Procurement Presentation \(210518\).ppt](#).

#### **4.0 General Discussions, Clarifications & Decisions**

The Procurement Agent / Procurement Director stressed that all clarification questions must be in writing in order to receive a formal response. All questions must be sent in accordance with the instructions given in the Bid Data Sheet, and in the presentation herewith.

Clarification questions asked at the meeting are given in the table at 4.2 below.

Since responses to clarifications were required to be sent to all interested Bidders who may not be present at the meeting, any issue raised and discussed must be accompanied by a formal written request no later than 29<sup>th</sup> May to the Procurement Agent (Charles Kendall & Partners) and MiDA at the e-mail addresses provided in the IFB which are recalled below.

These are [paghana@charleskendall.com](mailto:paghana@charleskendall.com) and [procurement@mida.gov.gh](mailto:procurement@mida.gov.gh).

The formal requests for clarification and responses given are (or will be) collated in the Form of Annex 2 below.

- 4.1** The Minutes of the Pre-Bid Meeting along with the clarification questions and responses and copies of the presentations would be circulated no later than 17:00 hours Ghana time on 6<sup>th</sup> June, 2018 to all those who have requested and received the IFB.

Bidders who have not yet formally requested for the Bidding Document were advised to do so, through the e-mail addresses given above in order to receive responses to the clarification requests and any ensuing Addenda.

- 4.2** The following questions and issues were raised during the Meeting:

No	QUESTION
1.	The information provided on the MMS in this presentation does tally with those in the bidding document; some performance requirements have emerged; for e.g., in the presentation, the availability value is 99.995% as against 99.95% in the bidding document.
2.	Is the bidding process for 240 meters a separate procurement or part of this tender?
3.	Provision of 240 meters is expected from six (6) different manufacturers. Is there a local manufacturer?
4.	The figures and diagrams (Architecture & Work Plan) are really very small. Can they be provided in larger formats and clearer pictures?
5.	Head End: Are there head ends for each of the 2 RCC? Can you provide the properties of the head end?
6.	Are you providing general API?
7.	Two types of meter (STS & AMI) required; the AMI is at the utility level.....the capacity requirements are huge. Will the system include servers from many other vendors or the MMS alone?
8.	You are asking for test meters with this bidding process to test the concept. At the full roll out stage, different types of meters may be supplied and from different vendors. How would these be managed?
9.	With respect to interface with the System, we are asked to deploy only two (2) out of the nine (9) RCCs. Does the centralised MMS have to interface with the others too?
10.	With respect to Integration with other ECG Systems; are we to interface with all of them?
11.	Operational Acceptance is a requirement for the Hardware, Software etc. What are we expected to fulfil for Operational Acceptance of these items? Is there a different schedule for the operational acceptance for the two different items?
12.	Given the turnaround time (deadline for submission) of this procurement activity, we need all clarifications before we get out of this meeting. We came from far purposely for this exercise and need answers now if you can kindly do that.

13.	Is there any appetite for extension of Deadline for Submission of Bids, considering the very detailed nature and complexity of a bidding document of over 600 pages and with perhaps several forthcoming clarification requests?
14.	This is noticed on pages 481, 419 and 512 of the bidding document references are made to American Standards. ECG is mostly used to the European System. Are we seeking to change ECG system to American System?
15.	With the PSP under this Compact, the local content is 51%. What is the local content for the MMS?
16.	Shall copies of the presentations be made available to Bidders?
17.	For the bid security, do bidders need to get the confirmation from the Bank of Ghana?
18.	Power of Attorney: Is the Ghana Embassy or Consul in the Bidder's Country to notarise or is it to be notarised by notary public in the Bidder's Country and authenticated by the Ghana Consul?
19.	The Bidders are required to register in order to receive the bidding document. Is there any deadline for the registration process by a company represented by a local agent to pick up the bidding document on behalf of the principals?
20.	There is a requirement for the RCC to support an initial capacity of 200,000 metering end points; and MMS to have initial capacity of 3,000,000 metering end points.  What is the specific number of the various types of STS Prepayment and AMI meters to be supplied i.e. 1-phase, 3-phase or CT-connected?
21.	The system is expected to be made expandable to 6,500,000 but initially 3,000,000 meters ready at commissioning. Do you want a "big bang" or phased approach for the 3,000,000 metering end points? Certainly you may not want to be saddled with 3,000,000 meters at a go.
22.	Is there any preference for locally manufactured meters or they can be sourced from anywhere in the World?
23.	Integration: A specific requirement is made for integration of the MMS with the back end Indira CMS. Can you provide us with more details regarding this back end system (s)?
24.	Two (2) RCCs proposed to be deployed: Are they of the same requirements?
25.	Forty (40) meters: Is the installation of these meters the responsibility of the Supplier or ECG will undertake the installation themselves?
26.	I have been around Africa for long. Never in my many years of experience have I seen a comprehensive Bidding Documents such as this one. I commend you guys for this quality of delivery.
27.	Where in ECG is the MMS going to sit?

28.	<p>You are expecting system availability value of 99.95% yet you have excluded other items of the MMS with zero quantities and that cannot be included in the performance requirement of 99.95% availability. For e.g., load balancers have zero quantities.</p> <p>The expectation is too high given that you are providing other items yourself (ECG).</p>
29.	<p>Are the items with zero quantities (going to be provided) as they are required to provide the availability required? Systems such as load balancers are resources to meeting such availability.</p>
30.	<p>The requirement of 40Tb capacity for 3,000,000 metering end points is just enough for the system start up. Is there a pop-up line between the two (2) systems?</p> <p>Is the 40Tb sufficient for the 3million meters?</p>
31.	<p>Has the existing data center enough capacity to handle the MMS?</p>
32.	<p>Can the technical specs for the items to be provided by the data center, be provided?</p>

The following additional information were given that:

- (a) Copies of the presentations shall be made available to Bidders as soon as possible; and
- (b) Anyone requesting the IFB following this meeting would also be provided with the attached presentations, and any addenda to the IFB.

## 5.0 **CLOSING**

The Procurement Agent Manager and MiDA Procurement Director hinted of other forthcoming procurement activities such as the Bulk Supply Point (BSP), Primary Substations, Data Centre and Communication Network (DCCN), Outage Management System (OMS) etc. that Bidders can participate in. Bidders were advised to visit the MiDA website at [www.mida.gov.gh](http://www.mida.gov.gh) to access information on the posted General Procurement Notice (GPN) which is planned for yet another update in mid-June 2018.

The next processes for this procurement activity were also given and when pressed by a participant to state when contract will be awarded, the Procurement Agent Manager advised that award would be as soon as possible.

Before closing, the Director, Distribution Projects announced that there would be no more Site Visit as planned in the IFB because the Data Centre, which is the venue for the visit, was not ready for the exercise. He said Bidders will be contacted in due course when new developments unfold on the matter. Meanwhile, he entreated all Bidders who have questions on the systems to put them into writing and forward to the e-mail addresses shown above in order to receive official response.

The Meeting came to a close at 12.15 Hours.

**ANNEX 1 – LIST OF PARTICIPANTS**









**Millennium Development Authority (MiDA)**  
**PRE-BID MEETING – PROCUREMENT OF NON CONSULTANCY SERVICES FOR METER MANAGEMENT SYSTEM (MMS) FOR ELECTRICITY COMPANY OF GHANA LIMITED (ECG)**  
 IFP: 5130400/IFB/CB/04/18

**REGISTER OF FIRM'S REPRESENTATIVES**

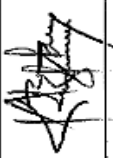






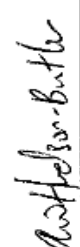
VENUE: ALISA HOTEL  
 DATE: 22<sup>ND</sup> MAY, 2018  
 TIME: 10.00 HOURS

NO.	NAME OF REPRESENTATIVE	FIRM/ORGANIZATION	SIGNATURE	TELEPHONE/EMAIL
1	FRANCISCO BEIWA	ESBI (CIA)		0556477066 francis@mme-consultants.com
2	PATRICK JORDAN KWESI ADAMS	LANDIST GTE		patrick.jordan@landistgtr.com kwesols@yaahoo.com

**REGISTER OF FIRM'S REPRESENTATIVES**

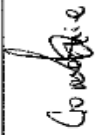
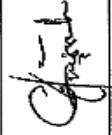


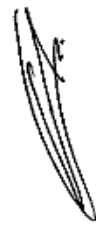

NO.	NAME OF REPRESENTATIVE	FIRM/ORGANIZATION	SIGNATURE	TELEPHONE/EMAIL
3	Tena Galloway	Arnese Consulting Limited		08173434225 tena@arnese.com
4	LEE JIN MAN	NURI Telecom Co. Ltd		0555338677 leejm@nuri-tele.com
5	KIZIY GABSHB	"		+821037415761
6	JAY SONG	NURI Telecom		1-604-313-2240 jsong@nuri.ca
7	DANIEL ITOHA	ARNESE CONSULTING LTD		+2347055490713 daniel@arnese.com.ng
8	HOLLEY MERTZING LTD MANUA / KOUTI JOY	HOLLEY MERTZING LTD		02340653115

**REGISTER OF FIRM'S REPRESENTATIVES**

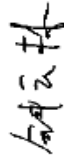







NO.	NAME OF REPRESENTATIVE	FIRM/ORGANIZATION	SIGNATURE	TELEPHONE/EMAIL
9	CONSTANCE AGBENORHEFI	RICHCON LTD		richcon ltd 94@gmail.com 0249773903 consa.hey@gmail.com
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11	LUO TING	HOLLEY/COFIECO		holleyluo@yahoo.com
12	Abigail Asante	Holley / Cofieco		0247150982
13	EVANS YESOBAH	SIMENS		050334222
14	MARTIN KUMEMANI	SIMENS		+27727504497 <small>MOBILE: 081-400-1111111</small>
15	John EBY	Empower Holdings Ltd		0244608621 johnkofi@empowermail.com
16	Adwoa Hudson-Butler	Conlog		0540625574 adwoaib@empowermail.com



**REGISTER OF FIRM'S REPRESENTATIVES**

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23	JOHN OTENG-NYAME	Polley Molding		johnoteng@gmail.com

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26	Adika Kundra	Inhemeter		0501256607 katikak@customisingdang.com
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30	K. D. Twanni	Alpha meters		kdtwanni@alphapower.com 0561100150
31	Raph Salk	Zenith bank		Sullis2015@gnat.com 0246715818
32	Sum Vrata Prasad	REIME GHANA LIMITED		0267 0263775798 vrat-prasad@reimein.com

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34	Ramona Wells	IRM	Ra.	0267500222
35	David Mettler	Holley Metering	Benjamin Mettler	0204002627
37	Jocelyn Socky	Trigen Technology	—ly	0744609014
38				
39				
40				
41				

**ANNEX 2**

**CLARIFICATIONS FOR METER MANAGEMENT SYSTEM (MMS) FOR ECG**  
**BID REFERENCE: 5130400/IFB/CB/04/18**

SI	Ref	Question	Answer
1			
2			
3			
4			