



Corrigendum- I: Clarifications to Queries Received (Email and Pre-Bid Meeting held on 03 August 2026) – RFP No. 27/07/PPIC/2026-ISA

Date: 11.08.2026

Subject: RFP For Hiring of Agency for Demand Assessment, Business Model Design and Preparation of RFP for Distributed Solar, Mini-Grid, Off-Grid, Rooftop Solar and Solar Water Pumping Projects in Fiji

Queries	Clarification	
The duration of the assignment is 20 weeks. This is too short given the scope of work, considering a lot of field work and data/ information collection needs to be undertaken. Also, investment ready tender documents need to be prepared for which inputs from relevant Ministries/ Departments should be gathered. Ideally, the duration of the assignment should be eight to 12 months.	The provisions of the RFP shall prevail.	



ISA has been working in Fiji and for this assignment, it will be very helpful if all past data/ information collected regarding this assignment is shared with the bidders so that valuable time can be saved	As outlined under Section 5 (Terms of Reference), particularly Clauses 6 & 14, the consultant is responsible for collecting, compiling, validating, and analysing the data required for the assignment through stakeholder consultations, secondary research, field assessments, and other appropriate means. Bidders are expected to obtain the necessary information from relevant stakeholders and prepare the required assessments, reports, recommendations, project packages, and RFP documents in accordance with the objectives and deliverables specified under Clause 2 (Purpose of the Assignment) and the subsequent scope of work. ISA may facilitate initial introductions to relevant stakeholders, where required and feasible; however, responsibility for data collection and validation rests with the selected consultant
Our firm, En-genuity, was registered as a Proprietary firm in July 2018. In March of this year we have changed our legal status as a Private Limited Company. The new entity has the same promoter(s) and key personnel, and carry forward the work/ projects from its earlier <i>avatar</i>, which we intend to close down in this financial year. Although the Proprietary firm qualifies to submit a proposal, we hope the Private Limited Company will be allowed to do the same.	The Private Limited Company may participate in the bidding process, provided it meets the Minimum Eligibility and Qualification Criteria specified in the RFP and submits adequate documentary evidence demonstrating compliance with the eligibility, legal status, experience, and financial requirements. Any organisation that is compliant with the RFP requirements is encouraged to participate. The evaluation of eligibility and qualifications shall be undertaken based on the information and supporting documents submitted as part of the proposal
Queries	Clarification

We respectfully request the removal of the following provision: “Within fifteen (15) days of issuance of Letter of Award, the successful Bidder shall furnish a Contract Performance Security equal to Ten percent (10%) of the contract price in the form of an unconditional bank guarantee or such other form acceptable to ISA. Failure to furnish the same may result in cancellation of award and forfeiture of EMD” as there is no advance billing involved and KPMG has successfully delivered innumerable engagements with ISA and other leading clients.	The provisions of the RFP shall prevail.	
Is the consultant expected to reassess the previously identified communities/sites, or just use these studies as baseline inputs for further analysis in other locations?	The previous studies may be used as reference inputs. The consultant is expected to review, validate, supplement, and update available information, as necessary, to meet the objectives of the assignment. The final approach shall be proposed by the consultant under Workstream 1	
If previously identified communities/sites are to be reassessed, are bidders required to undertake field assessment of all of them, or may a representative sample be selected based on an agreed sampling methodology?	The RFP does not prescribe assessment of all previously identified communities/sites. As per Workstream 1, the consultant shall propose the survey methodology, site-selection criteria, and sampling approach for ISA's review and approval	
If a sample is to be selected (either in previously identified communities/sites or in other locations), kindly clarify the geographic coverage expected under the assignment, including the islands, regions and communities that are intended to be covered and the number of sites expected to be physically assessed.	The RFP does not prescribe a fixed geographic coverage, number of islands, communities, or sites to be physically assessed. Bidders are expected to propose an appropriate geographic coverage, site-selection methodology, and field assessment approach under Workstream 1, considering the objectives and scope of the assignment	
		Clarifications
The TOR includes assessment of both outer-island/rural communities and grid-connected consumers in locations such		The RFP does not prescribe a fixed sample size for any respondent



as Suva and Nadi and we understand that primary surveys have to be conducted across the following categories:		category. As part of Workstream 1, the consultant is required to develop the survey methodology, site-selection criteria, demand categories, data collection formats, and sampling approach. Bidders are expected to propose an appropriate and representative sampling framework to meet the objectives of the assignment. The proposed approach shall be reviewed and finalized during the inception stage in consultation with ISA and relevant stakeholders. (Refer Workstream 1, Scope of Work, Section 5)
Survey Type	Respondent Type	
Rural/Community	Village Chief/ leader	
	Households	
Institutional load assessment	Schools	
	Health centres	
	Community halls	
	Water supply systems	
	Telecom tower operators	
	Government offices	
	Fisheries/ice-making facilities.	
	Cold Storage	
	Public lighting authorities	
	Port/jetty managers	
	Coconut processing.	
	Agro-processing.	
	Water pumping.	
	Small shops and microenterprises	
	Tourism-related livelihood activities.	
	Digital services and charging stations.	
Rooftop Solar	Residential owners	
	Government buildings.	
	Schools and universities.	
	Hospitals and health facilities.	
	Commercial buildings	



	Hotel/resorts	
	Warehouses and logistics facilities.	
	Industrial units	
	Religious institutions	
	Municipal buildings.	
Solar Water Pumping and Irrigation	Individual farmers	
	Farmer cooperatives	
Please specify the expected sample size to be covered for each of the respondent type.		
We understand that the following Stakeholder Consultations have to be conducted across the following categories:		
Stakeholder Type	Organization	The RFP does not prescribe a fixed number of stakeholder consultations for any stakeholder category. As part of Workstream 1, the consultant is required to prepare the stakeholder map and stakeholder consultation plan, while Section 10 (Stakeholder Consultations) and Section 11 (Market Sounding) identify the stakeholder groups to be consulted. Bidders are expected to propose an appropriate stakeholder engagement and market sounding approach sufficient to meet the objectives of the assignment. The proposed approach shall be
Government	Department of Energy, Government of Fiji.	
	Ministry/Department responsible for water supply.	
	Ministry of Agriculture / Irrigation Department	
	Village Chiefs/Island Councils	
Agriculture and irrigation	Farmer groups/cooperatives.	
Community organisations and women/youth groups	Women/youth/community groups.	
Utility and regulator	Energy Fiji Limited.	
	Fiji Competition and Consumer Commission.	
Rural electrification entities	Fiji Rural Electrification Fund / relevant rural electrification agencies.	
Hotels, commercial users and institutional consumers	Public institutions such as schools and health centres.	
	Hotels, resorts and commercial consumers.	
Solar developers, EPC companies and O&M providers	EPC companies.	
	O&M Service Providers	



Finance	Banks	reviewed and finalized during the inception stage in consultation with ISA and relevant stakeholders. (Refer Workstream 1; Section 10 - Stakeholder Consultations; Section 11 - Market Sounding).
	DFIs, MFIs	
	Relevant development partners including UNDP, ADB, GGGI	
Market Sounding Survey	International Solar Developers	
	Mini-grid Developers	
	Renewable Energy Funds	
	Infrastructure Funds	
	RESCO Companies	
	Solar Pump Service Companies	
Please specify the number of Stakeholder Consultations expected to be organized in Fiji for each Organization type.		
Can virtual consultations be used for a portion of the stakeholder consultations and market sounding exercise or are in-person consultations expected?	Bidders may propose an appropriate combination of in-person and virtual consultations, interviews, workshops, market sounding activities, and stakeholder engagement mechanisms as part of their proposed methodology. ISA remains flexible regarding the mode of engagement, provided that the approach ensures effective stakeholder participation, adequate data collection, and successful achievement of the assignment objectives.	
Will ISA facilitate introductions to key government agencies, ministries, utilities and community representatives, or should all stakeholder engagement and scheduling be undertaken independently by the consultant?	ISA may facilitate initial introductions and coordination with relevant government agencies, utilities, and key stakeholders, where required and feasible. However, the consultant shall be responsible for planning, scheduling, conducting, and managing all stakeholder consultations, and associated follow-up actions necessary for successful completion of the assignment	



Does ISA have any indicative targets in terms of MW capacity, number of projects, number of communities, solar pumps, or investment mobilization that should guide the assessment and project packaging exercise?	The RFP does not prescribe any target MW capacity, number of projects, communities, solar pumps, or investment mobilization targets. The consultant is expected to identify, assess, prioritize, and package bankable project opportunities based on the findings of the study under Workstreams 3 to 9.
Will EFL and relevant agencies facilitate access to building data, electricity consumption records and government facility information?	The consultant shall be responsible for collecting, compiling, validating, and analysing the data required for the assignment in accordance with Section 5, Clauses 6 to 14. Access to data and information shall be subject to availability and the policies of the respective stakeholders. ISA may facilitate initial introductions and coordination with relevant stakeholders, where required and feasible
Is a detailed feeder-level and transformer-level hosting capacity study expected, or only a high-level assessment based on available utility data?	As specified under Workstream 4.3, the consultant shall assess grid hosting capacity, interconnection constraints, and transformer/feeder-level limitations. The RFP does not require a detailed utility-grade network planning or hosting capacity study. The assessment shall be commensurate with the objectives of the assignment and based on available data and stakeholder inputs.
Should rooftop solar economics be assessed at individual-site level or through representative customer models?	As specified under Workstream 4.2, data is to be collected for representative buildings and consumer categories. Bidders may propose an appropriate assessment methodology to evaluate rooftop solar economics and project viability.
Is there an indicative number of irrigation schemes, pump locations or farming clusters that are required to be assessed under the assignment?	The RFP does not prescribe a fixed number of irrigation schemes, pump locations, or farming clusters. Bidders are expected to propose an appropriate assessment methodology and coverage under Workstream 5 and Workstream 1



Can satellite and secondary datasets be relied upon for solar resource assessments, or are site-specific measurements expected?	As required under Workstream 6.1, the consultant shall undertake solar resource and site screening. The RFP does not require installation of site-specific solar measurement equipment. Bidders may utilise appropriate primary and/or secondary data sources to support the assessment
What level of engineering is expected for project designs—conceptual, prefeasibility, bankable feasibility or detailed engineering?	As specified under Workstream 6.3, the consultant is required to undertake preliminary system sizing and prepare a Technical Options and Preliminary System Design Report. The assignment does not require detailed engineering design
Will ISA/Government of Fiji select the preferred business model(s) after the assessment phase, and will the final RFP(s) only be prepared for the selected models?	Under Workstreams 7, 9, and 10, the consultant is required to assess business models, recommend project packaging options, and prepare the RFP package(s). The final RFP structure shall be based on the outcomes of the assessment and stakeholder consultations
How many financial models are expected to be developed under the assignment? Should models be prepared for each project package, each project site, each technology segment, or only representative project archetypes?	As specified under Workstream 7.2, the consultant shall develop indicative financial viability screening models for representative project archetypes and proposed project packages. Bidders are expected to propose an appropriate modelling framework to support project prioritisation, business model assessment, project packaging, and RFP design
Should detailed implementation mechanisms be developed for escrow accounts, guarantees, reserve funds and payment security arrangements?	As specified under Workstream 7.3, the consultant shall assess and recommend appropriate payment security and risk mitigation mechanisms, including escrow accounts, guarantees, reserve funds, and related arrangements. The level of detail should be sufficient to support commercial structuring, project packaging, and preparation of investor-ready RFP documents.

Is the consultant expected to draft regulatory amendments and legal instruments, or only provide recommendations and implementation roadmaps?	The scope of work under Sections 8.1 and 8.2 of the ToR clearly identifies the expected deliverables related to regulatory, policy, and institutional aspects. Accordingly, the consultant is expected to assess the existing framework, identify gaps, and provide recommendations, implementation roadmaps, draft principles, and institutional guidance to facilitate project implementation and sector development. Bidders are encouraged to align their proposed approach with the deliverables specified in the RFP and may propose additional support, including drafting regulatory amendments or legal instruments, as a value-added component of their methodology.
Is there an indicative target for the number of projects/sites/packages to be included in the final project pipeline?	The RFP does not specify any indicative target for the number of projects, sites, or packages to be included in the final project pipeline. Rather, the project pipeline and packaging approach are expected to be developed based on the outcomes of the demand assessment, technical, financial, regulatory, and prioritisation exercises, as well as inputs received during stakeholder consultations and market-sounding activities undertaken under the relevant workstreams. Bidders are encouraged to propose a robust methodology for identifying, prioritising, and packaging bankable project opportunities that align with the objectives and scope of the assignment.
How many procurement packages and/or RFPs are expected to be developed under the assignment?	The RFP does not prescribe a fixed number of RFPs or project packages. The consultant shall recommend an appropriate packaging strategy under Workstream 9.2, and prepare the corresponding RFP package(s) under Workstream 10



Will separate RFPs be required for mini-grids, rooftop solar, institutional solar, off-grid systems and solar water pumping projects, or will technologies be aggregated into larger packages?	As per Workstream 9.2, the consultant is required to assess and recommend the most suitable project packaging approach, including technology-specific or aggregated packages. The final RFP structure shall be based on the outcomes of the assessment and project packaging exercise.
We understand that the consultant is expected to prepare draft commercial templates (PPA, concession agreements, RESCO agreements and service agreements) for further legal review?	As clearly indicated in Workstream 10 (Preparation of Investor-Ready RFP Documents), the consultant is expected to prepare draft commercial and contractual templates, including draft PPAs/Energy Service Agreements, Mini-Grid Concession Agreements, Rooftop RESCO Agreements, Solar Pump Service Agreements, and other implementation-related agreements.
What GIS outputs are expected—maps only, GIS database, shapefiles, interactive dashboards or web-based GIS tools?	GIS mapping shall form part of the methodology and that GIS-based project maps, where data is available, are expected as one of the key outputs of the assignment. The nature and format of additional GIS outputs, such as GIS databases, shapefiles, interactive dashboards, or web-based GIS tools, may be proposed by bidders as part of their methodology, where considered beneficial to the objectives of the assignment
Will ISA support workshop logistics, or should bidders include these activities in their scope and pricing?	Bidders shall include all activities necessary for successful completion of the assignment, including stakeholder consultations, workshops, and associated logistics, in their scope and financial proposal.
Please clarify ISA's expectations regarding market sounding activities. Is the requirement limited to interviews and consultations, or does ISA expect investor roundtables, workshops and a formal market sounding report?	As specified under Section 11 (Market Sounding), the consultant shall undertake market sounding with potential developers and investors to assess market interest and inform the final RFP structure. The consultant may propose the appropriate engagement approach and reporting methodology as part of the assignment



Please clarify the admissibility and evaluation treatment of JV/Consortium arrangements, given that different sections provide differing references to consortium participation.	JV/Consortium participation is permitted under the RFP. Eligibility, qualification, composition, roles, responsibilities, and evaluation requirements shall be governed by ITB Clause 14 and Form C (Joint Venture/Consortium/Association Information Form)
How much travel to Fiji should bidders assume? Does ISA envisage multiple field missions and, if so, is there an indicative number of visits ?	The RFP does not prescribe a fixed number of visits or field missions. Bidders are expected to propose an appropriate travel and field engagement plan necessary to fulfil the scope of work, stakeholder consultations, surveys, assessments, and deliverables specified in the TOR
Queries	Clarification
Please confirm the minimum Team Leader experience requirement applicable for eligibility/evaluation: 10 years as stated in Section 4 or 15+ years as stated in Section 5.	The Team Leader qualification requirement specified under Section 5 (Team Composition) shall apply. Accordingly, the Team Leader / Energy Transaction Specialist should possess 15+ years of relevant experience
Please confirm whether all expert positions listed in Section 5 are mandatory as separate personnel, or whether one suitably qualified expert may cover more than one role. Also confirm which experts will be individually scored under Section 4.	Bidders shall propose a multidisciplinary team consistent with the requirements of Section 5 (Team Composition) and Section 4, Criterion 3 (Management Structure, Key Personnel and Academic Qualifications). The deployment structure and allocation of responsibilities may be proposed by the bidder, provided the required expertise is adequately covered. Technical evaluation shall be undertaken in accordance with the criteria specified in Section 4



Please indicate the expected/minimum field-survey coverage: • number of islands/communities, households, institutional/C&I/rooftop sites and agriculture/solar-pumping locations to be physically surveyed. • Alternatively, please provide a common basis/assumed sample size to be used by all bidders for financial proposal preparation.	As part of Workstream 1, the consultant is required to finalize the survey methodology, site-selection criteria, demand categories, data collection formats, and sampling approach. Bidders are expected to propose an appropriate survey and sampling framework commensurate with the objectives, scope, and deliverables of the assignment
• Please define the required level of technical design—concept/prefeasibility sizing or site-specific feasibility/design. • Please confirm that detailed engineering investigations such as topographical survey, geotechnical investigation, structural testing, detailed electrical network studies and other EPC-level investigations are outside this assignment unless specifically stated.	As specified under Workstream 6.3, the consultant is required to undertake preliminary system sizing and prepare a Technical Options and Preliminary System Design Report. The assignment is intended to support demand assessment, project prioritisation, business model development, project packaging, and preparation of investor-ready RFP documents.
Please specify the anticipated maximum number of procurement/RFP packages to be prepared for pricing purposes. If several technology/region packages are finally recommended, will these be prepared using a common master RFP with package-specific schedules, or will complete independent RFP documents and contractual agreements be required for each package.	As specified under Workstream 9.2 (Project Packaging Options), the consultant is required to assess and recommend the most suitable project packaging structure, including national, regional, technology-specific, phased, or framework-based approaches. Accordingly, under Workstream 10, the consultant shall prepare the required RFP package(s) and associated draft agreements based on the recommended packaging strategy emerging from the assessment.



• Twelve outputs are scheduled within 20 weeks- This looks quiet challenging. In this regards, please confirm that ISA/Government of Fiji will facilitate stakeholder introductions, site access and timely provision of available data. • Where delay is caused by non-availability of stakeholder/data/site access beyond the Consultant’s control, will corresponding deliverable timelines be adjusted without application of delay damages will be provided.

The project timelines and deliverables are already specified in the RFP. ISA may facilitate initial introductions and coordination with relevant stakeholders, where required and feasible. However, the consultant shall be responsible for undertaking stakeholder consultations, obtaining access to data and sites, and carrying out all activities necessary for completion of the assignment in accordance with the scope of work. Any matters relating to timeline extensions, delays, or application of contractual provisions shall be governed by the terms and conditions of the RFP and the resulting contract

Please clarify (i) expected location and approximate number of participants for the stakeholder validation workshop, (ii) (whether venue, participant travel/logistics and local arrangements will be borne by ISA/Government or Consultant, and (iii) whether all inter-island field travel, boats, local transport and survey logistics are to be included in the Consultant’s lump-sum financial proposal.

The stakeholder consultation workshop forms part of Deliverable 11 under the assignment. Bidders are expected to adequately resource and plan all activities necessary for successful completion of the assignment, including stakeholder consultations, workshops, field surveys, travel, and associated logistics, in accordance with the scope of work and deliverables specified in Section 5 (Terms of Reference).



Please confirm the acceptance/payment milestone mapping against Deliverables 1–12 and the expected review/approval period for each submission. Please also confirm that subsequent work may proceed while earlier reports are under review.

The payment milestones are linked to the acceptance of the deliverables as outlined in the RFP payment schedule. While no specific review/approval timeline has been prescribed, ISA will endeavor to review and provide feedback on submitted deliverables in a timely manner to support completion of the assignment within the stipulated 20-week contract period.

Bidders may proceed with activities under subsequent workstreams, where logically feasible, while earlier deliverables are under review. ISA encourages a parallel and proactive implementation approach and will work closely with the successful bidder to ensure that progress under other workstreams is not adversely affected by any review-related delays, thereby supporting timely completion of all deliverables



Procurement Unit
International Solar Alliance