



## USAID Vietnam Urban Energy Security

Request for Proposals (RFP)

No. RFP VUES-029

Advisory Service for Distributed Rooftop Solar Project Development in Danang  
and Ho Chi Minh City

Original Issue Date: 6 December, 2022

2<sup>nd</sup> Issue Date: 4 January, 2023

**WARNING:** Prospective Offerors who have received this document from a source other than the USAID Vietnam Urban Energy Security, 28A Tran Hung Dao, Hanoi, Vietnam, should immediately contact the Project at email address [VUESActivityFund@dai.com](mailto:VUESActivityFund@dai.com) and provide their name and email address in order that amendments to the RFP or other communications can be sent directly to them. Any prospective Offeror who fails to register their interest assumes complete responsibility in the event that they do not receive communications prior to the closing date. Any amendments to this solicitation will be issued and posted to the same channels where this original RFP is advertised.

DAI conducts business under the strictest ethical standards to assure fairness in competition, reasonable prices and successful performance or delivery of quality goods and equipment. DAI does not tolerate corruption, bribery, collusion or conflicts of interest. Any requests for payment or favors by DAI employees should be reported as soon as possible to [ethics@dai.com](mailto:ethics@dai.com) or by visiting [www.dai.ethicspoint.com](http://www.dai.ethicspoint.com). Further, any attempts by an offeror or subcontractor to offer inducements to a DAI employee to influence a decision will not be tolerated and will be grounds for disqualification, termination and possible debarment. See provision No. 9 for more details.

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**Synopsis of the RFP**

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|---|--|
| RFP No.   | RFP VUES-029   |
| Original Issue Date   | 6 December, 2022   |
| 2 <sup>nd</sup> Issue Date  | 4 January, 2023  |
| Title   | Advisory Service for Distributed Rooftop Solar Project Development in Danang and Ho Chi Minh City  |
| Issuing Office, Address & Email for Submission of Proposals & Questions | <p>USAID Vietnam Urban Energy Security<br/> 28A Tran Hung Dao Street<br/> Hanoi, Vietnam</p> <p><a href="mailto:VUESActivityFund@dai.com">VUESActivityFund@dai.com</a> with copy to <a href="mailto:vuanh_pham@dai.com">vuanh_pham@dai.com</a></p> <p>Electronic submission of proposals is sufficient, no hard copies are required.</p> |
| Deadline for Receipt of Questions                                       | 13 December, 2022 (18:00, GMT+7)   |
| Original Deadline for Receipt of Proposals                              | 3 January, 2023 (18:00, GMT+7)   |
| Extended Deadline for Receipt of Proposals                              | 19 January, 2023 (18:00, GMT+7)  |
| Point of Contact  | <a href="mailto:VUESActivityFund@dai.com">VUESActivityFund@dai.com</a>   |
| Anticipated Award Type  | Firm Fixed Price Subcontract   |
| Basis for Award   | An award will be made based on the Trade Off Method. The award will be issued to the responsible and reasonable offeror who provides the best value to DAI and its client using a combination of technical and cost/price factors.   |
| Contracting Agency  | The contract award and management will be administered by DAI who is a prime contractor to USAID for the management of USAID Vietnam Urban Energy Security. The contract will be signed by DAI Global, LLC, which is based in USA.   |

## 1. Introduction and Purpose

### 1.1 Purpose

According to a recent study by McKinsey & Company, Vietnam has reached the tipping point where renewable energy is the lowest-cost option to meet rapidly growing demand for electricity in the country. A major urban and commercial center in the country, Ho Chi Minh City (HCMC) and Danang have great potential to meet growing electricity demand through solar power due to the advantageous irradiation characteristics of the region. Despite their tremendous potential, at the end of 2020 the city had only 2,500 residential rooftop solar customers, representing a total installed capacity of only 79 MWp and HCMC also had only 14,249 rooftop solar customers, representing a total installed capacity of 361.98 MWp. These figures are considered modest compared to HCMC's and Danang's potential.

Recently, Danang People's Committee authorized the implementation of a project promoting the development and use of renewable energy in Danang by 2025, with a vision towards a material shift towards renewables by 2035. This support has assisted in making rooftop solar products more generally accepted and affordable, providing tailwinds to significant future growth. Within this context, developers of residential rooftop solar have a critical role to play in realizing this target.

One such developer is Control & Automation Solutions Co., Ltd (CAS), a Vietnamese provider of modern, reliable, economical solutions for automation in power plants, substations, and dispatch centers. CAS aims to contribute to Danang's energy transition project by installing at least 1,000 MW in rooftop solar capacity by 2025. Being one of the first solar electricity providers to offer innovative lease-to-buy payment schemes for its solar products, CAS is targeting at least 60% market share in Danang within the next 10 years by providing residents with high-quality, reliable, and maintenance-free residential rooftop solar systems. CAS is also targeting to develop 200MW-ha Solar Power and Agricultural Products (APV).

APV, also known as agri-photovoltaics or agrivoltatic, is the combination of solar energy systems and agriculture on one piece of land, without diminishing the performance of either system. APV creates a symbiotic relationship between farmers and solar developers, allowing farmers to make full use of available land, while also producing clean, renewable energy for the utility grid. In support of Danang's 2035 goal and CAS' ambitions, CAS believes that APV is one of the best solutions for developing the distributed energy resources for Vietnam urban areas, which secures both energy and foods, the two important things for urban people. Luckily, Vietnam is in the very good region for agriculture business, so this model is very suitable for Vietnam. With this model, more green jobs will be created for urban people, especially for the empower group, which will make the green energy transition fairer and more sustainable. The Project is supporting CAS to augment its portfolio of APV projects.

CAS plans to develop new 300MW Solar Rooftop projects in HCMC and Danang (150MW in each area) through the self-consumption, Direct Power Purchase Agreement mechanisms. Besides that, CAS also plans to acquire existing mini solar farms surrounding Danang and HCMC and upgrade them to APV farms with the capacity of 100 MW-ha through Mergers & Acquisitions implementation. These surrounding satellite APV farms will be setup as the supporting facilities for the distributed mini-scale garden inside urban area. These activities will increase the CAS portfolio for development of renewable energy projects. Revenue of these existing projects will come from selling electricity to Vietnam Electricity (EVN) at a fixed price of 8.38 US cents/kWh for a contract 20 year-period, as well as from selling agri-products (foods) under rooftop.

**The USAID Vietnam Urban Energy Security project implemented by DAI:** As Vietnam experiences steep increases in energy demand and rising air pollution challenges, there is growing recognition that cleaner, more reliable sources of energy are needed and greater capital investment is necessary. The USAID Vietnam Urban Energy Security project works closely with the Government of Vietnam at multiple levels to improve enabling frameworks, mobilize investment, and increase the adoption of innovative solutions for advanced, distributed energy. The overall goal of the project is “advanced, distributed energy solutions deployed to improve urban energy resilience and energy security” in Vietnam. CAS’ ambitions align with one of the Project’s three objectives which is to “mobilize public and private sector investment for the deployment of advanced, distributed energy systems”. USAID Vietnam Urban Energy Security/DAI will manage the contracting of and co-pay (together with CAS) for the work.

DAI, the implementer of the USAID Vietnam Urban Energy Security project, invites qualified offerors to submit proposals to provide Advisory Service for Distributed Rooftop Solar Project Development in Danang and Ho Chi Minh City.

### **1.2 Issuing Office**

The Issuing Office and Contact noted in the above synopsis is the sole point of contact at DAI for purposes of this RFP. Interested offerors should register their interest with the Issuing Office in order to receive all subsequent material. Any prospective offeror who fails to register their interest with this office assumes complete responsibility in the event that they do not receive direct communications (amendments, answers to questions, etc.) prior to the closing date.

### **1.3 Type of Award Anticipated**

DAI anticipates awarding a Firm Fixed Price Subcontract. This subcontract type is subject to change during the course of negotiations.

## **2. General Instructions to Offerors**

### **2.1 General Instructions**

“Offeror”, “Subcontractor”, and/or “Bidder” means a firm proposing the work under this RFP. “Offer” and/or “Proposal” means the package of documents the firm submits to propose the work.

Offerors wishing to respond to this RFP must submit proposals, in English, in accordance with the following instructions. Offerors are required to review all instructions and specifications contained in this RFP. Failure to do so will be at the Offeror’s risk. If the solicitation is amended, then all terms and conditions not modified in the amendment shall remain unchanged.

Issuance of this RFP in no way obligates DAI to award a subcontract or purchase order. Offerors will not be reimbursed for any costs associated with the preparation or submission of their proposal. DAI shall in no case be responsible or liable for these costs. Please note that DAI is unable to provide detailed information to those proposals that are not selected.

Proposals are due no later than 18:00, GMT+7, 19 January, 2023, to be submitted to email address [VUESActivityFund@dai.com](mailto:VUESActivityFund@dai.com) with copy to [vuanh\\_pham@dai.com](mailto:vuanh_pham@dai.com) with the subject line **Proposal for RFP No. RFP VUES-029**. Cost/Price (in both pdf and excel format) and technical (in both pdf and word format except for infographics and sample designs) proposals shall be submitted as separate files in a single email. Late offers will be rejected except under extraordinary circumstances at DAI’s discretion.

The submission to DAI of a proposal in response to this RFP will constitute an offer and indicates the Offeror's agreement to the terms and conditions in this RFP and any attachments hereto. DAI reserves the right not to evaluate a non-responsive or incomplete proposal.

## 2.2 Proposal Cover Letter

A cover letter shall be included with the proposal on the Offeror's company letterhead with a duly authorized signature and company stamp/seal, if available, using Attachment B as a template for the format. The cover letter shall include the following items:

- The Offeror will certify a validity period of 90 calendar days for the prices provided.
- Acknowledge the solicitation amendments received (if any).
- Acknowledge the submission to DAI of the technical and price proposals constitutes an offer and indicates the Offeror's agreement to the terms and conditions in this RFP and any attachments hereto.

## 2.3 Questions regarding the RFP

Each Offeror is responsible for reading and complying with the terms and conditions of this RFP. Requests for clarification or additional information must be submitted in writing via email to the Issuing Office as specified in the Synopsis above no later than 18:00, GMT+7, 13 December, 2022. No questions will be answered by phone and questions will not be considered if received after the deadline. Any verbal information received from a DAI or USAID Vietnam Urban Energy Security employee or other entity shall not be considered as an official response to any question regarding this RFP.

Copies of questions and responses will be distributed in writing to all prospective bidders who are on record as having registered their interest via email with USAID Vietnam Urban Energy Security. Interested bidders who would like to receive copies of the questions and responses should register their interest by sending an email to [VUESActivityFund@dai.com](mailto:VUESActivityFund@dai.com).

## 3. Instructions for the Preparation of Technical Proposals

Technical proposals shall be submitted as separate files from cost/price proposals and shall be clearly labeled as "VOLUME I: TECHNICAL PROPOSAL".

**Technical proposals must be written in English and should be limited to ten (10) pages excluding a table of contents, appendices and supporting documents** (such as the three (3) one-page summaries of past performance and proposed staff CVs). (Desired Format - Type: Times New Roman, Font Size 11, Margins: 1" all around).

Technical proposals shall respond to the Scope of Work in Attachment A on page 13 and the scoring criteria laid out below, and include the following content. Applications that do not follow the 10-page limit or the requirements stipulated in the Scope of Work and on 3 compulsory contents of Technical Approach, Management & Staffing Approach and Institutional Capacity / Past Performance will be rejected except under extraordinary circumstances at DAI's discretion.

1. **Technical Approach** - Description of the proposed services which meets or exceeds the stated objectives and expected deliverables of scope of work. The proposal must show how the Offeror plans to complete the work and describe an approach that demonstrates the achievement of timely and acceptable performance of the work.
2. **Management & Staffing Approach** – Description of the Offeror's staff assigned to the project. The proposal should describe how the proposed team members have the necessary experience and capabilities to carry out the Technical Approach. Proposal should provide a clear

management plan that details the feasible creation of deliverables including who is responsible and the plan for reviewing and revising and the timeline for each deliverable and activity.

3. **Institutional Capacity / Past Performance** –Provide a list of recent awards of similar scope and duration. The information shall be supplied as a table and shall include the legal name and address of the organization for which services were performed, a brief description of work performed, the duration of the work and the value of the contract, and a current contact phone number and email address of a responsible and knowledgeable representative of the organization. One-page summaries of up to three (3) of the listed recent awards previously performed may be submitted along with the table with attached graphics, videos, and visual materials that demonstrates the work completed. See Attachment F.

### 3.1 Services Specified

For this RFP, DAI is in need of the services described in Attachment A.

### 3.2 Technical Evaluation Criteria

Each proposal will be evaluated and scored against the evaluation criteria and evaluation sub-criteria, which are stated below. Cost/Price proposals are not assigned points, but for overall evaluation purposes of this RFP, technical evaluation factors other than cost/price, when combined, are considered significantly more important than cost/price factors.

**Technical Approach (40 points)** – Points for this section will be awarded based on the information presented in the technical approach that address the scope of work.

The proposal should explain/include:

- Clear and cohesive approach that addresses the specific objectives and reflects the requirements of the scope of work.
- Clear steps and timeframe for carrying out this work.
- Clear demonstration on how the offeror will perform the work to achieve the stated objectives.
- Clear approach to all responsibilities and tasks of providing transaction advisory support for a solar rooftop project developer, including: Developing a strategy for getting the impact investment, and structuring (restructure or keep the current structure) the current CAS businesses clearer for potential investors.

**Management Plan / Staffing Structure (30 points)** – Points for this section will be based on the qualifications of proposed staff, clear delineation of the roles and responsibilities of each proposed staff and each proposed firm (if firms are partnering), where staff are located geographically (and if in Vietnam, which city), and experience in Vietnam (required).

The proposal should explain/include:

- Qualifications of proposed staff, clearly delineate roles and responsibilities of each proposed staff and each proposed firm (if firms are partnering). If the offeror is submitting a consortium-based proposal, the proposal should clearly state which firm will be the prime subcontract holder, describe the nature of the arrangement (i.e. added technical value of each partner), the division of labor among the partners, and the appropriate management controls to ensure successful delivery.

- Clear management plan in narrative form for the development, review, and submission of all associated deliverables, including a milestone schedule.
- Proposed staff should have experience in Vietnam as well as native and/or advanced proficiency in both Vietnamese and English.

If a firm submits a stand-alone proposal as a prime subcontract holder, they shall not join other firms in a consortium-based proposal, nor should any firm be part of more than one consortium.

**Institutional Capacity / Past Performance (30 points)** – Points for this section will be based on information presented in the corresponding section and any submitted reference projects.

The offeror should clearly demonstrate:

- Details about its experience, expertise or capacity to recommend the proposed approach and complete the work as described.
- Understanding of the Vietnamese context and experience working in Vietnam, particularly providing transaction advisory services for renewable energy project developers in Vietnam.
- Successful completion with strong reference of past projects for conducting transaction advisory services for renewable energy project developers in Vietnam.

## 4. Instructions for the Preparation of Cost/Price Proposals

### 4.1 Cost/Price Proposals

Cost/Price proposals shall be submitted as separate files from technical proposals and shall be clearly labeled as “VOLUME II: COST/PRICE PROPOSAL”. Based on work with similar scopes and scales, we expect the budget to range from US\$ 80,000 to US\$ 100,000 (including Value Added Tax when applicable), and firms are encouraged to submit proposals that are both realistic and reasonable for this work, based on actual anticipated costs.

Provided in Attachment C is a template for the Price and Deliverable Schedule, for firm fixed price awards. Offerors should complete the template and include an accompanying budget narrative which provides information on the costs included in the budget, including which staff are involved, what assumptions are being made, what is included and supporting information in sufficient detail to allow a complete analysis of the offeror’s price. If offerors cannot provide cost breakdowns and documentation of rates as requested in the provided template, offerors may submit their cost proposals using their own templates, provided that they detail how the costs were determined (i.e. the cost build up) and demonstrate cost reasonableness.

It is important to note that Value Added Tax (VAT) shall be included on a separate line as applicable. These services are eligible for VAT exemption under the DAI prime contract. The Subcontractor is responsible for all applicable taxes and fees, as prescribed under the applicable laws for income, compensation, permits, licenses, and other taxes and fees due as required.

## 5. Basis of Award

### 5.1 Best Value Determination

DAI will review all proposals, and make an award based on the technical and cost evaluation criteria stated above and select the offeror whose proposal provides the best value to DAI. DAI may also exclude



an offer from consideration if it determines that an Offeror is "not responsible", i.e., that it does not have the management and financial capabilities required to perform the work required.

Evaluation points will not be awarded for cost. Cost will primarily be evaluated for realism and reasonableness. An award will be made based on the Trade Off Method which means DAI may award to a higher priced offeror if a determination is made that the higher technical evaluation of that offeror merits the additional cost/price.

DAI may award to an Offeror without discussions. Therefore, the initial offer **must contain the Offeror's best price and technical terms.**

## **5.2 Responsibility Determination**

DAI will not enter into any type of agreement with an Offeror prior to ensuring the Offeror's responsibility. When assessing an Offeror's responsibility, the following factors are taken into consideration:

1. Provide evidence of the required business licenses (e.g. valid business registration) upon the proposal submission.
2. Provide evidence of a Unique Entity ID (SAM) upon the proposal submission (explained below and instructions contained in Attachment D).
3. The source, origin and nationality of the products or services are not from a Prohibited Country (explained below).
4. Have adequate financial resources to finance and perform the work or deliver goods or the ability to obtain financial resources without receiving advance funds from DAI.
5. Ability to comply with required or proposed delivery or performance schedules.
6. Have a satisfactory past performance record.
7. Have a satisfactory record of integrity and business ethics.
8. Have the necessary organization, experience, accounting and operational controls and technical skills.
9. Have the necessary production, construction and technical equipment and facilities if applicable.
10. Be qualified and eligible to perform work under applicable laws and regulations.

We may request additional information to aid our assessment including but not limited to the organization's audited financial statements, policies on subject matters, reference check or other reasonable information deemed relevant and necessary.

## **5.3 Note Regarding Parastatal Organizations**

Under U.S. Government regulations USAID and USAID Vietnam Urban Energy Security are not able to fund parastatal organizations, even as second-tier subcontractors (partners). The USAID defines foreign government-owned parastatal organizations are "firms operated as commercial companies or other organizations -- including nonprofits-- or enterprises in which foreign governments or the foreign agencies have a controlling interest" (ADS Chapter 302). A controlling interest could include organizations where the largest single shareholder is a government entity.

## **6. Anticipated post-award Deliverables**

Upon award of a subcontract, the deliverables and deadlines will be determined based on the Offeror's technical proposal and agreed upon during the contract negotiation stage. The Offeror should detail proposed costs per deliverable in the Price Schedule. All of the deliverables must be submitted to and approved by DAI before payment will be processed.

## 7. Inspection & Acceptance

The designated DAI Project Manager will inspect from time to time the services being performed to determine whether the activities are being performed in a satisfactory manner, and that all equipment or supplies are of acceptable quality and standards. The subcontractor shall be responsible for any countermeasures or corrective action, within the scope of this RFP, which may be required by the DAI Chief of Party as a result of such inspection.

## 8. Compliance with Terms and Conditions

### 8.1 General Terms and Conditions

By submitting proposals, offerors agree to fully comply with all the general terms and conditions specified, all applicable US federal government clauses included in this RFP and all applicable Vietnamese laws. The selected Offeror will be asked to sign all Representations and Certifications of Compliance listed in Attachment G upon award.

### 8.2 Prohibited Technology

Bidders MUST NOT provide any goods and/or services that utilize telecommunications and video surveillance products from the following companies: Huawei Technologies Company, ZTE Corporation, Hytera Communications Corporation, Hangzhou Hikvision Digital Technology Company, or Dahua Technology Company, or any subsidiary or affiliate thereof, in compliance with FAR 52.204-25.

### 8.3 Source and Nationality

Under the authorized geographic code for its contract DAI may only procure goods and services from the following countries.

**Geographic Code 937:** Goods and services from the United States, the cooperating country, and "Developing Countries" other than "Advanced Developing Countries: excluding prohibited countries. A list of the "Developing Countries" as well as "Advanced Developing Countries" can be found at: <http://www.usaid.gov/policy/ads/300/310maa.pdf> and <http://www.usaid.gov/policy/ads/300/310mab.pdf> respectively.

DAI must verify the source and nationality of goods and services and ensure (to the fullest extent possible) that DAI does not procure any goods or services from prohibited countries listed by the Office of Foreign Assets Control (OFAC) as sanctioned countries. OFAC sanctioned countries may be searched within the System for Award Management (SAM) at [www.SAM.gov](http://www.SAM.gov). The current list of countries under comprehensive sanctions includes Cuba, Iran, North Korea, Sudan, and Syria. Goods may not transit through or be assembled in comprehensive sanctioned origin or nationality countries nor can the vendor be owned or controlled by a prohibited country. DAI is prohibited from facilitating any transaction by a third party if that transaction would be prohibited if performed by DAI.

By submitting a proposal in response to this RFP, Offerors confirm that they are not violating the Source and Nationality requirements of the goods or services being offered and that the goods and services comply with the Geographic Code and the exclusions for prohibited countries outlined above.

### 8.4 Unique Entity ID (SAM)

There is a **mandatory** requirement for your organization to provide a Unique Entity ID (SAM) to DAI. Without a Unique Entity ID (SAM), DAI cannot deem an Offeror "responsible" to conduct business with and therefore, DAI will not enter into a subcontract/purchase order or monetary agreement with any organization. The determination of a successful offeror/applicant resulting from this RFP is contingent

upon the winner providing a Unique Entity ID (SAM) to DAI. Offerors who fail to provide Unique Entity ID (SAM) will not receive an award and DAI will select an alternate Offeror.

All U.S. and foreign organizations which receive first-tier subcontracts/ purchase orders with a value of \$30,000 and above **are required** to obtain a Unique Entity ID (SAM) prior to signing of the agreement. Organizations are exempt from this requirement if the gross income received from all sources in the previous tax year was under \$300,000. DAI requires that Offerors sign the self-certification statement if the Offeror claims exemption for this reason.

For those required to obtain a Unique Entity ID (SAM), see Attachment D - Instructions for Obtaining a Unique Entity ID (SAM)- DAI'S Vendors, Subcontractors

For those not required to obtain a Unique Entity ID (SAM), see Attachment E: Self Certification for Exemption from Unique Entity ID (SAM) Requirement

## 9. Anti-Corruption and Anti-Bribery Policy and Reporting Responsibilities

DAI conducts business under the strictest ethical standards to assure fairness in competition, reasonable prices and successful performance or delivery of quality goods and equipment. **DAI does not tolerate the following acts of corruption:**

- Any requests for a bribe, kickback, facilitation payment or gratuity in the form of payment, gift or special consideration by a DAI employee, Government official, or their representatives, to influence an award or approval decision.
- Any offer of a bribe, kickback, facilitation payment or gratuity in the form of payment, gift or special consideration by an offeror or subcontractor to influence an award or approval decision.
- Any fraud, such as mis-stating or withholding information to benefit the offeror or subcontractor.
- Any collusion or conflicts of interest in which a DAI employee, consultant, or representative has a business or personal relationship with a principal or owner of the offeror or subcontractor that may appear to unfairly favor the offeror or subcontractor. Subcontractors must also avoid collusion or conflicts of interest in their procurements from vendors. Any such relationship must be disclosed immediately to DAI management for review and appropriate action, including possible exclusion from award.

These acts of corruption are not tolerated and may result in serious consequences, including termination of the award and possible suspension and debarment by the U.S. Government, excluding the offeror or subcontractor from participating in future U.S. Government business.

Any attempted or actual corruption should be reported immediately by either the offeror, subcontractor or DAI staff to:

- Toll-free Ethics and Compliance Anonymous Hotline at (U.S.) +1-503-597-4328
- Hotline website – [www.DAI.ethicspoint.com](http://www.DAI.ethicspoint.com) or
- Email to [Ethics@DAI.com](mailto:Ethics@DAI.com)
- USAID's Office of the Inspector General Hotline at [hotline@usaid.gov](mailto:hotline@usaid.gov).

By signing this proposal, the offeror confirms adherence to this standard and ensures that no attempts shall be made to influence DAI or Government staff through bribes, gratuities, facilitation payments,

kickbacks or fraud. The offeror also acknowledges that violation of this policy may result in termination, repayment of funds disallowed by the corrupt actions and possible suspension and debarment by the U.S. Government.

## 10. Attachments

### 10.1 Attachment A: Scope of Work for Services or Technical Specifications

#### Scope of Work

##### Advisory Service for Distributed Rooftop Solar Project Development in Danang and Ho Chi Minh City

#### BACKGROUND

According to a recent study by McKinsey & Company, Vietnam has reached the tipping point where renewable energy is the lowest-cost option to meet rapidly growing demand for electricity in the country. A major urban and commercial center in the country, Ho Chi Minh City (HCMC) and Danang have great potential to meet growing electricity demand through solar power due to the advantageous irradiation characteristics of the region. Despite their tremendous potential, at the end of 2020 the city had only 2,500 residential rooftop solar customers, representing a total installed capacity of only 79 MWp and HCMC also had only 14,249 rooftop solar customers, representing a total installed capacity of 361.98 MWp. These figures are considered modest compared to HCMC's and Danang's potential.

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One such developer is Control & Automation Solutions Co., Ltd (CAS), a Vietnamese provider of modern, reliable, economical solutions for automation in power plants, substations, and dispatch centers. CAS aims to contribute to Danang's energy transition project by installing at least 1,000 MW in rooftop solar capacity by 2025. Being one of the first solar electricity providers to offer innovative lease-to-buy payment schemes for its solar products, CAS is targeting at least 60% market share in Danang within the next 10 years by providing residents with high-quality, reliable, and maintenance-free residential rooftop solar systems. CAS is also targeting to develop 200MW-ha Solar Power and Agricultural Products (APV).

APV, also known as agri-photovoltaics or agrivoltaic, is the combination of solar energy systems and agriculture on one piece of land, without diminishing the performance of either system. APV creates a symbiotic relationship between farmers and solar developers, allowing farmers to make full use of available land, while also producing clean, renewable energy for the utility grid. In support of Danang's 2035 goal and CAS' ambitions, CAS believes that APV is one of the best solutions for developing the distributed energy resources for Vietnam urban areas, which secures both energy and foods, the two important things for urban people. Luckily, Vietnam is in the very good region for agriculture business, so this model is very suitable for Vietnam. With this model, more green jobs will be created for urban people, especially for the empower group, which will make the green energy transition fairer and more sustainable. The Project is supporting CAS to augment its portfolio of APV projects.

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with the capacity of 100 MW-ha through Mergers & Acquisitions implementation. These surrounding satellite APV farms will be setup as the supporting facilities for the distributed mini-scale garden inside urban area. These activities will increase the CAS portfolio for development of renewable energy projects. Revenue of these existing projects will come from selling electricity to Vietnam Electricity (EVN) at a fixed price of 8.38 US cents/kWh for a contract 20 year-period, as well as from selling agri-products (foods) under rooftop.

**The USAID Vietnam Urban Energy Security project implemented by DAI:** As Vietnam experiences steep increases in energy demand and rising air pollution challenges, there is growing recognition that cleaner, more reliable sources of energy are needed and greater capital investment is necessary. The USAID Vietnam Urban Energy Security project works closely with the Government of Vietnam at multiple levels to improve enabling frameworks, mobilize investment, and increase the adoption of innovative solutions for advanced, distributed energy. The overall goal of the project is “advanced, distributed energy solutions deployed to improve urban energy resilience and energy security” in Vietnam. CAS’ ambitions align with one of the Project’s three objectives which is to “mobilize public and private sector investment for the deployment of advanced, distributed energy systems”. USAID Vietnam Urban Energy Security/DAI will manage the contracting of and co-pay (together with CAS) for the work.

## **OBJECTIVE**

The objective of this assignment is to improve impact investment and attract targeted potential investors and lender for CAS.

To seek capital at competitive interest rates to implement the above projects which include: i) development of new projects and ii) M&A of existing mini farms. To do these, CAS requires an advisory service for:

- Developing a strategy for getting the impact investment for CAS’ goals of developing the urban energy projects in Danang and HCMC.
- Structuring (restructure or keep the current structure) the current CAS businesses clearer for potential investors.

## **RESPONSIBILITIES AND TASKS:**

To support CAS, USAID Vietnam Urban Energy Security seeks transaction advisory services to accomplish the following tasks:

1. Understand and review business lines and financial status of CAS, capital requirement of the project to advise the company’s structure and strategy
2. Prepare a business plan for CAS’ project which will be used by the company to approach targeted investors and lenders.

## **DELIVERABLES AND TIMELINE:**

### **Deliverable 1: Business model review, business plan, financial forecasting and capital requirement update**

- Review business model and financial status
- Review and update business plan
- Review and update long term financial forecasting and capital requirement

**Deliverable 2: Business structure and financing strategy recommendation**

- Propose company’s business structure
- Propose financing strategy
- Prepare business information memorandum and related documents for investors and lenders

All deliverables will be submitted in both Vietnamese and English.

The expected timeline for the deliverables is shown below:

| # | Deliverables   | Time (after contract signing) |
|---|--|-------------------------------|
| 1 | Business model review, business plan, financial forecasting and capital requirement update | 10 weeks                      |
| 2 | Business structure and financing strategy recommendation                                   | 14 weeks                      |

**DURATION AND PLACE OF PERFORMANCE:**

Work under this SOW is anticipated to begin in February 2023 with a duration of 14 weeks. The place of performance will be Danang, though some work may be conducted remotely.

## 10.2 Attachment B: Proposal Cover Letter

[On Firm's Letterhead]

<Insert date>

TO: [Click here to enter text.](#)

DAI Global, LLC

We, the undersigned, provide the attached proposal in accordance with **RFP VUES-029**  
[Click here to enter text](#) issued on [Click here to enter text](#). Our attached proposal is for  
the total price of <Sum in Words (\$0.00 Sum in Figures) >.

I certify a validity period of [Click here to enter text](#). days for the prices provided in the attached  
Price Schedule/Bill of Quantities. Our proposal shall be binding upon us subject to the  
modifications resulting from any discussions.

*Offeror shall verify here the items specified in this RFP document.*

We understand that our submission to DAI of the technical and price proposals constitutes an  
offer and indicates our agreement to the terms and conditions in this RFP and any attachments  
hereto and that DAI is not bound to accept any proposal it receives.

Yours sincerely,

Authorized Signature:

Name and Title of Signatory: [Click here to enter text.](#)

Name of Firm: [Click here to enter text.](#)

Address: [Click here to enter text.](#)

Telephone: [Click here to enter text.](#)

Email: [Click here to enter text.](#)

Company Seal/Stamp:



**10.3 Attachment C: Price Schedule**

(Also include as an Excel Spreadsheet)

|   |  |  |  |  |                |             |            |               |  |
|---|--|--|--|--|----------------|-------------|------------|---------------|--|
| <b>Subcontractor Name</b>                   |  |  |  |  |                |             |            |               |  |
| Firm Fixed Price Subcontract                |  |  |  |  |                |             |            |               |  |
| <b>Activity</b>                             |  |  |  |  |                |             |            |               |  |
| <b>Date</b>                                 |  |  |  |  |                |             |            |               |  |
| <b>Deliverable 1</b>                        |  |  |  |  |                |             |            |               |  |
| <b>Name</b>                                 |  |  |  |  |                |             |            |               |  |
| <b>Description</b>                          |  |  |  |  |                |             |            |               |  |
| <b>Breakdown</b>                            |  |  |  |  | <b>Name</b>    | <b>Rate</b> | <b>LOE</b> | <b>Amount</b> |  |
|   |  |  |  |  | <i>in days</i> |             |            |               |  |
| <b>Position 1</b>                           |  |  |  |  |                |             |            | \$0.00        |  |
| <b>Position 2</b>                           |  |  |  |  |                |             |            | \$0.00        |  |
| <b>Position 3</b>                           |  |  |  |  |                |             |            | \$0.00        |  |
| <b>Travel &amp; Other Direct Costs</b>      |  |  |  |  |                |             |            | \$500.00      |  |
| <b>Subtotal Price of Deliverable 1</b>      |  |  |  |  |                |             |            | \$500.00      |  |
| <b>Deliverable 2</b>                        |  |  |  |  |                |             |            |               |  |
| <b>Name</b>                                 |  |  |  |  |                |             |            |               |  |
| <b>Description</b>                          |  |  |  |  |                |             |            |               |  |
| <b>Breakdown</b>                            |  |  |  |  | <b>Name</b>    | <b>Rate</b> | <b>LOE</b> | <b>Amount</b> |  |
|   |  |  |  |  | <i>in days</i> |             |            |               |  |
| <b>Position 1</b>                           |  |  |  |  |                |             |            | \$0.00        |  |
| <b>Position 2</b>                           |  |  |  |  |                |             |            | \$0.00        |  |
| <b>Position 3</b>                           |  |  |  |  |                |             |            | \$0.00        |  |
| <b>Travel &amp; ODCs</b>                    |  |  |  |  |                |             |            | \$1,000.00    |  |
| <b>Subtotal Price of Deliverable 2</b>      |  |  |  |  |                |             |            | \$1,000.00    |  |
| <b>Deliverable 3</b>                        |  |  |  |  |                |             |            |               |  |
| <b>Name</b>                                 |  |  |  |  |                |             |            |               |  |
| <b>Description</b>                          |  |  |  |  |                |             |            |               |  |
| <b>Breakdown</b>                            |  |  |  |  | <b>Name</b>    | <b>Rate</b> | <b>LOE</b> | <b>Amount</b> |  |
|   |  |  |  |  | <i>in days</i> |             |            |               |  |
| <b>Position 1</b>                           |  |  |  |  |                |             |            | \$0.00        |  |
| <b>Position 2</b>                           |  |  |  |  |                |             |            | \$0.00        |  |
| <b>Position 3</b>                           |  |  |  |  |                |             |            | \$0.00        |  |
| <b>Travel &amp; ODCs</b>                    |  |  |  |  |                |             |            | \$1,500.00    |  |
| <b>Subtotal Price of Deliverable 3</b>      |  |  |  |  |                |             |            | \$1,500.00    |  |
| <b>Overall Total before VAT</b>             |  |  |  |  |                |             |            | \$3,000.00    |  |
| <b>VAT rate (as applicable for Vietnam)</b> |  |  |  |  |                |             |            | 10%           |  |
| <b>VAT amount</b>                           |  |  |  |  |                |             |            | \$300.00      |  |
| <b>Overall Total after VAT</b>              |  |  |  |  |                |             |            | \$3,300.00    |  |

**AF:**  
Offerors should list all proposed staff members who will take part in the work to be commissioned

In addition to the above price schedule template, Offerors are requested to provide a table specifying each deliverable and their corresponding price.

|   |                  |   |   | VAT (as applicable for Vietnam) | 10%               |                 |                   |
|---|------------------|---|---|---------------------------------|-------------------|-----------------|-------------------|
|   | Deliverable Name | Deliverable Description                           | Deliverable Required Documents  | Due Date                        | Subtotal Price    | VAT             | Total             |
| 1 | Name             | Description                                       | <i>This section should specify at least the following three points for each deliverable:</i><br>* Deliverable format (PPT, excel, word, etc)<br>* Length (number of pages/slides)<br>* Key contents:<br>1)<br>2)<br>... | XX/YY                           | \$500.00          | \$50.00         | \$550.00          |
| 2 | Name             | Description                                       |   | XX/YY                           | \$1,000.00        | \$100.00        | \$1,100.00        |
| 3 | Name             | Description                                       |   | XX/YY                           | \$1,500.00        | \$150.00        | \$1,650.00        |
|   |                  | <b>TOTAL inc. VAT (as applicable for Vietnam)</b> |   |                                 | <b>\$3,000.00</b> | <b>\$300.00</b> | <b>\$3,300.00</b> |

**10.4 Attachment D: Instructions for Obtaining a Unique Entity ID (SAM) Number - DAI'S Vendors, Subcontractors**

**INSTRUCTIONS FOR OBTAINING A Unique Entity ID (SAM)  
DAI'S VENDORS, SUBCONTRACTORS & GRANTEEES**

**Note: There is a Mandatory Requirement for your Organization to Provide a Unique Entity ID (SAM) to DAI**

**I. SUBCONTRACTS/PURCHASE ORDERS:** All domestic and foreign organizations which receive first-tier subcontracts/ purchase orders with a value of \$30,000 and above are required to obtain a Unique Entity ID (SAM) prior to signing of the agreement. *Your organization is exempt from this requirement if the gross income received from all sources in the previous tax year was under \$300,000. Please see the self-certification form attached.*

**II. MONETARY GRANTS:** All foreign entities receiving first-tier monetary grants (standard, simplified and FOGs) with a value equal to or over \$25,000 and performing work outside the U.S. must obtain a Unique Entity ID (SAM) prior to signing of the grant. All U.S. organizations who are recipients of first-tier monetary grants of any value are required to obtain a Unique Entity ID (SAM); the exemption for under \$25,000 applies to foreign organizations only.

**NO SUBCONTRACTS/POs (\$30,000 + above) or MONETARY GRANTS WILL BE SIGNED BY DAI WITHOUT PRIOR RECEIPT OF A Unique Entity ID (SAM).**

*Note: The determination of a successful offeror/applicant resulting from this RFP/RFQ/RFA is contingent upon the winner providing a Unique Entity ID (SAM) to DAI. Organizations who fail to provide a Unique Entity ID (SAM) will not receive an award and DAI will select an alternate vendor/subcontractor/grantee.*

**Background:**

**Summary of Current U.S. Government Requirements- Unique Entity ID (SAM)**

Effective April 4, 2022, entities doing business with the federal government will use the Unique Entity Identifier (SAM) created in SAM.gov. The Unique Entity ID (SAM) is a 12-character alphanumeric value managed, granted, and owned by the government. This allows the government to streamline the entity identification and validation process, making it easier and less burdensome for entities to do business with the federal government.

Entities are assigned an identifier during registration or one can be requested at SAM.gov without needing to register. Ernst and Young provides the validation services for the U.S. Government. The information required for getting a Unique Entity ID (SAM) without registration is minimal. It only validates your organization's legal business name and address. It is a verification that your organization is what you say it is.

The Unique Entity ID (SAM) does not expire.

**Summary of Previous U.S. Government Requirements – DUNS**

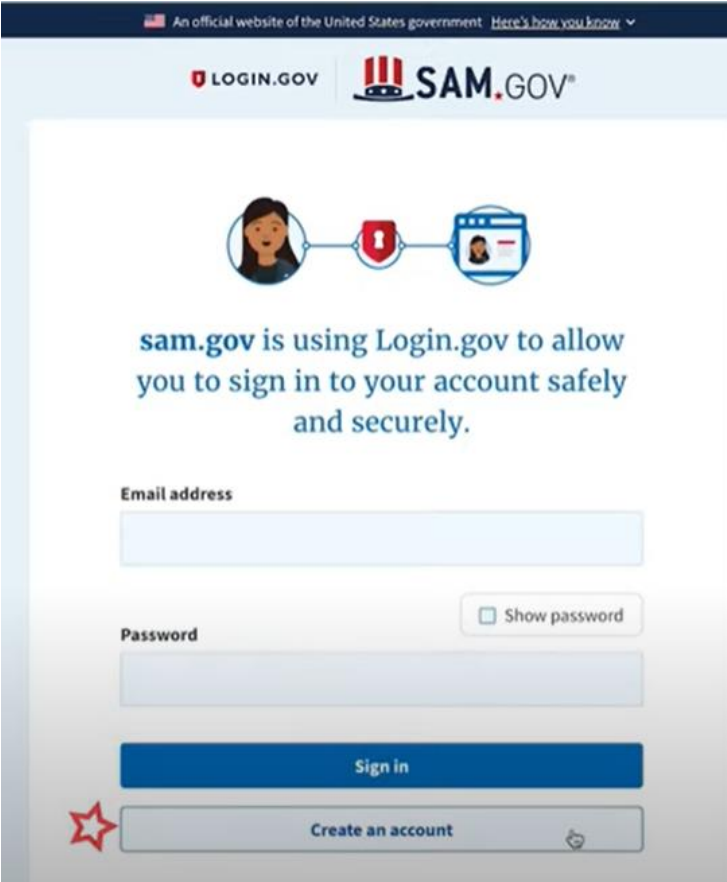
The Data Universal Numbering System (DUNS) is a system developed and managed by Dun and Bradstreet that assigns a unique nine-digit identifier to a business entity. It is a common standard world-wide and was previously used by the U.S. Government to assign unique entity identifiers. This system was retired by the U.S. Government on April 4, 2022 and replaced with the Unique Entity Identifier (SAM). After April 4, 2022 the federal government will have no requirements for the DUNS number.

If the entity was registered in SAM.gov (active or inactive registration), a Unique Entity ID (SAM) was assigned and viewable in the entity registration record in SAM.gov prior to the April 4, 2022 transition. The Unique Entity ID (SAM) can be found by signing into SAM.gov and selecting the Entity Management widget in your Workspace or by signing in and searching entity information.

**Instructions detailing the process to be followed in order to obtain a Unique Entity ID (SAM) for your organization begin on the next page.**

## THE PROCESS FOR OBTAINING A UNIQUE ENTITY ID IS OUTLINED BELOW:

1. Have the following information ready to request a Unique Entity ID (SAM)
  - a. Legal Business Name
  - b. Physical Address (including ZIP + 4)
  - c. SAM.gov account (this is a user account, not actual SAM.gov business registration).
    - i. **As a new user**, to get a SAM.gov account, go to [www.sam.gov](http://www.sam.gov).
      1. Click “Sign In” on the upper right hand corner.
      2. Click on “Create a User Account”



An official website of the United States government [Here's how you know](#)

LOGIN.GOV SAM.GOV

Diagram illustrating the integration of Login.gov and SAM.gov accounts.

Sam.gov is using Login.gov to allow you to sign in to your account safely and securely.

Email address

Password  Show password

Sign in

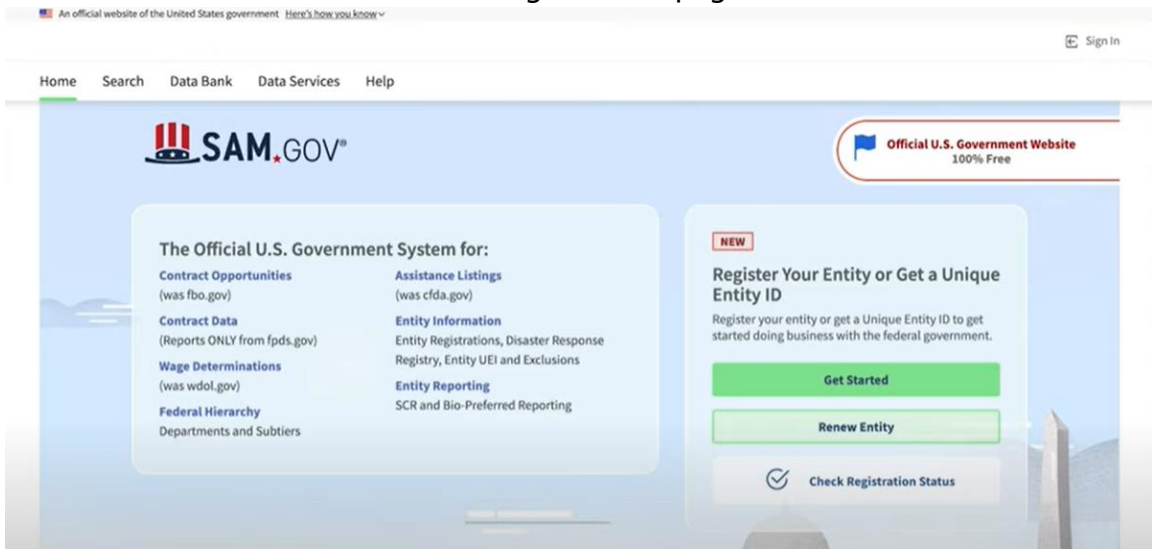
Create an account

3. Choose Account Type:
  - a. Create an Individual User Account to perform tasks such as register/update your entity, create and manage exclusion records or to view FOUO level data for entity records.
  - b. Create a System User Account if you need system-to-system communication or if performing data transfer from SAM to your government database system. Complete the requested information, and then click “Submit.”

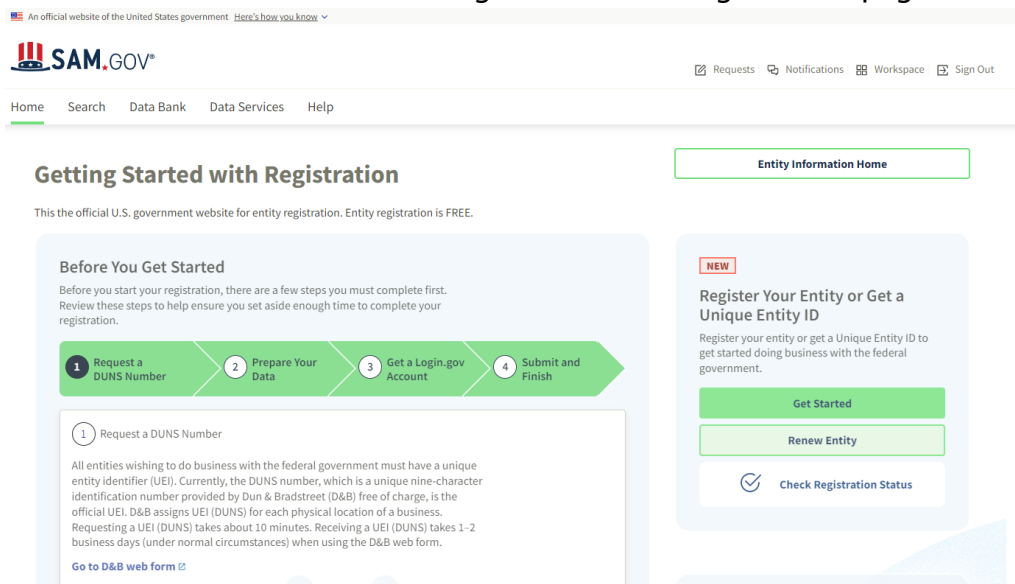
4. Click “DONE” on the confirmation page. You will receive an email confirming you have created a user account in SAM.
5. Click the validation link in the email that contains the activation code within 48 hours to activate your user account. If the email link is not hyperlinked (i.e., underlined or appearing in a different color), please copy the validation link and paste it into the browser address bar. You can now register an entity.

NOTE: Creating a user account does not create a registration in SAM, nor will it update/renew an existing registration in SAM.

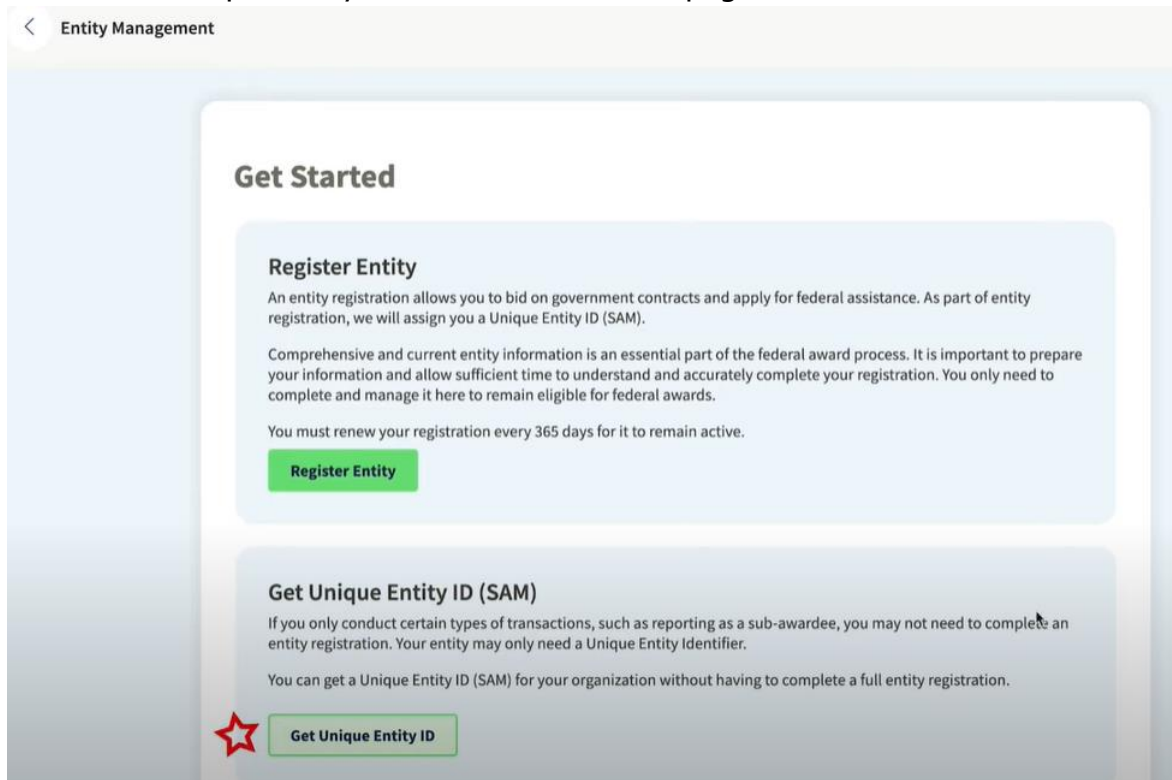
2. Once you have registered as a user, you can get a Unique Entity ID by selecting the “Get Started” button on the SAM.gov home page.



3. Select “Get Started” on the Getting Started with Registration page.



4. Select “Get Unique Entity ID” on the Get Started page.



5. Enter Entity Information.




- a. If you previously had a DUN Number, make sure your Legal Business Name and Physical Address are accurate and match the Entity Information, down to capitalization and punctuation, used for DUNS registration.

6. When you are ready, select “Next”
7. Confirm your company’s information.



- a. On this page you will have the option to restrict the public search of this information. “Allow the selected record to be a public display record.” If you uncheck this box, only you and the federal government users will be able to search and view the entity information and entities like DAI will not be able to independently verify that you have a Unique Entity Identifier (SAM).

 **Allow the selected record to be a public display record.**

If you feel displaying non-sensitive information like your registration status, legal business name and physical address in the search engine results poses a security threat or danger to you or your organization, you can restrict the public viewing of you record in SAM's search engine. However, your non-sensitive registration information remains available under the Freedom of Information Act to those who download the SAM public data file. [Learn more about SAM public search results](#).



8. When you are ready, select “Next”
9. Once validation is completed, select “Request UEI” to be assigned a Unique Entity ID (SAM). Before requesting your UEI (SAM), you must certify that you are authorized to conduct transactions under penalty of law to reduce the likelihood of unauthorized transactions conducted for the entity.



### Request UEI

You have completed validation. Select **Request UEI** to be assigned a Unique Entity ID.

#### VERIFIED MATCH:

**US TEST COMPANY 999** ● Public

**DUNS** UNIQUE ENTITY ID:  
362267515

PHYSICAL ADDRESS  
3501 CORPORATE PKWY  
CENTER VALLEY, PA 18034  
US

Before requesting your UEI, please certify that you are authorized to conduct transactions under penalty of law to reduce the likelihood of unauthorized transactions conducted for my entity. Then select **Request UEI**.

I certify that I am authorized to conduct transactions on behalf of the entity.

Request UEI



10. The Unique Entity ID will be shown on the next page. SAM.gov will send an email confirmation with your Unique Entity ID.



### Receive UEI

Congratulations! You have been assigned the following Unique Entity ID.

**EH4HG9MLR7Q6**

**VERIFIED MATCH:**

**US TEST COMPANY 999** ● Public

**DUNS** UNIQUE ENTITY ID:  
362267515

**SAM** UNIQUE ENTITY ID:  
**EH4HG9MLR7Q6**

PHYSICAL ADDRESS  
3501 CORPORATE PKWY  
CENTER VALLEY, PA 18034  
US

You have finished getting your Unique Entity ID, select **Done** to return to your workspace.

To continue with registration, select **Continue Registration**.

[Continue Registration](#) [Done](#)

11. If you need to view the Unique Entity ID from SAM in the future or update the organization's information, sign into SAM.gov and go to "Entity Management" widget.

### Workspace

#### Entity Management

What do I need for registration? [Get Started](#)

##### Entity Registration

|        |       |                  |           |
|--------|-------|------------------|-----------|
| 0      | 0     | 0                | 0         |
| ACTIVE | DRAFT | WORK IN PROGRESS | SUBMITTED |

Next Update Due: | Due in Next 30 days: **0 Entity Registrations**

##### Unique Entity ID

|        |       |
|--------|-------|
| 1      | 0     |
| ACTIVE | DRAFT |

#### System Accounts

|        |       |                |         |             |
|--------|-------|----------------|---------|-------------|
| 1      | 0     | 0              | 0       | 0           |
| ACTIVE | DRAFT | CHANGE REQUEST | PENDING | DEACTIVATED |

### Profile

Downloads Saved Searches Following

### Pending Requests

No pending requests

[See All](#)

### Notifications

No available notifications

[See All](#)

### Add A New Role

Select on the options below to request a new role. If you need a role that you do not see below, contact an administrator for your organization directly.

Select a Role

GSA

**10.5 Attachment E: Self-Certification for Exemption from Unique Entity ID (SAM) Requirement**

**Self Certification for Exemption from Unique Entity ID (SAM)  
For Subcontractors and Vendors**

Legal Business Name: \_\_\_\_\_

Physical Address: \_\_\_\_\_

Physical City: \_\_\_\_\_

Physical Foreign Province (if applicable): \_\_\_\_\_

Physical Country: \_\_\_\_\_

Signature of Certifier \_\_\_\_\_

Full Name of Certifier (Last Name, First/Middle Names): \_\_\_\_\_

Title of Certifier: \_\_\_\_\_

Date of Certification (mm/dd/yyyy): \_\_\_\_\_

The sub-contractor/vendor whose legal business name is provided herein, certifies that we are an organization exempt from obtaining a **Unique Entity ID (SAM)**, as the gross income received from all sources in the previous tax year is under USD \$300,000.

\*By submitting this certification, the certifier attests to the accuracy of the representations and certifications contained herein. The certifier understands that s/he and/or the sub-contractor/vendor may be subject to penalties, if s/he misrepresents the sub-contractor/vendor in any of the representations or certifications to the Prime Contractor and/or the US Government.

The sub-contractor/vendor agrees to allow the Prime Contractor and/or the US Government to verify the company name, physical address, or other information provided herein. Certification validity is for one year from the date of certification.

**10.6 Attachment F: Past Performance Form**

Include projects that best illustrate your work experience relevant to this RFP, sorted by decreasing order of completion date.

Projects should have been undertaken in the past three years. Projects undertaken in the past six years may be taken into consideration at the discretion of the evaluation committee. Please submit this along with summaries of relevant past works and links or files of your videos, infographics, and other visual materials.

| # | Project Title | Description of Activities | Location<br>Province/<br>District | Client Name<br>Address<br>Tel #/Email | Cost in US\$ | Start-End Dates | Completed on schedule (Yes/No) | Completion Letter Received? (Yes/No) | Type of Agreement, Subcontract, Grant, PO (fixed price, cost reimbursable) |
|---|---------------|---------------------------|-----------------------------------|---------------------------------------|--------------|-----------------|--------------------------------|--------------------------------------|--|
| 1 |               |                           |                                   |                                       |              |                 |                                |                                      |  |
| 2 |               |                           |                                   |                                       |              |                 |                                |                                      |  |
| 3 |               |                           |                                   |                                       |              |                 |                                |                                      |  |
| 4 |               |                           |                                   |                                       |              |                 |                                |                                      |  |
| 5 |               |                           |                                   |                                       |              |                 |                                |                                      |  |

## 10.7 Attachment G: Representations and Certifications of Compliance

1. Federal Excluded Parties List - The Bidder Select is not presently debarred, suspended, or determined ineligible for an award of a contract by any Federal agency.
2. Executive Compensation Certification- FAR 52.204-10 requires DAI, as prime contractor of U.S. federal government contracts, to report compensation levels of the five most highly compensated subcontractor executives to the Federal Funding Accountability and Transparency Act Sub-Award Report System (FSRS)
3. Executive Order on Terrorism Financing- The Contractor is reminded that U.S. Executive Orders and U.S. law prohibits transactions with, and the provision of resources and support to, individuals and organizations associated with terrorism. It is the legal responsibility of the Contractor/Recipient to ensure compliance with these Executive Orders and laws. Recipients may not engage with, or provide resources or support to, individuals and organizations associated with terrorism. No support or resources may be provided to individuals or entities that appear on the Specially Designated Nationals and Blocked persons List maintained by the US Treasury (online at [www.SAM.gov](http://www.SAM.gov)) or the United Nations Security Designation List (online at: [http://www.un.org/sc/committees/1267/aq\\_sanctions\\_list.shtml](http://www.un.org/sc/committees/1267/aq_sanctions_list.shtml)). This provision must be included in all subcontracts/sub awards issued under this Contract.
4. Trafficking of Persons – The Contractor may not traffic in persons (as defined in the Protocol to Prevent, Suppress, and Punish Trafficking of persons, especially Women and Children, supplementing the UN Convention against Transnational Organized Crime), procure commercial sex, and use forced labor during the period of this award.
5. Certification and Disclosure Regarding Payment to Influence Certain Federal Transactions – The Bidder certifies that it currently is and will remain in compliance with FAR 52.203-11, Certification and Disclosure Regarding Payment to Influence Certain Federal Transactions.
6. Organizational Conflict of Interest – The Bidder certifies that will comply FAR Part 9.5, Organizational Conflict of Interest. The Bidder certifies that is not aware of any information bearing on the existence of any potential organizational conflict of interest. The Bidder further certifies that if the Bidder becomes aware of information bearing on whether a potential conflict may exist, that Bidder shall immediately provide DAI with a disclosure statement describing this information.
7. Prohibition of Segregated Facilities - The Bidder certifies that it is compliant with FAR 52.222-21, Prohibition of Segregated Facilities.
8. Equal Opportunity – The Bidder certifies that it does not discriminate against any employee or applicant for employment because of age, sex, religion, handicap, race, creed, color or national origin.
9. Labor Laws – The Bidder certifies that it is in compliance with all labor laws.

10. Federal Acquisition Regulation (FAR) – The Bidder certifies that it is familiar with the Federal Acquisition Regulation (FAR) and is in not in violation of any certifications required in the applicable clauses of the FAR, including but not limited to certifications regarding lobbying, kickbacks, equal employment opportunity, affirmation action, and payments to influence Federal transactions.

11. Employee Compliance – The Bidder warrants that it will require all employees, entities and individuals providing services in connection with the performance of a DAI Purchase Order to comply with the provisions of the resulting Purchase Order and with all Federal, State, and local laws and regulations in connection with the work associated therein.

By submitting a proposal, offerors agree to fully comply with the terms and conditions above and all applicable U.S. federal government clauses included herein and will be asked to sign these Representations and Certifications upon award.