



DIRECÇÃO DE ELECTRIFICAÇÃO E PROJECTOS

Invitation for Bids (IFB)

Issuing date of the IFB: February 6, 2012

Republic of Mozambique

Credit Number: IDA 4681-0 MZ

Project Name: EDAP IDA-Integrated Business Management System (SIGEM ERP-IRMS-CMS)

Supply, Installation & Training of an Integrated Business Management System (SIGEM) for Electricidade de Moçambique, E.P. (EDM)

IFB Number: ENC. 181/SIGEM-ERP&CMS&IRMS/2011

1. This Invitation for Bids (IFB) follows the General Procurement Notice (GPN) for this project that appeared in UNDB online on April 8, 2009.

2. The Government of Mozambique (GOM) has applied a credit from the IDA (International Development Association) for the implementation of an Integrated Management System for the Electricity Utility of Mozambique (SIGEM - Sistema Integrado de Gestão da Electricidade de Moçambique) and intends to apply part of the funds to make payment under the agreement (s) resulting from this IFB: "Supply, Installation & Training of an Integrated Business Management System (SIGEM) for Electricidade de Moçambique, E.P. (EDM)".

3. The Electricidade de Moçambique, E.P. (EDM) serves as the implementing agency for the project and now invites sealed bids from eligible Bidders for the supply of an Integrated Business Management System (SIGEM) for Electricidade de Moçambique, E.P. (EDM) including supply, installation, training, customization and integration with legacy systems, of the following Management Information Systems:

I. a commercial management system (CMS), to support customer service and all commercial functions within the company;

II. an incident recording and management system (IRMS), to enable EDM to better respond to client contingencies by automating the detection of distribution faults and ensuring the quality of power supply;

III. a corporate resources management information system (also identified as "enterprise resource planning (ERP)" for the entire EDM, to integrate the management of all the corporate processes and resources of the company under a single technological platform.

4. Bidding will be conducted using the International Competitive Bidding (ICB) procedures specified in the World Bank's Guidelines: Procurement under IBRD Loans and IDA Credits, edition of January 2011, and is open to all Bidders eligible as

defined in these Guidelines, that meet the following minimum qualification criteria:

• Companies with registration for providing software development and consultancy are eligible for bidding.

• The Bidder/Supplier should be an established Information Technology company/ IT System Integrator and should have been in the business for a period exceeding ten (10) years as on the date of opening of bids. During the past ten (10) years, the Bidder should have completed four (4) successful contracts involving the development, installation, and provision of technical support for Information Systems of similar functional/technical characteristics in electric utilities, wherein two of the utilities had more than 1 million customers at the time of the implementation.

• Average Annual Turnover: The Bidder should demonstrate a minimum average annual turnover of US\$9,000,000.00 (nine million American dollars) equivalent, calculated as total certified payments received for contracts in progress or completed, within the last five (5) years.

• Financial Performance: Submission of audited balance sheets, or if not required by the law of the applicant's country, other financial statements acceptable to the Bidder, for the last five (5) years to demonstrate the current soundness of the applicants financial position and its prospective long term profitability, and capacity to have a cash flow amount of US\$ 500.000 or equivalent.

The following financial ratios should be accomplished:

- Current ratio (current assets / current liabilities) >= 1.0
- Debt Ratio (Total Debt / Total Assets) <= 0.90

• During the past ten (10) years, the Bidder should have completed four (4) successful contracts involving the development, installation, and provision of technical support for Information Systems of similar functional/technical characteristics in electric utilities, wherein two of the utilities had more than 1 million customers at the time of the implementation.

• Bidder should have purchased the bidding documents before the bid opening and therefore should present the corresponding receipt.

5. Interested eligible Bidders may obtain further information from Electricidade de Moçambique, E.P. (EDM) and inspect the bidding documents at the address given below from 09:00 to 15:00 hours. A pre-bid meeting which potential bidders may attend will be held on **March 14, 2012 10:00am** local time

6. A complete hard copy set of the bidding documents in English may be collected in person by interested Bidders from the address below, on submission of a written application and upon payment of a nonrefundable fee of five hundred (500.00) US American Dollars (or equivalent in MZN). The method of payment will be either in cash (paid to EDM's Central Treasury Department - Tesouraria Central da EDM - at Avenida Agostinho Neto N.70, Maputo, Mozambique), or direct deposit or bank transfer to either of the following bank accounts:

Currency: MZN

Bank Name : Millennium bim  
Account Number : 1188445  
Account Name : EDM MAPUTO SEDE  
NIB (\*) : 00010000000118844557  
SWIFT : BIMOMZMX

Currency: USD

Bank Name : Millennium bim  
Account Number : 20594071  
Account Name : EDM MAPUTO SEDE  
NIB (\*) : 000100000002059407157  
SWIFT : BIMOMZMX

(\*) The NIB (Número de Identificação Bancária or Bank Identification Number) is a standardized protocol used to identify bank accounts held in Mozambique.

Upon payment the interested Bidders should submit the bank receipt to the address below.

For the convenience of Bidders an unofficial electronic copy of the Bidding Documents may be downloaded from [www.edm.co.mz](http://www.edm.co.mz)

7. Prior registration through purchase of bidding document is required for attending the pre-bid meeting, submitting clarification questions on the bidding documents and receiving automatic notice of answers and of addenda to the bidding documents.

8. Bids must be delivered to the address below at or before **April 23, 2012 2:00pm local time**. Bids need to be secured by a Bid Security. The amount of Bid Security required is USD \$ 150,000.00 (One hundred and fifty thousand American dollars). Late bids will be rejected. Bids will be opened in the presence of Bidders' representatives who choose to attend at the address below at **April 23, 2012 2:00pm**.

9. The attention of prospective Bidders is drawn to (i) the fact that they will be required to certify in their bids that all software is either covered by a valid license or was produced by the Bidder and (ii) that violations are considered fraud, which can result in ineligibility to be awarded World Bank-financed contracts.

ELECTRICIDADE DE MOÇAMBIQUE, EP  
DIRECÇÃO DE ELECTRIFICAÇÃO E PROJECTOS

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