



Request for Proposal
for
Gateway and smart plug tender

RFP Reference (EE-2272)

1. INTRODUCTION

- 1.1. Eesti Energia AS (www.energia.ee) is an international energy company that operates in the unified electricity market of the Baltic countries. Outside Estonia, the Eesti Energia Group operates under the Enefit brand. Eesti Energia Group sells electricity to the Baltic retail customers and the wholesale market.

2. PROCUREMENT DETAILS

- 2.1. The information contained in this Request for Proposal (RFP) shall be the basis for the Bidder's Proposal and nothing shall be deemed to change or supplement this basis except for revisions to the documents and/or tender clarifications issued to the Bidder by the Contracting Authority.

- 2.2. For any procurement process related queries, please note the following contact:

Evert Eero

Lelle 22

11318 Tallinn

Estonia

Evert.eero@energia.ee

+372 55 355 81 (Mobile)

- 2.3. When preparing the Proposal, this RFP, any associated documentation issued by the Contracting Authority, tender clarifications provided, current legislation, other legal acts and relevant standards must be taken into account.

- 2.4. The Bidder shall not be compensated for any loss or expenses in connection with taking part in this procurement process. The Bidder undertakes to incur all costs related to preparing the Proposal, and entering into a subsequent Contract in case of being the successful Bidder.

- 2.5. The Contracting Authority has the sole right, at its option, to select or reject any Proposal, including the lowest priced ones or any or all of the proposed variations, deviations and/or irregularities contained in the Proposal or to negotiate further with any Bidder, without explanation. The Contracting Authority is not bound to award any Contracts to the lowest price Bidder(s) or to any Bidder as a result of this solicitation of Proposals.

- 2.6. The acceptance of the delivery of any Proposal, and the opening of any Proposal by the Contracting Authority does not preclude subsequent rejection of such Proposal by the Contracting Authority in the event that it is found, upon detailed examination, to be non-compliant with the terms of this RFP or for any other reason.

- 2.7. The Contracting Authority has the right to reject all Proposals on the one or more of the following grounds:

- none of the Proposals are in compliance with the present document;
- circumstances of the project have changed;
- if commercial values/prices of all proposals declared suitable, exceed the estimated cost of the procurement contract.

- 2.8. The Bidder must conform to the terms and conditions provided in this RFP and any associated documents issued by the Contracting Authority and his Proposal may not be misleading in any way.

- 2.9. Place and Delivery of Proposals

The Proposals shall be submitted by email as follows:



Submission deadline: 12 September 2017 at: 16:00 hrs Estonian Time (GMT +3)
Proposal type: Electronic
Proposal submission by email to: tenders@enefit.com
Proposal email subject line: (EE-2272)

NOTE: the email 'subject' line must contain only the above reference (with brackets), without any additional text, references etc.

- 2.10. Proposals not sent in accordance with the above requirements will not be accepted by the Contracting Authority's tendering system.
- 2.11. All proposals, which the Contracting Authority receives after the proposal submission deadline, are discarded.
- 2.12. Evaluation of the tenders will be based on the proposed price (50%) and suitability of the proposed product based on the evaluation table below (50%).
- 2.13. Tender price must include transport to Lelle 22, Tallinn, Estonia 11318.

3. TECHNICAL DESCRIPTION

3.1. Device 1 – Gateway. Must conform the following minimum requirements:

- 3.1.1. Communication protocol - Zigbee, Z-wave etc. One or many of them.
- 3.1.2. Public API and possibility to use that in external network.
- 3.1.3. Possibility to Update software (over the air).
- 3.1.4. Gateway should be able to remember paired devices. Locally or with asking from server.
- 3.1.5. Certified to offer in EU countries.
- 3.1.6. Access to internet: wired (Ethernet) or cellular (should be able to send data every sec).
- 3.1.7. Warranty min 1 year.
- 3.1.8. After internet connection failure, should start working automatically.
- 3.1.9. After electrical blackout, should start working automatically.
- 3.1.10. Send consumption data every minute (consumed Wh from plug).
- 3.1.11. Plug n play instalment.
- 3.1.12. Send measurement data and all other necessary information from the plug to the providers cloud.

3.2. Device 2 – Plug. Must conform the following minimum requirements:

- 3.2.1. Communication protocol – should be able to connect with Gateway (Zigbee, z-wave etc).
- 3.2.2. Preferred electric current: 16 A.
- 3.2.3. Possibility to turn on/off (control with distance API).
- 3.2.4. Measuring power in real time (W) with 1W accuracy.
- 3.2.5. Send consumption data every minute (consumed Wh from plug).
- 3.2.6. Remembers paired GW.
- 3.2.7. Certified to offer in EU countries.
- 3.2.8. Warranty min 1 year.
- 3.2.9. Socket type: Schuko/Type F.

- 3.3. Mobile app must provide as many following functionalities as possible:
- 3.3.1. Switch devices (smart plugs) on/off.
 - 3.3.2. Scheduling devices (smart plugs) management.
 - 3.3.3. Real-time monitoring of energy consumption in watts updated every 5 seconds.
 - 3.3.4. Capability to draw graphs based on collected consumption history by smart plug (i.e. hour by minutes, day by hours etc).
 - 3.3.5. Status of the device (smart plug) (shows if device is on/off).
 - 3.3.6. Data storage at service provider's cloud and possibility to later get data into our cloud.
- 3.4. Additional information:
- 3.4.1. Gateway and plug must be preconfigured.
 - 3.4.2. Preconfigure means that GW+plug must be paired before giving it to the customer.
 - 3.4.3. All GW devices must have ID that we can connect manually to our customer ID.
 - 3.4.4. Bidder must unveil the API documentation, if needed Eesti Energia AS can sign non-disclosure agreement.
 - 3.4.5. We would like to receive offering for 25 Gateways and for 25 smart plugs with price sheet and with detailed product description.
 - 3.4.6. Before ordering we would like to have 1 test hardware to see if it works as described
 - 3.4.7. Test period is approximately 6 months.
 - 3.4.8. There is a probability for follow-up procurement few weeks after this procurement with more devices.
 - 3.4.9. Bidder must collect APP usage statistics for each client ID and send every week on defined date to Eesti Energia AS (e.g. what functionalities clients are using, how are they timing plug usage, when do they turn plug on/off, where do they click the most, measurement data, crash reports and all the other usage statistics that Eesti Energia AS will specify).
 - 3.4.10. Possibility to change application's colours and text fonts to be similar as in the Eesti Energia's existing application (<https://www.energia.ee/en/tark-tarbimine/mobiiliapp>).
 - 3.4.11. Possibility to translate APP to Estonian language (Eesti Energia will help with translation).
 - 3.4.12. Additional cost for the service should be 0€ per month including data cloud service, usage of mobile application, regular log usage info and energy consumption data. All previously written info must be available within 1 work day after Eesti Energia query. Service must be available for approximately 6 months.
 - 3.4.13. Partner must notify EE immediately if there is any kind of a failures according to delivering service (security issues, IT cloud issues, hardware issues etc).
 - 3.4.14. Please add screenshots of your mobile application that shows plug functionality (add as an attachments or send separately to evert.eero@energia.ee).
 - 3.4.14. Eesti Energia AS has the right to negotiate presented proposal.

Evaluation table (Gateway)

Functionality	Mandatory / Not mandatory	Evaluation points
Communication protocol - Zigbee, Z-wave, cellular etc. One or many of them.		Every additional communication layer in one gateway gives additional points, max 5 points
Possibility to Update software (over the air)		Yes – 1 point, No – 0 points



Gateway should be able to remember paired devices. Locally or with asking from server		Asking from cloud service – 1 point, locally 1 point, both – 2 points
Access to internet: wired (Ethernet) or cellular or wireless (must be able to send data every second)		Every connection type gives 2 points. E.g. Ethernet 2 points WAN 2 points Cellular 2 points Max 4 points
After internet connection failure, should start working automatically	Start-up automatically mandatory	Start-up time <1 minute 5 points, >1 minute 2.5 points
After electrical blackout, should start working automatically	Start-up automatically mandatory	Start-up time <1 minute 5 points, >1 minute 2.5 points
Plug and Play instalment (after connecting wires/cables it works)		Not Plug and Play – 0 points, Plug and Play – 2 points
Public API and possibility to use that in external network	Mandatory	
Certified to offer in EU countries	Mandatory	
Warranty min 1 year	Mandatory	
Send consumed electricity data every minute (data from plug)	Mandatory	
Possibility to keep data in cloud and keep it there for minimum of 6 months	Mandatory	

Evaluation table (Plug)

Functionality	Mandatory / Not mandatory	Evaluation points
Minimum 10 A		<10A = 0 points 10A...<13A = 2 points 13A...<16A = 4 points 16A = 6 points
Communication protocol – should be able to connect with Gateway (zigbee, z-wave, etc.).	Mandatory	If independent plug with cellular connectivity then not mandatory.
Remembers paired GW	Mandatory	If independent plug with cellular connectivity then not mandatory.
Possibility to turn on/off (control with distance API)	Mandatory	
Measuring power in real time (W) with 1W accuracy	Mandatory	
Certified to offer in EU countries	Mandatory	
Warranty min 1 year	Mandatory	

Mobile app

Functionality	Mandatory / Not mandatory	Evaluation points

Mobile application is web based (and responsive to different devices)		Native = 0 points Web based = 10 points
Change language in app (Eesti Energia will help with translation)		Not available = 0 points Possibility to change = 5 points
Change colours in app		Not available = 0 points Possibility to change = 5 points