

Request for Proposals: Supply of Solar Street/Area Lighting System. Lights, Poles, Delivery to Ebeye Port, Warranty/Service, Spare Parts, and Maintenance Training

RFP No.: **[RFP-###]**
Issue Date: December 15, 2025
Proposals Due: December 31, 2025, 11:59pm (Ebeye Time)
Issuer: Kwajalein Atoll Local Government
Delivery Location: Ebeye Port, Republic of the Marshall Islands

1. Purpose

Kwajalein Atoll Local Government requests proposals from qualified vendors (“Proposers”) to supply a solar street/area lighting solution meeting the minimum technical requirements in this RFP. The awardee (“Contractor”) shall provide:

- Solar luminaires (“lights”) (Section 4)
- Light poles poles and mounting hardware (Section 5)
- Export packaging and shipment coordination to Ebeye Port (Section 6)
- Minimum three (3) year warranty, service support, and spare parts (Section 7)
- Maintenance education/training for local personnel (Section 8)

Installation services are explicitly excluded from this RFP.

2. Project Objectives

1. Procure durable, solar lighting capable of reliable operation with intelligent sensing and dimming.
2. Conserve energy and protect the night sky & wildlife by adhering to Dark Sky Initiative guidelines.
3. Ensure long-term maintainability through local training, documentation, and access to spare parts.
4. Provide transparent commercial and logistics terms recognizing ocean freight volatility, with final freight confirmed only after quantity and shipment date are finalized.

3. Scope of Supply

The Contractor shall provide, at minimum:

3.1 Luminaires (Lights)

- Supply solar street/area luminaires meeting all requirements in Section 4.

3.2 Poles and Hardware

- Supply minimum 20-foot poles, brackets, mounting components/adapters (if needed), and all fasteners required for mounting the luminaires meeting all requirements in Section 5.

3.3 Logistics

- Export-ready packaging, labeling, and a container loading plan.
- Shipment coordination to **Ebeye Port** per Section 6.

3.4 Warranty, Service, and Spare Parts

- Warranty/service plan per Section 7.

- Recommended spare parts, with pricing for replacements.

3.5 Training

- Maintenance training plan and deliverables per Section 8.

Excluded: Any on-island installation, civil works, foundation work, commissioning, aiming, or field labor of any kind.

4. Mandatory Technical Requirements (Luminaire System)

4.1 Light Output and Quality (Mandatory)

- Minimum LED power: 30W
- Efficacy: ≥ 150 lm/W
- LED service life: $\geq 50,000$ hours
- CCT: Dark-sky friendly configuration

4.2 Smart Controls / Energy Savings (Mandatory)

The luminaire must be a smart light capable of materially reducing energy consumption when the area is inactive:

- Sensors: PIR motion sensor + ambient light sensor (minimum)
- Control modes: must include:
 - an adaptive/smart mode, and
 - a fixed mode (or manual override)
- Dimming requirement: When no traffic/movement is detected, the luminaire must automatically dim to a reduced power state and restore illumination upon detection.
- Adhere to Dark Sky Initiative guidelines.
- Evidence requirement: Proposer must provide published mode tables, runtime curves, or test data demonstrating reduced wattage/brightness during inactivity and improved autonomy/runtime. Configuration parameters (dim level, timing, range) must be described.

4.3 Power System (Mandatory)

- Battery: ≥ 150 Wh Li-ion, rated ≥ 1500 daily cycles
- Solar panel: ≥ 40 W, life ≥ 25 years
- Solar charging time must be fast enough to fully charge on an average day in Ebeye (~6 hours bright sunshine)
- Proposer shall state expected autonomy and assumptions; preferred target ≥ 4 nights after full charge

4.4 Environmental and Construction (Mandatory)

- Ingress Rating of IP65 or better
- Operating temperature up to at least 60-70°C
- Outdoor-rated corrosion-resistant housing
- CE, RoHS, FCC, ISO9001:2015, or equivalent certifications

4.5 Physical and Mounting (Mandatory)

- Pole mounting interface compatible with supplied pole diameter or provide engineered adapter solution
- Proposer should provide recommended spacing guidance and any photometrics appropriate for supplied pole deployments.

5. Pole and Hardware Requirements (Supply Only)

5.1 Pole Height (Mandatory)

- Minimum pole height: 20 feet.

5.2 Corrosion Resistance (Mandatory)

- Proposer must specify pole material/coatings suitable for corrosive marine/coastal conditions and expected service life in Ebeye.

5.3 Hardware and Interfaces (Mandatory)

- Provide all mounting brackets, adapters (if needed), and corrosion-resistant fasteners required to mount the luminaires to the poles.

Note: Kwajalein Atoll Local Government will perform installation; however, the Contractor must provide sufficient hardware and documentation for successful field assembly.

6. Delivery, Shipping, Customs, and Local Transportation (Freight Volatility Terms)

6.1 Ocean Freight to Ebeye Port (Required Line Item)

- Proposer must include an ocean freight line item for shipment to **Ebeye Port** based on container utilization.
- Proposer must state assumed container size (20-ft/40-ft), assumed order quantity, and assumed shipment window.

6.2 Freight Rate Volatility and Final Confirmation (Mandatory Acknowledgement)

- Proposer must acknowledge that ocean freight rates fluctuate and therefore:
 - freight pricing is valid only for the stated validity period, and
 - the final freight cost can only be confirmed once order quantity and shipment date are finalized and the shipment is booked.

6.3 Freight Validity and True-Up Mechanism

- Provide freight quote validity end date and define how true-ups and surcharges are handled with documentation.

6.4 Quantity / Container Changes

- If quantity changes require a larger container or multiple containers, freight will change per the proposer's pricing basis.

6.5 Customs Clearance and Local Transportation (Buyer-Side by Default)

- After arrival at Ebeye Port, customs clearance and local transportation are arranged by Kwajalein Atoll Local Government, unless offered as optional, separately priced services.

7. Warranty, Service, and Spare Parts

7.1 Minimum Warranty (Mandatory)

- Provide a **minimum three (3) year warranty** covering defects in materials and workmanship.

- Warranty must clearly state coverage for key components including battery, controller, LEDs, sensors, housing, and exclusions and claim procedures.

7.2 Service Support Requirements

Proposer must include:

- Support contacts and escalation path
- RMA/replacement workflow
- Replacement part lead times
- Optional extended warranty/service plans with pricing

7.3 Spare Parts and O&M Materials (Supply)

- Provide a recommended spare parts list and minimum quantities, including:
 - Replacement batteries
 - Control/sensor components (if modular)
 - Seals/gaskets or waterproofing consumables (if applicable)
 - Mounting hardware kits
- Provide a multi-year replacement parts pricing schedule (state assumptions).

8. Maintenance Education / Training (Mandatory)

The Contractor shall provide training for local personnel focused on ongoing maintenance and configuration.

8.1 Required Training Topics

- Smart mode configuration and tuning (dim level, detection behavior, detection range)
- Preventive maintenance plan (inspection, cleaning, performance checks)
- Solar panel cleaning/inspection procedure/frequency (minimum annual)
- Battery replacement procedure (including resealing/waterproofing considerations)
- Troubleshooting: day/night behavior, dim/restore behavior, charging issues, battery health checks
- Spare parts handling and storage guidance

8.2 Training Delivery and Materials

- Provide training as: [on-site / virtual / hybrid] (proposer to specify)
- Deliverables:
 - Training agenda and lesson plan
 - Quick-reference field guide (PDF)
 - Tool list and recommended consumables
 - Attendance roster and skills sign-off checklist
 - Optional train-the-trainer (priced separately)

9. Proposal Submission Requirements

Proposals shall be submitted electronically to sealedbids@kalgov.mh by the due date.

Required proposal sections (in order):

1. Executive Summary
2. Compliance Matrix (Sections 4–8 line-by-line)
3. Product Datasheets, Certifications, and Warranty Terms
4. Pole specifications and corrosion protection details
5. Smart dimming/energy savings evidence (mode tables or test data)
6. Warranty/service plan and RMA process
7. Spare parts list and pricing

8. Training plan (format, duration, materials, trainer qualifications)
9. Pricing (Section 10 format)

10. Pricing Format (Required)

Provide itemized pricing in [USD] unless otherwise stated:

10.1 Equipment

- Unit price per luminaire (including smart controls and light configuration)
- Unit price per provided pole (including coatings)
- Mounting hardware/adapters and fasteners (itemized or included per pole, clearly stated)
- Recommended spare parts kits and unit pricing for replacements

10.2 Training and Support

- Training (included or separate line item)
- Optional train-the-trainer pricing
- Optional extended warranty/service plans

10.3 Logistics to Ebeye Port (Mandatory)

- Ocean freight to Ebeye Port (by container size and assumptions)
- Freight validity end date and true-up terms
- Origin handling/terminal charges (state included/excluded)
- Cargo insurance (state included/excluded; optional pricing if excluded)

11. Evaluation Criteria

Award will be made to the proposal representing best value based on:

- Technical compliance (including smart dimming + energy savings evidence) (50%)
- Warranty/service and spares strategy (minimum 3-year warranty) (30%)
- Training quality and maintainability (15%)
- Logistics/pricing transparency (including freight validity/true-up terms) (5%)

12. Terms and Conditions (Summary)

1. Kwajalein Atoll Local Government reserves the right to reject any/all proposals and to waive informalities.
2. Supply-only procurement: The Contractor is not responsible for installation or field commissioning unless separately contracted.
3. Freight volatility: Ocean freight is market-driven; freight pricing is valid only through the stated validity period and is final only upon booking after order quantity and shipment date are finalized.
4. Quantity/container changes: Freight will be adjusted if quantity changes require a different container size or multiple containers, per proposer's pricing basis.
5. Customs/local transport: Unless separately quoted and awarded, customs clearance and local transportation after arrival are arranged by Kwajalein Atoll Local Government.
6. Contract type, payment terms, insurance, and governing law: **[to be specified]**.