RFQ Reference: 23/04/STAR-C/2024	Date: 06 April 2024
RFQ Reference: 23/04/51AR-C/2024	Date: 00 April 2024

Subject: Hiring an agency for developing a short video on ISA's Solar Technology Application Resource Centers in Ethiopia and Somalia)

SECTION 1: REQUEST FOR QUOTATION (RFQ)

ISA kindly requests your quotation for the provision of goods, works and/or services as detailed in Annex 1 of this RFQ.

This Request for Quotation comprises the following documents:

Section 1: This Request Letter

Section 2: RFQ Instructions and Data

Annex 1: Schedule of Requirements

Annex 2: Quotation Submission Form

Annex 3: Technical and Financial Offer

Annex 4: Checklist for Submission of Bid

When preparing your quotation, please be guided by the RFQ Instructions and Data. Please note that quotations must be submitted using Annex 2: Quotation Submission Form and Annex 3 Technical and Financial Offer, by the method and by the date and time indicated in Section 2. It is your responsibility to ensure that your quotation is submitted on or before the deadline. Quotations received after the submission deadline, for whatever reason, will not be considered for evaluation.

The ISA recognizes the importance of valuing diversity and promoting inclusion in all our work programs and partnerships. The ISA highly values engaging with organizations and/or teams that reflect its geographical and diverse nature.

diverse nature.	
Thank you and we look forward to receiving your quotations.	

Signature:

Name: Procurement Unit
Date: 06/04/2024

SECTION 2: RFQ INSTRUCTIONS AND DATA

	,
Introduction	Bidders shall adhere to all the requirements of this RFQ, including any amendments made in writing by ISA. This RFQ is conducted in accordance with the ISA Financial Regulations and Procedures and ISA Procurement Manual
	Any Bid submitted will be regarded as an offer by the Bidder and does not constitute or imply the acceptance of the Bid by ISA. ISA is under no obligation to award a contract to any Bidder as a result of this RFQ.
	ISA reserves the right to cancel the procurement process at any stage without any liability of any kind for ISA, upon notice to the bidders or publication of cancellation notice on ISA website
Deadline for	21.04.2024 by 2300 HRS IST
the Submission of Quotation	If any doubt exists as to the time zone in which the quotation should be submitted, refer to http://www.timeanddate.com/worldclock/ .
	For eTendering submission - as indicated in eTendering system. Note that system time zone is in EST/EDT (New York) time zone.
Method of	Quotations must be submitted as follows:
Submission	□ E-tendering
	☐ Dedicated Email Address
	☐ Courier / Hand delivery
	☐ Other Click or tap here to enter text.
	Bid submission address: procurement@isolaralliance.org
	■ File Format: PDF files only
	 File names must be maximum 60 characters long and must not contain any letter or special character other than from Latin alphabet/keyboard.
	 All files must be free of viruses and not corrupted.
	 Max. File Size per transmission: 10 MB
	It is recommended that the entire Quotation be consolidated into as few attachments as possible.
	■ The bidder should receive an email acknowledging email receipt.
Cost of preparation of quotation	ISA shall not be responsible for any costs associated with a Bidder's preparation and submission of a quotation, regardless of the outcome or the manner of conducting the selection process.
Supplier Code	All prospective suppliers must read the ISA Supplier Code of Conduct and acknowledge that it
of Conduct,	provides the minimum standards expected of suppliers to the ISA. The Code of Conduct, which
Fraud,	includes principles on labour, human rights, environment and ethical conduct may be found at:
Corruption,	https://isolaralliance.org/images/ISA%20Supplier%20Code%20of%20Conduct 14.4.2023.final%20version.pdf
	Moreover, ISA strictly enforces a policy of zero tolerance on proscribed practices, including fraud, corruption, collusion, unethical or unprofessional practices, and obstruction of ISA vendors and requires all bidders/vendors to observe the highest standard of ethics during the procurement process and contract implementation.
Gifts and Hospitality	Bidders/vendors shall not offer gifts or hospitality of any kind to ISA staff members including recreational trips to sporting or cultural events, theme parks or offers of holidays, transportation, or invitations to extravagant lunches, dinners or similar. In pursuance of this policy, ISA: (a) Shall reject a bid if it determines that the selected bidder has engaged in any corrupt or fraudulent practices in competing for the contract in question; (b) Shall declare a vendor ineligible, either indefinitely or for a stated period, to be awarded a contract if at any time it determines that the

	vendor has engaged in any corrupt or fraudulent practices in competing for, or in executing a ISA contract.
Conflict of Interest	ISA requires every prospective Supplier to avoid and prevent conflicts of interest, by disclosing to ISA if you, or any of your affiliates or personnel, were involved in the preparation of the requirements, design, specifications, cost estimates, and other information used in this RFQ. Bidders shall strictly avoid conflicts with other assignments or their own interests, and act without consideration for future work. Bidders found to have an undisclosed conflict of interest shall be disqualified.
	The ISA shall have the discretion to disqualify or proceed with a bidder who has disclosed a probable conflict of interest subject to further evaluation and review of various factors such as access to sensitive information which may confer unfair advantage as against other bidders. The decision on a probable conflict of interest shall be made in the best interest of the work of the ISA.
	Bidders must disclose in their Bid their knowledge of the following: a) If the owners, part-owners, officers, directors, controlling shareholders, of the bidding entity or key personnel who are family members of ISA staff involved in the procurement functions and/or the Government of the country or any Implementing Partner receiving goods and/or services under this RFQ.
	The eligibility of Bidders that are wholly or partly owned by the Government shall be subject to ISA's further evaluation and review of various factors such as being registered, operated and managed as an independent business entity, the extent of Government ownership/share, receipt of subsidies, mandate and access to information in relation to this RFQ, among others. Conditions that may lead to undue advantage against other Bidders may result in the eventual rejection of the Bid.
General Conditions of Contract	Any Purchase Order or contract that will be issued as a result of this RFQ shall be subject to the General Conditions of Contract https://www.isolaralliance.org/images/ISA_GTB.pdf
Special Conditions of Contract	☐ Cancellation of PO/Contract if the delivery/completion is delayed by 10 days ☐ Others [pls. specify]
Pre-bid Conference	Not Applicable
Eligibility	A vendor who will be engaged by ISA may not be suspended, debarred, or otherwise identified as ineligible by any UN Organization or the World Bank Group or any other international Organization. Vendors are therefore required to disclose to ISA whether they are subject to any sanction or temporary suspension imposed by these organizations. Failure to do so may result in termination of any contract or PO subsequently issued to the vendor by ISA.
	It is the Bidder's responsibility to ensure that its employees, joint venture members, sub-contractors, service providers, suppliers and/or their employees meet the eligibility requirements as established by ISA.
	 Bidders must have the legal capacity to enter a binding contract with ISA and to deliver in the country, or through an authorized representative. Company registration certificate or any other document proving legal entity. The bidder must have the experience of supply of solar equipment's / hardware components. Submit copy of work order or completion certificate The bidder must have annual turnover of more than USD 100,000 - Please attach relevant documents.

Currency of	Quotations shall be quoted in USD
Quotation	· · · · · · · · · · · · · · · · · · ·
Joint Venture, Consortium or Association	If the Bidder is a group of legal entities that will form or have formed a Joint Venture (JV), Consortium or Association for the Bid, they shall confirm in their Bid that: (i) they have designated one party to act as a lead entity, duly vested with authority to legally bind the members of the JV, Consortium or Association jointly and severally, which shall be evidenced by a duly notarized Agreement among the legal entities, and submitted with the Bid; and (ii) if they are awarded the contract, the contract shall be entered into, by and between ISA and the designated lead entity, who shall be acting for and on behalf of all the member entities comprising the joint venture, Consortium or Association. Refer to Clauses 22 – 27 under Solicitation Process in the Procurement Manual (will be provided on request) for details on the applicable provisions on Joint Ventures, Consortium or Association.
Only one Bid	The Bidder (including the Lead Entity on behalf of the individual members of any Joint Venture,
Duties and taxes	Consortium or Association) shall submit only one Bid, either in its own name or, if a joint venture, Consortium or Association, as the lead entity of such Joint Venture, Consortium or Association. Bids submitted by two (2) or more Bidders shall all be rejected if they are found to have any of the following: a) they have at least one controlling partner, director or shareholder in common; or b) any one of them receive or have received any direct or indirect subsidy from the other/s; or b) they have the same legal representative for purposes of this RFQ; or c) they have a relationship with each other, directly or through common third parties, that puts them in a position to have access to information about, or influence on the Bid of, another Bidder regarding this RFQ process; d) they are subcontractors to each other's Bid, or a subcontractor to one Bid also submits another Bid under its name as lead Bidder; or e) some key personnel proposed to be in the team of one Bidder participates in more than one Bid received for this RFQ process. This condition relating to the personnel, does not apply to subcontractors being included in more than one Bid. The United Nations (privileges and immunities) Act, 1947 is applicable to ISA pursuant to a notification by the host country. Therefore, ISA is exempt from all direct taxes, except charges for public utility services, and is exempt from customs restrictions, duties, and charges of a similar nature in respect of articles imported or exported for its official use in India. All quotations shall be submitted net of any direct taxes and any other taxes and duties, unless otherwise specified below: All prices must: Biblioted NAT and other applicable indirect taxes
	☐ be exclusive of VAT and other applicable indirect taxes
	[according to project and applicable country agreement]
Language of	English
quotation	Including documentation including catalogues, instructions and operating manuals.
Documents to be submitted	Bidders shall include the following documents in their quotation: ☑ Annex 2: Quotation Submission Form duly completed and signed
	accordance with the Schedule of Requirements in Annex 1
	⊠ Company Profile.
	☐ Registration certificate;
	☑ Company Profile.
	☑ Descriptive Literature: Bidders shall provide full technical details of products being offered, including technical sheets and pictures showing details and general views. Specific details of items offered should be clearly stated as standard catalogues may offer options;
	☑ Documents showing that the bidder has minimum of five (5) years of relevant experience – proof
	of purchase orders/ contract is to be submitted.
	☑ Documents showing that the bidder has an experience of design, supply, installation and commissioning of Grid connected/off grid Solar PV Power Plant and experience of rendering operation and maintenance services for Solar PV units.

	☑ Statement of satisfactory Performance (Certificates) from the top two clients in terms of Contract value in similar field, plus client's contact details who may be contacted for further information on those contracts;
Quotation validity period	Quotations shall remain valid for 90 days from the deadline for the Submission of Quotation.
Price variation	No price variation due to escalation, inflation, fluctuation in exchange rates, or any other market factors shall be accepted at any time during the validity of the quotation after the quotation has been received.
Partial Quotes	 ☑ Not permitted ☐ Permitted Insert conditions for partial quotes and ensure that the requirements are properly listed in lots to allow partial quotes
Alternative Quotes	Not permitted ■ Not permitted Not permitted
Payment Terms	☑ Within 30 days upon ISA's acceptance and receipt of invoice.
Conditions for Release of Payment	☑ Written Acceptance of Goods & Services, based on full compliance with RFQ requirements.
Payment	 ✓ 100% of goods charges after successful delivery and acceptance of goods. ✓ 100% of Installation & Commissioning charges after successful installation and commissioning ✓ 100% of training charges after completion of Training on Operation and Maintenance. ✓ 100% of Comprehensive maintenance charges after successful 1 year of installation and commissioning
Contact Person for correspondenc e, notifications	E-mail address: procurement@isolaralliance.org Attention: Quotations shall not be submitted to this address but to the address for quotation submission above. Otherwise, offer shall be disqualified. Any delay in ISA's response shall be not used as a reason for extending the deadline for
and clarifications	submission, unless ISA determines that such an extension is necessary and communicates a new deadline to the Proposers.
Clarifications	Requests for clarification from bidders will not be accepted any later than 2 days before the submission deadline. Responses to request for clarification will be communicated thru email.
Evaluation method	☑The Contract or Purchase Order will be awarded to the lowest price substantially compliant offer
Evaluation criteria	 ⊠ Full compliance with all requirements as specified in Annex 1 ⊠ Full acceptance of the General Conditions of Contract ⊠ Comprehensiveness of after-sales services □ Earliest Delivery /shortest lead time □ Others Click or tap here to enter text.
Right not to accept any quotation	ISA is not bound to accept any quotation, nor award a contract or Purchase Order
Right to vary requirement at time of award	At the time of award of Contract or Purchase Order, ISA reserves the right to vary (increase or decrease) the quantity of services and/or goods, by up to a maximum twenty-five per cent (25%) of the total offer, without any change in the unit price or other terms and conditions.
Type of Contract to be awarded	 □ Purchase Order ☑ Contract for Works □ Other Type/s of Contract [pls. specify]

Expected date for contract award.	01 May 2024
Publication of Contract Award	ISA will publish the contract awards valued at USD 100,000 and more on the ISA website.
Policies and procedures	This RFQ is conducted in accordance with ISA Financial Regulation and Procedures and ISA procurement manual
Other Provisions	The ISA is striving to achieve gender parity in all its activities. In this regard, female-owned organizations and/or teams with significant gender diversity are strongly encouraged to submit a proposal. The ISA recognizes the importance of valuing diversity and promoting inclusion in all our work programs and partnerships. The ISA strives to engage with organizations and/or teams that reflect its geographical representation and diversity.

ANNEX 1: SCHEDULE OF REQUIREMENTS

About ISA:

The International Solar Alliance (ISA) is an action-oriented, member-driven, collaborative platform for increased deployment of solar energy technologies as a means for bringing energy access, ensuring energy security, and driving energy transition in its member countries.

The ISA was conceived as a joint effort by India and France to mobilise efforts against climate change through the deployment of solar energy solutions. It was conceptualised on the side-lines of the 21st Conference of Parties (COP21) to the United Nations Framework Convention on Climate Change (UNFCCC) held in Paris in 2015.

The ISA strives to develop and deploy cost-effective and transformational energy solutions powered by the sun to help member countries develop low-carbon growth trajectories, with particular focus on delivering impact in countries categorized as Least Developed Countries (LDCs) and the Small Island Developing States (SIDS). Being a global platform, ISA's partnerships with multilateral development banks (MDBs), development financial institutions (DFIs), private and public sector organisations, civil society, and other international institutions is key to delivering the change it seeks to see in the world going ahead.

Background:

Recognizing the urgent need to support the ISA Member Countries with high potential for solar technology deployment, the ISA Assembly agreed to establish an international network of STAR C (Solar technology Application Resource Centre). The aim is to build the necessary human capacity and skills within member countries for them to undertake energy transitions on their own while also boosting economic growth and job creation.

STAR Centres act as the technology, knowledge, and expertise hub on solar energy and a go-to place for the member countries at regional and country levels. ISA's STAR Centre programme aims to meet the capacity-building needs of ISA Member Countries, by building solar-capable workforces, sensitising policy makers and financial institutions, incubating enterprises, standardisation of products and services and creating a knowledge repository on information related to solar energy.

Objectives:

- The objective of the assignment is to conceptualize and develop a short film on ISA's STAR Centres in Ethiopia and Somalia, their importance, functions, projected outcomes and other relevant details.
- The film shall serve as a tool to showcase and sensitize different sections of the audience (Government, Private Sector, Training Institutes, Universities etc.) on the STAR C programme across the solar domain. The film should clearly depict the benefits of STAR Centres to the beneficiaries.

Scope of Work:

- Conceptualize and develop a film of under 180 seconds in English highlighting the overall setting up of the STAR Centres in Ethiopia and Somalia, their programme, importance, functions, expected outcome and other essential details.
- Following the contract signature, the Contractor shall submit a detailed work plan and a methodology to ISA within 7 calendar days which is subject to the approval of ISA.
- Necessary RAW footages, still pictures, information and details relating to the subject will be provided to the Contractor by ISA which will include details on the subject and objective of the film and target groups.
- Contractor will submit two different scripts to ISA for the film for review and feedback.
- According to the script approved by ISA two storyboards will be developed by the Contractor and submitted for review and approval by ISA.
- Visual representation of all the scenes contained in the script will be reflected in the storyboards.
- The colour styling, voice-overs, backgrounds, action notes, and design of equipment and characters will be included in the storyboards.
- The storyboards of the films shall be written in English by the Contractor.
- The Contractor shall submit the storyboards to ISA for approval; implement the changes indicated by ISA and finalise the storyboards. There may be up to 3 reviews, which will be required by ISA.
- The Contractor shall use the official logos of ISA and of other relevant entities as designated by ISA and following the approval of ISA.
- Ensure high-quality packaging including sub-titles, opening, and closing credits, voice-over and music as may be required.
- The films shall be supported by anonymous or original (instrumental, local) scores or stock music without intellectual property issues. The music scores shall be approved by ISA.
- In the case of voice-over, voice samples of experienced, professional artists who shall perform the voiceover shall be submitted to ISA by the Contractor, and following ISA's approval, the voice-over shall be applied to the films. ISA reserves the right not to accept the proposed dubbing artist and to require alternatives for the dubbing artist.

Deliverables:

• One film of under 180 seconds duration in full HD in the English language.

Ownership and copyright:

 All copyright over footage rests with ISA. The film/multimedia company may not use, reproduce, or otherwise disseminate or authorize others to use, reproduce or disseminate such works without prior consent from ISA.

Qualifications for the selection of Agency:

- A minimum of 5 years' experience in producing high-quality multimedia, compelling documentaries, short films/videos and animation for the development sector.
- Outstanding cinematography and storytelling skills.
- Outstanding animation skills.
- Please include samples of previous multimedia/films through online links.

Timeline and Payment Terms:

Deliverables (Strict adherence to the final deadline is required)	Timeline (from the date of award of contract)	Payment Terms
Submission of final scripts for approval by ISA	7 Days	
The team will need to consult ISA and its stakeholders		
(maximum 5) for development and finalization of the script		30%
Create the storyboard	10 days	
Submission of rough cut of the video in English	14 days	30%
Submission of final version of the video with voice over in English and acceptance by ISA of all deliverables	20 days	40%

ANNEXURE 2: QUOTATION SUBMISSION FORM

Bidders are requested to complete this form, including the Company Profile and Bidder's Declaration, sign it and return it as part of their quotation along with Annex 3: Technical and Financial Offer. The Bidder shall fill in this form in accordance with the instructions indicated. No alterations to its format shall be permitted and no substitutions shall be accepted.

Name of Bidder:	Click or tap here to enter text.		
RFQ reference:	Click or tap here to enter text.	Date: Click or tap to enter a date.	

Company Profile

Item Description	Detail	
Legal name of bidder or Lead entity for JVs	Click or tap here to enter text.	
Legal Address, City, Country	Click or tap here to enter text.	
Website	Click or tap here to enter text.	
Year of Registration	Click or tap here to enter text.	
Legal structure	Choose an item.	
Are you a UNGM registered vendor?	☐ Yes ☐ No If yes, insert UNGM Vendor Number	
Quality Assurance Certification (e.g. ISO 9000 or Equivalent) (If yes, provide a Copy of the valid Certificate):	⊠ Yes □ No	
Does your Company hold any accreditation such as ISO 14001 or ISO 14064 or equivalent related to the environment? (If yes, provide a Copy of the valid Certificate):	⊠ Yes □ No	
Does your Company have a written Statement of its Environmental Policy? (If yes, provide a Copy)	⊠ Yes □ No	
Does your organization demonstrate significant commitment to sustainability through some other means, for example internal company policy documents on women empowerment, renewable energies or membership of trade institutions promoting such issues (If yes, provide a Copy)	⊠ Yes □ No	

Is your company a member	Is your company a member of the ☐ Yes ☐ No UN Global Compact					
Bank Information		Bank Name: Click or tap here to enter text.				
		Bank Address:	Bank Address: Click or tap here to enter text.			
		IBAN: Click or	IBAN: Click or tap here to enter text.			
		SWIFT/BIC: Cli	ck or tap here to	enter text.		
		Account Currency: Click or tap here to enter text.				
			Bank Account Number: Click or tap here to enter text.			
		Previous rele	vant experience	: 3 contracts		
Name of previous	Client	& Reference	Contract	Period of activity	Types of activities	
contracts	Contact Details including e-mail		Value		undertaken	

Bidder's Declaration

Yes	No	
		Requirements and Terms and Conditions: I/We have read and fully understand the RFQ, including the RFQ Information and Data, Schedule of Requirements, the General Conditions of Contract, and any Special Conditions of Contract. I/we confirm that the Bidder agrees to be bound by them.
		I/We confirm that the Bidder has the necessary capacity, capability, and necessary licenses to fully meet or exceed the Requirements and will be available to deliver throughout the relevant Contract period.
		Ethics : In submitting this Quote I/we warrant that the bidder: has not entered into any improper, illegal, collusive or anti-competitive arrangements with any Competitor; has not directly or indirectly approached any representative of the Buyer (other than the Point of Contact) to lobby or solicit information in relation to the RFQ; has not attempted to influence, or provide any form of personal inducement, reward or benefit to any representative of the Buyer.
		I/We confirm to undertake not to engage in proscribed practices, , or any other unethical practice, with the UN or any other party, and to conduct business in a manner that averts any financial, operational, reputational or other undue risk to the UN and we have read the United Nations Supplier Code of Conduct :https://www.un.org/Depts/ptd/about-us/un-supplier-code-conduct and acknowledge that it provides the minimum standards expected of suppliers to the UN.
		Conflict of interest: I/We warrant that the bidder has no actual, potential, or perceived Conflict of Interest in submitting this Quote or entering a Contract to deliver the Requirements. Where a Conflict of Interest arises during the RFQ process the bidder will report it immediately to the Procuring Organisation's Point of Contact.
		Prohibitions, Sanctions: I/We hereby declare that our firm, its affiliates or subsidiaries or employees, including any JV/Consortium members or subcontractors or suppliers for any part of the contract is not under procurement prohibition by the United Nations, including but not limited to prohibitions derived from the Compendium of United Nations Security Council Sanctions Lists and have not been suspended, debarred, sanctioned or otherwise identified as ineligible by any UN Organization or the World Bank Group or any other international Organization.
		Bankruptcy : I/We have not declared bankruptcy, are not involved in bankruptcy or receivership proceedings, and there is no judgment or pending legal action against them that could impair their operations in the foreseeable future.

Yes	No	
		Offer Validity Period: I/We confirm that this Quote, including the price, remains open for acceptance
		for the Offer Validity.
		I/We understand and recognize that you are not bound to accept any Quotation you receive, and we
		certify that the goods offered in our Quotation are new and unused.
		By signing this declaration, the signatory below represents, warrants and agrees that he/she has been
		authorised by the Organization/s to make this declaration on its/their behalf.

ignature:	
Name:	Click or tap here to enter text.
Title:	Click or tap here to enter text.
Date:	Click or tap to enter a date.

ANEX 3: TECHNICAL AND FINANCIAL OFFER – SERVICES

Bidders are requested to complete this form, sign it and return it as part of their quotation along with Annex 2 Quotation Submission Form. The Bidder shall fill in this form in accordance with the instructions indicated. No alterations to its format shall be permitted and no substitutions shall be accepted.

Name of Bidder:	Click or tap here to enter text.		
RFQ reference:	Click or tap here to enter text.	Date: Click or tap to enter a date.	

Technical Offer

Provide the following:

- a brief description of your qualification, capacity and expertise that is relevant to the Terms of Reference.
- a brief methodology, approach and implementation plan;

Financial Offer

Provide a lump sum for the provision of the services stated in the Terms of Reference your technical offer. The lump sum should include all costs of preparing and delivering the Services. All daily rates shall be based on an eight-hour working day.

Currency of Quotation: USD

Ref	Description of Deliverables	Price
1.		
2.		
3.		
4.		
5.		
	Total Price	

Compliance with Requirements

	You Responses		
	Yes, we will comply	No, we cannot comply	If you cannot comply, pls. indicate counter - offer
Delivery Lead Time			Click or tap here to enter text.
Validity of Quotation			Click or tap here to enter text.
Payment terms			Click or tap here to enter text.
Other requirements [pls. specify]			Click or tap here to enter text.

I, the undersigned, certify that I am duly authorized to sign this quotation and bind the company below in event that the quotation is accepted.

Exact name and address of company

Company NameClick or tap here to enter text.

Address: Click or tap here to enter text.

Click or tap here to enter text.

Click or tap here to enter text.

Phone No.:Click or tap here to enter text.

Signatory:Click or tap here to enter text.

Signatory:Click or tap here to enter text.

Email Address: Click or tap here to enter text.

ANNEX 4: CHECKLIST FOR SUBMISSION OF BID

Item	Yes, we have submitted	If you cannot submit, pls. indicate the reason
Technical Proposal		Click or tap here to enter text.
Filled up Annex 2 and Bidder Declaration form		
Registration Certificate		
Annual Turnover Certificate		
Documents against Qualifying criteria as per Annexure-3		
Financial Proposal		Click or tap here to enter text.
Quoted prices for all items in the list		
Quoted price for the three components in the table		
Quoted prices for Transportation (up to the delivery site)		
Quoted prices for Insurance (up to the delivery site)		
Quoted prices for VAT or other taxes and duties		