



MSP GmbH, Am Hohen Rain 4, 89347 Bubesheim, Germany

Quotation

Enquiry date

Date

Reference

Queries to

Telephone

Mail

Web

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Sample Offer for MSP Agriculture container item

Dear Sir or Madam,

Thank you for your enquiry.

This document contains a quotation for supply of all requested PV (photovoltaic) container components in line with your enquiry from the abovementioned date, as well as transport, training of local workforce and plant maintenance.

As one of the longest-running solar companies with experience in executing PV power plants since the year 2000, we can offer the full package of services enabling our clients to reach the commissioning stage in the shortest possible time period.

The budget price includes all items listed on the following pages in detail. The summary of the main plant information is as follows:

Project location	Zimbabwe
MSP container type	Off-grid, 6ft
Destination coordinates	
Minimum guaranteed output (day)	20 kWh
Minimum guaranteed output (night)	12 kWh

We assemble all PV containers using only highest-quality components. Our team consists only of adequately trained personnel. All components are tested and proven prior to being shipped. All procurement and preparation works would be carried out in accordance with recognized local and international standards. Prior to the installation on site, the client and his employees will be instructed as to the correct assembly and operation of the system.

No	Description	Product	Net price
1	PV container unit		
1.1	Mounting system	Tech Data	
	Supply of a mounting system including all small parts such as screws.		
	<ul style="list-style-type: none"> ▪ Manufacturer MSP (European-made) ▪ Material grade Galvanised steel ▪ Warranty 10 years ▪ Tilt angle (N-S) in line with land slope ▪ Tilt angle (E-W) 5° ▪ Depth of penetration No penetration, ballast system ▪ Carrying capacity Standard capacity of solar PV modules 		
1.2	Solar PV module	Tech Data	
	Supply of photovoltaic modules including all small parts such as mounting clips.		
	<ul style="list-style-type: none"> ▪ Manufacturer Top Tier ▪ Module 60-cell ▪ Cell type Crystalline-silicon ▪ Rated power Up to 280Wp ▪ Power tolerance -0/+5 Wp ▪ Defect Warranty 10 years (or period provided by the manufacturer) ▪ Degradation Output Warranty 80% after 25 years (linear) 		
1.3	Inverter	Tech Data	
	Supply of inverters including all small parts.		
	<ul style="list-style-type: none"> ▪ Manufacturer Victron Energy ▪ Inverter type String ▪ Rated power 3000W ▪ Output voltage 230 V ▪ Warranty 5 years (Extended warranty at extra cost) 		
1.4	Battery	Tech Data	
	Supply of battery storage system.		
	<ul style="list-style-type: none"> ▪ Manufacturer Hoppecke OPzS ▪ Capacity Subject to size ▪ Voltage Subject to size ▪ Replacement after 10 years 		
1.5	Charge controller	Tech Data	
	Supply of battery charge controller.		
	<ul style="list-style-type: none"> ▪ Provider: Victron Energy ▪ Model: MPPT 250/100 ▪ PV input: MC4 ▪ Voltage 48 V 		

No	Description	Product	Net price
1.6	Electrical material	Tech Data	
	Supply of electrical material required to build the power plant. <ul style="list-style-type: none"> ▪ Solar PV and low voltage cables, as applicable, with cross section of min. 6 mm² ▪ Fuse box ▪ Earthing wire and earthing clips ▪ Fibre optic and data cables for monitoring system, if applicable. ▪ Temperature control item and fan ▪ All required mounting material such as screws and nuts, clamps, cable lugs, cable trays, plugs and connectors, string fuses, heat shrink tubes, etc. 		
1.7	Miscellaneous	Tech Data	
	Supply of all additional items necessary for safety and monitoring: <ul style="list-style-type: none"> ▪ Camera system ▪ Lighting ▪ Internet ▪ WiFi hotspot ▪ PV system monitoring and VRM data logger ▪ Irradiation Sensor 		
1.8	Transport		
	Transport and delivery of all above-listed components. <ul style="list-style-type: none"> ▪ Incoterms: CIF ▪ Place of delivery: Port Beira, Mozambique ▪ Shipment: 40ft containers 		
1.9	Optional Extras		At additional price
	Supply of all additional items, upon request: <ul style="list-style-type: none"> ▪ Desalination device Tech Data ▪ Solar pump / water supply system Tech Data ▪ Water sterilization unit Tech Data 		
2	Management services		
2.1	Personnel & equipment		
	<ul style="list-style-type: none"> ▪ Travel of experienced staff from Germany ▪ Personnel expenses during the stay in project country ▪ Transport of tools and equipment for installation, if any. 		
2.2	Installation		
	Mainly pre-installed in Germany. Remaining activities on site include: <ul style="list-style-type: none"> ▪ Container placement ▪ Assembly of mounting table including panels ▪ Cable connections ▪ Earthing ▪ Testing and commissioning 		

No	Description	Product	Net price
2.3	Operation & Maintenance		
	<ul style="list-style-type: none"> ▪ Management of plant for the first year ▪ Warranty PV container performance for the first year 		
Net total amount		\$ upon request / kWp (+ VAT at applicable rate)	upon request\$
<u>O&M contract</u> extension from year 2 (optional)		Per year	upon request\$ (+ Inflation)

Preliminary quote valid for: 30 days

Items not included in the quoted price are:

- Position #1.9
- Supply of grid connection substation and connection works
- Medium voltage transformer
- Site clearing works
- Provision of additional security equipment (e.g. fence, motion detection) or personnel
- O&M services from year 2

The above offer includes only standard warranties of the equipment manufacturers. Warranty extensions may be available at an additional price, under the terms set out by the respective manufacturers.

An overall plant production or performance ratio guarantee is included in the provided price. We are able to offer such a guarantee in form of an insurance cover, on pre-agreed project-specific terms for a price included within the net total amount.

For clarity, our responsibility shall end upon the delivery of ordered equipment, adequate instruction to client's staff and operation monitoring. Nothing in this offer shall constitute advice regarding project feasibility or legality. It is the client's responsibility to ensure the project is ready to install. This includes site suitability, permitting, detailed engineering and others. Furthermore, the client must ensure that the site is accessible by heavy vehicles delivering shipping containers.

We hope that our cost indication matches your requirements. We are available to help with any questions, to clarify any issues and to create a purchase order.

Yours sincerely,

Djordje Milovanovic
Project Manager