

CALL FOR APPLICATION: SCADA TECHNOLOGY DEMONSTRATION

Cambodia Australia Partnership for Resilient Economic Development (CAPRED) Program	
CFA Number	CFA24-040
Project Name	Demonstration of SCADA Technology in Clean Water Supply
Domain Name	Infrastructure
Application Closing Date	5 pm (Phnom Penh Time), 06 January 2025
Project Duration	January 2025 – August 2025

1. Background

1.1 About CAPRED

The CAPRED Facility is Australia's flagship bilateral economic development program in Cambodia, focusing on economic recovery and resilience over the next five years, with a possible three-year extension. The Facility supports Cambodia in implementing a range of necessary economic interventions and reforms to maintain the country's economic transition. These interventions and reforms aim to encourage more productive and inclusive public and private investment, promoting a resilient, inclusive, and sustainable economy (RISE).

CAPRED interventions fall under three technical components including: Agriculture and Agro-processing; Trade, Investment and Enterprise Development and Infrastructure Development; and three cross-cutting components comprising: Gender Equality, Disability and Social Inclusion (GEDSI); Climate Resilient initiatives, and policy support.

1.2 About the SCADA Technology Demonstration

Technology adoption is a key priority in the clean water supply sector to enhance water operators' performance in terms of water quality and operational efficiency. The SCADA (Supervisory Control and Data Acquisition) system is globally recognized as a crucial technology for this purpose, providing real-time monitoring and control over the entire water supply system. SCADA systems also enable water operators to manage multiple water utilities effectively.

While the SCADA system is widely adopted by large water utilities, it is less common among small and medium-sized water utilities. In this pilot project, CAPRED aims to test the viability of SCADA system adoption for small and medium-sized water utilities in Cambodia.

The implementation process involves the following key stages:

- **Selecting private water operators (PWOs):** In this pilot stage, six PWOs have been selected based on criteria such as size, coverage rate, multiple utilities operation, willingness to invest in additional utilities, willingness to comply with industry standards, and women's participation.



- **Designing SCADA systems for six PWOs:** The SCADA systems for the six water utilities have been designed and agreed by the PWOs. The initial Bill of Quantities (BOQ) for the SCADA systems is provided as a guideline for SCADA service providers to submit quotes and finalize deals with the PWOs.
- **Selecting SCADA service providers:** SCADA service providers are invited to submit the application for Expression of Interest to CAPRED. The eligibility criteria can be found in Section III: Target Participants.
- **Industry briefing:** The potential SCADA service providers are encouraged to join the industry briefing session. This session serves two main purposes:
 - CAPRED provides detailed information on the SCADA Technology Demonstration project including the BOQ of the SCADA system for individual six water stations.
 - The six PWOs and potential SCADA service providers introduce themselves and their services.
- **Confirmation to eligible SCADA service providers:** CAPRED provides confirmation to SCADA service providers who meet eligibility criteria to proceed deal making with PWOs.
- **Deal making between SCADA service providers and PWOs:** SCADA service providers who meet the eligibility criteria should communicate directly with the six PWOs to reach business deals that comply with the technical requirements agreed by the PWOs and CAPRED. CAPRED will collaborate with SCADA service providers who can secure deals with at least one of the six PWOs.
- **CAPRED Support:** CAPRED will offer partial grant to promote the investment in SCADA systems and demonstrate its viability for small and medium-sized water utilities.

2. Scope of the Demonstration Project

CAPRED is seeking applications from qualified SCADA service providers to collaborate in the **SCADA Technology Demonstration Project**. With the support from CAPRED, the selected applicants will undertake the following key roles:

- **Making the deal with selected PWOs in the project:**
 - SCADA service providers work directly with individual PWOs to reach business deals. CAPRED will collaborate with SCADA service providers who can secure the deal with at least one of the six PWOs.
 - SCADA service providers review the provided initial BOQ of SCADA systems as a guideline to provide quotes to selected PWOs and CAPRED. Service providers are encouraged to offer expert advice on best practices and user-friendly technologies. The BOQ can be adjusted based on recommendations from service providers with the consent of both PWOs and CAPRED.
- **Project design and implementation:**
 - SCADA service providers are expected to provide a full-services package of SCADA system including site inspection, adjustment of SCADA design and specification if required, HMI



design, software and hardware provision, installation and configuration, training and after-sale services.

- The sustainability of the SCADA system is the key focus of this project. After-sale services such as warranty, system monitoring and maintenance services are required.
- The SCADA service providers should review the specification of core components required for SCADA. [SCADA Core Component](#) is attached in the CFA. This allows service providers to understand the quality, performance, and compatibility requirements for each component. There is a flexibility for service providers to propose alternative suitable solutions with consent from the PWOs and CAPRED.
- **Contract arrangements:**
 - SCADA service providers will work directly with PWOs to arrange the services required.
 - CAPRED will contract directly with SCADA service providers on an outputs-based contract for part of the total cost service.
 - PWOs will also contract directly with the SCADA service provider for part of the total cost of the service.
- **Key important date:**
 - **Date of online industry briefing:** 19 December 2024, 09:00 am-12:00 pm at Acacia meeting room, 8th floor, GIA Tower, Diamond Island, Phnom Penh.
 - **Deadline of submitting application for expression of interest:** 06 January 2025, 05:00pm.
 - **Confirmation from CAPRED to eligible SCADA service providers:** within three weeks after receiving application for expression of interest.
 - **Securing the deal with PWOs:** within 2 months after receiving eligibility confirmation from CAPRED.

3. Target Participants

Applications are open to all Cambodia-based companies that meet the following criteria. Women-led companies are encouraged to apply.

Eligibility Criteria:

- The company is registered in Cambodia.
- The company has a proven track record of successfully completing the SCADA system in clean water supply within the past two years or similar SCADA system or IoT integration projects within the past three years.
- The key personnel assigned to the project have relevant expertise in SCADA systems, automation, IoT, and water treatment processes.
- The company can provide a full-services package of SCADA system: site inspection, adjustment of SCADA design and specification if required, software and hardware provision, installation and configuration, training and after-sale services.
- The company is committed to embracing gender equality, disability, and social inclusion (GEDSI) in business management will be prioritized.



- The women-led company will be prioritised.

Other eligibility criteria include:

- Demonstrating integrity and high ethical standards.
- Displaying sensitivity and adaptability to cultural, gender, religious, racial, national, and age differences.
- Treating all people fairly without favoritism.
- Fulfilling obligations to GEDSI sensitivity and maintaining a zero-tolerance policy for sexual harassment.
- Strictly comply with the DFAT Child Protection Code of Conduct and Policy. (<https://www.dfat.gov.au/sites/default/files/child-protection-policy.pdf>)

4. Evaluation Criteria

CAPRED will use an objective and reliable process to evaluate each application. The applications will be evaluated on the following criteria (in no particular order):

- Compliance with this Call for Application.
- Understanding and ability to meet the eligibility criteria.
- The applicant's business contributes to GEDSI (gender equality, disability, and social inclusion), sustainability, and/or the environment.

Due diligence checks will be conducted on the company being selected for the CFA prior to participating in the program.

5. How to Apply

Interested businesses are invited to complete and submit the application form no later than **5 pm (Phnom Penh time), Monday 06 January 2025** by emailing procurement@capred.org. Any applications submitted after this time and date will not be considered.

CAPRED is available to answer questions or provide more detail on this call for application. Please e-mail to procurement@capred.org.

Attachment:

- Call For Application Form
- SCADA Core Component

Cowater International is an equal opportunity employer, basing employment on merit and qualifications as they relate to professional experience and position expectations. Cowater does not discriminate against any employee or applicant on the basis of race, religion, sex, gender identity, disability, age, or any other basis protected by law. CAPRED aims to have a diverse workforce and a workplace that is supportive of gender equality, disability, and social inclusion. Women, people with disabilities, and other minorities are highly encouraged to apply.

