



**REQUEST FOR PROPOSAL NUMBER: AF/FIN/RFP022/2025**

**Date: July 31, 2025**

**REQUEST FOR PROPOSAL**

**NAME: Request for Proposal for Provision of Online Fuel Monitoring System**

**1. Introduction:**

ATOMA is a leading telecommunications provider in Afghanistan, delivering 2G, 3G, and 4G services. We are seeking a robust and scalable Online Fuel Monitoring System (OFMS) to optimize fuel consumption, reduce operational costs, enhance efficiency, and ensure regulatory compliance across our geographically diverse network of sites. This RFP invites qualified and experienced suppliers to present innovative solutions that address our specific needs.

**2. Background ATOMA:**

A telecommunication company incorporated and existing under the Laws of Islamic Emirate of Afghanistan and having its office at Park Plaza opposed of Shar-e Naw Park Kabul Afghanistan PO Box # 700, Kabul. ATOMA operates a large network of sites across Afghanistan, heavily reliant on generators as primary or backup power sources. Effective fuel management is critical for cost control, operational stability, and environmental responsibility. We are committed to leveraging advanced technologies to enhance our fuel management practices.

**3. Aim of this Document:**

The primary objective of this RFP is to obtain detailed information from potential suppliers that meet the requirements to provide these services to ATOMA. This RFP intends to survey the industry to obtain information that provides guidance. ATOMA will review the responses to this RFP and based on those responses may or may not proceed to award contracts. ATOMA is not responsible to explain the outcome of this RFP to anyone. No expense is acceptable from bidders based on their own to participate in this RFP.

#### 4. Objectives of the Fuel Management/Monitoring System:

ATOMA is looking for a sophisticated fuel management system by installation of the necessary devices in ATOMA sites and provide a solution designed to monitor, control, and optimize fuel consumption. The main objective of fuel monitoring systems is to effectively manage the usage of fuel, reduce costs, enhance overall operational efficiency, and make sure to meet regulatory compliance. We need the highest quality fuel tracking systems which display readings with up to 95% to 99% accuracy. ATOMA seeks a comprehensive solution that provides:

- Real-time fuel level monitoring with high accuracy (target accuracy: +/- 1% or 98% or greater).
- Precise fuel consumption tracking and reporting.
- Automated alerts for fuel theft, leaks, and abnormal consumption patterns.
- Fuel quality monitoring and analysis.
- Historical data analysis for trend identification and optimization.
- Integration with existing ATOMA systems (where feasible and secure).
- Improved operational efficiency and reduced fuel costs.
- Enhanced environmental compliance.
- Proactive maintenance scheduling based on fuel consumption and generator run-time.

#### 5. Scope of RFP

To meet the specific requirements of the Tender, the supplier will provide the required services, under the following terms and conditions of this RFP.

The selected supplier will be responsible for:

- System Design and Implementation: Designing, supplying, installing, and commissioning the OFMS solution at designated ATOMA sites.
- Hardware and Software: Providing all necessary hardware (sensors, flow meters, GPS devices, communication devices) and software (monitoring platform, reporting tools, mobile applications).
- Integration: Integrating the OFMS with existing ATOMA infrastructure (where applicable and securely).
- Data Storage and Management: Securely storing and managing fuel consumption data, with options for on-premises and cloud-based solutions.
- Training: Providing comprehensive training to ATOMA personnel on system operation and maintenance.
- Maintenance and Support: Providing ongoing maintenance and support services, including remote diagnostics, on-site repairs, and software updates.
- Reporting: Generating customized reports on fuel consumption, efficiency, and cost savings.
- Security: Ensuring the security and integrity of the OFMS solution, including data encryption and access controls.

#### 6. Detailed Requirements

##### 6.1 Real-Time Monitoring and Reporting

- High-accuracy fuel level sensors (target accuracy: +/- 1% or 98% or greater).
- Real-time data updates (frequency: every 5 minutes or less).
- Customizable dashboards with key performance indicators (KPIs).
- Mobile application for remote monitoring and alerts.
- Keep Track of Fuel Usage in Real-Time: To install a type of sensor into the different sizes of fuel tanks of the generators along with GPS devices to gather and transfer data from the sensor and make sure that it's stored on the server.
- Provide an exact report of fuel pouring/injection into the ATOMA sites fuel tanks, it should be synchronized with both the web and mobile applications.
- Tracking of generator fuel status anytime and anywhere: The data can be stored on the ATOMA data center as well as shall be on a cloud basis. (Fuel leveling sensor), Fuel Tank need to be calibrated.
- Real Time Monitoring system: 24/7 controls and monitors all fuel tanks and the system must show the available fuel in the tanks. A Server with Monitoring interface (NOC) provides customized Dashboard.

## **6.2 Fuel Consumption Analysis**

- Detailed reports on fuel consumption per generator, site, and region.
- Trend analysis to identify anomalies and inefficiencies.
- Integration with generator runtime data.
- Reporting on fuel consumption vs. power output (kWh/liter).
- Provide an exact report of the DGs consumption: Hourly, daily, weekly and monthly usage of the fuel through the installation of a sophisticated device in ATOMA DGs.
- Two flow meters need to be installed, one at an outlet exited from fuel tank and another one at input of the engine next to fuel pump to make sure no losses between tank and engine.
- Provide tools for generating customized historical data reports to identify trends of fuel consumption and deliveries: Historical data is required for 2 years, to cover the following:
  - consumption liters per hour
  - consumption liters per hour VS Amps (3 phases)
  - consumption liters per hour VS engine RPM
  - consumption liters per hour VS Frequency in Hz
- Precise Fuel Reports: The said fuel management systems should provide great insights into the fuel reports that further help in improving the overall efficiency of fuel tanks. This system should be sophisticated, which can give us a variety of reports. For instance, fuel filling, fuel draining, fuel consumption, generator run hours, expenses report etc. all the reports have 2-years backup.

## **6.3 Alerting and Notifications**

- Configurable alerts for fuel theft, leaks, and low fuel levels.
- Alert delivery via SMS, email, and system notifications.
- Geofencing capabilities to detect unauthorized fuel movement.
- Control the theft of the fuel: By installing sensors that can provide data immediately when someone is removing fuel from the tank or putting fuel to know the exact quantity.
- Receive an alarm: (by mail, sms, System Alert, smpp, smsc API) upon high consumption by the DGs or through any other fraudulent activities at sites or any fuel change level at Fuel Tank whether up or down. For instance, refill and drainage alert, with possibility to set the granularity of the alarm level for example 0.1% change or value as if change is more than x litres per hour.
- Real time measures for the low fuel warnings, theft detection, or leakage.

## **6.4 Fuel Quality Monitoring**

- Sensors to detect water, impurities, and fuel adulteration.
- Automated alerts for out-of-specification fuel quality.
- Reporting on fuel quality trends.
- The supplier should install fuel quality control instruments that can detect low quality fuel (determine ratio of impurities, water, red diesel, green diesel, etc.) and give an alert in case water/impurities exceed the acceptable level. and to report over consumption due to bad fuel quality.
- System shall be able to measure the combustion performance, the CO and CO<sub>2</sub>, smoke etc., to report whether combustion is degraded, incomplete burning, black smoke, over consumption due to bad combustion. (which reflect dirty air cleaner or bad injectors or mal functioning in fuel pump, etc.).

## **6.5 Data Security and Integrity**

- End-to-end data encryption.
- Secure access controls and user authentication.
- Data backup and disaster recovery mechanisms
- Compliance with relevant data privacy regulations.
- The fuel management system should also have, End-to-end encryption for data transmission, and should have functionality to prevent unauthorized changes.

## **6.6 Integration Requirements**

- (Specify any existing ATOMA systems the OFMS needs to integrate with, e.g., network management systems, billing systems.)
- Open APIs for data exchange.
- Secure data transfer protocols.

- The system should provide detailed information on power sources when the site is connected to multiple sources, such as Diesel Generator (DG) and Grid, DG and Renewable Energy and report percentage of operation on various sources per 24 hrs.

#### **6.7 Generator Maintenance**

- Tracking of generator runtime and maintenance schedules.
- Automated reminders for scheduled maintenance.
- Integration with ATOMA's maintenance management system.
- Dual Generators Monitoring: We are required to have a system that can deliver us a complete maintenance system for our generators knowing PMS date, running hour of PMS and next PMS date, etc.

#### **6.8 Additional Technical Requirements**

- The sensor should measure fuel level and consumption in real time fuel usage per location.
- The fuel sensor installed should be resistant to temperature fluctuations and external interference.
- The system should have support for geofencing to prevent unauthorized fuel use.
- The fuel management system should also provide fuel efficiency analysis & reports.

### **7. Implementation and Deployment**

- Phased rollout approach, starting with a pilot project at three ATOMA sites. • Detailed project plan with timelines and milestones.
- Coordination with ATOMA's technical teams. • On-site installation and commissioning by qualified personnel.
- Comprehensive testing and acceptance procedures.
- All the necessary hardware shall be provided by the supplier + transportation to the sites. Installation and commissioning will be the sole responsibility of the supplier for all ATOMA sites that are planned to be managed by the said system.
- The supplier should install a trial system in three of the ATOMA sites to know the efficiency of their system and, once the ATOMA management is convinced by a fuel efficiency program utilizing real-time fuel consumption monitoring and optimization, leading to substantial cost savings, then, will go to the next phase.

### **8. Training and Support**

- Comprehensive training for ATOMA personnel on system operation and maintenance.
- Ongoing technical support via phone, email, and on-site visits.
- Service level agreements (SLAs) for response times and issue resolution.
- Software updates and upgrades.

### **9. Commercial Proposal**

- Detailed pricing for all hardware, software, installation, training, and support services.
- Pricing for both CAPEX and OPEX models. The supplier can share with us their prices accordingly and consider the option of Managed Services (manage the service, O&M, fixing the malfunctioning devices, managing reports and investigations, follow up with field Team on leakage and high consumption sites, sites not providing reports).
- Clear breakdown of recurring costs (e.g., software licenses, data storage, maintenance).
- Payment terms and conditions.
- Proposed pricing/charging mechanisms for ATOMA to consider.
- The Model is a Guaranteed Fuel saving Model, site will not have proven saving on Monthly, will be excluded from Monthly invoicing, supplier is responsible for Monitoring Server O&M, Spares, Firewall can be provided.
- Payments due will be paid in AFA.

- The monthly fee shall be due at the end of each month upon receipt of the corresponding invoices. The payment will be made 30 working days after the date invoices are received.
- ### 11. Technical Proposal Requirements
- #### A. International Supplier Documentation
- Company Registration Documents: Certificate of Incorporation or equivalent document from the country of origin, officially translated into English.
  - Business License: Equivalent of a business license in their country of origin, officially translated into English.
  - Financial Statements: Audited financial statements for the last three years, prepared in accordance with International Financial Reporting Standards (IFRS).
  - Bank Reference Letter: A letter from the supplier's primary bank, confirming the company's good financial standing and creditworthiness.
  - Trade Licenses/Export Permits: Any relevant trade licenses or export permits necessary for supplying goods and services to Afghanistan.
  - ISO Certifications: Copies of ISO 9001 (Quality Management) and ISO 27001 (Information Security Management) certifications, if available. For compliance, if the supplier can also provide us ISO certificates on energy management.
  - References: At least three references from reputable international organizations, with contact names, phone numbers, and official email addresses. These references should ideally be from clients in similar industries (telecommunications, energy, etc.).
  - Compliance Statement: A statement confirming compliance with international anti corruption and ethical business practices (e.g., the Foreign Corrupt Practices Act (FCPA) or the UK Bribery Act).
  - Local Partner Agreement (If Applicable): If the international supplier intends to partner with a local Afghan company, a copy of the partnership agreement or Memorandum of Understanding (MOU). To do the installation work, the international supplier should have a local partner to complete the logistics, transportation and installation work on all planned sites and for this they should have a business partnership.
  - Signed RFP Documents: Signed and stamped
  - Country of Origin Certificate: A certificate of origin for the proposed hardware and software. All foreign companies are therefore required to ensure that all corporate documents are:
    - Officially translated into English, if not already in English
    - Notarized or certified by an appropriate authority in the country of origin (e.g., notary public, apostil, Ministry of foreign Affairs, or embassy) such as Business Licenses, Incorporation Certificates, Tax Certificates, Bank Reference Letters, ISO Certifications properly stamped, signed, and dated
- Failure to submit properly certified and verifiable documentation may result in disqualification or reduced eligibility.
- #### B. Local Suppliers (Afghanistan-Based)
- Business License: A valid business license issued by the relevant Afghan authority, with a validity period clearly stated. (relevant license duration should be more than three years).
  - Copies of business registration certificates/license to provide customs clearance services along with copies of brokerage licenses under the company name.
  - NOC from Afghan Custom Directorate: Confirmation from the Afghan Custom Directorate that the company has no outstanding issues.
  - Tax Clearance Certificate: Proof of tax clearance from the Afghan Ministry of Finance for the most recent fiscal year. Proof of tax clearance and declaration form for the previous year.
  - Bank Statements: Bank statements for the last year to show ongoing project and transactions, in the name of the company, signed and stamped by an authorized bank in Afghanistan.
  - Working Capital List: List of the company's working capital, certified by a recognized financial institution in Afghanistan.
  - Provide List of Company's working capital.
  - Audited Financial Statements: Company's annual audited financial statements for the last three years.
  - References: At least three references from reputable organizations in Afghanistan, with contact names, phone numbers, and official email addresses. The proposer company should provide the contact names and numbers of the at least Three reference companies. The Email Address should be an official Domain.

- Signed RFP Documents: Signed and stamped.

## **10. Evaluation Criteria:**

- Technical capabilities and experience (40%)
- Solution functionality and features (30%)
- Price and commercial terms (20%)
- Financial stability and references (10%)
- Compliance with Documentation Requirements (Pass/Fail)

## **TENDERER'S ACKNOWLEDGEMENT/ PRELIMINARY NON-DISCLOSURE AGREEMENT.**

### **11: Tender's Acknowledgment:**

Please mark as appropriate:

☐ We acknowledge receipt and acceptance of the RFP and intend to submit a tender as required

☐ We acknowledge receipt of the RFP but decline to tender for the following reasons: Please write your reason here: We undertake to return to ATOMA within the below-mentioned deadline from receipt of the complete RFP package with all attachments, information and documents related thereto as provided by ATOMA and any copies made thereof. The complete tender documents along with the Proposal to be submitted in a SEALED envelope addressed to the Supply Chain Department of ATOMA and to be physically submitted in the tender box located in ATOMA Head Office, Reception, located in Shar-E-Naw Kabul not later than Dated 31/July/2025. Bidders are requested to do the registration at ATOMA at the time of obtaining the RFP from ATOMA reception.

Bidders should ensure that they provide accurate email addresses and contact numbers at the time of registration. Bids are invited from reputable companies for "Request for Proposal for Online Fuel Monitoring System" according to ATOMA requirements and Technical Specifications as per RFP. Bid received after the mentioned deadline shall not be accepted. ATOMA reserves the right to accept or reject any or all bids and to annul the bidding at any time, without thereby incurring any liability to the affected supplier(s) or any obligations to inform the affected supplier(s) on the grounds of ATOMA's action.

### **12: Preliminary Non-Disclosure Agreement:**

We agree that all information and documents contained in or related to this RFP as provided by ATOMA is proprietary information and shall be treated as confidential. We undertake that all such information and documents, as described above, shall not be divulged to any other party (such prohibition applies to any further release of information regarding this RFP by ATOMA) without the prior written permission from ATOMA to do so. We agree that this RFP and all information and documents relating to it and provided hereunder by ATOMA are not to be used for any purpose other than for the preparation of our tender submission. This undertaking will also apply to any subsequent contract resulting from this RFP.

Name: \_\_\_\_\_

Designation: \_\_\_\_\_

Signed / Date / Stamped: \_\_\_\_\_

### **13. Submission Instructions:**

- All proposals must be submitted electronically to:  
[asahibzada2@atoma.com.af](mailto:asahibzada2@atoma.com.af), [awalizada@atoma.com.af](mailto:awalizada@atoma.com.af), [sadeequllah@atoma.com.af](mailto:sadeequllah@atoma.com.af)
- The sealed envelope should be addressed to:  
ATOMA Head Office, Reception Shar-E Naw Kabul, Afghanistan
- All questions regarding this RFP must be submitted in writing.
- Responses will be provided to all potential bidders.
- Bids must remain valid for 120 days from the submission deadline.
- The bid must be submitted in English.
- ATOMA reserves the right to reject any or all proposals.

### **14. General Requirements and Compliance**

- The supplier must have and always maintain and all the time, at its own cost and expense, all permits, licenses, authorization, and approval from relevant government entities necessary for the service provided under this RFP/Agreement.

All foreign companies are therefore required to ensure that all corporate documents are:

- Officially translated into English, if not already in English
- Notarized or certified by an appropriate authority in the country of origin (e.g., notary public, apostil, Ministry of foreign Affairs, or embassy) such as Business Licenses, Incorporation Certificates, Tax Certificates, Bank Reference Letters, ISO Certifications properly stamped, signed, and dated  
Failure to submit properly certified and verifiable documentation may result in disqualification or reduced eligibility.
- The top three suppliers shall present slide presentations to the cross-functional team comprised of technical (IT and Network), legal and compliance, procurement and ECT).

### **15. Queries and Submissions:**

All queries related to this document should be addressed to:

Procurement department of ATOMA

Email: [sadeequllah@atoma.com.af](mailto:sadeequllah@atoma.com.af) , [awalizada@atoma.com.af](mailto:awalizada@atoma.com.af) , [asahibzada2@atoma.com.af](mailto:asahibzada2@atoma.com.af) Phone#: 0772222021, 0772221255, 0772222037.