REQUEST FOR EXPRESSION OF INTEREST 2020 EOI 002 FOR THE SOLARIZATION OF UNHCR DEEP FIELD COMPOUNDS
CLARIFICATIONS 02
DATE ISSUED: 17 DECEMBER 2020

No	Request for clarification	Clarification
1	Is having project experience in Africa a rigid criterion for consideration? Could (company name is deliberately hidden by UNHCR) reference comparable deep field / off-grid project experience and still be considered for this tender?	No, in line with the technical minimum requirements set out in Annex A, a company/consortium without experience in Africa can meet the minimum requirements if it has developed, constructed and commissioned ten (10) captive or mini/micro grid solar PV projects on an IPP basis with a minimum capacity of 70 kW each in Low and Lower-Middle Income countries as defined by the World Bank. In such case, reference projects can be located in any Low and Lower-Middle Income countries as defined by the World Bank.
2	Do you already have an idea of the number of projects considered and their respective sizes? Are you looking for 1 company to provide the service in all 3 countries, or will you consider companies that can provide in only 1 country?	As stipulated in Section 7 of the EOI Cover Letter, up to ten (10) UNHCR sites located in Kenya, Ethiopia and Uganda are presently considered, with an individual solar PV size ranging from 50kW to 500kW and an estimated total solar PV capacity of up to 1,800kW. Bidders can be either a single company or a consortium of companies. As stated in Section 7 of the EOI Cover Letter, prequalified companies/consortia will be expected to bid on all the sites eventually selected for the RFP. If a company/consortium is successful in its bid, the contract for all the sites included in the RFP will be awarded to this successful bidder.
3	Annex A requirement 2: is this mandatory even in circumstances where a company meets requirement 1?	Yes.
4	Would you or someone on your team be available for a short call so that we may better understand the technical minimum requirements?	As stipulated in Section 9.3 of the EOI Cover Letter, requests for clarifications shall only be submitted via email. Individual phone calls are not permitted by UNHCR procurement policies.

5	Does the tender have a budget cap?	No. As described in Section 7 of the EOI Cover Letter, the project is expected to be implemented on an independent power producer (IPP) basis, where the IPP is responsible for the financing of the investment required for the project.
6	Which are the criteria of evaluation? Is there any mechanism to balance financial proposals with technical proposals?	As indicated in Section 8 of the EOI Cover Letter, interested companies/consortia will be evaluated according to their experience, expertise, capability and financial resources. The detail of the criteria and their respective weight in the evaluation score are confidential and will not be communicated publicly. As stipulated in Section 9.2 of the EOI Cover Letter, financial offers are not required at this stage so the evaluation for this EOI stage will only consider the above-mentioned parameters.
7	Are consortia preferred than single applicants?	No.
8	Is UNHCR financing the entire CAPEX?	No. Please refer to Section 7 of the EOI Cover Letter. "This EOI is an invitation for specialized companies/consortia to express interest in providing solar electricity as a service through the: a. Design; b. Financing; c. Engineering, procurement and construction (EPC); d. Operations and maintenance (O&M); and e. Asset ownership; of the required energy infrastructure using a Build-Operate-Transfer model." Interested companies/consortia are thus expected to finance the capital investment required for the project.
9	After commissioning of the project, is UNHCR the sole owner of the assets?	No. As described in Section 7 of the EOI Cover Letter, the project is expected to be implemented on an independent power producer (IPP) basis, where the IPP is the owner of the assets until the term of the power purchase agreement (PPA).

10	Can we have some insight into the terms of the PPA? Are general terms and conditions already defined?	The PPA will form part of the documentation that will be distributed to prequalified companies/consortia during the RFP stage. For preliminary information, please refer to Section 4 and 10 of the EOI Cover Letter.
11	Whereas the project will be implemented by an IPP who will own the asset for the term of PPA, who will be the Buyer of the power that is generated? Will (national electric utility company - company name is deliberately hidden by UNHCR) come into play as Buyer?	No. The project is solely dedicated to self-consumption and UNHCR will be the Buyer of all the electrical output.
12	We will send in the EOI as a consortium comprising three companies. If we qualify for the bidding process we will set up a joint venture among all the three companies of the consortium. Is that aligned with UNHCR's procurement process (that is, the entity eventually bidding for the RFP will be created after sending in the EOI)?	Yes. This is in accordance with the procurement rules of this tender. Per Section 6 of the EOI Cover Letter, interested companies that intend to form a consortium for the purpose of this EOI are only requested to include a letter of association among the consortium members in their joint EOI submission. The letter of association shall confirm that the consortium members have designated one party to act as lead company. If the consortium is pre-qualified through the EOI stage, the consortium members will be required to enter a joint venture agreement, which will be submitted along with the proposal during the RFP stage. After RFP submission, the designation of which lead company is identified to represent the joint venture will not be altered without the prior written consent of UNHCR. If a joint venture's proposal is selected for award, the contract will be awarded to the joint venture, in the name of its designated lead company. The lead company will sign the contract for and on behalf of all other members.
13	Regarding to the track record of the requirement, there is 'IPP basis'. According to my understanding, there are two IPP models, one is Solar Power Purchase Agreement (PPA), another is Solar Lease Agreement. Would you please clarify, both PPA and Solar lease will be deemed as IPP basis?	Yes. Both are considered IPP models. Projects developed under either of these two approaches are eligible to demonstrate that the company/consortium complies with the technical minimum requirements and to form part of the evaluation process.