

<b>REQUEST FOR EXPRESSION OF INTEREST (REOI)</b> <b>Solar mini-grid operation in Sierra Leone under a Public-Private Partnership arrangement</b> <b>Ref #: SL/REOI/2017-001</b> <b>Question and Answers #2</b>		
	Question/Clarification	Our Comments
A	<ol style="list-style-type: none"> <li>1. Can a bidder be part of this project if we will answer only to a part of the scope?</li> <li>2. Can a bidder offer service for the technical part only (installation, maintenance, supervision, equipment supply)?</li> <li>3. Globally, what is the macro planning expected for the installation of the 50 and 40 power system?</li> <li>4. How much the budget is estimated for the complete project?</li> <li>5. Is it partially subsidized by the UNOPS / DFID? If yes, how it will be managed (term condition, contract with the partner PPP, warranty for the partner)?</li> </ol>	<ol style="list-style-type: none"> <li>1. Yes</li> <li>2. No, the services to be provided include the long-term technical and economic operation of the mini-grids. Interested companies are free to team-up with other interested companies to complement each other's services.</li> <li>3. The first 50 systems will be fully installed by end of 2017. The installation of the 40 sites will be done in 2018.</li> <li>4. The total budget depends on the contributions from the bidders. The budget provided through UNOPS covers the installation of power stations and distribution networks for the first 50 systems, and the distribution systems for the 40 systems. The Contracting Authority and UNOPS expect to contribute assets of a value of several million USD to this part of the project.</li> <li>5. The project is partially subsidized by UNOPS/DFID. The subsidized assets will be owned by the GoSL. A long-term usage right will be provided by the GoSL to the private operators. The contracts conditions and terms will be shared with the Request for Proposals following this Call for Expression of Interest.</li> </ol>
B	<p>If we will a solution which provide two level of solutions :</p> <p>@ PV Power plants which will back up the public facilities – buildings on the location itself or via micro grid infrastructure But the central part of system may be like?</p> <p>@ each houses will purchase (via Micro financing ) a small tiny simple system which will deliver by using any bio masse waste like household bio masse with simplest</p>	<p>The first 50 systems will be powered by a solar PV power station via a LV distribution network. For the next 40 systems, a MV or LV distribution network will be provided, and the power generation components can be designed according to the bidders' preferences.</p> <p>No individual home solutions will be considered eligible</p>

	<p>installation and almost 0 maintenance this installation can provide gas for cooking and gas for lamps for light and for small fridge operating by gas.</p> <p>Also we can turn the base load gas energy source.</p> <p>Can the people buy the system via micro financing and become the owner and can operate this by themselves?</p> <p>So that mean we will reduce the micro grid investment to a minimum and achieving two impact renew bare energy and bio waste treatment and any animals waste?</p> <p>A combination of PV power as mentioned above in the first point and second point.</p> <p>Is such a solution can be also taken into consideration?</p>	
C	<p>Is there a limit for to-be-awarded bidders?</p> <p>Can you please confirm that deadline for submission of bids is 27 June 2017, at 12hrs GMT?</p>	<p>No, there is no limit for the number of bidders.</p> <p>The deadline has been extended until <b>04.07.2017 12:00 noon (GMT+00:00)</b></p>
D	<p>Please advise if we can provide an Electronic copy only before the EOI closing date and if mandatory we can send hardcopy later after the closing date.</p> <p>Can you also please clarify is the physical submission is mandatory in case we submit the electronic version?</p> <p>Address the EOI should be sent to</p> <p>Please confirm if you need hard copies and how many original copies you need.</p> <p>And confirm if the EOI dead line is still on June 27th?</p>	<p>The EOI can be submitted as electronic copy or as hard copy to the respective addresses stated in the REOI</p> <p>For all information related to the submission, please refer to the Call for EOI that you have received and the amendment 1</p> <p>The deadline has been extended until <b>04.07.2017 12:00 noon (GMT+00:00)</b></p>

E	<ol style="list-style-type: none"> <li>1. Must the EoI be delivered both in hand and electronically, or is one of the methods acceptable?</li> <li>2. Should we already name potential partners or can this be determined post acceptance of EoI?</li> <li>3. What forms of financing are foreseen for the 40+ stand-alone mini grids? (E.g. connection fees, % of CAPEX etc.?)</li> <li>4. What tender method is expected to be used?</li> <li>5. Will the in total 94 systems be tendered a single lot, split into 2 lots (Health clinic extensions/mini grids or similar), or further split across multiple bids?</li> <li>6. Will the winning company be able to determine the metering solutions installed on the health clinic extensions?</li> <li>7. What will the rules be regarding connection of customers? (e.g. minimum purchase, connection fee, open access)</li> <li>8. Will technical details be available on the systems to be installed at the health clinics be available prior to bidding? (e.g. inverter &amp; battery type)</li> </ol>	<ol style="list-style-type: none"> <li>1. The EOI can be submitted as electronic copy or as hard copy.</li> <li>2. Yes, if you have potential partners, please name them. But it is also possible to enter into partnerships after submission of the EOI.</li> <li>3. The 40 mini-grids to be installed under WP2 will receive financial support through UNOPS/DFID to install MV/LV distribution networks. All other financial support, financial contributions from the private operators, financial arrangements in terms of payments from the customers etc., will depend on the proposals provided by the bidders. Feel free to suggest your own business model with your own concept regarding power station design, financing of power station assets, connection fees, tariff models etc.</li> <li>4. The GoSL will publish a Request for Proposals. The winners will enter into contractual agreements with the GoSL under a PPP framework.</li> <li>5. It is planned to not specify any lots. The bidders are free to suggest any combination of sites as a basis of their proposals.</li> <li>6. For all villages, the bidders shall be able to (and are requested to) propose and provide their own metering solution during the RFP.</li> <li>7. See answer E3 above.</li> <li>8. Yes, all technical information will be provided in detail in the RFP.</li> </ol>
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F	<p><b>1. REVENUE:</b></p> <ul style="list-style-type: none"> <li>○ Will the GoSL retain 100% of the revenues from the project and will the “operator” retain only an O&amp;M fee?</li> <li>○ Or will “operator” retain all the revenues of the project and give a % fee to GoSL?</li> </ul> <p>Or will “operator” retain all the revenues of the project</p> <p><b>2. ANNUAL FEE:</b></p> <ul style="list-style-type: none"> <li>○ How much is the ‘small annual fee’ that the “operator” is expected to pay GoSL for the management of the contract and related monitoring tasks?</li> <li>○ Does the annual fee include other usage rights? I.e. Does this include also the usage right for the public assets of the project?</li> </ul> <p><b>3. TARIFF:</b></p> <ul style="list-style-type: none"> <li>○ When will the regulation for the mini-grid tariff and protection from commercial losses be released?</li> <li>○ Indicatively, what price range will the mini-grid tariff be set at?</li> </ul>	<p><b>1. Revenue</b></p> <ul style="list-style-type: none"> <li>○ No, the GoSL will not receive any revenues from the projects, apart from a very small usage fee to be paid for the usage right of the assets owned by the GoSL.</li> <li>○ Yes, the operator retains the revenues, pays a small fee to the GoSL, and saves money on reasonable reserve accounts for repairs, reinvestments and upscaling of the power supply.</li> </ul> <p><b>2. Annual Fee</b></p> <ul style="list-style-type: none"> <li>○ The annual fee will be communicated in the RFP</li> <li>○ The fee covers the right to use the publicly financed assets of the project</li> </ul> <p><b>3. Tariff</b></p> <ul style="list-style-type: none"> <li>○ The final date for the release of mini-grid regulations and related protection measures can not be provided at this stage. The winning bidders will receive respective support to provide all required legal protection.</li> <li>○ The price range of the mini-grid tariffs is not set up front. It depends on the respective business model of the operator, and the financing structure of the project.</li> </ul>

<ul style="list-style-type: none"> <li>○ What type of tariff is this project expected to utilize? <ul style="list-style-type: none"> <li>▪ Access charge related to the nominal kW installed per customer?</li> <li>▪ Time-based tariff? Cost per kWh</li> <li>▪ Cost per kWh tariff?</li> </ul> </li> </ul> <p><b>4. POWER TO THE CHC:</b></p> <ul style="list-style-type: none"> <li>○ Will all the power supplied to the 54 CHC be free of charge or will only a certain amount of power be free of charge?</li> <li>○ What is the power demand (kWh/month) and the peak power (in kW) of the CHC?</li> </ul> <p><b>5. EXTRA:</b></p> <ul style="list-style-type: none"> <li>○ When will the installation of the first 50 mini-grids be finished by?</li> <li>○ How much money is available as grant for the second phase and should we assume that this phase comprises 40 new villages?</li> <li>○ Are all the sites tendered out together?</li> <li>○ Will a bidder allow to supply other services such off-grid satellite Wi-Fi services, implement our telecommunications strategy in the existing mini-grid sites?</li> </ul>	<ul style="list-style-type: none"> <li>○ The bidders are free to propose their own methodologies and tariff models. Winning bidders will be supported by UNOPS to adjust their models to the local context and the prevailing laws, rules and regulations.</li> </ul> <p><b>4. Power to the CHC</b></p> <ul style="list-style-type: none"> <li>○ It is planned to provide only a certain amount of energy for free to the CHC. The final arrangements will be done in coordination with the winning bidders</li> <li>○ Respective data will be provided in the RFP</li> </ul> <p><b>5. Extra</b></p> <ul style="list-style-type: none"> <li>○ The installation of the first 50 systems is foreseen to be finalized by the end of 2017.</li> <li>○ Yes, the phase under WP2 will comprise 40 new and larger villages. The funding available will cover at least the distribution networks. The financing for the power generation assets will depend on the contributions available from the private companies.</li> <li>○ It is planned to tender out the sites individually. This means that, bidders are free to suggest any combination of sites as a basis of their proposals.</li> <li>○ The bidders are free to suggest any ideas for business models that lead to economically viable operation of the mini-grids.</li> </ul>
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