

## 商機一：塔吉克降低電力耗損延伸計畫顧問招標案

### 基本資料

計畫名稱	<b>Sugd Energy Loss Reduction Project Extension - Project Implementation Unit Consultant</b>	受援國家	塔吉克
部門分類	能源及電力	標案號碼	41538
合約模式	顧問服務	通知類別	投標意願書(EOI)
招標日期	2016年11月14日	截標日期	2016年12月5日

歐銀客戶塔吉克國有公司 **Barki Tojik (BT)** 為一垂直整合電力公司，負責該國電力生產、傳輸及配送等作業。歐銀及歐銀投資銀行(**EIB**)等國際金融機構共同針對降低 **SUGD** 電力耗損計畫 (**SUGD**)提供融資。**SUGD** 計畫第一階段已接近完工，延伸計畫將包括一新的 110/10 kV 變電站設置以及連結至其他變電站相關設施及設備。

### 計畫摘要

現 **BT** 公司擬聘請顧問公司(**PIU** 顧問)提供組織及技術協助確保專案完工同時符合專案完成計畫 (**Project implementation plan**)及歐銀貸款合約。

專案內容以及顧問專家資格要求，請詳見原文說明。

執行期間 專案執行期間為 30 個月

專案預算 30 萬歐元(不含增值稅)

參與標案 有興趣者請逕將英俄文技術服務建議書以電子郵件寄至招標單位，如有問題請與專案負責人連絡並通知本辦事處。

### 計畫原文內容

**Project Description:** The Open Stock Holding Company Barki Tojik (BT or the Client) is a 100% state-owned vertically integrated power utility responsible for generation, transmission and distribution of electricity in Tajikistan. The Government of Tajikistan requested the European Bank for Reconstruction and Development (EBRD) and the European Investment Bank (EIB) collectively the Lenders and the European Union's Investment Facility for Central Asia (EU IFCA) collectively the Co-Financiers to finance the Sugd Energy Loss Reduction Project (SUGD).

The first part of SUGD is at its final stage and includes (i) Lot 1. Supply and Installation of Smart Meters, Meter Reading System Equipment, Auditable Billing System in Khujand and Surrounding Municipalities, and (ii) Lot 2 Rehabilitation of Khujand Electrical System.

The SUGD Extension Project (the Project) includes the construction of a new substation (Temurmali) 110/10 kV in the southern part of Kamoli Khujandi Park. It will also include the connection by a 2.5 km /110 kV OHL Double Circuit to another substation and ancillary equipment.

**Assignment Description:** BT intends engaging a consulting firm (the PIU Consultant) to provide organisational and technical assistance to the Client to ensure the successful completion of the Project in accordance with the Project Implementation Plan (PIP) and with all EBRD requirements stipulated in the Loan Agreement (the Assignment).

The Consultant needs to ensure close coordination of activities with the PIU Consultant engaged for SUGD ongoing project. BT expects both consultancy teams to coordinate their activities in a professional and open manner with the common target to successfully implement the Project.

Please see detailed [Terms of Reference](#) for the Assignment.

**Assignment Duration:** 30 months.

**Cost Estimate for the Assignment:** EUR 300,000; *exclusive of VAT*.

**Funding Source:** EBRD Shareholder Special Fund.

**Eligibility:** There are no consultant nationality eligibility restrictions.

**Consultant Profile:** Corporate services are required. The Consultant will be a firm or a group of firms experience in supporting Clients in similar types of assignments in the hydropower sector.

The Consultant's team is expected to include the following Key experts, both internationals and locals:

1. **Team Leader/Substation Engineer** preferably with 12 years of experience in planning, design and implementation of substation construction projects including Project Management and Contract Supervision experience;
2. **Overhead Lines Engineer** - preferably with 10 years of proven experience in construction or designing of MV and HV OHL. The Expert should demonstrate hands-on experience in similar nature of assignments and complexity (design and construction of MV and HV OHL);
3. **Procurement Expert** preferably with 10 years of proven procurement experience in power sector projects especially electricity distribution with relevant IFI's experience;
4. **Construction Engineer** preferably with 10 years of proven experience in construction. The Expert should demonstrate hands-on experience in similar nature of assignments and complexity (design and construction of substation and outgoing lines);
5. **Engineer Designer** preferably with 10 years of proven experience design of energy facilities. The Expert should demonstrate hands-on experience in similar nature of assignments and complexity;
6. **Pool of short term experts** including
  - Local medium voltage installation expert with full engagement;
  - Relay Protection Engineer
  - Environment and Social expert

All experts are required to be fluent in English, both written and spoken, speaking knowledge of Russian language is preferable.

**Submission Requirements:** Interested consultants are hereby invited to submit proposals.

In order to determine the qualifications and competence of consulting firms the information submitted should include the following:

1. Company/group of firms' profile, organisation and staffing (max. 2-4 pages).
2. Details of previous **project experience** or similar assignments particularly undertaken in the previous five years, including information on contract value, contracting entity/client, project location/country, duration (mm/yy to mm/yy), expert months provided (if different from duration) , main activities, objectives.
3. Proposed work plan and methodology.
4. CVs of **key experts** who could carry out the Assignment detailing qualifications, experience in similar assignments, particularly assignments undertaken in the previous five years, including information on contracting entity/client, project location/country, duration (mm/yy to mm/yy), expert months provided, assignment budget, main activities, objectives.
5. Financial Proposal (**hard copy to be submitted separately to EBRD only by post or courier in an envelope clearly marked "FINANCIAL PROPOSAL DO NOT OPEN UNTIL COMPLETION OF TECHNICAL EVALUATION"**).
6. Completed Consultant Declaration Form and Contact Sheet, the template for which is available from the following web-link:

[http://www.ebrd.com/pages/workingwithus/procurement/notices/csu/contact\\_sheet.doc](http://www.ebrd.com/pages/workingwithus/procurement/notices/csu/contact_sheet.doc).

The above information should not exceed 20 pages excluding CVs and the Consultant Declaration Form and Contact Sheet.

The **technical** proposal should be submitted, **in English and Russian electronically by email**, to reach the Executing Agency not later than 5 December. The submissions **shall be one file** (pdf).

The Executing Agency' s Contact Details:

Habibov Ubaidullo  
Head of PIU  
“Energy Loss Reduction”  
OSHC “Barqi Tojik”  
734026, Dushanbe, Republic of Tajikistan  
E-mail: [elrpbt@gmail.com](mailto:elrpbt@gmail.com)

Bank Contact Person:

Larissa Gosling  
Technical Co-operation  
European Bank for Reconstruction and Development  
One Exchange Square  
London EC2A 2JN  
Tel: + 44 20 7338 6338

E-mail: [goslingl@ebrd.com](mailto:goslingl@ebrd.com)

**Important Notes:**

1. The selection will normally be made from responses to this notification only. The highest-ranked consultant will be invited to negotiate the contract.
2. The evaluation criteria are:
  - a) Consultants' Experience in similar assignments (25%)
  - b) Consultants' experience in Tajikistan and Central Asia (15%)
  - c) Proposed Work Plan and Methodology (20%)
  - d) Qualification and experience of Key experts proposed (30%)
  - e) Transfer of knowledge(10%)

The minimum technical score (St) required to pass is: 70.

Please note that only the Financial Proposals from Consultants passing the minimum technical score (St) will be opened.

The lowest evaluated Financial Proposal (Fm) is given the maximum financial score (Sf) of 100.

The formula for determining the financial scores (Sf) of all other Proposals is calculated as following:

$Sf = 100 \times Fm / F$ , in which “Sf” is the financial score, “Fm” is the lowest price, and “F” the price of the proposal under consideration.

The weights given to the Technical (T) and Financial (P) Proposals are:

T = 85 and

P = 15

Proposals are ranked according to their combined technical (St) and financial (Sf) scores using the weights (T = the weight given to the Technical Proposal; P = the weight given to the Financial Proposal; T + P = 1) as following:  $S = St \times T\% + Sf \times P\%$ .

## 商機二：加強合作夥伴-地區基礎建設更新計畫架構顧問標案

### 基本資料

計畫名稱	<b>The Enhanced Partnership - Regional Infrastructure Modernisation Programme Framework: CORPORATE DEVELOPMENT PROGRAMME - PANEL OF PRE-QUALIFIED CONSULTANTS</b>	受援國家	哈薩克
部門分類	都市暨環境基礎建設	標案號碼	67089
合約模式	顧問服務	通知類別	投標意願書(EOI)
招標日期	2016 年 11 月 14 日	截標日期	2016 年 12 月 2 日

歐洲復興開發銀行及哈薩克政府簽訂加強合作夥伴架構協議(Enhanced Partnership Framework Agreement, EPFA)，其下包含水及廢水基礎建設更新及區域供暖更新 2 架構。歐銀及哈國政府同意就 EPFA 項下子專案提供技術合作(Technical cooperation)方法，並於 2016 年發起公司發展計畫(Corporate development programme, CDP)架構，架構下受益人為當地市政水及廢水處理或區域供暖公司(各別城市)。

計畫摘要 現歐銀將針對 CDP 架構採預先短名單(Pre-shortlisting)方式挑選 8 家顧問公司作為優先供應商(Preferred suppliers)，預先挑選的顧問公司將有資格參與下一顧問甄選階段-評估就特定專案提出之服務建議書；被挑選的顧問將協助受益單位完成 2016-2019 年個別之 CDP。

優先供應商短名單將視需求每 1-2 年更新。

詳細專案內容以及專家資格要求，請詳見原文說明。

執行期間 專案預計 2017 年第 1 季展開

專案預算 每客戶每一 CDP 最多 23 萬歐元(不含增值稅)

參與標案 有興趣者請逕將投標意願書上傳歐銀 eSelection 系統，如有問題請與專案負責人聯絡並通知本辦事處。

## The Enhanced Partnership Water and Wastewater Infrastructure Modernisation Framework and the District Heating Modernisation Framework: CORPORATE DEVELOPMENT PROGRAMME PANEL OF PRE-QUALIFIED CONSULTANTS

The Enhanced Partnership Water and Wastewater Infrastructure Modernisation Framework and the District Heating Modernisation Framework (the "Frameworks") are an integral part of the Enhanced Partnership Framework Arrangement ("EPFA") signed between the European Bank for Reconstruction and Development (the "EBRD" or the "Bank") and the Government of Kazakhstan ("GoK").

The EBRD and the GoK have agreed to a packaged Technical Cooperation ("TC") approach that would support all EPFA co-financed sub-projects in Kazakhstan and in 2016 launched a Corporate Development Programme ("CDP") Framework (the "CDP Framework") aimed to support commercialisation of the Bank's clients.

The beneficiaries of the CDP Framework are municipal water/wastewater or district heating enterprises (each, the "Company" or the "Beneficiary"), wholly owned by the respective city or region (each, the "City").

Each Beneficiary under the CDP Framework is at differing stages of corporate development and will require a variety of types of support to continue to improve their capacity.

**Assignment Description:** The EBRD is now seeking to expand the list of consultancy firms prequalified for the CDP assignments under the Framework (the "Consultants") by pre-shortlisting up to eight firms as Preferred Suppliers. The firms pre-shortlisted by the EBRD will be eligible for participation in the next stage of consultant selection – evaluation of proposals for specific assignments - to be managed by EBRD respective clients. The selected Consultants will support the Beneficiaries in implementing individual Corporate Development Programmes over the 2016-2019 period. The Preferred Suppliers shortlist would be refreshed every 1-2 years depending on demand to ensure a competitive approach is maintained.

The general scope of services required is described in the terms of reference, which is accessible through [this link](#).

For each individual CDP assignment, a secondary competition will be launched by the Beneficiaries, whereby the EBRD clients will select and engage the Consultants following evaluation of proposals received from the pre-selected Preferred Suppliers.

Consultants will be engaged for the individual assignments in accordance with the EBRD's Procurement Policies and Rules ("PP&Rs"). The Bank, on behalf of the Beneficiary, may send to some or all consultant(s) from the Preferred Suppliers list terms of reference for the individual assignments. Terms of reference will include a description of the tasks to be performed, time-schedules and reporting instructions. The Consultant(s) will respond by sending to the Bank's Client a technical and financial proposal for the specific assignment together with details of the expert(s) proposed to carry out the work. The Bank's Client will then assess the response(s) and – subject to successful negotiations – the Bank will issue a contract for the individual assignment for signatures by the Client and the selected Consultant.

**Status of Selection Process:** Interested firms or groups of firms are hereby invited to submit expressions of interest to be included into preferred suppliers list.

**Secondary Competition:** The secondary competition is expected to be launched in the first quarter of 2017 and **run until 2018.**

**Cost Estimate for an individual CDP for one Client:** up to EUR 230,000.00 (exclusive of VAT). Subject to availability of funding.

*The Consultant must determine whether any indirect taxes/VAT are chargeable on the proposed services and state the basis for such. If any indirect taxes/VAT are payable, the Client will have to pay indirect taxes/VAT element to the services directly to the Consultant unless otherwise agreed.*

**Funding Source:** It is expected that the individual assignments will be funded through the EBRD's Technical Cooperation Funds Programme.

**Eligibility:** There are no consultant nationality eligibility restrictions. Consultant selection and contracting will be subject to availability of funding.

**Consultant Profile:** Corporate services are required. The Consultant will be a firm or a group of firms preferably with previous project experience related to:

1. Development and implementation of corporate development programmes of comparable nature, scale, and complexity to the CDP.
2. Development and implementation of Financial and Operational Performance Improvement Programmes in organisations comparable to the municipal entities in Kazakhstan.
3. Drafting and implementing Public Service Contract in countries with comparable conditions to Kazakhstan.

The Consultant's team is expected to contain the following **key experts:**

#### Qualification requirements

##### 1. Key Senior Water and Wastewater Engineering Experts

Expert with preferably 10 years of previous professional experience in providing of consultancy support in the municipal water and wastewater sector in countries with comparable conditions to Kazakhstan. Knowledge of KPI for water/waste water utilities is essential.

##### 2. Key Senior District Heating Engineering Expert

Expert with preferably 10 years of previous professional experience in providing of consultancy support in the municipal district heating sector in countries with comparable conditions to Kazakhstan. Knowledge of KPI for district heating utilities is essential.

##### 3. Key Senior Business Development, Accounting and Financial Expert

Expert with preferably 10 years of previous professional experience in providing business development, accounting and financial advisory services, including to public utilities, in countries with comparable conditions to Kazakhstan.

#### 4. Team Leader

Team leader with preferably 10 years of international and local previous professional experience in providing consultancy support in complex assignment of the similar nature and scale. Team Leader is expected to be involved in all secondary assignment.

#### 5. Key Senior Regulatory and Tariff Expert

Expert with preferably 10 years of previous professional experience in tariff regulation in water/waste water and district heating sectors in countries with comparable conditions to Kazakhstan.

#### 6. Key Senior Environmental and Social Expert

Expert with preferably 10 years or more of previous professional experience in the successful implementation of comparable assignments and with demonstrated knowledge of the environmental and social standards of the EBRD or other comparable institutions.

#### 7. Key Senior Legal Expert

Expert with preferably 10 years knowledge of local legislation, experience of developing Public Service Contracts, and possibly policy and legal drafting and advisory expertise in working with countries from the region; Understanding of Kazakh legislation is essential. CV shall demonstrate experience with Public Service Contracts, Performance Based Management Contracts drafting and implementation.

Only one expert per category shall be included and will be evaluated. This expert will lead and implement respective scope of work on all secondary assignments. Other experts will be evaluated under criteria “Availability of local/junior experts”.

**The pool of local/junior experts shall be available to support Key Experts and shall include technical, accounting, legal experts.**

All key experts shall be fluent in written and spoken English. It is essential that the Consultant's team contains Key Experts fluent in Russian. If some of key experts are not fluent in Russian consultant shall demonstrate that high quality translation will be arranged.

**Submission Requirements:** In order to determine the capability and experience of Consultants seeking to be shortlisted for this Assignment, the information submitted should include the following:

1. Company/group of firms' profile, organisation and staffing (max. 2-4 pages).
2. Details of previous project experience or similar assignments particularly undertaken in the previous five years, including information on contract value, contracting entity/client, project location/country, duration (mm/yy to mm/yy), expert months provided (if different from duration) , main activities, objectives.
3. Approach and Methodology for CDP assignment, including CVs of key senior experts who could carry out the Assignment detailing qualifications, experience in similar assignments, particularly assignments undertaken in the previous five years, including information on contracting entity/client, project location/country, duration (mm/yy to mm/yy), expert months provided, assignment budget, main activities, objectives.



4. Experts' fee rates to be proposed for the CDP assignments .
5. Completed Consultant Declaration Form and Contact Sheet, the template for which is available from the following web-link:  
[http://www.ebrd.com/pages/workingwithus/procurement/notices/csu/contact\\_sheet.doc](http://www.ebrd.com/pages/workingwithus/procurement/notices/csu/contact_sheet.doc).

The above information should not exceed 25 pages excluding CVs and contact sheet.

The complete expression of interest (including CVs, Consultant Declaration and Contact Sheet) should be submitted, in English electronically through **e-Selection**, to reach the Bank not later than the closing date. The expression of interest should ideally be in one file (pdf) not to exceed 4MB.

**EBRD Contact Person:**

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Technical Co-operation  
European Bank for Reconstruction and Development  
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London EC2A 2JN  
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**Notes:**

1. Pre-qualified consultants will be considered for shortlisting for specific CDP assignments by the EBRD clients .
2. The criteria for pre-qualification:
  - (i) Specific experience and capability of the consultant firm(s) related to the assignment: 20%
  - (ii) Approach and methodology: 20%
  - (iii) Qualifications of Key Experts: 50%
  - (iv) Availability of local/junior staff and knowledge of Russian: 10%