



# ENERGIE ȘI BIOMASĂ

Resurse energetice alternative pentru Moldova



## **Pre-proposal conference** **Elaboration of 7 feasibility studies for replicating the** **Public-Private Partnerships (PPP) designed to deliver** **biomass-based heat services in districts of Moldova** **RFP15/00946**

**11 February 2015, 11:00**

**LeRoi International Business Center, 29 Sfatul Tarii str., of.305, Chisinau**

Participants	
7 representatives of 7 companies attended the meeting	
UNDP Moldova	
1. Alexandru Ursul	Project Manager, MEBP
2. Mihai Maciuca	MEBP Procurement and Contract Management Officer

### Background:

On 03 February 2015 UNDP Moldova issued a Request for Proposal for the Provision of seven feasibility studies on replicating Public-Private Partnerships for establishing biomass based heat delivery service in seven rayons of Moldova. The deadline for submission of the proposals is 24 February 2015, 16:30 local time. The purpose of the Pre-bidding Conference is to inform interested companies on the procurement procedures and to respond to the questions of the participants.

According to the Request for Proposal the interested companies/NGOs shall provide their offers for conducting seven feasibility studies on establishing a Public-Private Partnership (PPP) for biomass based heat delivery services and to elaborate the tender documentation sets for the selection of the private agents.

The participants that attended the meeting were warned that the proposals should be presented in 2 separate envelopes; first should include operational and technical documentation, and Proposal form; the second should include the price schedule/financial proposal. If sent by email, technical proposal shall be separated from the financial proposal and both files must be password protected.

In essence the project aims at establishing Public-Private Partnerships (PPPs) in 7 districts of Moldova for provision of biomass based heat delivery services by a private agent against a tariff. The private partner will identify the facilities that are to be heated, provide biomass fuel and contract boiler operators. The public partner may concede some of the heating infrastructure that already exists in the districts to the private partner, yet the private partner may be also required to invest in the installation of some new biomass based boiler plants. The PPPs may differ from each other, in some cases it might be based on a single public building that is to be heated, in other cases it may include a higher number of buildings, importantly though is to provide an accurate analysis proving the feasibility of the PPP.

### **Moldova Energy and Biomass Project**

The work shall be carried over a period of 2 years: three feasibility studies are to be delivered by July 2015, the other four feasibility studies - by February 2016. In addition, the contractor will develop and present a report summarizing key findings of the assignment. The selected contractor shall also provide support to the public authorities in conducting the selection of the private partners and implementation of PPP contracts.

One peculiarity of the assignment is the fact that the Project plans to implement 7 PPPs, yet the actual number may be lower, depending on the result of the selection of public administrations.

#### Questions and answers:

*Q: Mentioning there must be elaborated 7 feasibility studies, could you specify the number of localities or the number of public buildings that will undergo the appraisal in each case?*

A: The districts, the number of localities as well as the number of public buildings that will be included in the appraisal are not known. The offerors will need make a reasonable estimation of the average workload per district.

*Q: On selection of facilities, the contractor will need to also estimate what works need to be performed to insure a fully functional heating system?*

A: The contractor shall also assist the beneficiaries in determining the estimated costs a biomass heating system in case it would be required to build a new one, or just to estimate the operation costs if the heating system is in place.

*Q: Should the contractor also determine the tariffs for the heating?*

A: Yes. The contractor shall also be deemed to determine the tariffs that should be applied in each PPP case based on which the length of PPP contract would be calculated.

*Q: Who is the final responsible body for the approval of the feasibility studies?*

A: The Public Property Agency is the approving body.

*Q: In what language should be presented the tender documentation for the selection of private partner? Should it be translated in other languages?*

A: The feasibility studies and the tender documentation should be developed in Romanian. However it is estimated that at least 2 feasibility studies would need to be developed in Russian language, so offerors should also include translation costs as it may be applicable.

*Q: A similar feasibility study was developed by the project some time ago. Is it operational?*

A: Yes. The PPP is fully operational and was launched in 2014. The feasibility study may be found on the following webpage: [http://biomasa.md/data/1011/file\\_2846\\_0.pdf](http://biomasa.md/data/1011/file_2846_0.pdf).

*Q: Referring to the Financial Proposal Form, could you specify there are any limitations in specifying items of cost in section B. Cost Breakdown by Cost Component?*

A: Referring to the Financial Proposal Form it must be mentioned that offerors **are not allowed to modify the section A** (Cost Breakdown per Deliverables). However, **section B** is meant to give details on how the price of each deliverable is formed. This means that for each deliverable indicated in **Section A** of the Price Schedule should be provided a Breakdown per Cost Component following the table given in **Section B**. In this specific case there are 10 deliverables for which Proposers should provide 10 Cost Breakdown per Cost Component tables (**section B**) respectively. Yet, the format shown in **Section B** is suggested for use as a guide including specific expenditures, which may or may not be required or applicable but are indicated to serve as examples. Consequently, Proposers may modify the Section B as it may be necessary to better reflect the costs included in the overall price.

*Q: Eligibility documents must be translated to English?*

A: Eligibility documents such as certificates, licenses, etc. can be presented in original language without a translation in “Certified True Copy” form.

*Q: The PPP tender shall be limited to local companies only or it will be open for everyone’s participation?*

A: As a principle the competition should be open to all entities, however the feasibility study should demonstrate the need to impose limitations if applicable.

Answers to email enquiries:

*Q: Is there a mandatory requirement to submit an Acknowledgement Letter prior to submission of offer?*

A: There is no such requirement. Each prospective offeror decides whether or not to send an acknowledgement letter, UNDP however encourages all prospective offerors to confirm their intention. But even if an acknowledgement was not sent offerors can still submit a proposal by the deadline of the competition.