



Request for Expression of Interest

**for EPC services for a 100 MW wind turbine power plant
in Singida, Tanzania**

**Wind East Africa Limited (Wind EA)
5th Floor Barclay House, P. O. Box 11133
Dar es Salaam, Tanzania**

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1 Disclaimer

The following Request for Expression of Interest (“**RfEoI**”) has been created with the purpose of carrying out a prequalification process for applicants to be invited to take part in a competitive tender for the design, construction, and maintenance of a wind turbine power plant.

The issuer of this RfEoI, Wind East Africa Limited (“**Wind EA**”), reserves the right to terminate further participation in the RfEoI or direct proposal submission process by any party, to change the structure and timing of the prequalification and subsequent tender process, to refuse participation of any particular party in the subsequent tender process, to amend the information contained in this RfEoI or to terminate the RfEoI process.

The applicant will be responsible for all costs, expenses and other liabilities incurred for the submission.

A mandatory requirement of applicants is that they must also abide by all Tanzanian and internationally recognized anti-corruption and anti-bribery policies, including the US Foreign Corrupt Practices Act and the UK Bribery Act 2010.

2 Introduction

2.1 The Project

The 100MW Wind EA Singida wind power project (“**Project**”) site is located approximately 5km southeast of the town of Singida generally between the following coordinates:

South West Corner: 4°56'53.81"S, 34°44'15.58"E

North East Corner: 4°51'17.22"S, 34°50'22.67"E

The Singida wind turbine power plant is to be built under a full-wrap, turn-key, lump sum, fixed price, date-certain engineering, procurement and construction (“**EPC**”) contract (“**EPC Contract**”). The Project rated output will be approximately 100MW utilising circa 3 MW wind turbines. The EPC Contract provisions will include schedule and performance bonuses as well as liquidated damages for delay and performance to fully compensate Wind EA for any loss of revenue as a result of such delay.

The Project will connect to the TANESCO substation in Singida through a 7.5km 220kV line and will include a 33kV collection grid and 33kV/220kV substation at the wind farm site.

The major elements of the scope for the EPC contract will include:

Wind turbines

Manufacture and marine delivery of turbines to the port of Dar es Salaam, import and customs procedures, payment of all applicable taxes, fees and levies, road transport to site, civil / foundation works, construction, testing and commissioning (including the supply of any necessary installation equipment such as cranes, and site construction power and water), and spares.



Balance of Plant

Approximately 45km of 33 kV collection network, wind turbine step up transformers including connection to the wind turbines, 33kV/220kV wind farm substation, 7.5km of 220kV transmission line from the wind farm substation to the Singida substation, 36km of internal site roads, upgrade of the TANESCO substation in Singida (addition of one bay), warehouse for spare parts, fully supplied workshop, offices, control room, accommodation buildings and facilities for employees, supply and installation of wind farm communication, control and monitoring system (incl. weather/wind farm output forecasting, SCADA, optic fibre connection, telephone line and internet connection).

2.2 The Employer

Wind EA is a limited liability company set up by a consortium comprising Six Telecoms Limited (“**Six Telecoms**”), Aldwych International Limited (“**Aldwych**”) and the International Finance Corporation of the World Bank Group (“**IFC**”).

Six Telecoms, the Project’s founding partner, is a wholly Tanzanian owned company and is an international wholesale telecommunications carrier and value added services provider to mobile network operators & internet service providers across Tanzania, East Africa and globally. Six Telecoms is a strategic investor and shareholder that brings extensive project development and project management capabilities to the Project.

Aldwych, is a leading developer of power projects in sub-Saharan Africa. Aldwych’s business is to develop, construct (or acquire), manage, own and operate electricity generation projects across sub-Saharan Africa. Its founders and management have a long history of international power industry experience including in Tanzania, Uganda, South Africa, Cameroon and Nigeria, which dates back to the mid-1990s. They also have extensive operational experience, including several projects in sub-Saharan Africa. Aldwych, together with Danish partners, financed, built and now operates the 90MW Rabai power plant near Mombasa, Kenya. Aldwych operates a coal power plant of 360 MW in South Africa and is the largest shareholder in the 310 MW wind farm in Lake Turkana, in Kenya, which will commence operations in 2017. In addition, Aldwych is managing the construction of a 459 MW open cycle gas fired power plant in Nigeria (Azura) and a 200 MW dual fuel (gas and liquid) fired combined cycle gas turbine power plant in Ghana (Amandi).

IFC, a member of the World Bank Group, is the largest global development institution focused exclusively on the private sector. While the IFC is focused on the financing of projects, its sister organization, InfraVentures was established to invest specifically in the co-development of renewable energy projects in sub-Saharan Africa. The IFC helps developing countries achieve sustainable growth by financing investment, mobilizing capital in international financial markets, and providing advisory services to businesses and governments.

3 Procurement process

The procurement process will be administered by Aldwych on behalf of Wind EA.



The procurement process will follow the requirements in Tanzania and, if applicable, the framework for competitive procurement established by EWURA.

To optimize the process, there will be three stages:

1. **The RfEol.** During this stage, interested parties are invited to express their interest in the Project. Wind EA intends to shortlist qualified companies from those who respond to this RfEol.
2. **Detailed proposals.** Shortlisted companies from stage 1 will be requested to submit detailed tenders in response to a request for proposals to be issued by Wind EA.
3. **Best and Final Offers.** It is anticipated that best and final offers will be invited from no more than three tenderers from stage 2.

3.1 Expression of Interest

The first stage of the procurement process is this Expression of Interest (“Eol”) round. Its purpose is to shortlist qualified companies which will then be invited to submit detailed tender responses. The selection process is described in the following paragraphs.

3.2 Evaluation

The evaluation of the Eols during the prequalification stage is based on the criteria stated in the table below. Please add to your Eol the necessary documentation as stated below to demonstrate your capability to successfully implement the Project.

Criterion	Supporting documents
Organization	Please provide an organizational chart of your company or bidding entity.
Financial strength and stability	Please submit the last three annual reports of both the bidding entity and the ultimate shareholders.
Project references	Please supply a list of completed comparable projects with sufficient identifying details, including the roles and responsibilities of each party.
Proposed Wind Turbine	Please submit a full description and technical data of the wind turbines that may be proposed for the Singida Project assuming a Class II or Class III site, including relevant certifications and reference list/track record.
Quality assurance	Please describe the quality management system, you have established.
Financing support	Please provide a description of any export credit or development financing that your company might bring to the Project.
Work plan & time frame	Please provide a draft work plan and proposed construction time frame.
Miscellaneous	Please provide any other supporting document you regard as necessary to fully describe your bidding entity.



4 Local content

The procurement process will include any local content requirements.

5 Schedule

The timeframe for this RfEol process is provided in the table below. The schedule for the further phases shall be circulated to the selected bidders, however, Wind EA anticipates that the second phase will commence upon the completion of the current ongoing PPA negotiations.

Milestone	Date
Announcement of RfEol process	March 8, 2017
Deadline for questions about the RfEol process	March 29, 2017
Provision of answers to questions	April 14, 2017
Deadline for submission of RfEol	April 21, 2017
Announcement of Selection of bidders to the tender	May 3, 2017

6 General instructions

Applicants are advised that the following mandatory instructions apply to the evaluation of responses:

- Bidders may be individual companies, joint ventures or consortia. Unincorporated joint ventures and consortia shall have joint and several liability and are required to identify their percentage stake and area of expertise in the organisational chart requested. Financial information of all parties is to be provided. CVs of key personnel are to indicate their individual company.
- The Eol shall be submitted in the English language. If supporting documents are in another language, they have to be accompanied by an authorised translation and in that case, Wind EA will rely on the English translation.
- All communication has to be undertaken by email to Singida@windea.co.tz and Finance.Singida@aldwych-international.com. No verbal communication will be accepted.
- Expressions of Interests which do not conform to the instructions of this request or which contain qualifying conditions may be rejected.
- The RfEol process and the subsequent tender process will conform with the laws and regulations of the United Republic of Tanzania.
- The EPC Contract will be governed by the laws of England and Wales, and place of jurisdiction will be England and Wales.
- Dispute resolution will be under ICC rules and the place of arbitration will be London.



- Bidders selected after the EoI process will be provided additional information in the Project's data room. Bidders who request access to the data room must sign an NDA prior to the receipt of such data.