

Request for Proposals

RFP-MLET-2020-02

Activity Title: “Transaction advisory support to the Armenian Renewable Resources and Energy Efficiency Fund (R2E2) in relation to the grid-connected 200 MW solar PV plant (Ayg-1)”

Issuance Date: June 15, 2020

Deadline for Receipt of Questions: June 19, 2020 at 05:00 PM, Yerevan, Armenia

Closing Date and Time: July 1, 2020 at 05:00 PM, Yerevan, Armenia

Issuance of this RFP does not constitute an award commitment on the Tetra Tech ES, Inc., nor does it commit to pay for any costs incurred in preparation or submission of comments/suggestions of a proposal.

Proposals are submitted at the risk of the offerors. All preparation and submission costs are at the offeror’s expense.

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1. INTRODUCTION

The purpose of this RFP is to provide consultancy transaction advisory services to advise and assist the Armenia Renewable Resources and Energy Efficiency Fund (R2E2) in the successful implementation of its process to select a developer for the grid-connected 200 MW solar PV plant, Ayg-1 (the Project), for which a Request for Qualification was recently issued:

<https://r2e2.am/en/announcements/?fbclid=IwAR0ZG0hXVQINxYnbw21Xh5llkLg2ypgi-oQ01CJzn7-Ng519FDL6EHLHIS4>.

In particular, the assistance will help to prepare, organize, execute and finalize the Tender for the Project and support negotiations with the first-ranked developer (to be selected) and its lenders until the Project achieves Financial Close, defined as completion of all negotiations, signing of all contractual agreements, satisfaction of all the conditions for the funding to the Project to become available, and commencement of construction.

When performing the required advisory services, the Consultant shall ensure that:

- the Project is developed and structured in a timely manner as a bankable project in a manner consistent with best international market practices for Public-Private Partnership (PPP) power projects, including recently concluded private solar power projects;
- the interests of the R2E2 and the Government of Armenia are protected; and
- the financial arrangements of the Project and the Project Agreements and other associated documents comply with the laws of Armenia and are fair and equitable to all stakeholders.

The transaction should be designed in a manner that balances the need to attract the maximum interest from creditworthy, qualified and experienced investors in the global market to get competitive tariffs during the bidding process, with the desire to minimize the level of government support needed.

2. BIDDER'S QUALIFICATIONS

Bidder must provide the following information in order to be qualified for the procurement process:

1. Company's information, including official registered title, type of business, address, and contact person information.
2. Overall technical approach to fulfill the specifications defined in Attachment A – Transaction advisory support to the Armenian Renewable Resources and Energy Efficiency Fund (R2E2) in relation to the grid-connected 200 MW solar PV plant (Ayg-1).
3. Demonstrated company experience providing transaction advisory services to implement successful procurement processes to for grid-connected solar generation, with preference to experience in Armenia, as further detailed in Attachment A, Section 2.3 (a).
4. Certification that the company is not owned or controlled in total or in part by any entity of any government.
5. Certification by any subcontractor engaged by the company for this project that the subcontractor is not owned or controlled in total or in part by any entity of any other government.

6. The Offeror shall complete and sign the Representations and Certifications found in Attachments C to this document and include them with the Offeror's proposal. Proposals that do not include these certifications will not be considered.

3. SOURCE, ORIGIN AND NATIONALITY RESTRICTIONS

The USAID authorized geographic code for the Market Liberalization and Electricity Trade (MLET) Program is 937 defined as (the United States, the Cooperating Country, and developing countries other than advanced developing countries, but excluding any country that is a prohibited source) and 110. For accurate identification of developing countries, advanced developing countries, and prohibited sources, please refer to Automated Directives System (ADS) Chapter 310 entitled "Source and Nationality Requirements for Procurement of Commodities and Services Financed by USAID" (<http://www.usaid.gov/policy/ads/300/310.pdf>). All commodities and services supplied under any subcontract resulting from this RFP must meet this geographic code in accordance with the US Code of Federal Regulations 22 CFR §228. A list of "Advanced Developing Countries" may be found at <http://www.usaid.gov/sites/default/files/documents/1876/310mab.pdf>. In the case of this program, Armenia is a qualified country.

4. SUBMISSION OF PROPOSALS

All proposals are due on July 1, 2020 no later than 05:00 PM (17:00), time of Yerevan, Armenia. Proposals must be submitted as follows:

- Proposals should be submitted in English
- Via e-mail in the following formats: Adobe Acrobat or Microsoft Word and/or Excel
- Proposals submitted via e-mail must be sent to Mlet.procurement@tetrattech.com

All proposals must fully respond to the Scope of Work enclosed as Attachment A, as well as the information requested above and below and must include cost proposals in the format provided in Attachment B. Proposals received after the above-stated due date and time will not be considered for this procurement.

For any information inquiry, please contact (via e-mail only) to Mlet.procurement@tetrattech.com and please include "RFP-#MLET-2020-02 Solar Transaction Advisory" as the e-mail subject line.

The Technical and Cost Proposals must be submitted in two separate e-mails. The Technical Proposal should not contain any reference to cost or pricing.

5. QUESTIONS AND CLARIFICATIONS

All questions or clarifications regarding this RFP must be in writing and submitted, in English, to Mlet.procurement@tetrattech.com by June 19, 2020, no later than 5 PM (17.00), Yerevan, Armenia. Questions and requests for clarification, and the responses thereto, will be circulated to all RFP recipients.

Only written answers from Tetra Tech will be considered official and carry weight in the RFP process and subsequent evaluation. Any answers received outside the official channel, whether received verbally or in writing, from employees or representatives of Tetra Tech, or any other party, will not be considered official responses regarding this RFP.

6. PROPOSALS PREPARATION INSTRUCTIONS

All Offerors must follow the instructions set forth herein in order to be qualified for the procurement process. If an Offeror does not follow the instructions set forth herein, the Offeror's proposal may be eliminated from further consideration or the proposal may be downgraded and not receive full credit under the applicable evaluation criteria.

Separate Technical and Cost Proposals must be submitted. The Technical Proposal should not contain any reference to cost or pricing. All proposals should be submitted in English.

Technical Proposal

The technical proposal (excluding any provided CVs) shall not exceed 10 pages, single-spaced with 11-point font and not less than 1" (one inch) margins. Proposals will be scored on a 100-point scale. Available points for each evaluation factor are given below. Offerors must address each evaluation factor.

The outline for the technical proposal is stated below:

A. Organization's Information

1. Organization's information, including official registered title, type of business, list of offices if applicable, address, telephone, fax and website.
2. Organization's DUNS number (see also Section 9 below)
3. Authorized point of Contact with phone number(s) and email address

B. Technical Approach

A brief narrative that describes how the Offeror proposes to implement the Activities to prepare the deliverables as identified in Section 2.2 (Scope of Work) in **Attachment A**. This narrative must also include:

1. A brief description of the risks associated with delivery of the AAF and how the Offeror proposes to manage delivery of the services to mitigate those risks, including but not limited to how the Offeror will interact with the MLET Program team and key counterparts at the EPSO and other local stakeholder entities; and
2. A draft work schedule that details the proposed activities over the course of the period of performance, matching the milestone deliverables as described in Section 2.4 in Attachment A with dates proposed by the Offeror.

Information which the Offeror considers proprietary, if any, should be clearly marked "proprietary" next to the relevant part of the text and it will then be treated as such.

C. Company experience

Demonstrated company experience providing transaction advisory services to implement successful procurement processes for grid-connected solar generation, with preference to experience in Armenia, as further detailed in Attachment A, Section 2.3 (a).

D. Staffing Proposal

Present a narrative that includes: Team composition (names, specialties/area of expertise, position/role, etc.), with short bios, and task assignments to perform the activities described in the SOW, which aligns with the Offeror's technical approach, and matches the Requirements identified in Attachment A, Section 2(b). Curriculum vitae (CVs) should clearly indicating proposed roles in the team composition and management approach.

Cost Proposal

A. Detailed Budget

Bidder shall complete **Table 1 and Table 2 of Attachment B "Detailed Budget"** in order to allow Tetra Tech ES, Inc. to compare all quotes and make a competitive selection. The budget should be provided in Excel format with unlocked cells.

A price must be provided for each project component to be considered compliant with this request. The price proposal should include the individual line items shown in the template, e.g., fully-burdened daily rates, office costs, and other direct costs. Offers must show unit prices, quantities, and total price. All items, services, etc. must be clearly labeled and included in the total offered price. The price proposal shall also include a budget narrative that explains the basis for the estimate of every cost element or line item. Supporting information must be provided in sufficient detail to allow for a complete analysis of each cost element or line item. Tetra Tech reserves the right to request additional cost information if the evaluation committee has concerns of the reasonableness, realism, or completeness of an Offeror's proposed price.

Bidders shall provide unit pricing in U.S. dollars. Prices quoted in this document shall be valid for a 60-day time period and include all relevant taxes and other costs.

B. 1420 Forms for the proposed key personnel

For each staff member proposed, the Offeror shall submit a completed and signed USAID 1420 forms. USAID form 1420 can be downloaded here: <https://www.usaid.gov/forms/aid-1420-17>

C. Proposed Billing Rates Certification

Document on company letterhead certifying the labor rates being proposed are standard rates and have been previously billed to clients for similar work.

D. Representations and Certifications

These documents can be found in Attachments C of this RFP and must be submitted as part of the Cost Proposal.

Under no circumstances may cost information be included in the technical proposal. No cost information or any prices, whether for deliverables or line items, may be included in the technical proposal. Cost

information must only be shown in the cost proposal. Failure to comply with this requirement will make the technical proposal invalid and not subject to further consideration.

7. EVALUATION CRITERIA

Award will be made to the bidder representing the best value in consideration of technical and cost factors. Technical criteria are more important than cost, although prices must be reasonable and cost realism will be considered in the evaluation. Bidders are encouraged to provide a discount to their standard commercial rates.

Tetra Tech reserves the right to conduct discussions with selected bidder(s) in order to identify the best value offer. Award of any resulting Subcontract Agreement shall be made by Tetra Tech on a best value basis. Tetra Tech reserves the right to request a test assessment from bidders to assess their qualifications.

The submitted technical information will be scored by an evaluation committee using the following technical evaluation criteria (75 points).

Given the specific expertise required to perform the services in question only bids with a technical score of 50 points or more will be considered for evaluation of their cost proposals.

Proposals will be scored on a 100-point scale. Available points for each evaluation factor are given below.

Technical Proposal (75 points)

Evaluation Criteria for Technical Proposal		Points
I. Technical Approach		25
	Narrative description of Activities proposed approach to prepare the deliverables as detailed in Attachment A Section 2.2	
II. Company Experience		25
	Demonstrated company experience providing transaction advisory services to implement successful procurement processes to for grid-connected solar generation, with preference to experience in Armenia, as further detailed in Attachment A, Section 2.3 (a).	
III. Proposed Staffing		25
	Demonstrated knowledge, skills, and experience of proposed personnel relevant to their assigned roles, in response to the requirements as detailed in Attachment A, Section 2.3(b)	
TOTAL		75

Cost Proposal (25 points)

The lowest cost proposal from technically qualified bidders will receive the maximum score of 25 points.

All other proposals which meet the minimum technical evaluation threshold will be scored inversely proportional to their price and computed as follows:

$$S_f = 25 * (F_m/F), \text{ where}$$

$$S_f = \text{Cost Proposal Score of the proposal evaluated}$$



F_m = Price of the lowest priced Cost Proposal among those qualified
 F = Price of the Cost Proposal under consideration

The Offeror should submit a **Detailed Budget** reflecting the cost of completing the Technical Approach to deliver the SOW. Bidders shall complete **Attachment B – Detailed Budget**. Labor rates quoted in this document shall be fully-burdened with all indirect costs, taxes and fee, if any.

Tetra Tech reserves the right to conduct discussions with selected bidder(s) in order to identify the best value offer. Award of any resulting Subcontract Agreement shall be made by Tetra Tech on a best value basis, with evaluation of proposed price as well as proposed services and implementation schedule.

8. TERMS OF PAYMENT

Payment terms for the awarded Subcontract Agreement shall be net forty-five (45) days after satisfactory completion and acceptance and of services and deliverables. Payment shall be made by Tetra Tech ES, Inc. via bank wire transfer.

9. DUNS NUMBER AND SAM.GOV REGISTRATION

If the proposed fixed price is above \$30,000, the successful bidder will be required to furnish a DUNS number and proof of SAM.gov registration within 24-48 hours of notice of award. Information regarding obtaining a DUNS number may be found here: <https://fedgov.dnb.com/webform>

10. NEGOTIATIONS

Best offer proposals are requested. It is anticipated that a subcontract will be awarded solely on the basis of the original offers received. However, Tetra Tech reserves the right to conduct discussions, negotiations and/or request clarifications prior to awarding a subcontract. Furthermore, Tetra Tech reserves the right to conduct a competitive range and to limit the number of offerors in the competitive range to permit an efficient evaluation environment among the most highly rated proposals. Highest-rated offerors, as determined by the technical evaluation committee, may be asked to submit their best prices or technical responses during a competitive range.

11. MULTIPLE AWARD/NO AWARD

Tetra Tech ES, Inc. reserves the right to issue multiple awards. Tetra Tech ES, Inc. also reserves the right to issue no awards.

ATTACHMENT A – TECHNICAL SPECIFICATION**TECHNICAL SPECIFICATION**

SCOPE OF WORK: Transaction advisory support to the Armenian Renewable Resources and Energy Efficiency Fund (R2E2) in relation to the grid-connected 200 MW solar PV plant (Ayg-1)

PERIOD OF PERFORMANCE: July 15, 2020 (or Contract issuance date) through December 2021

PLACE OF PERFORMANCE: Yerevan, Armenia

1. Background

Tetra Tech ES, Inc., is seeking a company to provide support to the Armenia Renewable Resources and Energy Efficiency Fund (R2E2) in the successful implementation of its process to select a developer for the grid-connected 200 MW solar PV plant, Ayg-1.

This work will be completed under the Armenia Market Liberalization and Electricity Trade (MLET) Program, funded by the United States Agency for International Development (USAID) and implemented by Tetra Tech ES, Inc. The over-arching purpose of the USAID/Armenia MLET Program is to improve the electricity market and support electricity trade with Georgia by helping the Ministry of Territorial Administration and Infrastructure (MTAI), the Public Services Regulatory Commission (PSRC) and energy institutions to adopt legal-regulatory reforms, accelerate implementation of market liberalization mechanisms and strengthen Armenia-Georgia cross-border trade.

2. Statement of Work**2.1 OBJECTIVE**

The objective of the assignment is to advise and assist the R2E2 Fund to prepare, organize, execute and finalize the Tender for the Ayg-1 grid-connected 200 MW solar PV generation project (the Project) and all the negotiations with the first-ranked developer (to be selected) and its lenders until the Project achieves Financial Close, defined as completion of all negotiations, signing of all contractual agreements, satisfaction of all the conditions for the funding to the Project to become available, and commencement of construction.

When performing the required Transaction Advisory services, the Consultant shall ensure that:

- the Project is developed and structured in a timely manner as a bankable project in a manner consistent with best international market practices for Public-Private Partnership (PPP) power projects, including recently concluded private solar power projects;
- the interests of the R2E2 Fund and the Government of Armenia are protected; and
- the financial arrangements of the Project and the Project Agreements and other associated documents comply with the laws of Armenia and are fair and equitable to all stakeholders.

The transaction should be designed in a manner that balances the need to attract the maximum interest from creditworthy, qualified and experienced investors in the global market to get competitive tariffs during the bidding process, with the desire to minimize the level of government support needed.

It is expected that the Consultant will coordinate at all times when necessary with other consultants of R2E2 in respect to the preparation of the Project Agreements to ensure no redundancy of effort or duplication of costs. Furthermore, to the extent possible, the Consultant should seek to make use of existing materials to avoid any unnecessary duplications of work.

2.2 SCOPE OF WORK

The Consultant will include legal, commercial, financing and technical experts as detailed below to address the Tasks and provide the deliverables listed below and must have experience in structuring, negotiating and financing of similar independent power projects. The Consultant will be responsible for its own logistics (e.g., including getting to and from meetings and site visit locations, as required by the R2E2 Fund).

TASK 1: Project Assessment

1.1 Contracts Assessment

- Review a set of draft Project Agreements to be included in the Request for Proposals (RFP) package based on the contractual framework identified as suitable for the Project. The set will include, *inter alia*, a Power Purchase Agreement, a Government Support Agreement (or similar) and any other documents as required to specify the Project. The draft Project Agreements will include all necessary annexes and subsidiary documentation, e.g. technical and performance specifications, project performance monitoring regime, code of construction practice, requirements for network integration, etc.;
- Assist the R2E2 in efforts to obtain agreement from the Government of Armenia on adopting the prepared draft Project Agreements for the purpose of tendering and negotiations.

Deliverable 1: The full set of draft Project Agreements suitable for issuance as a draft RFP, which will be shared with pre-qualified bidders for review, comments and discussion prior to any planned Bidders' Conference or similar pre-bid meetings.

1.2 Support to the Bidding Process

The Consultant shall provide all necessary administrative support to the R2E2 Fund for the efficient and professional management of the bidding process. This should include but not be limited to the following:

- Establish and manage a data room containing all relevant project information;
- Facilitate effective engagement between the R2E2 Fund and the bidders, including *inter alia* responding to queries raised on the RFP, including the draft Project Agreements; assisting in arranging, conducting and documenting (minutes) of all pre-bid meetings;
- Based on the agreed schedule and taking into account comments and opinions as expressed by the pre-qualified bidders and the Government of Armenia, prepare the final RFP, including all associated Project Agreements and other legal documents, suitable for issuance.

Deliverable 2: The full set of final Project Agreements suitable for issuance as the Request for Proposals.

TASK 2: Bid Evaluation Phase

2.1 Legal and Commercial Evaluation

- Assist and advise the R2E2 Fund in establishing the substantial responsiveness of each proposal to the RFP;
- Assist and advise the R2E2 Fund in the evaluation of the bids in relation to the legal and commercial conditions contained in the RFP, having due regard to any material deviation from the bid documentation including but not limited to the Project Agreements;
- Assist the R2E2 in obtaining clarification from the bidders as required in evaluating the bids received;
- Assist and advise the R2E2 Fund on the legal and commercial implications of the bids received;
- Assist and advise the R2E2 Fund in the selection of a preferred bidder in accordance with the evaluation basis contained in the RFP.

Deliverable 3: Completed procurement documentation as required to establish the rank-ordering of bids received in regard to the legal and commercial evaluation factors as presented in the RFP.

2.2 Technical Evaluation

- Assist in evaluation of technical configuration and specifications included in the bids (including but not limited to availability, major and annual maintenance schedules, etc.) to determine compliance with bid specifications;
- Verify project implementation schedule furnished by the bidders;
- Advise the R2E2 Fund in relation to all other technical matters incidental to the RFP;
- Assist in finalizing the technical evaluation report and discuss findings with the R2E2 Fund and other representatives or consultants of the Government of Armenia as necessary.

Deliverable 4: Completed procurement documentation as required to establish the rank-ordering of bids received in regard to the technical evaluation factors as presented in the RFP.

2.3 Financial Evaluation

- Advise the R2E2 Fund in establishing the underlying financial and commercial assumptions used by different bidders and the conformity to the RFP;
- Report on the financial strength and the credibility of both equity investors and the identified lenders or debt underwriters with respect to commitments and proposal given by each party;
- Assist in finalizing the financial bid (tariff) evaluation report and discuss findings with the R2E2 Fund and other representatives of the Government of Armenia as necessary.

Deliverable 5: Completed procurement documentation as required to establish the rank-ordering of bids received in regard to the financial and commercial evaluation factors as presented in the RFP.

TASK 3: Contract Negotiation Phase and Support toward Financial Close

The Consultant shall assist the R2E2 Fund and the Government of Armenia in the negotiations with the preferred (evaluated first-ranked) bidder, its main contractor(s) and its lenders. Activities shall include, but not be limited to, the following:

- Assist the R2E2 Fund and the Government in negotiating with the preferred bidder within a pre-arranged timeframe and within the framework of the RFP and specific deviations/ exception requested by the preferred bidder in keeping with accepted international norms;
- Review the other Project contracts (in particular for construction, maintenance and operation of the Project) and finance documents proposed by the preferred bidder;
- Assist the R2E2 Fund and the Government in negotiating with the preferred bidder, its main contractor(s) and its lenders the relevant provisions of such other Project contracts and finance documents referred to above;
- Maintain a relationship with second- and third-place bidders, including managing bid bonds and on-going discussions, to prepare for a scenario where the preferred bidder withdraws;
- Assist and advise the R2E2 Fund and the Government in the preparation of the final set of Project Agreements and make recommendations for its execution;
- Prepare reports on agreement, negotiations/position papers on any controversial issues;
- Provide recommendations and final version of the Project Agreements for execution;
- Review and/or issue legal opinions;
- Compare English and Armenian versions Project documents if needed insure translation.

Deliverable 6: Periodic reports as agreed with the R2E2 Fund to document on-going progress and issues arising in the process of moving toward Financial Close.

2.3 MINIMUM CONSULTANT QUALIFICATIONS

- a) The Consultant as a company shall demonstrate the following minimum qualifications:
 - General experience in advising governments on the legal, commercial, technical and financial aspects in PPP transactions in power generation - preferably renewables - during the last 3 years
 - Specific experience advising on legal, commercial, technical and financial aspects to reach financial close of renewable energy transactions, preferably in solar power, in the Region during the last 3 years, preferably in Armenia.
 - Experience in legal, commercial, and financial advisory support under the projects financed by International Financial Institutions projects during last 3 years.

- b) The Consultant shall propose suitable individuals for the following key staff positions:

Position	Requirements
Project Director	<ul style="list-style-type: none"> • At least Master’s Degree (or equivalent) in Economics, Business or Finance, with preference for additional qualification in engineering disciplines (civil, mechanical, electrical, electronic). • At least fifteen(15) years of experience in project development and project management, with demonstrated extensive experience in managing transaction teams and dealing with stakeholders from both public and private sectors. • Demonstrated successful commercial and financial close experience supporting public sector and private sector/lenders in similar project contexts. • Demonstrated outstanding negotiation and communication skills. • CV of the Project Director shall include a deal sheet showing projects reaching a) commercial and b) financial close, indicating the role played and who the client (public/private, buyer/seller) was.
Solar PV Expert	<ul style="list-style-type: none"> • At least Master’s Degree in a related Engineering specialization • Minimum of five (5) years of experience in the solar PV sector, including at least three (3) years of experience in PV power plant development projects.
Financial Advisor	<ul style="list-style-type: none"> • At least a Master’s Degree (or equivalent) in Economics, Business or Finance. • Minimum ten (10) years of experience in financial advisory services for infrastructure and energy projects. • As the Financial Advisor will work closely with the Project Director to lead and manage the Financial Advisory team, familiarity with - Public-Private Partnerships and concessional/public finance should also be demonstrated. •
Procurement Specialist	<ul style="list-style-type: none"> • At least a Master’s Degree in Economics, Business or Finance • Demonstrated experience of at least five (5) years in project procurement, including utility-scale solar PV and other renewable energy projects). • Demonstrated ability to provide guidance and support to ensure compliance with applicable procurement requirements and to assist the Financial Advisory team in designing and implementing a bidding and evaluation process that meets applicable standards of fairness and transparency.
Local Legal Advisor	<ul style="list-style-type: none"> • Minimum of Master’s Degree in law from an accredited Armenian or international university • At least ten (10) years of relevant legal experience, at least three (3) years of which as legal counsel to government entities, commercial banks, multilateral and bilateral development finance institutions and/or private sponsors in connection with power sector projects. • Demonstrated excellent familiarity with the Armenian legal framework in energy sector. • Demonstrated ability to obtain, analyze, and evaluate a variety of legal data, organize and present legal and technical information in concise written and oral form, identify, explain, and resolve important and complex legal issues, furnish information and advice/counsel in assigned areas objectively. • Effective English written and oral communication skills are required.

2.4 DELIVERABLE SCHEDULE

Task	Deliverable	Date
1. Project Assessment - 1.1 Contracts Assessment	Deliverable 1: Full set of draft Project Agreements suitable for issuance as a draft RFP to be shared with pre-qualified bidders for review, comments and discussion.	<i>To be proposed</i>
1. Project Assessment - 1.2 Bidding Process Support	Deliverable 2: Full set of final Project Agreements suitable for issuance as the RFP.	<i>To be proposed</i>
2. Bid Evaluation - 2.1 Legal & Commercial Evaluation	Deliverable 3: Completed procurement documentation as required to establish rank-ordering of bids received in regard to legal and commercial evaluation factors presented in the RFP.	<i>To be proposed</i>
2. Bid Evaluation - 2.2 Technical Evaluation	Deliverable 4: Completed procurement documentation as required to establish rank-ordering of bids received in regard to technical evaluation factors presented in the RFP.	<i>To be proposed</i>
2. Bid Evaluation - 2.3 Financial Evaluation	Deliverable 5: Completed procurement documentation as required to establish rank-ordering of bids received in regard to financial and commercial evaluation factors presented in the RFP.	<i>To be proposed</i>
3. Contract Negotiation & Support toward Financial Close	Deliverable 6: Periodic reports as agreed with the R2E2 Fund to document on-going progress and issues arising in the process of moving toward Financial Close.	<i>To be proposed</i>

All Deliverables shall be submitted in Armenian and English.

ATTACHMENT B – DETAILED BUDGET

1. PROPOSED DETAILED BUDGET

ITEMS	Unit	Units	Cost
LABOR – FULLY BURDENED RATES	(US \$)		
Project Director			
Solar PV Expert			
Financial Advisor			
Procurement Advisor			
Local Legal Advisor			
<i>(Add further lines if any are needed)</i>			
Sub-Total Labor Costs			
OTHER DIRECT COSTS			
<i>(Add lines as needed for other specified ODCS)</i>			
Sub-Total Other Direct Costs			
TOTAL SUBCONTRACT COST			

All unit labor costs (rates) should be quoted as fully burdened (i.e., incorporating all relevant associated taxes and overheads). Prices quoted must be valid for 60 days. On this basis Tetra Tech will issue a Fixed Price Deliverable subcontract, with a payment schedule to be agreed and defined upon acceptance of deliverables as described in **the SOW in Attachment A**, based on the above of the total subcontract cost by Activity.

2. PROPOSED DELIVERABLE PAYMENTS

Acceptance for all reports and deliverables will be agreed with Tetra Tech and the R2E2 Fund.

Deliverable	Date	Payment
Deliverable 1: Full set of draft Project Agreements suitable for issuance as a draft RFP to be shared with pre-qualified bidders for review, comments and discussion.		
Deliverable 2: Full set of final Project Agreements suitable for issuance as the RFP.		
Deliverable 3: Completed procurement documentation as required to establish rank-ordering of bids received in regard to legal and commercial evaluation factors presented in the RFP.		
Deliverable 4: Completed procurement documentation as required to establish rank-ordering of bids received in regard to technical evaluation factors presented in the RFP.		
Deliverable 5: Completed procurement documentation as required to establish rank-ordering of bids received in regard to financial and commercial evaluation factors presented in the RFP.		
Deliverable 6: Periodic reports as agreed with the R2E2 Fund to document on-going progress and issues arising in the process of moving toward Financial Close.		

ATTACHMENT C – REPRESENTATIONS AND CERTIFICATIONS

Bidder Representations and Certifications

1. Organizational Conflict of Interest Representation

The offeror represents, to the best of its knowledge and belief, that this award:
 does [] or does not [] involve an organizational conflict of interest.

Please see FAR 52.209-8 for further explanation.

2. Data Universal Numbering System (DUNS) Number *(required if cost proposal is more than USD \$30,000)*

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(please use one box per number or dash)

3. Source and Nationality of Goods and Commodities

(i) This is to certify that the Bidder is:

- a. an individual who is a citizen or legal resident of _____.
- b. a corporation of partnership organized under the laws of _____.
- c. a controlled foreign corporation of which more than 50% of the total combined voting power of all classes of stock is owned by United States shareholders; or
- d. a joint venture or incorporated association consisting entirely of individuals, partnerships or corporations. If so, please describe separately the citizenship or legal status of the individuals, the legal status of the partnership or corporations, and the percentage (%) of voting power of the corporations.

(ii) This is to certify that the **Source** (the country from which a commodity is to be shipped from) of the Equipment to be supplied under this Order is:

name of country or countries

By signing below, the Bidder certifies that the representations and certifications made, and information provided herein, are accurate, current and complete.

Signature: _____ Date: _____

Name of and title of authorized signature: _____