



SOLAR WADI

MAKING THE MOST OF OVER 300 SUNNY DAYS A YEAR

Solar Wadi is an independent power company and developer that invests in, builds and operates Renewable Energy powerplants

Request for Submission of Expression of Interest (REOI) for SolarWadi Solar PV Project

*Project: 86-100MW Solar PV Project, Sohar
Industrial City, Sohar, Oman.*

Date: 01st January 2023



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DISCLAIMER:


The information contained in this Request for Submission of Expression of Interest (“REOI”) has been compiled by Solar Wadi (SW) to invite companies or formal consortium/s of companies, with the necessary expertise and capacity, to Design, build and operate an 86MW Photovoltaic Project.

Eligible companies or consortia will have to prove their experience in the construction and operation of solar PV plants as outlined in the eligibility criteria below. Only one company or consortium will be selected to build and operate the project.

This REOI does not constitute and will not form part of any offer or invitation to submit a proposal in relation to such a Project.


This REOI only determines the requirements for the preparation of an Expression of Interest (“EOI”) and therefore contains little information that interested parties and their advisors may desire or require in reaching a decision as to any potential investment proposal. Interested parties should form their own views as to what information is relevant to such decisions and make their own independent investigations in relation to any additional information.

Solar Wadi (SW) reserves the right, in its absolute discretion, at any round, to terminate further participation in the REOI or submission process by any party, to change the structure and timing of the pre-qualification and subsequent proposal process, to refuse entry of a particular party to the next round of the process, to amend the information contained in this REOI or to terminate the EOI round. SW will not have any responsibility or liability for any costs, expenses or other liabilities incurred by any participants in the EOI and subsequent proposal process.

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Glossary

Defined Term	Descriptions
Applicant	An individual entity, a joint venture, consortium, or other form of partnership, responding to this REOI
Bidder	Short-listed Applicant
COD	Commercial Operation Date
Proposal	Submission of proposals for SW Solar renewable energy plant
Submission	accordance with relevant laws in Oman and according to SW documents and regulations
EOI	Expression of Interest
EPC	Engineering, Procurement and Construction
FS	Feasibility study
GOO	Government of the Sultanate of Oman
Omani Law	The term comprises any Omani laws and regulations
IPP	Independent Power Producer
ItB	Instruction to Bidders (for Proposal Preparation and Submission)
LOI	Letter(s) of Intent
MEM	Ministry of Energy and Minerals
MFS	Minimum Functional Specification
MW	Megawatts
MJEC	MAJAN Electricity Company
SIC	Madayn Sohar Industrial City
O&M	Operations and Maintenance
PQ	Pre-Qualification
PV	Photovoltaic
REOI	Request for Submission of Expression of Interest
US\$ or USD	United States Dollar

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1. Introduction

Solar Wadi (SW) wishes to invite qualified private sector companies, joint ventures, or consortiums with in-depth experience in designing, building, operating, and maintaining solar PV plants, to apply for the participation in the SW Solar Energy Project Proposal Submissions for the design, engineering, procurement, construction, commissioning, operation, and maintenance of a solar photovoltaic (“PV”) plant in Sohar/Oman. SW has secured a license to develop a circa 86-100 MW (PV Power Plant), to be located at a designated site in the Sohar Industrial City, Oman.

In order to qualify as a Contractor for a Proposal Submission, the Applicants are requested to submit an Expression of Interest (“EOI”) in response to this Request for Submission of an Expression of Interest (“REOI”) within the timeframe given in this REOI. The REOI focuses on Applicants’ credentials, experience records (particularly experience in EPC scheme).


The Bidder shall submit a Non-Refundable Tender Fee of USD 5,000 as part of EOI submission, failure to do so will disqualify the bidder from participating in the tender, Tender document will be shared with Successful applicants.

The successful applicants shall furnish to SW a Bid Bond on the proposal submission, the Bid Bond shall be in the form and conditions set out in the Instruction to Bidders in the tender document.

Within a period determined by SW and outlined within the Instruction to Bidders, SW will select the best proposal subject to any financial affordability or technical constraints which may exist. This selection will be based on evaluation criteria developed by SW. Subject to Bidders being able to satisfy the Minimum Functional Specification (“MFS”), bidders will be free to design and select equipment as they see fit.

The Project will be the subject of a competitive tender and a contractual framework similar to other such D&B EPC Renewable Energy projects in recent years in the Sultanate of Oman, and in line with international best practice.

Submitted bids will be evaluated based on transparent criteria and ranked according to price saving to SW among which SW will select a single bidder for the Project. After a contract has been signed and financial close has been reached, the selected bidder will commence with construction. Subsequent to the Commercial Operation Date (“COD”) of the PV Power Plant, the contractor will operate as Operations and Maintenance contractor (“O&M”) under”) with a minimum term of 24 months.

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2. PROJECT TECHNICAL DETAILS

2.1. The Project

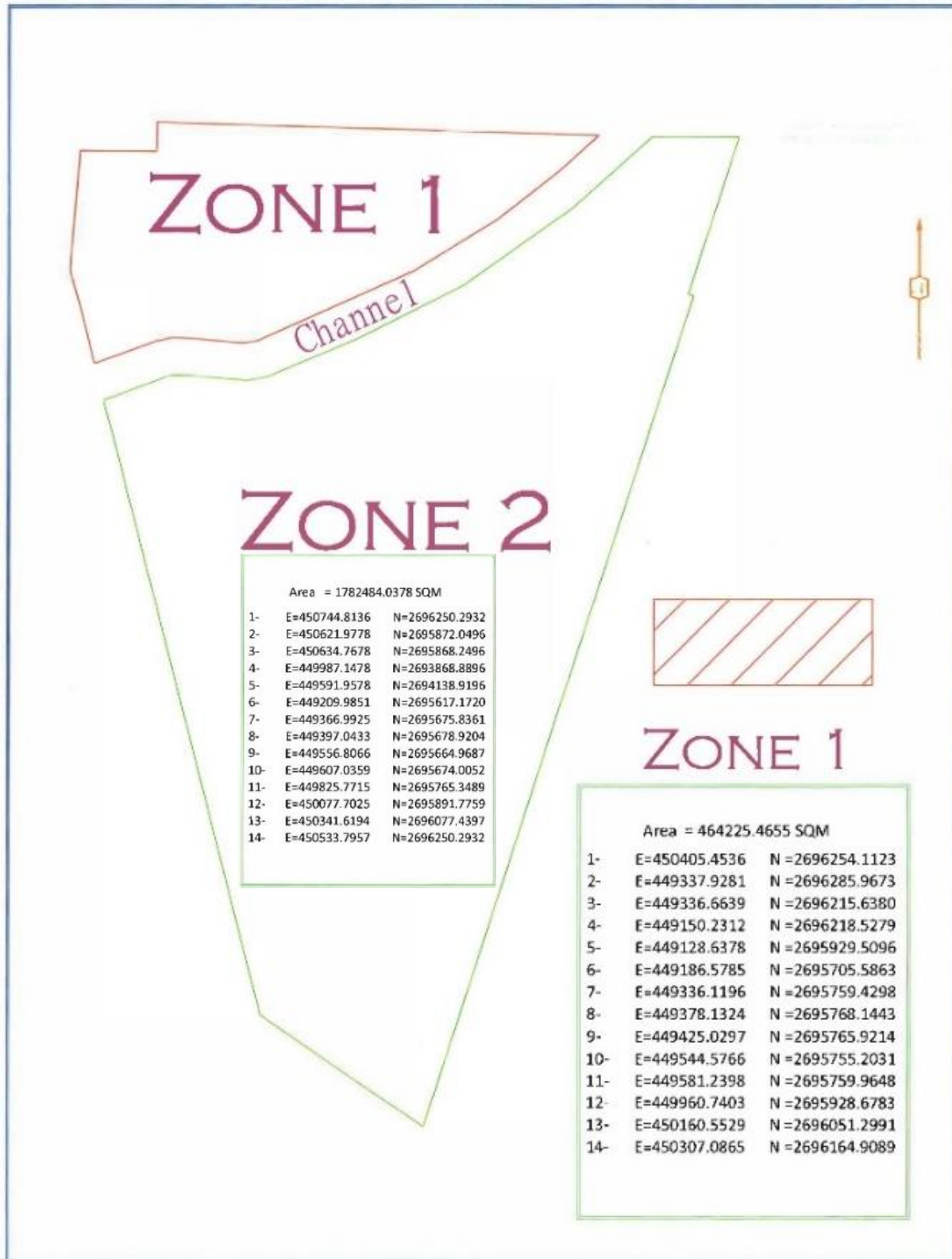
The Public Establishment for Industrial Estates today known as Madayn, in cooperation with Solar Wadi, intends to install a Solar PV plant with capacity of circa 86-100 MWp (depending on design/technologies used) in the Sohar Industrial City (SIC) to provide its tenants with a cheaper source of electricity, while also allowing them to meet their decarbonization targets thereby maintaining their competitive advantage.


Parameters	Features
Site Location	Sohar Industrial City – Phase 7
Site Area	>1million sqm
Technology	PV Solar
System	Self-consumption, no export to grid allowed
Capacity	86-100 MWp DC with solar only (100% self-consumption), capacity can be increased by adding energy storage system
DC/AC Ratio	Bidder to advise
Proposal	D&B EPC (fully wrapped) with compulsory 2 years O&M, with option to extend the O&M for another 5 years
Optional Alternative Proposal	As above with finance
Major evaluation criteria	CapEx, OpEx, LCOE, Time line
Contract Type	EPC and O&M
Bidder	Individual or Consortium
Project Agreement/s	To be executed between Solar Wadi and the selected bidder

About Madayn Industrial Cities:

Madayn was established in 1993 in continuity of the industrial march that began in the Sultanate with the establishment of Rusayl Industrial city in 1983. The success story of Rusayl Industrial city encouraged the establishment of Madayn, which today manages and operates (10) industrial cities in Sur, Sohar, Raysut, Nizwa, Buraimi, Rusayl, Samail, Ibri, Al Mudhaibi, Mahas in addition to Knowledge Oasis Muscat (KOM) and Al Mazyunah Free Zone

2.2. Project site



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3. Application Requirements

3.1. General Requirements

SW intends to establish a solar PV Power Plant project at the set SIC site. The proposed project is intended to only cover current SIC electricity demand. Any proposals which are dedicated to the export of electricity will not be considered in the Submission process, System capacity can be increased by proposing an energy storage system.

3.2. Participation

3.2.1. Participants

Applicants may be single business entities, joint-ventures, consortia, partnerships, or other combinations of business entities composed of members of any eligible country of the world.

The Applicant must have sufficient experience in building solar power EPC projects involving technology and capacity similar to that being proposed to be built under this EOI.

Each Applicant, or if the Applicant consists of more than one business entity, each member of such Applicant, shall be a business entity duly organized and existing and registered under the laws of its country of domicile.

3.2.2. Conflict of Interest

An Applicant shall not have a conflict of interest. All Applicants found to have a conflict of interest shall be disqualified. Applicants may be considered to have a conflict of interest with one or more parties in this EOI and subsequent proposal process, or if they have controlling members in common; or participate in more than one EOI of Proposal Submissions.

Participation by an Applicant in more than one EOI will result in the disqualification of all EOIs in which the party is involved.


3.2.3. Reasons for Exclusion from Pre-Qualification

An Applicant will be excluded from pre-qualification if:

- a. It is bankrupt or being wound up, or are having their affairs administered by the courts, or have entered into an arrangement with creditors, or have suspended business activities, or are the subject of proceedings concerning those matters, or are in any analogous situation arising from a similar procedure provided for in national legislation or regulations;
- b. It has been convicted of an offense concerning their professional conduct by a judgment (against which no appeal is possible).
- c. It has been guilty of grave professional misconduct proven by any means which SW can justify;
- d. It has been the subject of a judgment of fraud, corruption, involvement in a criminal organization or any other illegal activity detrimental to Oman's commercial interests.

3.3. Joint Ventures or Consortia

If the Applicant is a consortium or joint venture it shall designate one of the member entities as Lead EPC Contractor. The Lead Contractor must demonstrate EPC/O&M experience; EPC/O&M experience of any other member is seen as an advantage. Technical experience may be demonstrated by any consortium member. No change whatsoever in the identity or composition of the Applicant or subsequent the Developer is permitted throughout the complete pre-qualification and proposal process unless SW has given its prior approval in writing.

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In such case, the EOI is to be updated in accordance with this REOI and will be evaluated in accordance with the requirements of the REOI subject to SW's sole discretion.

4. Technical Capability of the Applicant

The Applicant shall provide for each of its member's information with respect to each renewable energy project, specifically related to solar PV technology, that the Applicant was a main EPC contractor and has designed and constructed within the last five (5) years including the information as requested in the Application Forms 4 and 5 to this REOI.

Minimum three (3) references of similar nature projects with PV technology are required that the Applicant had designed and constructed within the last five (5) years and have been operational for more than one (1) year at the time of submission of the EOI, two project shall have at least a capacity of (>25 MWp) and one shall have at least a capacity of (>=50MWp).

At least two (2) project references with MV grid connection (33 kV+) should be submitted.


For each of the projects listed in Application Form 4, the Applicant shall fill a separate Application Form 5 giving further project details.

5. PROCUREMENT PROCESS

Solar Wadi is issuing this REOI to seek prospective bidders wishing to participate in a competitive Procurement Process leading to an EPC proposal. The procurement process will be formed of several steps, with this EOI forming step one. The indicative procurement timetable for the Project is outlined below:

Issue of REOI	01-Jan-2023
EOI clarifications deadline	19-Jan-2023
EOI submission closing date	26-Jan-2023
Request for Proposal (RFP) issued	02-Feb- 2023
Tender Period (and scheduled site visits)	2 months
Bid Evaluations	Apr-May 2023
Shortlisting Preferred Bidder	May 2023
Award Date and EPC Contracts Execution	June 2023

- SW may use the information received from EOI submissions to select prospective qualified bidders, whom will only receive the RFP.
- Alternatively SW may, at its discretion include an additional prequalification round, prior to or during the issue of the final RFP.
- SW may, at its discretion, extend the date of the EOI submission deadline.

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6. PREPARATION AND SUBMISSION OF THE EOIs

6.1. Collection of the REOI and Registration

Potential Applicants are required to register at the following SW email address in response to a received email from SW; mailing their contact data to: tenders@solarwadi.com

The contact data shall include: Applicant Name and Contact Person Address
 Telephone number Fax number
 E-mail address

The Applicant is required to confirm receipt of any E-mail from SW within 48 hours.

6.2. SUBMISSION OF THE EOI

Respondents to the EOI are required to provide a covering letter that indicates the proposed company, entities, or consortium submitting the EOI, and the leading party.

The submission must include all forms included in section 8, duly completed with all details requested.

The Bidder shall submit a Non-Refundable Tender Fee of USD 5,000 as part of the pre-qualification criteria, failure to do so will disqualify the bidder from participating in the tender.

SW may use the information received from EOI submissions to select prospective qualified bidders, whom will only receive the RFP. Alternatively, SW may, at its discretion include an additional prequalification round, prior to or during the issue of the final RFP. However, bidders must respond to this EOI in order to be eligible to participate in the submission of RFP.

The submission of an EOI must be in pdf electronic format only, to the following address:


tenders@solarwadi.com
cc: Samer@solarwadi.com, Orhan@solarwadi.com

SW will endeavor to provide a confirmation of receipt. It is the responsibility of the applicant to contact SW if no receipt has been provided within 5 days of the EOI submission closing date.

6.3. Clarifications before the Submission Date for EOIs

Applicants are requested to carefully read and review this entire REOI. Should an Applicant require clarification on any aspect, the Applicant may submit clarification questions only by email to the contact address (tenders@solarwadi.com) up to 7 calendar days before the Latest Submission Date for EOIs.

SW will communicate any clarification simultaneously by e-mail to all registered Applicants at the latest 3 calendar days before the Latest Submission Date. The Applicant is required to confirm receipt of such clarifications immediately. No further clarifications will be given after the latest clarification date.

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7. GENERAL INSTRUCTIONS

7.1. Language of EOI

The language of communication is the English language. Supporting documents and printed literature furnished by the Applicant may be in a language other than English, provided they are accompanied by an authorized translation into the English language. For the purposes of interpretation of the EOIs, the English language will prevail.

7.2. Laws and Regulations

The EOI procedure is carried out in accordance with Omani laws and regulations.

7.3. Clarifications during Evaluation of EOIs

SW may request additional information, clarifications, and verifications with respect to any item contained in the EOI documentation of the Applicants. The Applicants shall confirm receipt of such request immediately and respond in writing to any such request within five (5) business days of receipt of any such request.

7.4. Disqualification

SW may disqualify an Applicant's EOI for reasons listed in the following:

- a) Receipt of the EOI after Submission Date;
- b) Failure by the Applicant to submit a complete EOI or failure to submit the EOI in the prescribed format in accordance with the instructions of this REOI;
- c) Failure upon reasonable request by SW to disclose additional information relating to the Applicant's experience, such information being necessary in SW's judgment to properly evaluate the Applicant's qualifications.


7.5. Communications

Any communication concerning this pre-qualification procedure shall be made by E-Mail, No Applicant will have the right to make an oral communication.

In case any Applicant should change its contact details, the Applicant is required to immediately notify SW of such change. SW does not take any responsibility if any communication or clarification that does not reach the Applicant due to a change of contact data.

7.6. Costs for Participating in the PQ and Subsequent SW Proposal Preparation Procedure

No costs incurred by the Applicant in preparing and submitting the required EOI and, if pre-qualified, in preparing and submitting the proposal and for negotiating and signing the ("EPC contract") shall be reimbursable. All such costs shall be assumed by the Applicant.

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7.7. Confidentiality

Applicants, SW and its Advisors will treat all details of the issued documents, the proposal process and its own EOI as private and confidential and shall not publish nor disclose the same or any particulars thereof to any other party.

7.8. Release

By submitting its EOI, each Applicant releases SW and its Advisors, irrevocably, completely and unconditionally, from any and all liability for claims, losses, damages, costs, expenses or any other liabilities in any way related to or arising from the review of, and associated decision-making process regarding, its eligibility and qualifications for the Project.

7.9. Suspension/Cancellation

Applicants are hereby notified that SW retains the right to suspend or cancel the EOI procedure (or, subsequently, the Proposal Submission procedure) at any time at its sole discretion without any liability to Applicants and without any obligation to give reasons therefor. In the event of suspension or cancellation of the EOI procedure Applicants will be notified by SW accordingly.

By participating in this EOI procedure, Applicants waive any rights or claims they may have against SW in connection herewith.


7.10. Miscellaneous

Neither issuance of this REOI nor issuance of any other document or request by or on behalf of SW at any time will obligate SW, or any of their advisers or consultants to enter into any agreement or arrangement or impose any liability on any of them other than pursuant to the Project Agreements when executed.

Neither SW, nor any of its advisors or consultants will be under any obligation to return any EOI submitted by an Applicant or to reimburse an Applicant for any cost or expense.

8. EOI FORMS

- LETTER OF APPLICATION
- Application Form 1: Applicant Information
- Application Form 2: Applicant Summary
- Application Form 3: Organizational Information
- Application Form 4: Experience Overview
- Application Form 5: Details of projects of similar nature and complexity
- Application Form 6: Financial Situation

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LETTER OF APPLICATION

[Letterhead of the Applicant, or managing member of a joint venture or consortium, including full postal address, telephone no., fax no., telex no., and cable address]

Date:.....

To: **Eng. Samer Bulos**

Sr. Project Manager


Solar Wadi LLC.

P.O. Box 19, P.C. 135, KOM-05

Muscat, Sultanate of Oman

Dear Sirs

1. Being duly authorized to represent and act on behalf of
(hereinafter "the Applicant"), and having reviewed and fully understood all the information provided in the REOI, the undersigned hereby apply to be pre- qualified by yourselves as a participant for the "**Design & Build, Engineering, Procurement, Construction and 2 years Operation and Maintenance**" proposal submission process.
2. Attached to this letter are copies of original documents defining:
 - (a) the Applicants legal status;
 - (b) its principal place of business;
 - (c) its place of incorporation (for Applicants which are corporations); or its place of registration (for Applicants which are partnerships or individually owned firms)
 - (d) and the documentation requested in accordance with the REOI.
3. You and your authorized representatives are hereby authorized to conduct any inquiries or investigations to verify the statements, documents and information submitted in connection with the enclosed EOI, and to seek clarification from our bankers and clients regarding any financial and technical aspects. This Letter of Application will also serve as authorization for any individual or authorized representative of any institution referred to in the supporting information, to provide such information deemed necessary and as requested by yourselves to verify statements and information provided in the enclosed EOI, such as the resources, experience, and competence of the Applicant.
4. This EOI is made with the full understanding that: proposals by pre-qualified Applicants will be subject to verification of all information submitted for application at the time of tendering you reserve the right to amend the scope and value of any contracts tendered under this project; in such an event, tenders will only be invited from pre-qualified Applicants who meet the revised requirements; and reject or accept any EOI, cancel the pre-qualification process, and reject all EOIs; and you shall not be liable for any such actions and shall be under no obligation to inform the Applicant of the grounds for such actions.

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5. All correspondence in relation to this EOI is to be addressed to:

Name:

Address:

Phone and Fax Number:

E-mail address:

6. We hereby declare that we as an Applicant are in no situation of conflict of interest in accordance with Section 3.2.2 of the REOI.

7. We hereby confirm that none of the situations detailed in Section 3.2.3 apply to us, inclusive our joint venture or consortium members.

Applicants who are not joint ventures or consortiums should delete paragraphs 9 and 10 and initial the deletions

8. Appended to this Form of Application, we give details of the participation of each member, including capital contribution and profit/loss agreements, in the joint venture or consortium. We also specify the financial commitment in terms of the percentage of the value of the (each) contract, and the responsibilities for execution of the (each) contract.

9. We confirm that in the event that we will be pre-qualified, the proposal as well as any resulting contract, will be:

- (a) signed so as to legally bind all members, jointly and severally; and
- (b) submitted with a conformed joint venture or consortium agreement substantially in accordance with the joint venture details outlined in the submission under paragraph 9 above and providing joint and several liability of all members in the event the contract is awarded to us.


10. We declare, that by signing this Form of Application form any information submitted in application forms (1) to (6) are complete, true and correct.

11. The undersigned declares that the statements made and the information provided in the duly completed EOI are complete, true, and correct in every detail.

Signed Name

For and on behalf of *(name of Applicant or lead developer of a joint venture or consortium)*

Attachment: Power of Attorney.

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APPLICATION FORM 1: APPLICANT INFORMATION

Name of Applicant or member of a joint venture, to whom this form applies

[All individual firms and each Member of a Consortium/joint venture applying for pre-qualification are requested to complete the information in this form. If so decided by the applicant, parent company data may be added here as well.]

1.	<i>Name of firm</i>	
2.	<i>Head office address</i>	
3.	<i>Telephone Contact</i>	
4.	<i>E-Mail</i>	
5.	<i>Fax</i>	
6.	<i>Place of incorporation / registration</i>	
7.	<i>Year of incorporation / registration</i>	
8.	<i>Organizational structure, including shareholder and grouping structure and parent/holding company structure if applicable (Applicants shall use separate sheets to provide this information including comprehensive organization charts including legal entity names and relations)</i>	

The form shall be accompanied by copies of the deed of incorporation and the articles of association, duly legalized, of each joint venture or consortium member.

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APPLICATION FORM 2: APPLICANT SUMMARY

Name of Applicant or member of a joint venture or consortium,

Names of all members of a joint venture or consortium and nominated contractors

	Name	Share
1. Lead member		
2. Member		
3. Member		
4. Member		
5. Nominated EPC Contractor		

In case of joint venture or consortium the form shall be accompanied by a draft joint venture or consortium agreement of the members determining the lead developer, share and roles of each member, etc. and being signed by the member representatives, authorized by a duly legalized Power of Attorney.

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APPLICATION FORM 3: ORGANIZATIONAL INFORMATION

Name of Applicant or member of a joint venture or consortium, to whom this form applies

[The following information shall be provided for the Applicant and for each member of a joint venture or consortium on a separate form]


Please attach Company profiles of each member of the Applicant

A description and / or organizational chart of the organizational and corporate and ownership structure(s) of the Applicant showing the parent companies, subsidiaries, as well as positions of directors, key personnel and their functions and in case of a joint venture or consortium each member.

In case of a joint venture or consortium an organization chart of the foreseen joint venture or consortium showing the members, their foreseen tasks and their shares, role and responsibilities. In case of a joint venture or consortium Memorandum of Understanding or Draft joint venture or Consortium Agreements

A photocopy of the Applicant’s corporate deed (or certificate) of incorporation (or equivalent documentation from the Applicant’s jurisdiction) detailing the Applicant's full name, date of incorporation and company registration status. In case of joint venture or consortium such photocopy is required from each member;

Any other information deemed necessary by the Applicant

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APPLICATION FORM 4: EXPERIENCE OVERVIEW

Name of Applicant or member of a joint venture or consortium, to whom this form applies

[The following table shall be filled in for the Applicant and for each member of a joint venture or consortium]

Projects for PV designed, and constructed and /or operated within the last five (5) years


No.	Name of project / Member owning the project	Date of COD	Country / Location / area	Type of activity involved in project	Contracting/ concession Authority / Client*	Involvement of Applicant or member
1						
2						
3						
4						
5						

Signature:

For (Name of Company):

Note: Please add lines as needed

- Please specify, in what capacity the member has implemented the project, e.g., as main contractor, subcontractor, member in a joint venture or consortium as EPC contractor, contractor for O&M, etc.

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APPLICATION FORM 5: DETAILS OF PROJECTS OF SIMILAR NATURE AND COMPLEXITY

Name of Applicant or member of a joint venture or consortium, to whom this form applies

[The following table shall be filled in for each reference project stated in Application Form 4 each on a separate form]

Experience No..... : [insert Project name]

		Information		
1	Contract Identification / Name of project			
2	Project location			
3	Brief description of the activity, emphasizing its specificity:			
4	Owner of the project:			
5	Award date:			
6	Dates of finishing the activity:			
7	Role in Project [Check the appropriate box]	EPC Contractor	Subcontractor	O&M
8	Total contract amount	\$	\$	\$
9	Original amount [Insert total contract amount in original currency] Amount in USD equivalent __ Used exchange rate ____ Share of applicant at contract: _____ Contract term:			
10	Technical Information of Project			
11	Type of project (PV, other power) Capacity of facility/ number of units			
12	Commercial Operation Date			
13	If member in a joint venture or consortium or subcontractor, specify participation of total contract amount			
14	Contracting Agency's	[insert percentage amount] [insert full name]	[Insert Amount in original currency]	[Insert Amount in USD equivalent] insert Exchange rate
15	Name:	[indicate street / number / town or city / country]		
	Address:	[insert telephone/fax numbers, including country and city area codes]		
	Telephone/fax number E-mail:	[insert e-mail address, if available]		
	Signature:			
16	For (Name of Company):			

APPLICATION FORM 6: FINANCIAL SITUATION

Name of Applicant or member of a joint venture or consortium, to whom this form applies

[The following table shall be filled in for the Applicant and for each member of a joint venture or consortium, on a separate form]

.....[Specify name of member whose data are presented]

		local currency		
Sl.	Item	2020	2021	2022
1	Turnover			
2	Operating Profit			
3	Net Interest Expense			
4	Net Income			
5	Profit after tax			
6	Total Assets			
7	Cash and Short Term Investments			
8	Short Term Debt (< 1 Year Maturity)			
9	Long Term Debt (> 1 Year Maturity)			
10	Minority Interests			
11	Shareholders' equity			
12	Current Market Capitalization			
13	Current long-term unsecured parent company or own credit rating (S&P, Moody's, Fitch, or other rating agencies), if available			
		USD equivalent		
Sl.	Item	2020	2021	2022
1	Turnover			
2	Operating Profit			
3	Net Interest Expense			
4	Net Income			
5	Profit after tax			
7	Cash and Short Term Investments			
8	Short Term Debt (< 1 Year Maturity)			
9	Long Term Debt (> 1 Year Maturity)			
10	Minority Interests			
11	Shareholders' equity			
12	Current Market Capitalization			
13	Current long-term unsecured parent company or own credit rating (S&P, Moody's, Fitch, or other rating agencies), if available			

Enclosed please find copies of the financial statements for the above 3 years.