



UNITED NATIONS INDUSTRIAL DEVELOPMENT ORGANIZATION



PROJECT FUNDED BY THE EUROPEAN UNION

Call for Expression of Interest (EOI)

**For the identification of experienced service providers in the field of renewable energy
and energy efficiency**

UNIDO Project No. 170058

Background information

“Promoting an Energy Sustainable Palestinian Industry – MOUSTADAMA” is a Programme funded by the European Union and implemented by the United Nations Industrial Development Organization (UNIDO), in partnership with the Ministry of National Economy in Palestine (MoNE).

Given the unique context in Palestine where energy shortages and high costs have become a permanent reality for most SMEs, especially in the furniture, food and metal among other sectors, this Programme will focus both on 1) improving the energy management and energy conservation practices at the enterprise-level and 2) increasing the electricity supply through renewable energy and combined heat and power applications. UNIDO is taking an “Energy Efficiency (EE) First” approach where EE interventions will be implemented first to reduce energy consumption before considering Renewable Energy (RE) options to meet the remaining supply gap.

The MOUSTADAMA Programme consists of four components:

Component 1: Strengthen the policy and regulatory environment for RE/EE in the industrial sector: The Programme will support the operationalization and enforcement of the net metering scheme; facilitate the implementation of EE measures in the National Energy Efficiency Action Plan (NEEAP); and promote the development of policy guidelines for innovative RE supply solutions, including safety standards for biogas production.

Component 2: Develop local capacity to design and implement RE/EE projects in the industrial sector, thus promoting green job creation in the energy sector: The Programme will train and/or

certify over 400 RE/EE national experts, technicians, and industrial enterprise staff to further develop and support the local RE/EE industry in Palestine.

Component 3: Create demand for clean energy technologies in the industrial sector, supporting the green economy agenda: The Programme will enable 75 demonstration projects to showcase the benefits of EE and RE solutions in the industrial enterprises. These demonstration projects will be financed in cooperation with SUNREF and other financing facilities. The Programme will also enable five pilot projects of innovative business models to de-risk investments in decentralized energy solutions and mini grids. The success of these EE/RE projects will catalyze market up-take of RE/EE solutions in the industrial sector.

Component 4: Foster innovation and entrepreneurship in the clean technology sector: The Programme will support 90 entrepreneurs and start-ups in developing innovative, locally driven EE and RE solutions and provide seed funding to 9 winners of the annual business innovation competition. New products and innovations developed will become available on the local and global markets.

The Programme will also contribute to global environmental benefits by leading to reductions in greenhouse gas emissions. Energy consumption within industrial enterprises in Palestine will decrease and energy reliability and security will improve, thus increasing their productivity and strengthening their competitiveness on the market.

THE THIRD COMPONENT: “CREAT DEMAND FOR CLEAN ENERGY TECHNOLOGIES”

The MOUSTADAMA Program aims at setting up the foundations for a conducive renewable energy and energy efficient environment in the industrial sector by developing policy, legal and regulatory frameworks and supporting relevant stakeholders to enforce operational guidelines for a net metering scheme. Complementary measures will simultaneously address both the supply and the demand side of renewable energy and energy efficiency by harnessing the transfer and development of new capacities in terms of design, installation, operation, and maintenance.

One of the aims of the Programme is to create demand for clean energy technologies in the industrial sector and support the green economy agenda. To achieve this goal, MOUSTADAMA is implementing a project in West Bank and Gaza with an objective of enabling at least 100 energy audits (60 in the West Bank and 40 in the Gaza Strip); and 75 demonstration projects (45 in the West Bank and 30 in the Gaza Strip) to showcase the benefits of EE and RE solutions in the industrial enterprise (SMEs). And therefore, this Demonstration Project will support industrial facilities to showcase the benefits, risks, and lessons learned related to adopting clean technology solutions and energy management systems.

SMEs will implement a range of no-cost and low-cost EE measures as well as financially feasible RE and EE projects financed own-equity or loans from various donor-funded and private credit lines (i.e. SUNREF).

The Project will also enable five pilot projects of innovative business models to de-risk investments in decentralized energy solutions and mini grids. The success of these EE/RE projects will catalyze market up-take of RE/EE solutions in the industrial sector.

Detailed description of required services

This EoI aims to identify a number of eligible and qualified firms in the field of energy efficiency and renewable energy service who may potentially be engaged in the implementation of a range of no-cost and low-cost EE measures as well as financially feasible RE and EE projects for MOUSTADAMA's demonstration projects.

Those applicants who meet the EoI requirements will be considered as eligible shortlisted roster and will participate in competitive tender process which will be initiated by the beneficiaries of the demonstration projects to implement different RE/EE interventions at the beneficiaries' industrial enterprises. This identified firms will play a key role at ESTIDAMA peer to peer platform and can offer their different service to many industrial enterprises.

The identified firms is expected be engaged in the following (but not limited to) services:

- 1- Implement, commission, and maintain different renewable energy systems such as solar PV system, solar water heater systems or any other renewable energy system in accordance with issued Request for Proposal RFPs requirements, designs, and specifications and best practices.
- 2- Implement different energy efficiency interventions for different industrial and non-industrial systems such as (motors, boilers, HVAC, lighting, compressed air, BMS, refrigerator, etc.) at the beneficiaries' industrial enterprises in accordance with the in accordance with issued Request for Proposal RFPs requirements, designs, and specifications and best practices.

This Call for EoI does not constitute a solicitation. UNIDO reserves the right to change or cancel the requirement at any time during the Call.

To meet minimum qualification requirements, the applicant can be a firm or a joint venture (JV) between two firms (in case of consortium/joint venture the responsibility matrix shall be included in the response of this EoI); the firm or JV should achieve minimum of 80% based on the Evaluation Criteria presented on Table 1 and Table 2 and shall have the following minimum qualifications (applicants not satisfying any of those minimum qualifications will be disqualified):

1. The applicant should be a local firm recognized and registered as a legal entity.
2. The applicant should have at least (5) years of experience in the area of implementing renewable energy systems and/or implementing energy efficiency solutions and interventions.
3. Specific requirements for applicants applying for renewable energy system implementation.
 - The applicant should have successfully completed detailed design, construction, commissioning and maintenance of at least five (5) solar PV systems with an aggregate contracted capacity of not less than 200 kWp over the last 5 years and at least two (2) of those PV plants should have a 50 kWp minimum capacity each. The applicant should provide details of these projects such as name of project, location, owner details including contacts, commercial operation date of PV plants and any other related details in their response to this call for EoI.
 - The applicant should have experience in interconnection of solar PV systems to low and medium voltage levels.

- The applicant should have experience in the civil and mechanical works for rooftop and ground mounted solar PV projects.
4. Specific requirements for applicants applying for energy efficiency system implementation.
- The applicant should have demonstrated experience in the implementation of different types of energy efficiency interventions with minimum two (2) of the following systems: motor systems, frequency inverters, compressed air systems, HVAC systems, lighting systems, boilers systems, heat recovery systems, energy economizer, insulation, refrigeration systems, BMS systems and/ or any other related energy efficiency systems.
 - The applicant should have implemented at least five (5) energy efficiency interventions over the last 3 years in different industrial sectors. The applicant should mention the name of project, location, owner details including contacts, commercial operation date of PV plants and any other related details in their response to this call for EoI.
5. The applicant MUST have available local teams with access to the West Bank, Jerusalem, and Gaza Strip. The applicant is required to submit CVs of the proposed team. The minimum qualifications required are summarized below:
- **Team Lead:** The Team Leader will be responsible on managing the any foreseen contract and interface directly with the beneficiaries. Overseeing the implementing process of their team and the strategic direction of the program, managing all financial and technical process, ensuring all deliverables are completed as scheduled, quality control and compilation of deliverables and other different tasks.
 - I. BSc Degree in Engineering Disciplines with demonstrate experience in EE and RE systems;
 - II. Minimum of ten (10) years of experience in renewable energy sector, energy efficiency, operation, and maintenance of renewable energy systems;
 - III. Strong communication skills including presentation and report writing.
 - **Renewable Energy Engineer:** The renewable energy engineer will be responsible for managing the implementation of RE demonstration project activities and interface with the project team leader. She/he shall be an expert in the field of renewable energy shall hold BSc in Engineering discipline and shall have minimum of five (5) years of relevant experience and specific experience in the implementation of similar assignments of at least two (2) solar PV rooftop projects in Palestine. Also, he/she shall have strong testing & commissioning experience and strong interconnection knowledge of solar PV rooftop systems to local grid(s) and high familiarity with interconnection requirements.

- **Energy Efficiency Engineer:** The Energy Efficiency Engineer shall be responsible for the implementation of energy efficiency interventions for the selected beneficiaries' industrial enterprise. The Energy Efficiency Engineer shall have demonstrated experience in energy efficiency sector and shall hold BSc in a relevant Engineering discipline with minimum of five (5) years of relevant experience and three (3) years of specific experience in implementation of different energy efficiency measures.
- **Other Staff:** the service provider may propose other staff such as, but not limited to, the following:
 - Quality Control Engineer/Manager;
 - Civil / Mechanical engineer;
 - HSE officers;
 - Technician Foreman;
 - Logistics officer.

Table 1 Technical Evaluation Criteria for the RE applicants

No.	Technical Evaluation Criteria	Compliant
1	At least (5) years of experience in the area of implementing renewable energy systems	Yes/No
2	Completed detailed design, construction, commissioning and maintenance of at least 5 solar PV systems (>200 kWp) over the last 5 years	Yes/No
3	Completed detailed design, construction, commissioning and maintenance of at least 2 solar PV systems (minimum 50 kWp) over the last 5 years	Yes/No
4	Experience in interconnection of solar PV systems to low and medium voltage levels	Yes/No
5	Experience in the civil and mechanical works for rooftop and ground mounted solar PV projects	Yes/No
6	Technical experience of the proposed team in successfully completing similar projects	Yes/No

Table 2 Evaluation Criteria Matrix for the EE applicants

No.	Technical Evaluation Criteria Matrix	Compliant
1	At least (5) years of experience in the area of implementing renewable energy systems	Yes/No
2	Demonstrated experience in the implementation of different types of energy	Yes/No

	efficiency interventions (at least 2)	
3	Implemented at least five (5) energy efficiency interventions over the last 3 years in different industrial sectors	Yes/No
4	Technical experience of the proposed team in successfully completing similar projects	Yes/No

If your company wishes to participate in this Call for EoI, kindly complete the form below and submit your **EoI along with all relevant documents (e.g. CV, references, certificate of registration, etc.)** by **26 January 2023** through the **UNIDO e-Procurement portal (<https://procurement.unido.org>)**.

In case of difficulties with the submission of EoIs through the UNIDO e-Procurement Portal, EoIs can also be submitted to the following email address: EOI7000006022@unido.org

Please send any queries related to this Call for EoI to the above-mentioned email.

CALL FOR EXPRESSION OF INTEREST

For the identification of experienced service providers in the field of Renewable energy and Energy efficiency

Please reply to the subject Call for Expression of Interest and provide information about your company by completing the below table and attaching a current version of your company brochure or any relevant company information.

Company name:	
Business nature :	
Address :	
Contact person :	Position :
Telephone no :	Mobile no :
E-mail :	Company web site:

Completed and signed by:

Name and position:

Date:

Note to suppliers: A **circular economy** is an economic system that tackles global environmental challenges like climate change, biodiversity loss, waste, and pollution. It is a framework of four principles, driven by design: eliminate waste and pollution, keep products and materials in use, regenerate natural ecosystems and use of renewable energy. **Bidders are encouraged** to display the products' circularity and sustainability compliance with the Economic, Social and Governance principles under the UN Compact (<https://www.unglobalcompact.org/take-action/leadership/integrate-sustainability/roadmap/supply-chain>).

Disclaimer:

Calls for Expressions of Interest do not constitute a solicitation. UNIDO reserves the right to change or cancel the requirement at any time during the call for expression of interest and/or solicitation process.

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