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ETHIOPIAN ELECTRIC POWER

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60/37.9/23/1  
19 FEB 2016

To Ministry of Foreign Affairs  
Office of the State Minister  
In charge of Economic Diplomacy & Dispora Engagement  
Addis Ababa

*www.eepco.gov.et*  
*www.mowie.gov.et*

**Subject: Information to be provided to stakeholders interested to participate in the Power Sector**

The Ethiopian Government through the Ethiopian Electric Power (EEP) and Electric Utility is engaged in the development of the electricity infrastructure in order to reliably meet the fast growing electricity demand in the country. To this end, in the current Growth and Transformation Period (GTP II), the Ethiopian Electric Power has developed a generation and transmission expansion plan requiring investment of more than 40 Billion USD.

It is recognized that this huge investment cannot be met only with government resources and is planned to engage the private sector especially in the development of the Generation system. This is in line with the country's investment and energy policies.

In order to gain interest and scale up participation of the various stakeholders, it is desired to enhance transparency of the procurement process related with development of Generation and Transmission projects in line with the forgoing, projects to be developed by the private sector and Government are already catagorized and in either case it is decided to pass the projects to the respective developers through competitive bidding process. EEP currently is engaged in the preparation of the required bidding documents.

The bidding process is expected to have Prequalification and Request For Proposal (RFP) stages. The following is a brief outline of the process.

**I. Prequalification Stage:**

- The request for pre-qualification shall be announced and publicized well in advance of the date for bid submission, on national and international newspapers, on the EEP's and MOWIE's websites.
- The notice of request for qualifications shall include: (a) description of the project; (b) desired or required time for performing the procurement and implementation of the project; (c) pre-qualification evaluation criteria; (d) instructions for obtaining the request for qualifications; and (f) place and deadline for submitting applications.

14/06/16

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- The request for qualifications shall also include the following data: (a) detailed instructions for preparing and submitting applications; (b) a description of criteria and methods of evaluation of the fulfillment of conditions required from interested participants; (c) information about
- Documents which must be submitted by bidders to confirm that they satisfy the required conditions; and (d) the names, positions and means of communication with EEP's authorized body to communicate directly with bidders.
- EEP will evaluate the Expressions of Interest and verify that the interested firms comply with the pre-qualification requirements and will provide details of the pre-qualified bidders to all who participated in the prequalification. EEP will also publish the list of pre-qualified bidders on the same websites it posted the notice.

## II. Request for Proposal Stage:

- EEP will send Request for Proposals (RFPs) to each pre-qualified bidder.
- The RFP will contain: (a) detailed instructions for preparing proposals; (b) detailed instructions on the content and format of the proposals to be submitted; (c) specific data on the project including, among other things, the characteristics and location of the project, point of delivery, connection point, minimum functional specification, operating characteristics, penalties that may apply as a result of delays or failure to achieve design/ performance specifications, financial conditions to be satisfied by the bidder and any technology requirement that bidders need to take into account; (d) procedures for the initial meeting and visits to the project site; (e) procedures for requesting clarification before the proposal due date and to receive clarification on questions; (f) the required bid bonds and other security to be provided by bidders; (g) a description of criteria and evaluation methods;
- The proposals sent by the prequalified bidders will be evaluated based on the pre set evaluation criterion and the preferred bidder will be selected.
- After approval, negotiations will be conducted with the selected bidder.
- Contract documents or project documents such as Power purchase Agreement (PPA) and Implementation Agreement (IA) will be signed with the selected bidder

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As Ministry of Foreign Affairs is the main communication channel to our foreign stakeholders, we would like to kindly inform the Ministry that generally the aforementioned is the planned procurement procedure to be followed by EEP for the transfer of Generation and Transmission projects to developers.

With Regards,



C.C.:-

- Ministry of Water, Irrigation and Electricity
- Chief Executive Office
- PMO office
- Strategy and Investment Office
- Archives

Addis Ababa



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## 埃塞俄比亚电力能源公司

至：外交部  
国务部长办公室  
经济外交和移民事务主管  
亚的斯亚贝巴

**主题：向有意向参与埃塞俄比亚电力领域发展的利益相关人员提供的信息**

埃塞俄比亚联邦民主共和国政府通过埃塞俄比亚电力能源公司（EEP）和埃塞俄比亚电力公共事业公司大力发展埃塞俄比亚电力基础设施用以满足埃塞俄比亚国家快速增长的电力需求。因此，鉴于目前的增长和转型期（GTP II），埃塞俄比亚电力能源公司制定了需要 400 多亿美元投资的发电和输电扩展计划。

众所周知，这一巨大的投资只靠政府资源是不够的，所以埃塞俄比亚电力能源公司计划招募私营机构参与，特别是参与埃塞俄比亚的发电系统。此计划与埃塞俄比亚的国家投资和能源政策相吻合。

为了获得利益和扩大各种利益相关人员的参与，埃塞俄比亚电力能源公司决定加强发电和输电项目开发及采购过程的透明度，同时把私人机构和政府开发的项目分类，并决定在任何情况下均通过竞争性的招标过程把项目移交给相应的开发者。埃塞俄比亚电力能源公司目前正在进行招标文件的准备工作。

竞标过程预计将设有资格预审和征求方案（RFP）两个阶段。以下是过程简介。

### 一、资格预审阶段

- 资格预审的申请需在投标提交日期之前，在埃塞俄比亚国内和国外的报纸以及埃塞俄比亚电力能源公司和埃塞俄比亚水利，灌溉，电力部的网站上予以公布。



## 埃塞俄比亚电力能源公司

- 资格预审申请的通知需包括：(a) 项目介绍 (b) 拟定或要求进行采购和实施项目的的时间 (c) 资格预审的评估标准 (d) 获得资格预审申请的指示 (f) 提交申请的地点和最后期限。
- 资格预审的申请还应包括如下资料：(a) 准备和提交申请的详细介绍 (b) 审核标准的介绍以及符合条件的有意向的参与者的评估方法 (c) 相关信息
- 必须由投标者提交相关文件以确定他们满足所需的条件 (d) 姓名，职位，以及埃塞俄比亚电力能源公司授权机构与投标者直接的联系方式。
- 埃塞俄比亚电力能源公司将会评估意向书，核实有意向的公司是否符合资格预审的要求，并将会提供给所有参加资格预审的人员通过初审的投标者的详细信息。埃塞俄比亚电力能源公司也会在相同的网站上公布通过初审的投标者名单的通知。

### 二、征求方案阶段

- 埃塞俄比亚电力能源公司将会给每一个通过初审的投标者发送征求方案。
- 征求方案包括：(a) 准备投标的详细介绍 (b) 提交投标的内容和形式的详细介绍 (c) 项目所包括的具体资料：项目的特性和地点，交货地点，连接点，最小功能规格，操作特性，对延误或没有实现设计/性能规范可能受到的处罚措施，投标者所具备的经济条件以及投标者需要考虑的技术要求 (d) 首次会议的议事程序和访问施工现场 (e) 方案到期前以及收到澄清的问题所要求的澄清的程序 (f) 所需的投标保证金和投标者提供的其它的安全保证 (g) 标准介绍及评估方法；
- 由通过初审的投标者所提交的方案会以预先设定的评估标准为基础进行审核并选出优先竞标者。



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## 埃塞俄比亚电力能源公司

- 批准后，埃塞俄比亚电力能源公司将会与优先竞标者进行谈判协商。
- 埃塞俄比亚电力能源公司将会与所选出的竞标者签署合同文件或项目文件如电力购买协议（PPA）和实施协议（IA）。

由于埃塞俄比亚联邦民主共和国外交部是与埃塞俄比亚电力能源公司国外的利益相关人员交流的主要渠道，所以埃塞俄比亚电力能源公司诚挚地通知埃塞俄比亚联邦民主共和国外交部，上述内容是埃塞俄比亚电力能源公司将发电和输电项目移交给开发者的计划采购程序。

顺致崇高敬意！

抄送：

- 水利，灌溉，电力部
  - 行政长官办公室
  - 项目管理办公室
  - 战略投资办公室
  - 档案室
- 亚的斯亚贝巴

更多详细信息，请访问如下网站：

1. 埃塞俄比亚电力能源公司网站：[www.eepco.gov.et](http://www.eepco.gov.et)
2. 埃塞俄比亚水利，灌溉，电力部网站：[www.mowie.gov.et](http://www.mowie.gov.et)
3. 埃塞俄比亚驻华使馆网站：[www.ethiopiaemb.org.cn](http://www.ethiopiaemb.org.cn)