



FREE SOLAR

# Request for Expression of Interest

for EPC and O&M services for a pilot project comprising 20 photovoltaic systems of approximately 6 kWp each in the Karditsa region of Greece.

**Genervest**

**GREENPEACE**

## 1 Disclaimer

The following Request for Expression of Interest (RfEoI) has been created with the purpose to carry out a prequalification process for a tender to provide EPC and O&M services for 20 rooftop systems.

The issuer of this RfEoI 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 party in the subsequent tender process, to amend the information contained in this RfEoI or to terminate the RfEoI process. The bidder will be responsible for all costs, expenses, liquidated damages or other liabilities incurred for the submission. The bidder must also abide by internationally recognized anti-corruption and anti-bribery policies and the operating policies and procedures of Genervest.

## 2 Introduction

### 2.1 The Free Solar Project

FREE SOLAR is a new initiative created by Genervest and Greenpeace Greece that aims to accelerate the uptake of solar energy self-consumption (net-metering) throughout Greece. It works by creating a friendly framework for investments in small self-generating solar energy systems, which will be carried out with zero initial capital and at a competitive interest rate. With free electricity from the solar panels, users can save up to 100% of their energy supply costs and achieve significant savings from their electricity bills over the next 25 years.

FREE SOLAR was launched in May 2022 with a pilot project in the region of Thessaly, Greece. Over 1000 applications from all over Greece have already been received, and following its pilot phase, FREE SOLAR will be expanded into other regions of Greece.

The first 20 beneficiaries for the pilot project will be selected from among the FREE SOLAR applicants in Thessaly.

Karditsa Energy Community (ESEK) was founded in 2010 as an urban cooperative with the initial purpose of processing, managing, and disposing of biomass through the exploitation of agricultural and forest residues in Karditsa, Thessaly. With the enactment of Law 4513/2018 on energy communities, ESEK took its current form as an energy community, with the goal of expanding its activities in renewables and energy services. ESEK has about 400 members, including local companies and 6 municipalities in the prefecture of Karditsa, and its factory produces about 1,200 tons of biomass per year.

## 2.2 Project details:

The FREE SOLAR pilot project in Thessaly plans to install 20-30 PV solar rooftop systems, the majority of which, but not exclusively, will be installed in the cities of Karditsa, Larissa, and Trikala.

The project's duration will be January 2023 until May 2023.

For the purpose of the RfEoI, a quote for 20 PV systems of 6kW each will be considered. The offer must include the full turnkey solution including (but not limited to) survey, system sizing, equipment (solar panels, mounting, inverters, cabling, meters), connection costs and the application procedure on behalf of the solar PV system recipient. The offer must also include specifics on the post-sale services, including Operation & Maintenance (O&M), monitoring of the system and a full warranty.

The EPC(s) selected for the pilot will be favoured for the full implementation partnership as FREE SOLAR scales up. The intention is for the pilot to be used as a learning phase in partnership with the EPC(s) and the funders so that the organisation of the programme can be efficiently and effectively scaled up.

## 3 Tender process

The tender process will be administered by Genervest Ltd. To optimise the tender process, there will be three stages:

1. Prequalification. During this stage, all suitable EPC companies are invited to express their interest in the project.
2. Detailed proposals. A maximum of three companies will be shortlisted from stage 1 and requested to submit detailed proposals.
3. Final selection and negotiation. Full EPC and O&M contract negotiations with one or possibly two of the short listed companies from phase two.

## 3.1 Prequalification

First stage of the tendering process is a pre qualification round. Its purpose is to shortlist a maximum of three companies which are invited to submit detailed tender responses. The selection process is described in the following paragraphs.

## 3.2 Evaluation

The evaluation of the bids during the prequalification stage is based on the criteria stated in the table below. Please add to your RfEoI the necessary documentation as stated below to prove your capability to successfully implement the project.

We encourage EoIs from small and local businesses and those with a qualified and experienced team even if the corporate entity itself is relatively new.

Criterion	Supporting Documents
Organisation	Please provide the official description of your organisation as stated with the tax authorities. Please provide detailed description of your company's workforce
Financial strength and stability	Please provide annual accounts for the last 3 years or if less available, those that are available.
Project references	Please provide information on previous projects.
Quality assurance	Please confirm any quality management systems, process or accreditation. Ethical procurement, environment and social impact policies should also be included.
Work plan and timeframe	Please confirm the time frame expectation for delivery of full turn-key systems from the first licence application.
Legal compliance	Please sign the legal declaration found <a href="#">here</a> , declaring that your organisation has not been convicted of any criminal offense in the past, is not in the process of declaring bankruptcy, liquidation, or under other similar situations.
Other documents for support	Please provide any other supporting document you regard as necessary.
Payment terms	Please provide guidance to required or requested payment terms, ideally these will be late stage and primarily focused on commercial operations date (COD).

## 4 Schedule

The timeframe for this RfEoI process is intended to be as follows:

Milestone	Date
1. Announcement of RfEoI process	November 25th
2. Deadline for questions about the RfEoI process	December 7th
3. Provision of answers to questions	December 14th
4. Deadline for submission of RfEoI	January 16th
5. Announcement of selection of the winner(s) of the Tender	January 21st

## 5 General instructions

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

- Bidders may be individual companies, joint ventures or consortia. Joint ventures and consortia are joint and several and are required to identify their percentage stake and area of expertise in the organisational chart requested.
- The RfEoI shall be submitted in the English or Greek language. If supporting documents are in another language, they have to be accompanied by a translation.
- All communication has to be undertaken by email to: [freesolar@genervest.org](mailto:freesolar@genervest.org)
- Expressions of Interests which do not conform to the instructions of this request or which contain qualifying conditions may be rejected.
- Questions about the prequalification process may be submitted until 7th of December via email to [freesolar@genervest.org](mailto:freesolar@genervest.org). On 14th of December, all participants in the process will be provided with all questions and answers.
- Deadline for the submission of the RfEoI and the supporting documents is 16th of January. Any RfEoI received after this date will be rejected.
- The RfEoI process and the subsequent tender process will be governed by the laws of England and Wales and place of jurisdiction will be England and Wales.
- Additional information is available for the pre-qualified bidders.

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