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**GUYANA POWER AND LIGHT INC.**

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**REQUEST FOR PROPOSALS**

**Supply of a Total of 50 MW HFO-fired**

**Firm Power Generating Capacity**

**through a**

**Power Purchase Agreement (PPA).**

**Period: 3 Years**

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**GPL-PD-065-2022**

**18 October 2022**

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## 1. INVITATION TO APPLICANTS

1. The Guyana Power and Light Inc. (GPL) hereby invites Applicants to submit detailed proposal(s) to provide Generating Capacity amounting to 2x25 MW gross to the national grid of Guyana (the 'Grid') through a Power Purchase Agreement. The total capacity per Lot shall be base-load and is intended to bolster the current and forecasted demand for a period of 3 years.
2. The required total 50 MW is divided into two Lots: Lot No.1 – Supply of HFO-fired 25 MW gross capacity interconnected with New Sophia Substation or at the alternative Columbia Substation at 69 kV and Lot No. 2 - Supply of HFO-fired 25 MW gross capacity interconnected with Canefield Substation at 69 kV.
3. **Applicants are invited to explore the options of POWER BARGE and LAND-BASED power generating facilities with black-starting and HFO storage capabilities.**
4. The minimum required usable onsite HFO storage capacity per Lot shall be 21 days, and maximum, 30 days, considering the operation of each 25 MW power plant at full capacity and 100% annual availability.
5. All bid submissions will be subjected to the equitable evaluation criteria outlined in section [2.13](#), [2.14](#), and [2.15](#).
6. Lots 1 and 2 shall be commissioned within nine (9) months from the date of Notice to Proceed. See [Section 2.14.3](#) for details on Project Delivery Evaluation.
7. Applicants shall demonstrate their ability to deliver a complete project and be ready to commission within the shortest possible timeline, starting at nine (9) months from the date of Notice to Proceed.
8. **The plant configuration shall consist of units of similar capacity to mitigate an N-G-1 contingent event for both Lots.**
9. The required rating of the GSU per Lot shall result in the transformer loaded at 75% for the power plant's gross MVA capacity at power factor 80%, and at N-0 contingency.
10. The primary operating fuel type for each generator unit shall be HFO.
11. LFO will be accepted **ONLY** as a fuel to aid in generator unit initial start-up and subsequent shut-down in preparation for scheduled maintenance, and to facilitate unplanned maintenance where necessary.
12. The generator units must be able to combust the primary fuel efficiently, having minimum environmental impact.

13. Applicants shall be responsible for all activities, which shall include site development, access road to site, transport to and set up at site – fuel storage tanks (floating or land-base), water treatment, waste disposal, test, commission, operate and maintain the power generating facility, and decommissioning.
14. Technical and Financial Proposals must be submitted in accordance with this RFP and all submissions shall be evaluated in accordance with the criteria specified herein. The Applicant is also required to make full and frank disclosure of any liabilities, litigation (pending and/or active), fiduciary obligations, debts, etc. that could reasonably be expected to materially affect the Applicant's ability to successfully implement and operate the proposed project. See [Exhibit 20](#).
15. GPL is wholly owned by the Government of Guyana (GoG).
16. Pursuant to its the Licence, GPL currently has the right to transmit, distribute and supply electricity throughout the Country and is currently serving over 210,000+ - aggregated residential, commercial, and industrial consumers. The gross peak demand in the DBIS to date is 155 MW and the average system load factor is approximately 78%. GPL supplies this demand from a functional firm system capacity of approximately 174.9 MW of which 10 MW of HFO-fired capacity is provided by a State-owned Independent Power Producer, located at Skeldon. Of the total 164.9MW of capacity owned by GPL, a total of 59.9 MW has surpassed 25 years of operation – aged generator units.
17. There are several self-producers (or self-generators) of electricity in the Country with an estimated total installed capacity in excess of 70 MW.
18. GPL has a transmission and distribution system that provides access to approximately 96.7% of the population of the country. The transmission system comprises approximately 354.8 km of 69 kV lines and the primary distribution system, 809 km of 13.8kV lines.
19. GPL's tariffs are reviewed on an annual basis and, as per the current license, are intended to provide an 8% return on equity.
20. Based on the latest Development and Expansion Plan, GPL will require over 400 MW in additional baseload generating capacity within the next 3 to 10 years. A new 46.5 MW HFO-fired power plant was recently put into operation at Garden of Eden. This plant was financed by loans to GPL from the Government. It is envisaged that subsequent new baseload generating capacity will be provided by the 300 MW Gas-fired Power



Plant and the 165 MW Amailia Falls Hydropower Plant, allowing the utility to focus other critical development and expansion plans.

21. Due to the state of current generating facilities and expected growth in demand, driven by the economic activities resulting from oil and gas sector and the other significant economic sectors, GPL has an immediate need for a total of 50 MW of additional baseload generating capacity in order to bolster the Company's firm power generation capacity over a period of 3 years, where 25 MW would be interconnected at New Sophia, or at the alternate site Columbia and Canefield, respectively. Each Lot of 25 MW of baseload capacity is the subject of this Request for Proposal (RFP) and be ready to commission within the shortest possible timeline, starting at nine (9) months from the date of Notice to Proceed. See [Section 2.14.3](#) for details on Project Delivery Evaluation.
22. GPL now invites the applicants to submit technical and financial proposals for either or both lots of varying configurations up to 25 MW per Lot of baseload generating capacity to the Grid through a Power Purchase Agreement. Where the proposed technology dictates, plant design ratings should be based on the Site's ambient conditions to deliver the required gross capacity of 25 MW per Lot.
23. GPL will be seeking to qualify Proposals which would translate to improved system reliability and **no increase** in the cost of service to consumers.
24. Sources for additional information that may be useful to Applicants are listed in [Appendices C, D and E](#).
25. Requests for additional information, including information on the existing generating facilities and operations, and/or questions concerning the tender exercise, may be submitted in writing to:

**Supply Chain Manager - Procurement**

Guyana Power & Light Inc.

40 Main Street, Kingston, Georgetown

Tel: +592 669-4127, +592 608-6399

**Email:** [gpersaud@gplinc.com](mailto:gpersaud@gplinc.com); Cc: [kwilson@gplinc.com](mailto:kwilson@gplinc.com)

26. Each Lot shall be treated as a separate Proposal.
27. Applicants are required to submit **ONE** Original hardcopy of the Proposal and **TWO** soft copies in **TWO** separate flash drives.

28. Applicants are required to place the ONE Original hardcopy of the Proposal and TWO flash drives in an envelope that must be marked "LOT [X] - PROPOSAL FOR THE SUPPLY OF A TOTAL OF 50 MW HFO-FIRED FIRM POWER GENERATING CAPACITY TO THE NATIONAL GRID, GEORGETOWN GUYANA, THROUGH A POWER PURCHASE AGREEMENT FOR A PERIOD OF 3 YEARS" and deposited in the Tender Box provided at the address below:

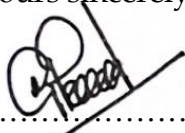
**The Secretary to the Tender Board**  
**Guyana Power and Light Incorporated**  
**91 Duke Street, Kingston, Georgetown**

29. As stated in Clause 28 where there is "Lot X", bidder shall state whether the packaged submission is of either for Lot 1 or Lot 2.
30. Deadline for submission of bids is 14:00 hrs (2.00 pm) Guyana time on November 11<sup>th</sup>, 2022.
31. Bid opening is scheduled for 14:30 hrs (2:30 pm) on November 11<sup>th</sup>, 2022, via a virtual platform. The link shall be shared with the registered bidders on or before 14:30 hrs Guyana Time (2:30 pm Guyana Time) on November 11<sup>th</sup>, 2022.
32. Soft copies of the Original Proposal shall be in searchable PDF file format, along with a functional electronic copy of its financial model in a Microsoft Excel spreadsheet for each lot.
33. **LATE BIDS WILL BE REJECTED.**
34. Bidders are invited to attend the virtual opening of the bids at the date and time mentioned above.

Thank you for your interest and GPL looks forward to receiving your complete Proposal.

To prepare and submit a substantially responsive Proposal, GPL strongly encourages all Applicants to peruse the directives/instructions/guidelines offered in this RFP.

Yours sincerely,



.....  
**Ganesh Persaud**  
Supply Chain Manager – Procurement  
Guyana Power & Light Inc.

## 2. INFORMATION FOR APPLICANTS

### 2.1 DEFINITIONS

The following terms will have the meanings defined herein:

Term	Definition
Applicant	Entity (individual, corporation, partnership, or consortium) that submits a Proposal to develop the Project.
Business Day	A Day on which business by and between banks may be carried on in Georgetown Guyana but in no event shall it include a Saturday or Sunday or Public Holidays.
Country	Cooperative Republic of Guyana
CV	Curriculum Vitae or Resume
Day	Calendar day.
Dependable Capacity	The amount of sustained capacity in MW from the Facility after commissioning, as determined by periodic testing i.e., the amount of power that can be guaranteed and made available to the Grid for dispatch outside of an accepted maintenance schedule.
Dynamic Model and Data for Generator	<p>The representation of each proposed generator that conforms to the requirements of the IEEE and IEC test procedures for generators. This includes, but is not limited to, such representation of the generator, its excitation system, and its governor control system to facilitate time-based power system stability simulations in addition to all other steady state operating parameters.</p> <p>These must be compatible with and can be successfully imported into PSS/E/Sincal and/or ETAP power systems software.</p>
Electricity Sector Reform Act (ESRA) 1999 as amended	Act of Parliament under the Laws of Guyana that provides for the regular, efficient, coordinated, and economical supply of electricity and for matters incidental thereto or connected therewith.
EPA	Environmental Protection Agency
Facility	Combination of Plants, buildings, and equipment to be used for generating electricity and supplying it to the Grid.

<b>Term</b>	<b>Definition</b>
Firm Capacity	An amount of power that can be guaranteed and made available to the Grid for dispatch outside of an accepted maintenance schedule.
Fixed Payment	The component of the monthly invoice which is linked to the Dependable Capacity and is intended to represent the fixed costs of the Project, including construction, fixed O&M, and capital recovery costs.
Generating Unit	Individual generating set in a Plant, including its associated auxiliaries.
Government	Government of Guyana (GoG)
Gross Capacity	Total output power of a Generator Unit delivered onto the common coupling busbar.
Grid	The network system for transmission and distribution of electricity by which the public receives electricity service in the Demerara Berbice Interconnected System (DBIS).
Grid Code	The guiding principles, operating procedures and technical standards governing operation of the Grid and all interconnected generation facilities.
Grid Impact Cost	The additional network cost to facilitate the plant on the transmission and distribution system beyond the interconnection works.
GSU	Generator Step-up Transformer Unit
GWh	Gigawatt hour
Guyana Power and Light Inc. (GPL)	A vertically integrated electric utility and the sole retailer of electric power in the DBIS.
HFO	Heavy Fuel Oil
Highest Ranked Applicants	Applicants who have submitted Proposals which have been ranked as highest evaluated Proposals as determined in accordance with the evaluation criteria outlined in this RFP.
IPP	Independent Power Producer

<b>Term</b>	<b>Definition</b>
IEC	International Electrotechnical Commission
IEEE	Institute of Electrical and Electronics Engineers
LFO	Light Fuel Oil (Diesel No.2)
Licence	Licence granted by the Minister pursuant to sections 4 and 42 (3) (c) of ESRA and amendments, or such other legislation in replacement thereof, which authorizes the power provider to generate and supply electricity.
MW	Megawatt
Ministry	Ministry with portfolio responsibility for energy
MVA	Megavolt Ampere
Nationals	Guyanese Citizens
Net Energy Output	Net energy delivered from the Facility to the Grid at the point of interconnection between the facility and the Grid
O&M	Operation and Maintenance
Performance Security Deposit	Within ten (10) Days after the latter of the dates on which the Licence and the PPA are signed, the Project Company shall submit the Performance Security to GPL.
Performance Test	Tests consisting of the Heat Rate, Capacity and Lube-oil Consumption Tests to be conducted by the Project Company.
Plant	Combination of Generating Units including auxiliaries, GSU and other substation equipment.
Power Purchase Agreement or PPA	Agreement to be entered into by GPL and the Project Company governing the supply and purchase of electricity from the Facility.
Point of Interconnection (POI)	Point of Interconnection of each generating facility shall be on the load side of the 69 kV Grid Interconnecting Circuit Breaker.

Term	Definition
Project	The design, financing, construction, ownership, operation and maintenance of the generating facilities and all activities incidental thereto.
Project Agreements	Collectively, the Power Purchase Agreement, Licence, and all other related agreements necessary for development and operation of the Project.
Project Company	A company duly incorporated under the Laws of Guyana, which will assume responsibility for the Project during the life of the PPA.
Proposal	The Applicant's written offer based on the covenants, terms, and conditions as contained in the RFP for building, owning, and operating the Project.
Proven Generating Technology	Power generation technology that meets the local statutory and environmental standards and that has been in successful commercial operation for at least five (5) years.
PTI PSS/E	Siemens Power Technology Institute – Power System Simulator for Engineering.
Public Utilities Commission (PUC)	Statutory entity established under the Public Utilities Commission Act 1999, and which is responsible for regulating utilities, including entities involved in power generation, transmission and/or distribution of electricity.
Request for Proposal or RFP	Collectively, all the instructions, covenants, terms, and conditions contained in this document including all sections, exhibits, appendices, addenda, and associated documents.
SCADA	Supervisory Control and Data Acquisition
Security Package	The documents and agreements outlined in <a href="#">Section 3</a> of this RFP.
Site	The land and other places to be used by the Project Company for the construction, operation, and maintenance of the Project.
Tariff Model	A functional unprotected, fully accessible, and fully editable electronic spreadsheet in Microsoft Excel that demonstrates the relationships between inputs, conversion factors, any other considerations and the respective outputs which form the basis of the proposed tariff for a Project.

<b>Term</b>	<b>Definition</b>
Time	Guyana Time (-4 GMT)
Usable HFO Storage Capacity	Storage capacity of HFO tank, excluding the total volume of sediment (deadstock).
Utility	GPL, a vertically integrated electric utility, and the sole retailer of electric power in the DBIS of Guyana operating under the Licence dated October 1, 1999, and amended October 4, 2010, and October 19, 2019.
Variable Payment	The component of the monthly invoice submitted to the Utility for payment to the operator of the Facility for the supply of Net Energy Output.

## 2.2 BACKGROUND

35. Guyana Power and Light Inc. (GPL) is the largest supplier of electricity in Guyana, South America having a grid coverage of approximately 96.7% on the Coastland - where approximately 90% of the population resides. The areas of Guyana powered by GPL are divided into two (2) main 60 Hz power system blocks; the Demerara Berbice Interconnected System (DBIS) and Isolated Systems (Anna Regina, Bartica, Leguan and Wakenaam).
36. The total 50 MW being solicited in this RFP is for the DBIS, which is by far the largest power system in Guyana. The DBIS currently operates at 69kV transmission voltage level, which extends from Edinburgh in the West to Skeldon in the East and Georgetown in the North to Garden of Eden in the South, along the coastal plain, having a total transmission line length of 354.8 km.
37. The DBIS includes fourteen 69/13.8 kV substations and 809 km of primary distribution lines operating at 13.8 kV, currently serving 210,732 plus customers.
38. Standard conductors mostly of Canton and Partridge are used throughout the transmission system, while varied sizes of conductors are used in the primary distribution systems.
39. Over the past five years, the DBIS gross generation grew by 6.1% to 963.04 GWh and peak demand grew by 5.9% to 135.7 MW in 2021. The 2023 gross generation is expected to be 1,571.41 GWh and peak demand 236.38 MW. With the projected impact of Guyana's oil and gas sector on GDP, the demand is expected to grow at an average annual rate of 27% over the next five years (2023-2027), and 11% during the subsequent ten years (2027-2037).
40. Currently, GPL supplies the demand from a functional firm system capacity of approximately 174.9 MW, where a total of 59.9 MW has surpassed 25 years of operation - aged generator units.
41. Given the current total available firm generation capacity and the forecast demand, GPL will not be able to achieve its Loss of Load Expectation (LOLE) target, (less than 1 day per year). Generation reliability and operation costs would be exacerbated by the unreliability of the aged and high-speed generator units, coupled LFO price volatility.

## 2.3 ENERGY SECTOR POLICY

42. The National Energy Policy 2014 can be found on the website of the Guyana Energy Agency (GEA) at <https://gea.gov.gy/pdf/Energy-Policy-of-Guyana-July-1994.pdf>.



43. A copy of the extended draft Low Carbon Development Strategy can be located at <https://lcds.gov.gy/>.

## **2.4 LEGAL AND REGULATORY FRAMEWORK FOR THE POWER SECTOR**

44. The legal and regulatory frameworks governing the power sector are encapsulated in the following:

- The Electricity Sector Reform Act 1999 as amended;
- Electricity (Exemption from the Regulation for a License) Order No. 74 of 2019;
- GPL License to Supply Electricity for Public Purposes 1999;
- Amendment to GPL License to Supply Electricity for Public Purposes 2019;
- The Public Utilities Commission Act 1999; and
- The National Grid Code.

These documents are available for viewing and may be downloaded from the GPL website at <https://gplinc.com/about-us/publications/>

## **2.5 PRIVATE SECTOR PARTICIPATION IN THE POWER SECTOR**

45. The ESRA makes provision for Independent Power Producers through a licencing process thereby providing for private sector participation in the electricity sector. Recent amendments to the legal framework have allowed for the inclusion of additional categories of suppliers to the Grid without the requirement for a licence. Prior to the 2019 Electricity (Exemption from the Regulation for a Licence) Order only IPP's supplying in excess of 10 MW generation capacity, who were involved in the principal business of generation of electricity could supply electricity to GPL under licence. The Exemption Order as well as amendment to the Licence now allows for more categories of suppliers.

46. Current IPP contracted to supply firm capacity to GPL:

- Skeldon Energy Inc. for the supply of 10MW.

47. Guyana has an abundance of renewable energy resources, which have not yet been developed. GPL's Development & Expansion Programme 2022-2026 incorporates generation expansion from renewable sources. Government of Guyana is also currently working to finalise plans to initiate the 300 MW Gas-fired power plant at Wales and the 165 MW Amailia Falls Hydropower Project. These expansion plans are all aligned with

the overarching Low Carbon Development Strategy - 2030, which highlights a cleaner, greener, reliable, and affordable pathway for developing Guyana's energy sector.

## **2.6 ELECTRICITY DEMAND AND GENERATION EXPANSION PLAN**

Electricity consumption is dictated by the pattern of daily economic and domestic activities. An analysis of the electricity peak demand and energy forecast is outlined in [Appendix D](#).

## **2.7 NON-GUARANTEED OF DATA ACCURACY**

48. All information and data provided by GPL with this RFP are furnished solely for the convenience of the Applicant and are not intended as representations or warranties. Neither GPL nor its consultants shall be responsible for the accuracy or completeness of such information, investigations, records, or interpretations. The Applicant shall be responsible for its own investigation to establish sufficient and accurate information in support of its Proposal. The Applicant assumes all risks associated with the Project, and no adjustments will be provided or made based on the Applicant's interpretation of the information provided.

## **2.8 INSTRUCTIONS TO APPLICANTS**

### **2.8.1 Description of Proposal Process**

- a. All information requested of the Applicant shall be provided in the Proposal.
- b. Applicants shall submit all information and documents described in or required by, inter alia, the annexes, exhibits and appendices of this RFP. If necessary, additional sheets may be attached to the Proposal.
- c. Each page of the Proposal, including the annexes, exhibits and appendices, shall be initialed by a person or persons duly authorized to sign on behalf of the Applicant and associated individuals or companies/consortium. Such authorizations shall be indicated by written powers-of-attorney.
- d. GPL will not enter into any communications with Applicants in connection with this procurement, except to provide clarification on the RFP and the procurement process. GPL will respond in writing to any request for clarification where such request is submitted in writing in accordance with this RFP no later than five (5) Days before the deadline for submission of Proposals. All requests for clarification shall be delivered in writing to the Supply Chain Manager - Procurement. All

responses to bid clarification(s) will be communicated directly to those Applicants who confirmed their intention to bid in accordance with [Appendix B](#).

- e. All documents submitted by the Applicants and marked confidential will be treated as confidential except technical data that is required for the Power Purchase Agreement, systems analysis, and interconnection considerations.
- f. Proposals submitted by the Applicants will become the property of GPL on the date and time of closing of bid submissions.

### **2.8.2 Cost of Preparing Proposals**

- 49. The Applicant shall bear all costs associated with the preparation and submission of its Proposals and the finalization and execution of the agreements comprising the Security Package. GPL will, in no instance, be responsible or liable for these costs, regardless of the conduct or outcome of the procurement process.

### **2.8.3 Sites and Site Visits**

- 50. At this time, Columbia Substation is considered as an alternative grid interconnection option to New Sophia Substation.
- 51. Relevant details, including site layout maps and switchyard details, for the locations are included in [Appendix E](#). Applicants shall read Appendix E in conjunction with [Appendix C](#).
- 52. Failure to fully investigate the Site shall not be grounds for the Applicant to subsequently alter its bid or the agreements comprising the Security Package, nor shall it be the basis for any claim.

## **2.9 REQUEST FOR PROPOSAL**

### **2.9.1 Clarifications**

53. GPL will respond in writing to any request for clarification where such request for clarification is received no later than five (5) Days before the deadline for submission of Proposals. Any Applicant requiring clarification of the RFP may notify GPL in writing at the address listed below:

**GUYANA POWER AND LIGHT INC.**

**40 Main Street  
Georgetown  
Guyana**

**Attention: Ganesh Persaud and CC: Kevon Wilson**

Telephone: +592 669-4127 or +592 608-6399

E-mail: [gpersaud@tplinc.com](mailto:gpersaud@tplinc.com) CC: [kwilson@tplinc.com](mailto:kwilson@tplinc.com)

54. The reply in the form of a circular letter or Addendum will be distributed to all Applicants who have confirmed their intention to bid.

### **2.9.2 Amendments to the RFP**

55. No later than five (5) Days prior to the deadline for submission of Proposals, GPL may issue an Addendum which may delete, modify, or extend any provision of the RFP. The receipt of an Addendum by the Applicant shall be acknowledged promptly in writing and so noted in the Applicant's Proposal. Applicant's late receipt of any Addendum or failure to acknowledge the receipt of any Addendum shall not relieve the Applicant of being bound by such Addendum.
56. Unless the clarification or amendment to the RFP is in the formal manner described above, no representation or explanation to Applicants shall be considered valid or binding on GPL as to the meaning of any provision of the RFP or as to the Project. Applicants are cautioned that no employee of GPL or consultant to GPL is authorized to explain or provide an interpretation of the RFP except as provided in this RFP, and that any interpretation or explanation, if not given in writing by GPL pursuant to [Section 2.9.1](#), must not be relied upon.

57. In order to afford Applicants reasonable time in which to take a clarification or amendment into account in preparing their Proposals, GPL may, at its sole discretion, extend the deadline for the submission of Proposals.

## **2.10 PREPARATION OF PROPOSAL**

### **2.10.1 Language of Proposal**

58. The Proposal and all related correspondences and documents, inclusive of supporting documents, shall be written in the English Language. Any supporting materials/documents not submitted in English Language shall **NOT** be evaluated.

### **2.10.2 Proposal Structure and Contents**

59. Applicants are required to use the prescribed forms as contained in the Appendices. All items to be entered in the prescribed forms shall be typed or written in indelible ink.

60. Applicants should return the Receipt at [Appendix B](#) to confirm their intention to submit a Proposal and are encouraged to do this promptly in order to be included in GPL's updated mailing list of prospective Applicants who will receive responses to queries, any Addenda to the RFP and other instructions directly from GPL.

61. The information are **MANDATORY REQUIREMENTS** in the Proposal as set out in [Appendix A](#) includes the following:

- |            |  |
|------------|--|
| Exhibit 1  | Proposal Letter (Attachment – Proposal Security)   |
| Exhibit 2  | Valid Business Registration or Valid Business Registration of Joint Venture  |
| Exhibit 3  | Valid GRA Compliance (Applicants whose registered business address is within Guyana, including Applicants of Joint Venture agreement.) |
| Exhibit 4  | Valid NIS Compliance (Applicants whose registered business address is within Guyana, including Applicants of Joint Venture agreement.) |
| Exhibit 5  | Copies of Audited Financial Statements for the last three years  |
| Exhibit 6  | Affidavit  |
| Exhibit 7A | Applicant Organization   |
| Exhibit 7B | Associated Organization  |

Exhibit 8	Information to be furnished by Corporations
Exhibit 9	Information to be furnished by Unincorporated Associations
Exhibit 10	Detailed Information to be furnished by Applicant
Exhibit 11	Project Description, Data and Feasibility Report
Exhibit 12	Special Requirements
Exhibit 13	Proposed Annual Tariff (for 3 Years PPA)
Exhibit 14	Financial Data in Support of Tariff
Exhibit 15	Breakdown of Construction Costs
Exhibit 16	Technical Schedule
Exhibit 17	Additional Supporting Data
Exhibit 18	Performance Specifications and Drawings
Exhibit 19	Proposed Project Schedule
Exhibit 20	Disclosure

62. For the purpose of determining the experience and technical capability of an Applicant comprised of more than one entity, including an unincorporated association, the experience and technical capability of each member shall be combined for evaluation.
63. For determining the combined financial capability of an Applicant comprised of more than one entity, including an unincorporated association, each member shall complete and submit [Exhibit 5](#) - Copies of Audited Financial Statements for evaluation.
64. Applicants must submit a substantially responsive Proposal i.e., one which conforms to all terms, conditions, and specifications of the RFP without material deviation or reservation. Failure to comply with this instruction may result in disqualification.
65. Where applicable, Applicants must prepare the Proposal by completing the exhibits, annexes, and appendices.
66. A Proposal may be rejected if it is illegible or contains omissions, erasures, alterations, additions, or irregularities; except for those alterations necessary to correct errors made by the Applicant, in which case such corrections shall be initialled by the person or persons signing the Proposal.

### **2.10.3 Proposal Letter and Proposal Security**

67. Applicants shall complete the Proposal Letter and provide the necessary Power(s) of Attorney as required. Applicants shall also provide the Proposal Security in the form indicated.

### **2.10.4 Description of Project and Technical Feasibility Report**

68. Applicants shall provide a Project Feasibility Report in accordance with [Exhibit 11, Section 4.12.6.](#)

### **2.10.5 Special Requirements (Mandatory)**

#### Plant Configuration

69. The request is for up to a total of 50 MW of generating capacity in two lots, where Lot 1 is a total of 25 MW to be interconnected at New Sophia, Georgetown or at Columbia Substation and Lot 2, 25 MW to be interconnected at Canefield, East Berbice.
70. At the locations, interconnection of each 25 MW power generating facility shall be done at the 69 kV transmission voltage level.
71. The required rating of the GSU per Lot shall result in the transformer loaded at 75% for the power plant's gross MVA capacity at power factor 80% and at N-0 contingency. See Clause 177 to 180 for evaluation details.
72. The plant configuration shall consist of units of similar capacity to mitigate an N-G-1 contingent event for both Lots.

#### Logistics

73. The Project Company shall be responsible for all material and equipment shipments to initiate, commission and decommission the Project in Guyana. The Project Company shall identify and verify the sufficiency of port facilities, transportation networks, customs requirements, taxes, duties, fees, and visas required to implement, commission, and decommission the Project.

#### Labour

74. The Project Company shall be responsible for all matters relating to use of local labour and shall be in compliance with Act No. 18 of 2021, Local Content Act 2021, the Occupational Safety and Health Act, all other relevant laws and regulations of the Cooperative Republic of Guyana.

### Site Utilities

75. GPL is prepared to provide the following:

- Metered electricity service to facilitate project construction;
- 69 kV, 3-phase interconnection line from the Project Company's POI (69kV Circuit Breaker bushings) to GPL Substation for final connection with the National Grid.
- Substations for interconnection are Canefield, and New Sophia or Columbia.

76. The Project Company shall, at its own expense, arrange for/apply, develop, and maintain utilities at the Sites to execute and operate the Project, including but not limited to:

- Waste Disposal, inclusive of Plant Wastes;
- Potable Water;
- Sanitary and Sewerage Facilities; and
- Telephone and Internet services.

### Inputs

77. The Project Company/Project Company shall make its own arrangements for the procurement of all inputs required for the successful completion, testing and commissioning, and efficient operation of the Project for the life of the PPA.

### Environmental and Statutory Requirements

78. Project Company is required to comply with the Environmental Protection Act. (No. 11 of 1996).

79. The Project Company shall ensure that the Project satisfies all applicable environmental and statutory requirements and will be required to provide a full Environmental Impact Assessment Report in conformance with the requirements of the relevant Government agencies prior to commencement of construction.



## Project Milestone Schedule

80. The Project Company shall supply GPL with a detailed Project Milestone Schedule and shall commence construction of the Project on the date agreed with GPL and shall complete construction in accordance with the specified deadline for commercial operation.

### **2.10.6 Proposed Tariff**

81. Applicants shall submit its proposed Tariff in accordance with [Exhibit 13](#). Additional backup sheets and calculations may be submitted as necessary to explain the Applicant's Tariff.

82. Tariff and supporting Cost Data shall be submitted by the Applicant for its Proposal. The Tariff and supporting Cost Data shall be for the execution and completion of the Project as defined in the Proposal.

83. For calculating the Capacity Price, Fixed O&M Price, and Variable O&M Price, the Applicant shall follow the instructions set out below (section [2.15](#)). Additionally, all components of the prices should be clearly outlined in the Tariff model.

84. Applicants shall calculate its Tariff based on the following parameters:

- a. Interest during construction, if applicable, should be included in accordance with the construction schedule.
- b. Energy sold is to be based on the Dependable Capacity of the Plant and expected Availability. For the Proposal Tariff calculation purposes only, it should be assumed that the Plant will be dispatched at the proposed Dependable Capacity at all times less the time/duration estimated for planned and unplanned outages (at the expected Forced Outage Rate). It should be noted, however, that during operations the Plant will be subjected to economic dispatch by GPL's System Control Centre.
- c. All of the Project Company's fixed costs will be compensated through a fixed payment to be paid by GPL and will take into account Plant availability and Dependable Capacity. To the extent that Dependable Capacity is proposed and not available when required, appropriate liquidated damages will apply.
- d. All of the Project Company's variable costs will be compensated through a variable O&M price to be paid by GPL.

85. The components of the Tariff that may be indexed after commencement of operation are set out in the table in [Exhibit 13](#). The base for these will be the cost data to be provided by the Applicant in the Proposal and should be as of thirty (30) Days prior to the deadline for submission of Proposals. The Tariff should therefore be based on cost data as of thirty (30) Days prior to the bid submission deadline.
86. All assumptions regarding the costs of variables, which will impact the Tariff, are to be clearly stated.
87. Expected costs associated with accessing the Site should be included.
88. Applicants shall comply with the customs duties, import controls, and tax requirements and include these in the cost estimates.
89. The Tariff and all associated costs shall be quoted by Applicants in United States Dollars. All payments will be made in United States Dollars or Guyana Dollars at the prevailing exchange rate.

#### **2.10.7 Financial Data**

90. Applicant is required to provide the financial information as per [Exhibit 14](#).
91. In support of its Tariff calculations, cost components must be accompanied by a functional electronic copy of its financial model that demonstrates the relationships between the inputs, conversion factors, any other considerations and outputs in a Microsoft Excel spread sheet file. That is, the components of the fixed and variable tariff should be clearly shown in the working financial model.

#### **2.10.8 Breakdown of Construction Costs**

92. Applicants are required to submit a detailed breakdown of capital costs as per [Exhibit 15](#).

#### **2.10.9 Technical Specifications and Data**

93. Applicants shall submit proposed technical design(s), which would allow the Facilities to meet the proposed Minimum Functional Specifications, as per the National Grid Code, and which shall be included in the PPA. The critical elements to be addressed in the proposed Minimum Functional Specifications are detailed in [Exhibit 16](#).
94. Point of Interconnection of each generating facility shall be on the load side of the grid interconnecting 69 kV Circuit Breaker, where each power plant shall be interconnected electrically with a substation at 69 kV. For the avoidance of doubt, Lot 1 interconnection substation is New Sophia or Columbia, and Lot 2, Canefield Substation.

95. Provisions for the Plant to supply services to the grid such as: spinning reserve for the system, black start capabilities and reactive power for voltage control as required by the relevant sections of the National Grid Code;
96. Design for proposed Generating Units, other proposed facilities, and associated equipment;
97. Plant must be able to operate on the GPL grid in parallel with other Generating Units;
98. Plant must be able to start and operate independently of the system;
99. Plant rated/nominal output must be 60 Hz, 3 Phase and 0.80 power factor lagging.
100. Fault levels and protection systems must be acceptable based on the National Grid Code requirements;
101. All utility requirements for interconnection with the Grid must be complied with, including those relating to the supply of reactive power;
102. See [Exhibit 16](#) for Technical Schedule with additional relevant technical criteria.

#### **2.10.10 Additional Supporting Data**

103. The Proposal shall address the specific items requested in [Exhibit 17](#), entitled “Additional Supporting Data”.

#### **2.10.11 Performance Specifications and Drawings**

104. Detailed specifications and necessary drawings must be provided in accordance with [Exhibit 18](#).

#### **2.10.12 Construction Schedule**

105. The Proposal shall contain the Applicant’s detailed schedule for the implementation of the project in accordance with [Exhibit 15](#).

#### **2.10.13 Operation and Maintenance Organisation Structure**

106. The Proposal shall contain a proposed Organisation Structure for O&M of the power generating facility. See section [3.1.8](#) for further guidance on O&M Agreement Principles.
107. The organisation chart shall have the following critical personnel:
  - a. Plant Manager;
  - b. Supervisors;
  - c. Engineers;
  - d. Shift Leaders;

- e. Shift Operators; and
- f. Maintenance Personnel.

108. For each of the above-mentioned functional position, the Proposal shall contain the CV of each personnel, especially if O&M will be done by the Project Company.

109. In the event the Project Company performs O&M via a Contractor, the Project Company shall include in the Proposal the CV of each personnel as mentioned in Clause 108.

#### **2.10.14 Proposal Validity**

110. All Proposals shall remain valid for a period of nine (9) months from the Deadline of submission of Proposals. Any Proposal offering less than the stipulated Proposal validity shall be rejected.

111. Prior to expiry of the original Proposal's validity period, GPL may request one or more of the Applicants to extend the validity of their Proposal and the Proposal Security for a specified period. The request and the responses thereto shall be made in writing. An Applicant may refuse the request without forfeiting its Proposal Security. An Applicant agreeing to the request will not be required nor permitted to modify its Proposal but will be required to extend the validity of its Proposal and Proposal Security accordingly. The provisions of Instructions to Applicants, regarding discharge and forfeiture of Proposal Security shall continue to apply during the extended period of Proposal validity.

#### **2.10.15 Proposal Security**

112. Subject to the provisions of Section [2.10.3](#) regarding the Proposal Security payable, each Applicant shall furnish, as part of its Proposal, a Proposal Security in the amount of **One-hundred and fifty Thousand United States Dollars [US\$150,000.00] per Lot.**

113. The Proposal Security shall be in the form of a Bank Guarantee, or a Bond from an Insurance company licensed by the Bank of Guyana.

114. The Proposal Security shall be valid for nine (9) months from the Deadline for submission of Proposals.

115. Any Proposal not submitted with a Proposal Security as per Section [2.10.3](#) shall be rejected.

116. The Proposal Security shall be forfeited without any notice, demand, or other legal process:

- a. If an Applicant withdraws its Proposal during the period of Proposal validity; or
- b. If an Applicant's Proposal contains any false statements or material misrepresentations; or
- c. In the case of a successful Applicant, if it fails within the specified time limits to:
  - Execute the Project Agreements, or
  - Furnish the required Performance Security.

117. The Proposal Security shall be returned to an Applicant if:

- a. In the event that the Proposal Security has expired;
- b. In the event that an Applicant withdraws its Proposal before the Deadline for submission of proposals;
- c. The Applicant's Proposal is determined to be non-responsive to the RFP requirements;
- d. In the event that the Project Agreements have been concluded for the total 50 MW capacity, which has been filled by another Applicant; or
- e. In the event that an Applicant has executed the Project Agreements and has furnished the required Performance Security.

#### **2.10.16 Site Visit and Pre-Bid Meeting**

118. GPL intends to host a **Site Visit** to the interconnection sites, New Sophia, Columbia, and Canefield between **October 28<sup>th</sup>, 2022**.

119. GPL intends to host a **Pre-Bid Meeting** on **November 4<sup>th</sup>, 2022**, via a virtual platform. GPL will share the link on or before November 4<sup>th</sup>, 2022.

120. The purpose of the Pre-Bid Meeting is to answer any questions prospective Applicants may have concerning the RFP. Prospective Applicants may continue to submit questions concerning the RFP in writing to GPL up to five (5) Days before the Deadline for Submission of proposals. No further submissions regarding the RFP will be entertained after that time.

121. Any additional information or any modifications to the RFP will be made available by GPL exclusively through the issuance of an Addendum to the RFP and will be issued directly to prospective Applicants who have confirmed their intention to Bid in accordance with [Appendix B](#).

122. Notice of the Pre-Bid Meeting will be issued directly to all shortlisted Applicants who have confirmed their intention to submit a Proposal in accordance with [Appendix B](#).
123. Shortlisted Applicants are therefore **strongly encouraged** to submit their intention to bid and their questions to GPL as soon as possible in accordance with [Appendix B](#).

#### **2.10.17 Markings and Presentation of Proposal for Each Lot**

124. Applicants shall prepare **ONE (1)** original (hardcopy) and **TWO (2)** soft copies, copied to **TWO** separate flash drives of the documents comprising the Proposal. The **ONE** original of the completed Proposal and the **TWO** flash drives shall be placed in a single envelope clearly marked "ONE ORIGINAL OF PROPOSAL with TWO FLASH DRIVES".
125. In the event of any discrepancy between the original and any copy, the original shall prevail.
126. If the Proposal consists of more than one volume, Applicant must clearly number the volumes constituting the Proposal and provide an indexed table of contents for each volume.
127. The Proposal shall be signed by a person or persons duly authorized to bind the Applicant to the Proposal. Proof of authorization shall be furnished in the form of a written Power-of-Authority which shall be attached to the Proposal Letter. All pages of the Proposal where entries or amendments have been made shall be initialled by the person or persons signing the Proposal.
128. The complete Proposal shall be without alterations except as necessary to accord with instructions issued by GPL or to correct errors made by the Applicant. All such corrections shall be initialled by the person or persons signing the Proposal.
129. Applicants may form a joint venture for the purpose of submitting a Proposal and shall then also comply with the following requirements:
  - a. One of the partners shall be nominated as the managing partner and this authorization shall be evidenced by submitting a power of attorney signed by legally authorized signatories of all the partners;
  - b. The managing partner shall be authorized to incur liabilities and receive instructions for and on behalf of any and all partners of the joint venture;
  - c. All partners of the joint venture shall be jointly and severally liable for the actions of the joint venture and the managing partner, and a relevant statement to this

effect shall be included in the agreement entered into by the joint venture partners

- d. A copy of the agreement entered by the joint venture partners shall be submitted with the Proposal.

## **2.11 SUBMISSION OF PROPOSAL**

### **2.11.1 Sealing and Marking**

130. THE APPLICANT SHALL SUBMIT ONE (1) ORIGINAL AND TWO (2) SOFT COPIES OF THE PROPOSAL FOR EACH LOT IN A SEALED ENVELOPE BEFORE THE DEADLINE FOR SUBMISSION OF PROPOSALS. The envelope containing the Proposal must be addressed to GPL as follows:

**The Secretary to the Tender Board  
Guyana Power and Light Incorporated.  
91 Duke Street, Kingston, Georgetown**

131. Below the above-mentioned address the following must be written in bold letters:

**“LOT X - PROPOSAL FOR THE SUPPLY OF A TOTAL OF 50 MW HFO-FIRED FIRM POWER GENERATING CAPACITY TO THE NATIONAL GRID, GEORGETOWN GUYANA, THROUGH A POWER PURCHASE AGREEMENT FOR A PERIOD OF 3 YEARS”**

**“SEALED PROPOSAL – DO NOT OPEN PRIOR TO 2:30 P.M. on November 11<sup>th</sup>, 2022.**

132. As stated in Clauses in 131 where there is “Lot X”, bidder shall state whether the packaged submission is either for Lot 1 or Lot 2.
133. If the cover envelope is not sealed and marked as instructed, GPL will assume no responsibility for the misplacement of documents/sheets/pages or premature opening of the Proposal submitted or tampering of flash drives and data/content(s) on the flash drives.
134. The soft copies of the bid submitted for each shall be in searchable PDF format or equivalent along with a functional electronic copy of its financial model in a Microsoft Excel spread sheet is to be provided with each submission.

### **2.11.2 Deadline for Submission of Proposal**

135. Proposals marked as specified above shall be deposited in the Tender Box provided at the address below **NOT** later than **2:00 p.m. local time (Guyana Time: -4 GMT) on November 11th, 2022.**
136. **LATE BIDS** – after 2:00 p.m. Guyana Time on November 11th, 2022, **SHALL BE REJECTED.**



137. Applicants are invited to witness the opening of the Proposals via a virtual platform at 2:30 p.m. on November 11<sup>th</sup>, 2022.
138. GPL may, at its sole discretion, extend the deadline for submission of Proposals by issuing an Addendum in accordance with [Instructions to Applicants](#), after which all rights and obligations of GPL and Applicants shall be subject to the new deadline.

### **2.11.3 Treatment of Late Proposals**

139. It is the sole responsibility of each Applicant to ensure that GPL receives its Proposal by the date and time specified above (Section [2.11.2](#)). Any Proposal received after the Deadline for submission of Proposals will **NOT** be considered for evaluation and the relevant Applicant(s) will be so notified.

### **2.11.4 Modifications and Withdrawals**

140. Applicants may modify or withdraw their Proposal(s) after submission, provided that the modification or notice of withdrawal is received in writing by GPL prior to the prescribed Deadline for submission of Proposals.
141. Applicants' modification or notice of withdrawal shall be prepared, sealed, marked, and delivered in accordance with the provisions of Instructions to Applicants for the submission of Proposals, with envelopes additionally marked "MODIFICATION" or "WITHDRAWAL" as appropriate.
142. Subject to [Instructions to Applicants](#), no Proposal may be modified subsequent to the Deadline for submission of Proposals.
143. Withdrawal of a Proposal during the interval between the Deadline for submission of Proposals and the expiration of the period of Proposal validity specified in this RFP will result in the forfeiture of the Proposal Security.

## **2.12 PROPOSAL OPENING AND EVALUATION**

### **2.12.1 Opening of Proposals**

144. GPL will open the Proposals in respect of submissions made pursuant to [Instructions to Applicants](#), in a virtual session at 2:30 p.m. **on November 11th, 2022**.
145. Proposals, for which a notice of withdrawal has been submitted, pursuant to [Instructions to Applicants](#), will not be opened. Otherwise, GPL will examine Proposals to determine whether they are complete, whether the requisite Proposal Securities have been furnished, whether the documents have been properly signed, and whether the Proposals are generally in order.

146. At the Proposal opening, GPL will announce:

- Name of Applicant;
- The Proposal Security;
- The Proposed Dependable Capacity;
- Total Project Cost; and
- Unit cost of Net Generation to the GPL for 3 years.

### **2.12.2 Confidentiality**

147. After opening of the Proposals, GPL shall not be obliged to disclose to Applicants information relating to the examination, any clarification, evaluation and comparison of Proposals, and recommendations concerning the award of the Project(s) except as required by this RFP.

148. All documents submitted by the Applicants and marked confidential will be treated as confidential except in instances where technical data is required for the Power Purchase Agreement, systems analysis, and interconnection considerations. Notwithstanding the foregoing, GPL shall be at liberty to release any or all information submitted by Applicants as may be required by the Laws of Guyana.

149. Any effort by or on behalf of an Applicant to influence GPL or any of its officials in the process of examination, clarification, evaluation, and comparison of Proposals, and in decisions concerning the award of the Project, will result in the rejection of the Applicant's Proposal and forfeiture of their Proposal Security.

150. GPL will not return the original nor the copies of any Proposal submitted by an Applicant.

### **2.12.3 Clarification of Proposals**

151. During the examination, evaluation and comparison of Proposals, GPL may, at its discretion, request clarification from Applicants in relation to their Proposals. Requests for clarifications and responses shall be in writing and no change in the Tariff or substance of the Proposal by the Applicant shall be sought, offered, or permitted.

### **2.12.4 Determination of Responsiveness**

152. Prior to the detailed evaluation of the Proposals, GPL will determine whether each Proposal is substantially responsive to the requirements of the RFP based on a review and evaluation of information provided by Applicants.

153. For the purpose of this clause, a substantially responsive Proposal is one which conforms to all the terms, conditions, and specifications of the RFP without material deviation or reservation. A material deviation or reservation is one which affects in a substantial way the scope, quality, or performance of the Project, or which, in the sole opinion of GPL, limits in a substantial way, inconsistent with the RFP documents, GPL's rights or the Applicant's obligations and the rectification of which deviation or reservation would affect unfairly the competitive position of other Applicants presenting substantially responsive Proposals. If a Proposal is not substantially responsive to the requirements of the RFP, it will be rejected.
154. Notwithstanding the above, GPL reserves the right to accept or reject any Proposal, to waive minor informalities in Proposal received, and to annul the RFP process and reject all Proposals at any time prior to the recommendation for grant of Licence to supply electricity. Any or all Applicants may be disqualified from the selection process and excluded from further consideration for, *inter alia*, any one of the following reasons:
- Submission of a Proposal to GPL after the required deadline;
  - Failure to submit required supporting documentation within the required timeframe;
  - Failure to submit a Proposal with all forms completed and information and data provided as required by GPL;
  - Material inconsistencies in the information submitted; and
  - Misrepresentations in the completed Proposal and supporting documentation.

#### **2.12.5 Correction of Errors**

155. Proposals determined to be substantially responsive will be checked for any arithmetic errors in computation and summation and recalculated if necessary. Quoted unit prices shall govern in the recalculations. Where there is a discrepancy between amounts in figures and in words, the amounts in words will govern. All corrections that could affect the comparative ranking of Proposals will be explained. All corrections are considered binding on the Applicant. Applicants affected by changes will be notified of the changes. The Applicant must accept such arithmetic corrections, or its Proposal will be rejected.
156. The amount stated in the Proposal will be adjusted in accordance with the above procedure for the correction of errors.

### **2.12.6 Evaluation of Proposals**

157. GPL will evaluate and rank Proposals determined to be substantially responsive to the requirements of the RFP **ONLY**.
158. Acting in its sole discretion, GPL reserves the right to accept or reject any Proposal or to reject all Proposals, without thereby incurring any liability to the affected Applicants. GPL reserves the right not to recommend any Applicant for grant of Licence to supply electricity and may terminate the selection process at any time without thereby incurring any liability to any Applicant.
159. The selection process to be used by GPL will involve the following stages:
- Stage 1: Preliminary Examination of Responsiveness of Proposal;
  - Stage 2: Technical Evaluation of Proposal; and
  - Stage 3: Financial Evaluation of Proposal.
160. **Only** Proposals passing Stage 1 will be considered for Stage 2.
161. **Only** Proposals passing Mandatory Technical Evaluation, will be considered for Technical Points Award in Stage 2.
162. **Only** Proposals achieving 50% of the maximum points for Technical Points Award and Project Delivery in Stage 2 shall be deemed Technically Adequate and progress onto Stage 3.
163. At Stage 3, the unit cost of Generation shall be calculated **ONLY** for Proposals that satisfy the requirements mentioned above and shall be scored accordingly by referencing the Proposal with the lowest unit cost of Generation over the 3 -year tenure.
164. The Proposal with the highest total amount of points in Stages 2 and 3 shall be considered the No. 1 Ranked Proposal and shall be invited to finalise the PPA.

## **2.13 STAGE 1 EVALUATION - PRELIMINARY EXAMINATION OF PROPOSAL**

### **2.13.1 Evaluation Criteria - Stage 1**

165. During Stage 1, a detailed examination of the Applicant's submission package and determination of responsiveness of proposal.
166. At Stage 1, Proposals will be evaluated based on the submission of all mandatory requirements stated in Clause 61.

167. The evaluation result for Stage 1 is either Responsive or Non-Responsive to the **MANDATORY CRITERIA** set out in this evaluation stage. Bidders shall be deemed Non-Responsive if **ANY** of the mandatory submissions listed for evaluation in this stage is not completed and submitted.
168. See the attached Bid Evaluation Sheet – Stage 1: Preliminary Examination.
169. Only Proposals deemed Responsive shall progress to Stage 2 of the Evaluation Process.
170. GPL reserves the right to solely determine the acceptability of an Applicant Submission **ONLY** and is **NOT** bound to take into account any subsequent representation or further information provided to GPL regarding the status of any particular Applicant.

## **2.14 STAGE 2 EVALUATION – TECHNICAL EVALUATION [30 Points]**

171. Proposal(s) from Applicants that are Responsive at Stage 1 will be subject to a detailed technical evaluation at Stage 2.

### **2.14.1 Evaluation Criteria – Stage 2**

172. Proposals will be evaluated based on the following:

- Technical Adequacy Evaluation [15 Points]; and
- Project Delivery [15 Points].

173. Technical Adequacy shall be evaluated in two [2] stages:

- **MANDATORY TECHNICAL EVALUATION [PASS/FAIL]**; and
- Technical Adequacy Evaluation – Points Award [15 Points]

174. See the attached Bid Evaluation Sheet – Stage 2: Technical Evaluation.

175. In order for Proposals to progress to Stage 3, a minimum of 50% of the maximum Points of each of the following Technical Evaluation Criteria **MUST** be obtained:

- Technical Adequacy Evaluation [50% of 15 = 7.5 Points]; and
- Project Delivery Timeline [50% of 15 = 7.5 Points].

### **2.14.2 Technical Adequacy [Max 15 Points]**

176. Proposals shall satisfy **ALL MANDATORY TECHNICAL EVALUATION** Criteria in order to progress to the Technical Evaluation of this Stage for points to be awarded.

### GSU ONAN Percentage Loading

177. The GSU shall be evaluated based on its ONAN percentage loading for N-0, at 100% Power Plant Dispatch.

178. GSU ONAN percentage loading less than 60% and greater than 90% shall be awarded **ZERO (0) POINTS**.

179. GSU ONAN percentage loading greater than and equal to 60% and less than and equal to 75% shall be awarded Points as follows:

$$\begin{aligned} & \text{GSU ONAN \% Loading Evaluation Points} \\ & = \frac{\text{Bidder GSU ONAN \% Loading}}{\text{GPL Required GSU ONAN \% Loading (75\%)}} * 4 \end{aligned}$$

180. GSU ONAN percentage loading greater than 75% and less than and equal to 90% shall be awarded Points as follows:

$$\begin{aligned} & \text{GSU ONAN \% Loading Evaluation Points} \\ & = \frac{\text{GPL Required GSU ONAN \% Loading (75\%)}}{\text{Bidder GSU ONAN \% Loading}} * 4 \end{aligned}$$

### GSU No. of Tap Positions

181. The required Minimum Number of Tap Positions on GSU(s) shall be 9.

182. GSU(s) with a total number of Tap Positions greater than or equal to 5 and less than 9 [5<=Number of Tap Position<9] shall be awarded Points as follows:

$$\begin{aligned} & \text{No. Tap Position Evaluation Points} \\ & = \frac{\text{Bidder Maximum No. of Tap Positions}}{\text{GPL Required Minimum No. of Tap Positions}} * 3 \end{aligned}$$

183. GSU(s) with total number of Tap Positions less than 5 shall be awarded **ZERO [0] POINTS**.

### Onsite HFO Storage Capacity

184. The minimum required usable onsite HFO storage capacity per Lot shall be 21 days, and maximum, 30 days, considering the operation of each 25 MW power plant at full capacity at 100% availability.

185. HFO Storage Capacity less than 21 days shall be awarded **ZERO (0) POINTS**.

186. HFO Storage Capacity equal to and greater than 21 days and less than or equal to 30 days shall be awarded Points as follows:

*Onsite HFO Storage Capacity Evaluation Points*

$$= \frac{\text{Bidder HFO Storage Capacity (No. of Days)}}{\text{GPL Max Required HFO Storage Capacity (30 days)}} * 8$$

187. **Maximum Points [8] will be awarded for HFO Storage Capacity equal to or greater than 30 days.**

**2.14.3 Project Delivery Timeline [Max 15 Points]**

188. Each Power Plant Lot shall be ready to commission within the shortest possible timeline, starting at nine (9) months from the date of Notice to Proceed.

189. Delivery timeline score shall be determined as per the table below:

<b>Project Delivery Timelines (Months)</b>	<b>Points Allocation</b>
Less than or equal to 9 Months	15
Greater than 9 Months and Less than or equal to 10 Months	14
Greater than 10 Months and Less than or equal to 11 Months	13
Greater than 11 Months and Less than or equal to 12 Months	12
Greater than 12 Months and Less than or equal to 13 Months	11
Greater than 13 Months and Less than or equal to 14 Months	10
Greater than 14 Months and Less than or equal to 15 Months	9
Greater than 15 Months and Less than or equal to 16 Months	8
Greater than 16 Months and Less than or equal to 18 Months	7
Greater than 18 months	6

**2.15 STAGE 3 EVALUATION - FINANCIAL EVALUATION [70 Points]**

190. Proposals that are deemed to be technically feasible and acceptable (pass Stage 2) shall progress to a financial evaluation at Stage 3.

**2.15.1 Financial Criteria - Stage 3**

191. Financial evaluation will be based on the Net Energy output parameters and associated costs. The general objective will be to select Proposals for Lots 1 and 2 that will contribute to the overall power sector objective of providing a reliable supply of electricity at least cost to GPL, which shall be represented by the 3-year least unit cost of Net Generation to the GPL.

192. Applicants are required to calculate the Unit Cost of Net Generation to GPL for each Proposed PPA Period - 3 Years.

193. The Proposals will be evaluated based on each PPA Period, inter alia:

- Dependable Net Capacity [MW] and ability to dispatch the plant at any given time;
  - Minimum Annual Average Power Plant Capacity Factor [%/Year];
  - Mobilization – Fixed Fee [US\$]
  - De-Mobilization – Fixed Fee [US\$]
  - Capacity Charge [US\$/kW/Month]
  - Fixed O&M Costs [US\$/kW/Month]
  - Variable O&M Costs [US\$/kW/Month]
194. Fuel Efficiency of Power Plant [Imperial Gallon/MWh]. See [Appendix F](#) for technical specifications of HFO.
195. Applicants shall submit a copy of the Financial Model that represents the 3-year PPA Period.
196. Points for each Proposal evaluated shall be awarded as follows:

*Bidder [N] Stage 3 Score*

$$= \frac{\text{Lowest 3 – Year Unit Cost of Generation (US\$/kWh)}}{\text{Bidder [N] 3 – Year Unit Cost of Generation (US\$/kWh)}} * 70$$

Where [N] is the Bidder Number/Name of Bidder.

## **2.16 SELECTION CYCLE**

197. Applicants are advised that the following cycle of events has been established for the selection of the successful Applicant(s) and implementation of the Project(s):
- (a) Receive Proposals;
  - (b) Preliminary clarifications to address inconsistencies and correct arithmetic errors only;
  - (c) Evaluation of Proposals and identification of the Highest Ranked Applicants;
  - (d) Clarification meetings with the Highest Ranked Applicants;
  - (e) GPL issues Notification of Selection to successful Applicant(s) and informs all others of their ranking;
  - (f) GPL invites Highest Ranked Applicant(s) to finalize Project Agreements;
  - (g) Project Company provides Performance Security for each Lot;



- (h) Execution of Project Agreements; and
- (i) Unsuccessful Applicants are informed of Selection and Proposal Securities are returned.

### **2.16.1 Clarifications**

198. If necessary, after the Deadline for submission of Proposals, GPL may seek clarification from an Applicant regarding its Proposal. The Applicant will also be advised of the date, time, and venue for detailed clarification meetings between GPL and such Applicant if so required.

### **2.16.2 Finalization of Power Purchase Agreement(s)**

199. After the evaluation of proposals, GPL will invite the Highest Ranked Applicant(s) to finalize the PPA(s). GPL will notify the Highest Ranked Applicant(s) of the date, time, and location of any meetings for this purpose. GPL may request that the Highest Ranked Applicant(s) extend its Proposal validity in accordance with [Instructions to Applicants](#), if necessary. Lower ranked Applicants will remain on standby.

200. GPL may proceed to the next highest ranked Applicant if:

- a. The Project Agreements are not finalized and executed by the parties within three (3) months after the Notice to Proceed has been issued by GPL to the Highest Ranked Applicant.
- b. GPL discovers that the Highest Ranked Applicant has made a material misrepresentation in the Submission of its Proposal.
- c. The Highest Ranked Applicant deviates from the terms of its proposal submitted.
- d. The Highest Ranked Applicant fails to provide Performance Security within ten (10) days as provided for in the section [2.16.3](#) of the RFP or fails maintain the said Performance Security.

201. Upon execution and ratification of the PPA and the furnishing by the Highest Ranked Applicant(s) of its Performance Security in accordance with the provisions of Instructions to Applicants, GPL will promptly inform the remaining Applicants that their Proposals have been unsuccessful, discharge and return their Proposal Securities.

### **2.16.3 Performance Security Requirements**

202. Within ten (10) Days after the latter of the dates on which the Licence and PPA are signed, the Project Company shall furnish a Performance Security in the amount of **Thirteen Million and Five-Hundred Thousand United States Dollars [US\$13,500,000.00]** per Lot to GPL. The Performance Security Deposit shall be in the

form of a Bank Guarantee, or a Bond from an Insurance company licensed by the Bank of Guyana. All costs of obtaining and maintaining the Performance Security shall be borne by the Project Company.

203. If GPL determines that the successful Applicant(s) has made any false representation, has failed to comply with the requirements of [Instructions to Applicants](#), or has breached the provisions of any Project Agreement, GPL shall be entitled to recommend the termination of the Licence and to draw upon the Performance Security.

#### **2.16.4 Applicant's Responsibilities**

204. Each Applicant is expected to carefully examine all instructions, conditions, forms and terms in the RFP and all Addenda. Applicant is also responsible for informing itself with respect to all conditions that might in any way affect the cost or the performance of the Project. Failure to do so, and failure to comply with the requirements of the RFP will be at the Applicant's own risk, and no relief will be given for errors or omissions by the Applicant. Pursuant to [Instructions to Applicants](#), Proposals which are not substantially responsive to the requirements of the RFP will be rejected.

### 3. SECURITY PACKAGE AND FINANCING STRUCTURE

#### 3.1 SECURITY PACKAGE

##### 3.1.1 Granting of License

205. The Project Company will require a Licence from the Government of Guyana, which will be based on the recommendation of GPL. Pursuant to the Licence, the Government of Guyana will grant the Project Company the right to design, build, own, operate the Facility and sell electrical energy to the National Grid for the period of the approved PPA. See [Section 3.1.2](#) for further details.

##### 3.1.2 Principles of Power Purchase Agreement

206. The Project Company will enter into a Power Purchase Agreement (PPA) with GPL. Pursuant to the PPA, the Project Company will build, own, and operate the Facility and will sell power to Guyana Power & Light Inc. for the duration of the approved PPA.

207. The PPA represents a draft contract that is subject to amendment at the negotiation stage. For clarity, the attached draft PPA should **NOT** be construed as final.

208. The key Features of the PPA are as follows:

- The initial term shall be for a period of 3 years from the date of commissioning of the Facility and *may* be extended for an additional period.
- The Facility will be dispatchable at the request of GPL's Control Centre, subject to approved scheduled outages.
- The capacity of the Facility will be tested at regular intervals and the Project Company will be paid a fixed amount per kW of tested capacity up to the maximum agreed capacity per Lot.
- Payment will include a Fixed Payment and a Variable Payment:
  - The Fixed Payment will be based on agreed fixed prices and the Dependable Capacity.
  - The Variable Payment will be based on the Net Energy Output and the agreed variable price.
- Liquidated damages will be assessed against the Project Company for:
  - Delays in commissioning;
  - Increase in Heat Rate;
  - Shortfalls in capacity; and

- Failure to meet dispatch requirements.
- The Project Company will be required to provide Performance Security per Lot.
- Either Party may terminate the PPA under certain specified conditions.

### **3.1.3 Fuel Supply**

209. The Project Company shall enter into an agreement with GPL for the supply of fuel to be used by the Facility.
210. See [Appendix F](#) for typical technical specification of Heavy Fuel Oil used by GPL HFO-Fired Power Plants.

### **3.1.4 Required Insurance Coverage**

211. Unless otherwise expressly provided in the Power Purchase Agreement, the Project Company shall, at its sole expense, take out and maintain, in effect, at all times during the terms of the Power Purchase Agreement, the required insurance coverage such as:
- All Risks Marine Cargo Insurance,
  - All Risks Property Damage/Operational Insurance,
  - Worker's Compensation Insurance,
  - Comprehensive Third-Party Liability Insurance,
  - Comprehensive Automobile Liability Insurance,
  - Excess Umbrella Liability Insurance.

### **3.1.5 Approvals**

212. GPL shall be solely responsible for securing approvals and permits such as construction and operation from the Guyana EPA.
213. The Project Company shall be solely responsible for securing all other relevant approvals, permits and license(s) from the relevant Government and statutory organizations.

### **3.1.6 Principles of Engineering Procurement & Construction Agreement**

214. The Project Company may enter into an Engineering, Procurement & Construction (EPC) Agreement with a reputable construction contractor to complete the design and construction of the Project at a fixed price, in accordance with the Project Milestone Schedule and to the specifications agreed in the PPA.
215. The following are some of the terms and conditions that shall be included in the Construction Contract:

- a. The Contractor shall abide by all applicable Laws of Guyana.
- b. The Contract shall reflect the applicable provisions from the Project Agreements for which the Company is responsible.
- c. The Contract shall contain Plant performance guarantees by the Contractor.
- d. If construction is completed but the Plant fails to meet performance guarantees, the Contractor will be required to pay damages in an amount sufficient to cover at a minimum the liquidated damages that will be assessed under the PPA.
- e. The Contractor shall undertake to complete the Project in accordance with an agreed schedule consistent with the Project Milestone Schedule. In the event of failure to complete construction by the scheduled date, the Contractor shall be required to pay damages in an amount at a minimum sufficient to cover the liquidated damages that will be assessed under the PPA.
- f. If the Contractor were to abandon construction or to fail to pursue construction with due diligence, the Project Company shall have the right to replace the Contractor and require the Contractor to pay any additional costs resulting from its default.
- g. The Contractor shall provide an unlimited completion guarantee for the Project facilities which is assignable without the Contractor's consent.

### **3.1.7 Arrangement for Use of Site(s)**

216. The Project Company shall be solely responsible for all matters relating to the Project Site including access and development costs of the project site(s).

### **3.1.8 Principles of Operation and Maintenance Agreement**

217. The Project Company may enter into an Operations and Maintenance Agreement ("O&M Agreement") with a reputable Operations and Maintenance Contractor ("O&M Contractor") if the Company intends to perform these functions via a contractor.

218. The Company shall ensure the O&M Agreement results in the employment of personnel (management, supervisory and otherwise) who are qualified and experienced for operating and monitoring the Facility and for coordinating operations of the Facility with GPL's Control Centre. The Company shall ensure that such personnel are on duty at the Facility at all times, twenty-four (24) hours a Day and seven (7) Days a Week commencing with the date on which electrical energy is first generated by the Facility.

219. The following are some of the minimum terms and conditions that would be required in the O&M Agreement:

- The O&M Agreement shall reflect the applicable obligations of the Company under the License and PPA.
- The O&M Agreement shall specify various price components directly tied to the Tariff under the PPA and provide the explanation and adequate information for future adjustments.
- The O&M Agreement shall be specific in regard to the spare parts and consumables included in the base price.
- The O&M Agreement shall address any improvements or additions to be made to the plant in the future.
- The O&M Agreement shall provide for plant operations during emergency conditions.
- The O&M Contractor shall undertake to operate and maintain the Project consistent with the standards set forth in the PPA. In the event of failure to do so, the O&M Contractor will be required to pay damages in an amount at a minimum sufficient to cover the liquidated damages that will be assessed under the PPA.

### **3.2 FINANCING STRUCTURE**

220. The Project Company will be responsible for mobilizing the financing for the Project. Agreements required to secure finance for the Project and will be entered into between the Project Company and the institutions providing the financing for the Project and shall be based on the financial plan presented by the Applicant in its Proposal. Any subsequent changes to the financial plan after finalization of the Project Agreements will require the approval of GPL.

221. The financial plan provided by the Project Company will describe the sources of funds and the terms of financing for both debt and equity as applicable. The terms of the proposed financing shall be outlined in the Proposal. The Project Company shall also provide details on the different financing sources. The funds shall be in amounts sufficient to cover all applicable costs.

222. Financing will be in the form of equity and debt. Repayment and returns on equity will not be guaranteed.

**4. APPENDIX A: APPLICANTS PROPOSAL AND SUPPORTING DATA**

**APPLICANT'S PROPOSAL**

SUBMITTED BY: .....

ADDRESS: .....  
.....  
.....

TELEPHONE :.....

E-MAIL: .....

#### 4.1 EXHIBIT 1: PROPOSAL LETTER [Each Lot shall bear a separate Proposal Letter]

Date:

[ADDRESS]

Attn: [ ]

**Re: Lot X - Proposal for the Supply of a Total of 50 MW HFO-fired Firm Power Generating Capacity to the National Grid, Georgetown Guyana, through a Power Purchase Agreement for a Period of 3 Years dated [ ] (RFP)**

Dear Sir:

Having examined the captioned RFP, we, the undersigned, offer to design, finance, procure, construct, operate and maintain a [Insert Gross Aggregated Capacity per Lot] MW **[Insert Type of Plant]** Power Generation Project specified in the attached proposal (the "Proposal") and to supply electric power to the GPL Grid, connected to **[Name of]** substation, in conformity with the RFP and all Addenda, Appendices and Exhibits attached thereto. The total Project Cost as specified in [Exhibit 14](#) attached hereto is **Amount in Words** [\$ ] and the unit cost of Generation over the three (3) years period is **Amount in Words** [US\$ /kWh].

We agree to abide by this Proposal for the period of [insert Number of Months to Commission the Project)] months from the deadline for submission of proposals as prescribed in the RFP and this Proposal shall remain binding upon us and may be accepted by GPL at any time before the expiration of that period. This Proposal shall constitute a binding offer until it expires, or an agreement is executed which supersedes it.

We have provided and included herein a Proposal Security in an amount equal to **One-hundred and Fifty Thousand United States Dollars [US\$150,000.00]**.

We certify that (i) the information submitted as part of this Proposal to GPL is complete and accurate and (ii) the Proposal has been submitted in the legal name of the entity which would be bound by any resulting agreements.



We understand that you are not bound to accept any proposal you may receive.

Yours sincerely,

Authorized Signature [*In full and initials*]: .....

Name and Title of Signatory: .....

Name of Entity: .....

Address:

Attachments - Proposal Security  
- Power of Attorney

Signature \_\_\_\_\_ (*Applicant shall submit a Power of Attorney for its Duly Authorized Representatives*)

## **4.2 EXHIBIT 2: VALID BUSINESS REGISTRATION**

Applicants are required to submit a copy of a valid Business Registration.

In the event of a Joint Venture, a copy of a valid business registration of each member shall be submitted.

## **4.3 EXHIBIT 3: VALID GRA COMPLIANCE**

This mandatory requirement is applicable ONLY to Applicants whose registered business address is within Guyana, including Applicants of Joint Venture agreement.

Applicants are required to submit a copy of a valid GRA Compliance Certificate.

In the event of a Joint Venture, a copy of a valid GRA Compliance Certificate of each member shall be submitted.

## **4.4 EXHIBIT 4: VALID NIS COMPLIANCE**

This mandatory requirement is applicable ONLY to Applicants whose registered business address is within Guyana, including Applicants of Joint Venture agreement.

Applicants are required to submit a copy of a valid National Insurance Scheme (NIS) Compliance Certificate.

In the event of a Joint Venture, a copy of a valid NIS Compliance Certificate of each member shall be submitted.

## **4.5 EXHIBIT 5: COPIES OF AUDITED FINANCIAL STATEMENTS**

Applicants shall submit copies of Audited Financial Statements for the last three (3) years.

In the event of a Joint Venture, Audited Financial Statements of each member shall be submitted.

**4.6 EXHIBIT 6: AFFIDAVIT**

**Affidavit**

I, ....., being duly sworn do make oath and say as follows:

1) That I am of legal age and reside at:

.....  
(Address)

.....  
(Address)

.....  
(Address)

2) That I am the ..... of the  
(Official Capacity)

....., corporation/association/company,  
(Name of Firm)

duly organized under the laws of .....  
(Name of Country)

3) That personally, and as ..... for and  
(Official Capacity)

on behalf of the corporation/association/company, I hereby certify that:

- a. All statements made in this Applicant's Proposal and in the required attachments are true and correct,
- b. This Proposal is made for the express purpose of developing the proposed power generation project,
- c. The Applicant will make available to GPL or any authorized agent of GPL any information they may find necessary to verify any Clause/Item in this Proposal or regarding the competence and general reputation of the Applicant,

d. That I am duly authorized by the corporation/association/company to make these representations and to sign this Proposal.

Signature: .....  
(Secretary/General Partner/ Individual Contractor/ Applicant)

SUBSCRIBED AND SWORN TO before me this ..... day of ..... 2022.....

at .....

Notary Public: .....

## 4.7 EXHIBIT 7A: APPLICANT ORGANISATION\*

Date: .....

1. Entity's Name: .....
2. Entity's Country of Incorporation: .....
3. Entity's Address: .....  
.....
4. Entity's email contact: .....
5. Entity's Website: .....
6. Telephone No: ..... Fax No: .....
7. Address of Registered Office: .....  
.....
8. Local Contact and Address (if any): .....
9. Year Organized: .....
10. Type of Association: .....
11. Type and Scale of Operation: .....

\* In the event that the Applicant is comprised of more than one entity, separate forms shall be submitted for each such entity.

## 4.8 EXHIBIT 7B: ASSOCIATED ORGANISATION\*

Date: .....

1. Entity's Name: .....
2. Entity's Country of Incorporation: .....
3. Entity's Address: .....  
.....
4. Entity's email contact: .....
5. Entity's Website: .....
6. Telephone No: ..... Fax No: .....
7. Address of Registered Office: .....  
.....
8. Local Contact and Address (if any): .....
9. Year Organized: .....
10. Type of Association: .....
11. Type and Scale of Operation: .....

\* Individual form shall be submitted for each associated entity.

Submit additional sheets as necessary.

## 4.9 EXHIBIT 8: INFORMATION TO BE FURNISHED BY APPLICANT

\*

List below all stockholders and other persons owning 5% or more of stock or other interest.

	NAME	TYPES OF INTEREST OR NUMBER OF SHARES OWNED	VALUE	EXTENT OF CONTROL (%)**
1.				
2.				
3.				
4.				
5.				
6.				
7.				
8.				
9.				
10.				
11.				
12.				
13.				
14.				
15.				

\* In the event that the Applicant is comprised of more than one entity, separate forms shall be submitted for each such entity.

\*\* Equity holdings

**OFFICIALS OF THE APPLICANT**  
**MEMBERS OF THE BOARD OF DIRECTORS**

NAME	DESIGNATION
1. ....	.....
2. ....	.....
3. ....	.....
4. ....	.....
5. ....	.....

State below the name of the individual who is actively managing the affairs of the Corporation.

NAME: .....

ADDRESS: .....

DESIGNATION: .....

Herewith attached is a certified copy of Resolution authorizing corporation's representative to file the Proposal and sign subsequent agreements.

\* In the event that the Applicant is comprised of more than one entity, separate forms shall be submitted for each such entity.



## 4.10 EXHIBIT 9: INFORMATION TO BE FURNISHED BY UNINCORPORATED ASSOCIATIONS \*

Date of Registration: .....

Securities and Exchange Commission Registration No: .....

State whether the Unincorporated Association is:

- General Partnership .....
- Limited Partnership .....
- Other .....

	NAME OF MEMBER OF UNINCORPORATED ASSOCIATION	ADDRESS	AGE	OCCUPATION	VALUE OF CONTRIBUTION
1.					
2.					
3.					
4.					
5.					
6.					
7.					
8.					
9.					
10.					
				<b>TOTAL</b>	

State below the name of the individual who is actively managing the affairs of the Unincorporated Association.

NAME: .....

ADDRESS: .....

.....

DESIGNATION: .....

Herewith attached is a certified copy of Appointment of business manager and his Authority.

\* For each associated firm or partner.

## **4.11 EXHIBIT 10: DETAILED INFORMATION ABOUT APPLICANT<sup>1</sup>**

### **1. ORGANISATION DOCUMENTATION, CLEARANCES AND EXPERIENCES**

We/I hereby submit for your examination and consideration certified true/photocopies of the following:

**ANNEX A -** Articles of Incorporation and by-laws, or other organizational documents, in English.

**ANNEX B -** Certificate of registration with the relevant companies' registration authority.

**ANNEX C -** Curriculum Vitae of key personnel who will be responsible for developing, managing, and operating the Project.

### **2. TECHNICAL CAPABILITY AND MANAGEMENT ABILITY**

**ANNEX D -** For technical capability, literature/brochures describing Applicant's facilities and accomplishments and information on technical personnel resources.

**ANNEX E -** For experience, the Applicant shall list similar projects undertaken within the last ten (10) years.

For each project listed, the Applicant shall furnish the following detailed information:

- (a) Nature and location of project
- (b) Financing and equity structure for the project
- (c) Technical data/information on major developments implemented
- (d) Description of role performed by the Applicant in the project
- (e) Names of any engineering consultants
- (f) Names of any legal or financial advisors

### **3. TAX COMPLIANCE CERTIFICATE [Applicable to Local Companies Only]**

We hereby submit as "ANNEX G" our valid tax compliance certificate.

### **4. ADDITIONAL INFORMATION**

We hereby submit additional information generally describing related projects and operations that we are currently implementing.

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<sup>1</sup> For each firm or partner.

## **4.12 EXHIBIT 11: PROJECT DESCRIPTION, DATA and HISTORICAL RECORDS**

Applicant shall provide details regarding the Project under specific headings including the following:

### **4.12.1 Generator Unit (Engine, Alternator and Auxiliary) O&M History**

- Country of Origin of Generator Units.
- 5-year Operations and Maintenance History Report
- Power Plant Performance Testing Principles and Scope.
- Age of Generator Units, referencing Date of Manufacture and First Commercial Operation's Date.
- Most Recent Plant Performance Test Report for Engine, Alternator and Auxiliaries, specifically indicating:
  - Latest Efficiency Test Report;
  - Capacity Test Report; and
  - Lube Oil Test Report.
- Reports on the most recent Major and Minor Overhauls.
- Amount of Hours of Operation since last Major and Minor Overhauls of each Generator Unit.
- Recent Turbocharger maintenance or replacement Report for each generator unit.
- 5-Year Historical Forced Outage Rate (FOR) of each Generator Unit.
- 5-Year Historical Generator Unit Availability Record.

### **4.12.2 Plant Performance Guarantees**

- Net output to the Grid after transformer losses
- Plant Availability
- Conversion efficiencies
- Environmental impact

### **4.12.3 Description of Facilities**

- Description and explanation of technology to be used
- General plant specifications
- Major systems and equipment description

#### **4.12.4 Location and Access to Site**

- Location of Site
- Description of access route to Site

#### **4.12.5 Site Ambient Conditions**

- Expected Site ambient conditions and impact on plant output

#### **4.12.6 Technical Feasibility Study**

Applicant shall include a Project Feasibility Report with their bid which shall include, inter alia, the following:

- Technology to be used;
- Expected plant output capacity;
- Output voltage and transformer specifications;
- Site civil works;
- Mechanical / Electrical equipment;
- SCADA interface facilities;
- Telecommunication and control systems;
- Site location and access;
- Results of any Site subsurface investigations confirming suitability;
- Expected Site conditions / meteorological data to support Project feasibility; and
- Expected Plant output profile.

Minimum Functional Specifications shall include, inter alia, the following:

- Expected Gross and Net Plant output profile with details of expected variations on a daily, weekly, monthly, and annual basis as appropriate;
- Power Plant estimate monthly capacity power factor.
- Expected Monthly Plant Availability.
- Monthly Dependable Capacity
  - Maximum capacity;
  - Expected capacity variations based on plant availability;
  - Expected Forced Outage Rate; and
  - Expected capacity constraints due to other factors.
- Monthly Plant Availability
  - Expected Scheduled Maintenance Requirements; and

- Expected Forced Outage Rates.
- Monthly Expected Operating Efficiency
  - Generator Unit Gross and Net Heat Rates. Net Heat Rate shall be referenced at generator bus voltage level.
  - Power Plant Net Heat Rate, referenced at 69 kV voltage at the Point of Interconnection.
- Generator unit 13.8/69 kV Step-up Unit (GSU) transformer No-Load and Load Losses in kW.
  - No-Load Loss shall be referenced at 69 kV, 60 Hz; and
  - Load Losses shall be referenced at the Dependable Capacity of the Plant
    - In the event there are more than one (1) GSU, Load Loss shall be defined referencing the expected loading of each transformer with dispatch at the Plant's Dependable Capacity per Lot.

## **4.13 EXHIBIT 12: SPECIAL REQUIREMENTS**

### **4.13.1 Project Logistics**

- Details of proposed arrangements for supply and installation of Facilities.
- Evidence that local conditions have been duly considered and that there are no impediments to successful delivery and installation of the Facilities.

### **4.13.2 Use of Local Labour**

- Plan for use of local labour.
- Evidence that local labour considerations have been adequately considered.

### **4.13.3 Site Utilities**

- Evidence<sup>2</sup> that adequate arrangements will be made to secure the necessary Site utilities including:
  - Potable Water;
  - Sanitary and Sewer Facilities;
  - Telephone;

### **4.13.4 Accessing of Inputs**

- Evidence that adequate arrangements have been made to ensure that the necessary inputs, for the proper implementation of the Project.
- Evidence to indicate adequacy of the expected inputs for the proper implementation of the Project.

### **4.13.5 Regulatory and Statutory Compliance**

- Environmental impact report explaining expected impacts of the Project on the physical, ecological, and socioeconomic environments.
- Evidence that the standards of all relevant regulatory and statutory agencies will be met.

### **4.13.6 Proposed Project Implementation Schedule**

- Applicant shall provide a detailed schedule which supports and confirms completion of the Project within the Proposal timeframe – within nine (9) to 12 months of Notice to Proceed.
- Applicant's schedule shall be submitted in Gantt chart format and shall include all milestones for financing, engineering, procurement, shipping, construction, start-up, testing, etc. as necessary for successful completion and operation of the Project.

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<sup>2</sup> Evidence of adequate arrangement includes letters from the service providers/regulatory agencies or term sheet(s) in the case of fuel.

#### 4.14 EXHIBIT 13: PROPOSED TARIFF

Applicant shall submit its proposed Annual Tariff along with supporting calculations, in writing and in a functional electronic copy of its financial model that demonstrates the relationships between the inputs, conversion factors, any other considerations and outputs in a Microsoft Excel spread sheet. That is, the components of the fixed and variable tariff should be clearly shown in the working financial model. The Tariff shall be quoted in United States Dollars only. Payments shall be made either in United States Dollars or Guyana Dollars at the prevailing exchange rate.

The Tariff shall be presented by filling in the blank spaces in the following Table 5-1.

The base date for indexation of all prices shall be thirty (30) Days prior to the deadline for submission of Proposals.

**Table 5-1: Proposed Tariff**

<b>Tariff Component</b>	<b>Unit</b>	<b>Base Price</b>	<b>Basis for Adjustment</b>	<b>Frequency of Adjustment</b>
Capacity Price	US\$/kW/Month		- Applicable Exchange Rate	Monthly
Fixed O&M Price	US\$/kW/Month		- US CPI - Applicable Exchange Rate	Annually
Variable O&M Price	US\$/kWh		- US CPI - Applicable Exchange Rate	Annually



#### 4.15 EXHIBIT 14: FINANCIAL DATA IN SUPPORT OF TARIFF

The Tariff shall be based on a financing plan for the Project and supporting financial data relating to debt and equity. The Applicant shall submit details of the financing including the following:

**Table 5-2: Project Financing**

<b>FINANCING TYPE</b>	<b>SOURCE</b>	<b>AMOUNT IN USD</b>	<b>% OF TOTAL</b>
<b>EQUITY FINANCING</b>	Project Company		
	Contractor/Supplier		
	Other Sources (Applicant shall list)		
	<b>TOTAL EQUITY</b>		
<b>DEBT FINANCING</b>	Export Credits		
	Commercial Sources		
	Multilateral Sources		
	Other Sources		
	<b>TOTAL DEBT</b>		
<b>TOTAL FINANCING</b>			

In support of the financing plan, Applicant is required to submit financial data, including the following:

- Interest rates
- Grace periods
- Fees
- Conditionalities

Applicant shall submit supporting letters from the sources of financing. Supporting letters from the financing sources shall be accompanied by supporting documentation to verify that the sources are capable of meeting the requirements.

The amount indicated as “TOTAL FINANCING” shall be the total financing required for the Project, inclusive of contingency funds.

Applicant shall submit a financial model for the project which demonstrates its financial feasibility and sustainability.

#### 4.16 EXHIBIT 15: BREAKDOWN OF CONSTRUCTION COST

Applicant shall submit a detailed breakdown of the construction cost by major components of the Project.

#### 4.17 EXHIBIT 16: TECHNICAL SCHEDULE per LOT

##### MANDATORY TECHNICAL SCHEDULE per LOT

Item No.	Mandatory Technical Evaluation Criteria (Pass/Fail)	Unit	GPL Requirements
<b>Stage No. 2 Mandatory Technical Evaluation</b>			<b>Values</b>
<b>Electrical</b>			
1	Voltage level for Guarantee Grid Export Capacity at POI	kV	69
2	Rated Power Plant Power Factor	%	80
<b>Generator Step-up Unit (69/13.8 kV Step-up Transformer)</b>			
3	Transformer Winding Vector Group	N/A	YNd11
4	Maximum Transformer Tap Voltage Level	kV	72.5
5	Relay Protection Functions:		
i	<i>Differential (ANSI 87T)</i>	N/A	Yes
ii	<i>13.8 kV Side - Phase Overcurrent (ANSI 50/51)</i>	N/A	Yes
iii	<i>69 kV Side - Phase Overcurrent (ANSI 50/51)</i>	N/A	Yes
iv	<i>69 kV Side - Ground Overcurrent (ANSI 50N/51N)</i>	N/A	Yes
v	<i>Sudden Pressure (ANSI 63)</i>	N/A	Yes
vi	<i>Oil Level Switch (ANSI 71Q)</i>	N/A	Yes
vii	<i>Over-fluxing (ANSI 24)</i>	N/A	Yes
6	Transformer Oil Compliance - Mineral Oil with less than 2ppm PCBs	N/A	Yes
<b>Point of Interconnection - IPP 69kV Circuit Breaker</b>			
7	Minimum Voltage Class	kV	72.5
8	Minimum BIL - 69 kV side	kV	350
9	Minimum Short Circuit withstand Capability - As per IEEE C37.04	kA	40
10	Minimum Duration of Short Circuit	sec.	3
11	Minimum Momentary Shortcircuit withstand - closing and latching current - rms	kA	64
12	Minimum Momentary Shortcircuit withstand - closing and latching current - peak	kA	108
13	Minimum Nominal Rating	A	1,000
14	Guarantee Aggregated Gross Capacity	MW	25
15	Maximum Gross Heat Rate	MMBtu/MWh	8.5

**POINTS AWARDED TECHNICAL SCHEDULE per LOT**

Item No.	Stage No. 2 Technical Evaluation Criteria (Points Awarded)	Unit	GPL's Requirement
	<b>Generator Step-up Unit (69/13.8 kV Step-up Transformer)</b>		
1	GSU ONAN Percentage Loading	%	-60% <del>-75%</del> *-90%
2	GSU No. Tap Position	No.	9
3	Onsite HFO Storage Capacity	No. of Days	21 - <del>30</del> *

\*GPL's enforced requirement.

**4.18 EXHIBIT 17: ADDITIONAL SUPPORTING DATA**

Applicant shall provide the following Project information:

- Applicant's organization chart and key personnel for the management of the Project Company during pre-construction, construction, and the operation stages of the Project, including resumes of key personnel showing past experience in performing their designated roles.
- Applicant's proposed chart and description of organization during the operation stage of the Project to include manpower requirements for operations and maintenance.
- Listing of proposed subcontracts for the major elements of the Project to include subcontractors' name, address, scope of supply or services and amount of subcontract.
- Applicant's proposed training program for Nationals.
- Applicant's proposed Project insurance plan to meet the insurance coverage required under the Project Agreements.

The Applicant shall provide equipment experience including past performance data for five (5) continuous years of reliable commercial operation to include:

- Name, address, telephone, and email address of owner;
- Description and location of project;
- Operating history.

#### **4.19 EXHIBIT 18: PERFORMANCE SPECIFICATIONS AND DRAWINGS**

Applicant shall provide the specifications for the facilities, including detailed specifications for the major systems and equipment including:

1. Manufacturer
2. Model
3. Codes/ standards
4. Ratings

Applicant shall also provide available designs and drawings relating to the Facilities, including but not limited to:

1. Generator Unit Layout
2. Location of Evaporators
3. Location of Exhausts
4. Fuel pipe routing
5. Water pipeline routing – plant use
6. Water storage tank and pipeline routing – fire
7. Location of Generator Step-up Transformer Unit
8. Internal Driveway of the Facility and how it connects to the main site access road
9. Location of Control Room
10. Location of Administrative Office
11. Perimeter Fencing
12. Site Security Layout

#### **4.20 EXHIBIT 19: PROPOSED PROJECT SCHEDULE**

Applicant shall provide a detailed Gantt chart in PDF file format, detailing the project implementation schedule.

## 4.21 EXHIBIT 20: DISCLOSURE(S)

### Disclosure

The Applicant hereby represents that there are no liabilities, lawsuits, debts, etc. that could reasonably be expected to affect the Applicant's ability to arrange the necessary financing for the successful implementation of the proposed Project except: [COMPLETE AS NECESSARY]

**5. APPENDIX B: NOTICE OF RECEIPT OF REQUEST FOR PROPOSAL**

- The undersigned received (or accessed) the “LOT X - PROPOSAL FOR THE SUPPLY OF A TOTAL OF 50 MW HFO-FIRED FIRM POWER GENERATING CAPACITY TO THE NATIONAL GRID, GEORGETOWN GUYANA THROUGH A POWER PURCHASE AGREEMENT FOR A PERIOD OF 3 YEARS “on ..... [INSERT DATE]

We have reviewed the package and we do [ ] do not [ ] (please check one), intend to submit a Proposal.

Further, we understand that our duly completed Proposal Document will be due on [ ].

At the present time, we anticipate our Proposal Document will be based upon the following corporate or joint venture arrangements:

Lead Firm : .....

Address : .....

Contact Details : .....

.....

Other Firm/Partner\* : .....

Address : .....

Contact Details : .....

Applicant’s Representative : .....

*(Name & Designation)*

.....

*(Signature)*

Date : .....

\* Details should be provided for each Other Firm/Partner.

## **6. APPENDIX C: SOURCES FOR ADDITIONAL INFORMATION**

Applicants are required to perform their own due diligence in relation to the project. GPL does not guarantee the accuracy of information provided by any of the various sources.

Applicants are advised to consult with the relevant agencies as deemed appropriate by them. Applicants may also refer to relevant documents on the electricity sector that are posted on GPL's website and/or that of other relevant entities.

## **7. APPENDIX D: [ELECTRICITY DEMAND & GENERATION EXPANSION PLAN](#)**

See attachment "[GPL Demand Forecast - DBIS](#)".

## **8. APPENDIX E: SITE LAYOUT MAPS & SWITCHYARD DETAILS**

See attachment: [RFP -Site Layout Maps and Switchyard Details](#).

## 9. APPENDIX F: HEAVY FUEL OIL TECHNICAL SPECIFICATION

Property	Unit	Limit	Test Method Reference
Viscosity at 50 °C	cST	180-700	ISO 3104/ASTM D7042/ASTM D445
Density at 15 °C	Kg/m <sup>3</sup>	991 max	ISO 3675/ASTM D4052
CCAI	-	870 max	ISO 8217, Annex F
Sulphur	% mass	2 max	ISO 8754/ASTM D4294
Flash point	°C	60 min	ISO 2719/ASTM D93
Hydrogen Sulfide	mg/Kg	2 max	IP 570
Acid number	Mg KOH/g	2.5 max	ASTM D664
Total sediment	% mass	0.1 max	ISO 10307-2/ASTM D473
Carbon residue, micro method	% mass	15 max	ISO 10370/ASTM D4530
Asphaltenes	% mass	8 max	ASTM D6560/ASTM D3279
Pour point (upper)	°C	30 max	ISO 3016/ASTM D97
Water	% volume	0.5 max	ISO 3733/ASTM
Ash	% mass	0.15 max	ISO 6245/ASTM D482
Vanadium	mg/Kg	350 max	ISO 14597/IP 501/IP 470
Sodium	mg/Kg	30 max	IP 501/IP 470
Aluminum + Silicon	mg/Kg	30 max	IP 501/IP 470
Calcium	mg/Kg	30 max	IP 501/IP 470
Zinc	mg/Kg	15 max	IP 501/IP 470
Phosphorus	mg/Kg	15 max	IP 501/IP 470
Heat value	Btu/lbs	18,000 min	ASTM D240