



EXPRESSION OF INTEREST FOR THE
DEVELOPMENT OF A SOLAR PHOTOVOLTAIC (PV) PLANT AT BITRI
HEADQUARTERS IN GABORONE, BOTSWANA

1.0 Background

Botswana Institute for Technology Research and Innovation (BITRI) was established in 2012 as a Government of the Republic of Botswana company limited by shares, to conduct needs-based research and development in focused areas, in accordance with national priorities. BITRI is established under the Ministry of Tertiary Education, Research, Science and Technology (MOTE), with a Mandate to identify, develop and/or adapt appropriate technology solutions that provide sustainable innovative solutions through co-creation and collaboration in line with national priorities and needs of Botswana.

The Energy Division, under BITRI's Technologies Department, is mandated to develop and adopt Clean Energy Technologies for Botswana, as well as optimize existing ones. Through this project, the Division seeks to showcase how existing buildings can be retrofitted through redesign, incorporation of renewable energy and change of cultural practices to reduce their carbon footprint and lifetime costs of ownership. One of the key areas under consideration in this project is research and development on solar powered solutions, specifically the use of solar to substitute/augment grid electricity for day-to-day electricity use.

2.0 Disclaimer

BITRI shall not be responsible for any cost incurred by any company in the preparation or submission of any proposal or to procure or contract for any services. Selection does not confer any exclusivity rights nor guarantee that the company will receive business from BITRI.

BITRI reserves the right to accept or reject any and all proposals, to revise the Expression of Interest, to request one or more re-submissions or clarification from one or more companies or to cancel the Expression of Interest.

3.0 Scope of work

BITRI is now issuing an Expression of Interest for experienced Solar Photovoltaic (PV) developers to finance, design, construct, operate and maintain a solar PV plant at the BITRI Headquarters under a Leasing Agreement for a period of 10 years.

100% Citizen-owned, PPADB Registered companies are invited to submit proposals to be considered for the design, financing, construction, operation, and maintenance of the BITRI Headquarters solar PV plant.

Eligible companies or consortia should prove their experience in the design, financing, construction, operation, and maintenance of solar PV plants as outlined in the eligibility criteria below. Only a single company or consortia will eventually be selected for this project.

For the purpose of this Expression of Interest, a 0.4 MW Ground mounted Grid-tied Photovoltaic system shall be assumed.

4.0 Eligibility Criteria

In order for a company to be eligible for evaluation and further consideration the following requirements shall apply.

a. Compliance	<ol style="list-style-type: none">1. be 100% citizen-owned Botswana registered company or consortia2. provide a complete company profile including<ol style="list-style-type: none">a. Certificate of Incorporation from CIPAb. Company extract from CIPAc. National ID copies for Directors and Shareholders3. be registered with Public Procurement and Asset Disposal Board (PPADB) in the following categories:<ul style="list-style-type: none">• Code 02: Electrical Engineering Works• Sub code 05: Photovoltaic Systems• Grade: Eand<ul style="list-style-type: none">• Code 323: Energy Management Services (EMS)• Sub code 01: Energy System Design, Measurement & Auditing (Renewable Energy & Energy Management etc)4. provide valid Tax Clearance Certificate5. provide Curriculum Vitae of all key personnel complete with educational/professional certificates and ERB practicing certificates where applicable
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<p>b. Technical experience – Staff</p>	<p>A minimum of five (5) years of experience, of which two (2) years must be in Sub Saharan Africa in construction, equipment supply and erection, turnkey delivery of solar power project. Provide list and individual capacity of each project.</p> <ul style="list-style-type: none"> • Experience of construction of Renewable energy systems of similar nature (Hybrid-Systems). Provide list and individual capacity of three (3) projects, including countries of installation. • A minimum of five (5) years of experience in Operations and Maintenance (O&M) of solar power project. Provide list and individual capacity of each project, including countries of installation. • Experience with working as a Leasing & O&M contractor is essential and obligatory.
<p>c. Technical Experience - implementation and operation</p>	<p>Solar PV projects undertaken in the past 10 years with cumulative capacity of at least 3 MW in which the applicant(s) has been either or all of the following:</p> <ul style="list-style-type: none"> • Engineering, Procurement, Construction (EPC) contractor • Operations & Management (O&M) contractor • Independent power producer (i.e., equity sponsor with operational control of the asset)
<p>d. Financial Statements</p>	<p>a) Audited Financial Statements: The Company/ JV shall submit turnover figures for financial years (2020 & 2021). Figures provided should be audited and verifiable. Audited financial statements for the last two years must be inclusive of: consolidated Balance sheet, Profit & Loss, and Cash flow statements.</p> <p>Companies or entities are expected not to be in disputes with the local authorities in relation to taxes, duties and levies.</p>
<p>e. References</p>	<p>Provision of three references in relation to the experience quoted in response to attributes (a) to (d). The references should outline:</p> <ul style="list-style-type: none"> • Name of project • Client • Contract Value • Period of activity • Types of activities undertaken • Status or Date Completed • References Contact Details (Name, Phone, Email)

5.0 Evaluation

BITRI Shall use the following criteria to assess submissions.

5.1 Compliance

#	Requirement	Compliant	Non-Compliant
1	100% citizen-owned Botswana registered company		
2	PPADB, Code: 02, Sub code: 05, Grade: E and PPADB, Code: 323, Sub code: 01		
3	Valid Tax Clearance Certificate		

To proceed to Critical Evaluation, a submission **SHALL** be compliant with all the compliance requirements.

5.2 Critical Evaluation

Evaluation criteria		Maximum points
1.	Technical I	100
	1. Company profile	10
	2. Company experience	25
	3. Staff Experience	20
	4. Organisational Structure	10
	5. Quality Management System	15
	6. Leasing Project experience	20
2.	Technical II	100
	1. Proposed layouts for a 0.4 MW Ground mounted grid-tied PV system indicating space requirements	10
	2. Simulated production report for the proposed layout above	10
	3. Equipment and workmanship guarantees	10

	4. Proposed monitoring system	10
	5. Operations and Maintenance plan	10
	6. Production guarantee for the proposed system	10
	7. Innovative use of space	15
	8. Leasing price for the proposed 0.4 MW system	10
	9. Implementation plan for a 0.4 MW Ground Mounted PV system	15
3.	Financial capability	100
	1. Audited Financial Statements	30
	2. Financing Commitment (Own Resources or Financiers) for a 0.4 MW Ground Mounted grid-tied system	70

Weightings for the different elements shall be as follows;

- Technical I: 1
- Technical II: 3
- Financial capability: 2

A minimum of 70% score is required for a company to be offered an opportunity to participate in the Design Build Finance Operate Maintain (DBFOM) bidding for the BITRI Headquarters PV power plant.

6.0 Submissions

Responses should be enclosed in an envelope marked “Expression of Interest for the Development of a Solar Photovoltaic (PV) Plant at BITRI Headquarters in Gaborone, Botswana” and delivered by hand to the following address:

Registry
 Botswana Institute for Technology Research and Innovation
 Plot 50654, Machel Drive
 Private Bag 0082, Gaborone, Botswana

7.0 Closing Date

Responses should be received by BITRI not later than close 1600 hours (CAT) on Friday 3rd June 2022. BITRI shall reject any responses submitted late.

The Senior Researcher - Energy can be contacted at telephone number 360 7509 or erakgati@bitri.co.bw for further clarification.