



**MIGRATION OF FEEDERS THROUGH EMBEDDED
GENERATION/FRANCHISING**

Request for Proposal

for

Independent Power Producers/Franchisees

RFP Issue Date: 14th October 2024

Proposals Submission Deadline: 14th November 2024

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INTRODUCTION

Abuja Electricity Distribution Plc (AEDC) is one of the 11 power distribution companies that was privatised on 1 November 2013. AEDC is responsible for the distribution and sale of electricity across an area of 133,000 km² in Nigeria's Federal Capital Territory, Niger State, Kogi State and Nasarawa State.

As part of its commitment to improve supply for its customers and to align with NERC's directive for **AEDC to procure a minimum of 61MW of embedded generation capacity by April 2025**, AEDC is seeking to collaborate with qualified organizations to provide improved services to its customers. This Request for Proposal (RFP) is issued in line with **AEDC's proposed migration of Band B and lower feeders through the embedded generation and/or franchising business models** to improve supply to its customers. It is expected that this strategy will enhance power reliability, reduce technical and commercial losses, and improve service delivery to customers.

AEDC has successfully collaborated with developers to improve electricity supply to customers through innovative projects such as the **Toto Interconnected Mini-grid (IMG), Wuse Market IMG, and The Wood Factory Limited Hybrid Commercial & Industrial (C&I)** in Nasarawa and FCT.

1. GENERAL INFORMATION

- 1.1. This RFP is being issued to identify qualified organizations to collaborate with AEDC to provide customers with safe, reliable electricity in the most cost-efficient manner.
- 1.2. This RFP is not a commitment by **AEDC** to contract with any Bidder and it does not bind **AEDC** or its affiliates in any manner. **AEDC** will determine which Bidders, if any, it wishes to engage in negotiations with that may lead to an executed Agreement under this solicitation.
- 1.3. There is no penalty nor advantage from an **AEDC** perspective if Bidders submit one or multiple Proposals, as each Proposal will be evaluated separately.

2. THE BUSINESS MODELS

AEDC has identified feeders across its network that will benefit from improved performance using either of the two business models that have been developed by the company and its partners. These business models are described below:

- **Franchise Model:** The franchisee will be responsible for the total management of a distribution feeder under a franchise agreement with revenue-sharing terms with AEDC.
- **Embedded Generation Model:** The Independent Power Producer (IPP) will develop and operate an embedded generation plant connected to the specified feeder and sell power to AEDC under a Power Purchase Agreement (PPA).

Developers who are interested in the franchise model will be expected to pay a franchise fee upon selection as a franchisee.

3. OBLIGATIONS OF THE FRANCHISEE/EMBEDDED GENERATOR

3.1. Obligations of the Embedded Generator

3.1.1. The Embedded Generator is responsible for designing, engineering, constructing, and commissioning the generation plant. The Embedded Generator is also responsible for operating and maintaining the Plant in accordance with Good Industry Practices and the other terms of the Agreement. AEDC strongly prefers renewable energy sources; therefore, proposals that prioritize renewable energy as the primary source will receive higher technical scores compared to thermal sources, provided the final cost remains the same.

3.1.2. The Embedded Generator is responsible for supplying AEDC with 95% reliable power from the Plant.

3.1.3. The Embedded Generator shall be responsible for funding the necessary distribution network upgrades. The funding provided to carry out the network upgrades will be repaid by AEDC from its share of the Project revenue over the timeline of the Project. The project will be subject to **NERC's Guidelines for Secondary Escrow Account Management for Bilateral Transactions by Electricity Distribution Licensees** (see Exhibit D).

3.2. Obligations of the Franchisee

3.2.1. The Franchisee is responsible for rehabilitating the feeder to guarantee stability and improve efficiency.

3.2.2. The Franchisee is responsible for the operation, management, and maintenance of the feeder.

3.2.3. The Franchisee will be required to provide technical assets (HV & LV) for technical clean-up of the designated feeders to reduce technical losses.

3.2.4. The Franchisee will be required to implement revenue protection mechanisms geared towards reducing Commercial and Collection Losses.

3.2.5. The Franchisee may be required to install on-site generation assets if necessary, to provide adequate and reliable power supply. AEDC has strong preference for renewable energy sources however other thermal sources will be considered.

3.2.6. The Franchisee will be required to provide technology and tools to resolve customer complaints and ensure improved customer experience in the franchise area in compliance with the Service Level Agreement (SLA).

3.2.7. The Franchisee will be required to complete the enumeration of all the customers identified on the feeder and onboard new customers.

- 3.2.8. The Franchisee is responsible for investment in functional smart meters fit for the purpose and required to close the metering gap.

4. INFORMATION ON THE SELECTED FEEDERS

4.1. About the Feeders

- 4.1.1. AEDC has identified 12 feeders across its network with a service level of Band B and lower that have the potential for improved service levels through the provision of embedded generation and/or distribution network infrastructure upgrades.
- 4.1.2. Further information is provided about the feeders in Exhibit A.
- 4.1.3. The recommended business model is also stated for the feeders. However, bidders have the flexibility to propose a different business model in line with the Distribution Franchising guidelines.

5. PROPOSAL REQUIREMENTS

- 5.1. **Documents to Include in Proposal:** Prospective developers are required to select a feeder(s) from Exhibit A and submit a detailed proposal for the selected business model that includes the following:

5.1.1. If the submission is for **Embedded Generation**

5.1.1.1. Technical Proposal for each feeder – *in one single combined PDF*

- A written confirmation of understanding and agreement with the business model.
- Project Description – refer to Appendix 5.
- Technical Design of the Plant.

5.1.1.2. Financial Proposal for each feeder– *in one single combined PDF except for the Financial Model*

- Detailed investment plan
- Proposed Tariff
- Tariff Design Methodology
- Project Financing Information

5.1.1.3. Other

- Proposed timeline for implementation.
- A comprehensive operations and maintenance plan.
- Risk analysis and mitigation strategies.
- Proof of payment for the administrative fee.

5.1.2. If the submission is for **Franchising**

5.1.2.1. Technical Proposal for each feeder – *in one single combined PDF*

- Project Description
 - Loss Reduction Plan
- 5.1.2.2. Financial Proposal for each feeder– *in one PDF except for the Financial Model*
- Detailed Investment plan
 - Proposed One-off Franchising Fee payable to AEDC
 - Proposed Revenue sharing model
- 5.1.2.3. Other
- Proposed timeline for implementation
 - A comprehensive operations and maintenance plan.
 - Staffing and management plan, including key personnel and their qualifications.
 - Risk Management strategy.
 - Proof of payment for the administrative fee.

Developers who have not completed AEDC’s pre-qualification process should, in addition to the requirements stated above, submit the pre-qualification documentation listed in Exhibit C. AEDC will charge an administrative fee of N500,000 for each proposal submitted. Payments should be made into any of the bank accounts listed in Appendix 12.

5.2. **Proposal Deadline and Submission:** Proposals must be complete in all material respects and received no later than 11:59 p.m. WAT on the Proposal due date as indicated in Clause 7. Proposals must be submitted via ProcurementGroup@abujaelectricity.com and DER.Committee@abujaelectricity.com.

5.2.1. In addition to submitting the documents via the ProcurementGroup@abujaelectricity.com and DER.Committee@abujaelectricity.com, the Bidder should mail a hard copy of all documentation to AEDC at 1 Ziguinchor Street, Zone 4, Wuse, Abuja. Hard copies of the Proposals should be received no later than 11:59 p.m. WAT seven days after the Proposal due date as indicated.

5.3. **Incomplete and Non-Responsive Applications:** Incomplete applications will be rejected. The Bidder 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 will result in disqualification of the Bidder.

5.4. **Language:** The Proposal and all related correspondence and documents shall be written in the English language. Supporting documents and printed literature furnished by the bidder with the Proposal may be in any other language provided they are accompanied by a certified translation in the English language. Supporting materials which are not translated will not be considered. For the purpose of interpretation and evaluation of the Proposal, the English language translation shall prevail.

- 5.5. **Proposal and Agreement Costs:** The bidder shall bear all costs associated with the preparation and submission of its Proposal, and the finalization and execution of the Agreement. AEDC will not be responsible or liable for these costs, regardless of the conduct or outcome of the procurement process.
- 5.6. **Legality and Alterations:** 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 Bidder, in which case, such corrections shall be initialed by the person or persons signing the Proposal.

6. RFP PROCESS

- 6.1. **RFP Schedule:** The schedule and deadlines set out in this section apply to this RFP. AEDC reserves the right to revise this schedule at any time. AEDC will notify Bidders if dates change as applicable. The proposed schedule and timetable are as follows:

No.	ACTIVITY	DATE	DEADLINE
STAGE 2			
1	Issue of Request for Proposal	14 th October, 2024	-
2	Deadline for submittal of queries and clarification by Bidder	21 st October, 2024	7 Calendar Days after No. 1 date
3	Deadline for AEDC to answer queries and clarifications	24 th October, 2024	3 Calendar Days after No. 2
4	Deadline for Submission of Proposals by Bidder	14th November, 2024	21 Calendar Days after No. 3
5	Request for Clarifications by AEDC to Bidders (as needed)	20 th November, 2024	5 Calendar Days after No. 4
6	Complete Evaluation of Proposals and Notification of Preferred Bidder(s)	28 th November, 2024	7 Calendar Days after No. 5

7	Complete Negotiations of Project Agreement with Preferred Bidder(s)	16 th December, 2024	14 Calendar Days after No. 6
8	AEDC's Board Approves Agreement; Parties Sign Agreement	27 th December, 2024	AEDC will aim to obtain board approval within 14 days after No. 7

- 6.2. **Communication Channels:** All related communications between AEDC and Bidders will be via ProcurementGroup@abujaelectricity.com and DER.Committee@abujaelectricity.com. All other forms of communication are not considered official and are discouraged.
- 6.3. **Sharing of Bidder Clarifications:** All clarification questions asked by Bidders and the responses to those questions that are relevant to all Bidders will be anonymized and shared with all Bidders in Activity 3 above.
- 6.4. **Clarifications:** If necessary, after the deadline for submission of Proposals, AEDC may seek clarification from a Bidder regarding its Proposal. The Bidder will also be advised of the date, time, and place for detailed clarification meeting(s) between AEDC and such Bidder, if so required.
- 6.5. **Valid for 180 Days:** Proposals and bid pricing must be valid for at least 180 days after the Proposal due date at which time Proposals shall expire unless the Bidder has been notified that its Proposal has been short-listed as the Preferred Bidder(s). AEDC may request Bidders, in writing, to extend the validity beyond this period.
- 6.6. **Additional Proposals:** AEDC reserves the right to solicit additional Proposals, if they deem it necessary to do so, and have the right to submit requests for additional information to Bidders during the evaluation process.
- 6.7. **Comprehensive:** Each Proposal should be as comprehensive as possible to enable AEDC to make a definitive and final evaluation of the Proposal's benefits without further contact with the Bidder.
- 6.8. **Notification of Preferred Bidder(s):** On completion of the evaluation process, AEDC will invite the highest ranked Bidders (Preferred Bidder(s) who satisfy the requirements of the RFP, to negotiate and finalize the Agreement. AEDC will notify the Preferred Bidder(s) of the date, time and location of any meetings for this purpose. AEDC may request that the Preferred Bidder(s) extend their Proposal validity in accordance with the RFP, if necessary. Lower Ranked Bidders may also be requested, if necessary, to extend their Proposal validity, as they are on standby.

- 6.9. **Preferred Bidder(s) Fall Through:** If the initial Preferred Bidder(s) fails to finalize its Agreement, AEDC may invite one or more of the lower ranked Bidders, in order of ranking, to negotiate the Agreement. AEDC may proceed with Lower Ranked Bidders if:
- 6.9.1. They decide the finalization of the Agreement, by the Preferred Bidder(s), will not be completed within an acceptable timeframe;
 - 6.9.2. They discover that one or more of the Preferred Bidder(s) have made material misrepresentation; or
 - 6.9.3. The Preferred Bidder(s) deviates from the terms of its Proposal.

7. RFP PROPOSAL EVALUATION

- 7.1. **Evaluators:** AEDC and its agents will be the sole evaluators of Proposals submitted by Bidders in response to this RFP.
- 7.2. **Only Complete Proposals:** AEDC will evaluate and rank only Proposals determined to be complete and substantially responsive to the requirements of the RFP.
- 7.3. **Right to Reject Proposals:** AEDC reserves the right to accept or reject any Proposal and to reject all Proposals, without thereby incurring any liability to the affected Bidders, their agents and/or assigns. AEDC reserves the right not to award any bidder a contract in response to this RFP and may terminate the selection process at any time without thereby incurring any liability to any Bidder, their agents and/or assigns.
- 7.4. **Evaluation Phases:** AEDC will evaluate Proposals in the below Phases. Only Proposals which are determined to be complete and substantially responsive will proceed to Phase 2. Only Proposals which pass Phase 2 will be considered for Phase 3.

7.5. **PHASE 1 EVALUATION – DETERMINATION OF PROPOSAL RESPONSIVENESS**

- 7.5.1. **Phase 1 Evaluation Criteria:** The initial phase of the evaluation process is the determination of the Proposal's responsiveness. A bid will be deemed non-responsive if:
 - 7.5.1.1. It is not received by the due date and time established in the RFP;
 - 7.5.1.2. It is not submitted in the required formats;
 - 7.5.1.3. Any required document outlined in Clause [5.1] of this RFP is missing;
 - 7.5.1.4. Proposal is not signed by an authorized officer of the bidder;
 - 7.5.1.5. Bidder information does not match the information submitted in Stage 1 RFQ or the Bidder has flagged any changes and those changes are unacceptable to AEDC; or
 - 7.5.1.6. Proposal fails to comply with any other specific requirements of this RFP.

7.5.2. **Phase 1 Minimum Threshold:** Once the complete and substantially responsive Proposals have been identified, these Proposals will be moved on to Phase 2 Evaluation. **Incomplete and non-responsive Proposals will be rejected.**

7.6. PHASE 2 EVALUATION - TECHNICAL EVALUATION OF PROJECT

7.6.1. Proposals which are deemed to be complete and substantially responsive, having passed the requirements in Phase 1 Evaluation, will advance to a technical evaluation in Phase 2.

7.6.2. **Phase 2 Evaluation Criteria:** Phase 2 of the evaluation process is to determine the technical appropriateness of the Proposal. Each Bidder will be evaluated based on the below criteria and scores stated in Exhibit B.

7.6.2.1. **For Embedded Generation,** bidders must achieve a minimum of 176 points of the allotted maximum score of 220 points for Technical Evaluation of Project (Phase 2 Evaluation) for eligibility to advance to Phase 3 Evaluation.

7.6.2.2. **For Franchising,** bidders must achieve a minimum of 196 points of the allotted maximum score of 245 points for Technical Evaluation of Project (Phase 2 Evaluation) for eligibility to advance to Phase 3 Evaluation.

7.7. PHASE 3 EVALUATION – FINANCIAL AND OPERATIONAL EVALUATION

7.7.1. Proposals which are deemed to be technically feasible and acceptable, having achieved the relevant requirements in Phase 2 Evaluation, will advance to a financial and operational evaluation in Phase 3.

7.7.2. **Phase 3 Evaluation Criteria:** Phase 3 of the evaluation process is to determine the financial and operational appropriateness of the Proposal. Each acceptable Bidder's Proposal will be evaluated in accordance with the following criteria in Exhibit B

7.7.3. The objective will be to select a Project that is technically feasible, contribute to the overall power objective of reliability and security of supply at least-cost to the selected locations and is financially acceptable to AEDC.

7.7.4. **Highest Ranked Bidders:** The highest ranked Bidders are the Bidders whose Proposals are substantially responsive, who have successfully met the requirements of Phase 2, and whose Phase 3 Operational Evaluation best meets the overall power sector objective of reliability and security of supply at least cost to the selected location.

Phase / Criteria	Weighting
RFQ Response – Technical Experience	N/A – Bidder must have qualified
Phase 1 – Proposal Responsiveness	N/A – All bids must be compliant
Phase 2 – Technical Evaluation	40%

Phase 3 – Financial and Operational Evaluation	60%
TOTAL	100%

8. CONFIDENTIALITY

9.1 The Preferred Bidder will be required to sign a Mutual Confidentiality Agreement with AEDC. During the term of this RFP, Bidder may receive or have access to data and information that is confidential and proprietary to AEDC and/or its customers. All such data and information made available to, disclosed to, or otherwise made known to Bidder in connection with this RFP shall be considered the sole property of AEDC. Confidential Information may be used by the Bidder only for the purposes of performing the obligations of the Bidder hereunder. Bidder shall not disclose Confidential Information to any third party without the prior written consent of AEDC. Bidder shall not use or duplicate any proprietary information belonging to or supplied by AEDC or its customers, except as authorized by AEDC. These obligations of confidentiality and non-disclosure shall remain in effect for an indefinite period. The Bidder agrees that this RFP and any response and discussion related thereto shall be considered Confidential Information. In the same vein of confidentiality, AEDC shall not share, duplicate, or use the Proposals received by Bidders without the written permission of the Bidder. AEDC shall not disclose Confidential Information to any third party without the prior written consent of the Bidder.

9. BIDDER’S RESPONSIBILITES

- 9.1. Each Bidder is expected to examine carefully all instructions, conditions, forms and terms in the RFP and all clarifications and Addenda issued in connection with the RFP. The Bidder is also responsible for informing itself with respect to all conditions which may 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 Bidder's own risk, and no relief will be given for errors or omissions by the Bidder. Pursuant to the RFP, Proposals which are not substantially responsive to the requirements of the RFP will be rejected.
- 9.2. It is the Bidder’s responsibility to submit all requested material by the deadlines specified in this RFP.
- 9.3. The Bidder should make its Proposal as comprehensive as possible so that AEDC may make a definitive and final evaluation of the Proposal’s benefits to its customers without further contact with the Bidder.
- 9.4. Bidders are responsible for the timely completion of the project and are required to submit proof of their financial and technical wherewithal to ensure the successful completion of the project.
- 9.5. The Bidder will be responsible for any expenses Bidder incurs in connection with the preparation and submission of a Proposal and/or any subsequent negotiations

regarding a Proposal in response this RFP. AEDC will not reimburse Bidders for their expenses under any circumstances, regardless of whether the RFP process proceeds to a successful conclusion or is abandoned by AEDC at their discretion.

10. CONTACT INFORMATION

10.1. All related communications between AEDC and Bidders will be via ProcurementGroup@abujaelectricity.com and DER.Committee@abujaelectricity.com. All other forms of communication are not considered official and are discouraged.

11. APPENDICES: REQUIRED BIDDER DOCUMENTATION

11.1. All Appendices are in the following pages.

APPENDIX 1: AFFIDAVIT

Affidavit

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

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

.....

.....

(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:

- i. All statements made in this Bidder's Proposal and in the required attachments are true and correct,

ii. This Proposal is made for the express purpose of developing the proposed embedded generation or Franchising Project,

iii. The Bidder will make available to AEDC any information they may find necessary to verify any item in this Proposal or regarding the competence and general reputation of the Bidder,

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

v. The Bidder hereby represents that there are no liabilities, lawsuits, debts, etc. that could reasonably be expected to materially affect the Bidder's ability to arrange the necessary financing for the successful implementation of the proposed Project.

Signature:

(Secretary/General Partner/ Individual Contractor/Applicant)

SUBSCRIBED AND SWORN TO before me this day of 202.....

at

Notary Public/Justice of the Peace:

.....

APPENDIX 2a: APPLICANT'S ORGANISATION*

Date:	
Entity's Name:	
Entity's Country of Incorporation:	
Entity's Address:	
Entity's Email Contact:	
Entity's Website:	
Telephone No:	
Fax No:	
Address of Registered Office:	
Local Contact and Address (if applicable):	
Year Organized:	
Type of Association:	
Registration Number:	

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

APPENDIX 2b: ASSOCIATED ORGANISATION*

Date:	
Entity's Name:	
Entity's Country of Incorporation:	
Entity's Address:	
Entity's Email Contact:	
Entity's Website:	
Telephone No:	
Fax No:	
Address of Registered Office:	
Local Contact and Address (if applicable):	
Year Organized:	
Type of Association:	
Registration Number:	

*Individual forms shall be submitted for each associated entity. Submit additional sheets as necessary.

APPENDIX 3: COMPANY OWNERSHIP

List below all stockholders and other persons owning 5% or more of stock or other interest in the Bidder or the Associated Entities.

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

Note: In the event that the Bidder is comprised of more than one entity, separate forms shall be submitted for each such entity.

* Equity holdings

APPENDIX 4: BOARD AND SENIOR MANAGEMENT

MEMBERS OF THE BOARD OF DIRECTORS

NAME	DESIGNATION
.....
.....
.....
.....
.....

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 (e.g., executive management or board resolution) authorizing corporation's representative to file the Qualifications and sign subsequent agreements.

Note: In the event that the Bidder is comprised of more than one entity, separate forms shall be submitted for each such entity.

SENIOR MANAGEMENT

NAME	DESIGNATION
.....
.....
.....
.....
.....

APPENDIX 5: PROJECT DESCRIPTION AND TECHNICAL DESIGN FOR THE EMBEDDED GENERATION BUSINESS MODEL

Bidder shall provide details regarding each project under specific headings including the following:

Proposed Generation Technology and System Design

- Solar PV Capacity (kW), Battery Storage Capacity (kW & kWh), and thermal generator Capacity (kW)
- Proposed PV Module to be used with specification sheet(s) and at least one example of a project that this product has been deployed in (Note: this does not have to be a project that the Bidder was involved in).
- Proposed Inverter to be used with specification sheet(s) and at least one example of a project that this product has been deployed in (Note: this does not have to be a project that the Bidder was involved in).
- Proposed Battery Energy Storage System (BESS) to be used with specification sheet(s) and at least one example of a project that this product has been deployed in (Note: this does not have to be a project that the Bidder was involved in).
- Proposed thermal generator with specification sheet(s) and at least one example of a project that this product has been deployed in (Note: this does not have to be a project that the Bidder was involved in).
- Proposed energy management system (EMS) to be used with specification sheet(s) and at least one example of a project that this product has been deployed in (Note: this does not have to be a project that the Bidder was involved in).

The EMS refers to the software and hardware tools used to visualize, operate, monitor, and optimize the performance of the Plant. This should also include an explanation of how the EMS will support seamless integration of output from all the power sources.

- Qualitative explanation of key assumptions supporting system design, any notable risks or potential new information that would require modification of the design, and mitigation strategies for these risks.

For the purpose of this RFP only and to allow AEDC to compare Proposals fairly, Bidders should size the system to supply the load profiles provided in Exhibit A. The Preferred Bidder(s) will be expected to collaborate with AEDC to review, validate, and revise the load estimates to support accurate system sizing before the Agreement is signed.

Embedded Generation Connection Equipment Design and Description

- Electrical schematic diagrams provide details of how electricity generated from the Embedded Generation System will be transmitted from the Embedded Generation System to the Delivery Point, including the protections to be used on the system.

Site Usage Plan and Implementation Considerations

- Preliminary site where the Embedded Generation System will be located, including a proposed site layout, and any planned modifications to be completed to make the site more suitable.
- Provide evidence in site plan that the site is suitable for enabling the solar PV to reach its peak output or that mitigation measures have been developed for any occurrences that could prevent the solar PV installation from reaching its peak output (e.g., obstruction of solar irradiance by shading).
- List the necessary investigations that must be completed on the Embedded Generation System Site or the REG Cluster and any other relevant studies to demonstrate suitability or confirm technical design fit (e.g., Environmental and Social Management Plan, etc.)
- Evidence that site conditions have been duly considered and that the proposed site does not lead to any impediments to successful delivery and installation of the Embedded Generation System.

Operations and Maintenance

- Provide an Operations and Maintenance plan, showing high-level planned maintenance schedules for the Plant including how non-performing equipment will be identified and replaced.
- Provide a plan for how the Embedded Generator's Connection Equipment will be operated and maintained to ensure reliability standards are maintained.
- Provide plan for how thermal generator will be maintained and refueled, including plan for fuel storage.
- Provide approach for monitoring the performance of the Embedded Generation System.
- Provide a process for collaborating with AEDC to maintain the Dedicated Network to ensure ATC&C losses remain low and Network downtime is minimized.
- Provide a description of processes for collaborating with AEDC to implement revenue protection measures to minimize ATC&C losses.

APPENDIX 6: PROPOSED PROJECT IMPLEMENTATION PLAN

Project Implementation Schedule

Bidders shall provide a detailed schedule which supports and confirms completion of each project within the Proposal timeframe. The Commercial Operations Date for Embedded Generation should be within 12 months of the date on which the necessary regulatory approvals have been received.

Bidder's schedule shall be submitted in Gantt chart format (in either a PDF or Excel) and shall include all milestones for financing, engineering, procurement, shipping, construction, startup, testing, etc. as necessary for successful completion and operation of the Project.

Project Execution Plan

Bidders shall provide a detailed explanation of their process for executing each project within the timeline shown in the Project Implementation Schedule.

This should include details of key implementation steps such as finalizing financing arrangements, procuring equipment, securing regulatory approvals, and constructing the Embedded Generation System (where applicable) will be executed and the measures for ensuring that these processes do not extend beyond the timeline indicated in the Project Implementation Schedule.

If applicable, Bidders can reference projects that they have executed in the past to demonstrate how these processes will work and the timeline for execution.

Risk Assessment and Mitigation Strategy

- Provide an assessment of potential risks to timely execution of the project, including likelihood of the risk occurring, severity if it happened and the impact this would have on the Project Schedule.
- Provide mitigation strategies for each identified risk.

APPENDIX 7: FINANCIAL PROPOSAL

a. Tariff Schedule (if submission is for Embedded Generation)

Bidders shall submit a proposed Tariff schedule for each project by filling in the blank spaces in the following table. The EG Tariff is the tariff that AEDC will pay the Embedded Generator for electricity it receives at the Delivery Point.

The Tariff must be reflective of **all** the Embedded Generator’s capital and operational costs for the Embedded Generation System, including the cost of the Plant, the Embedded Generator’s Connection Equipment, and the EG Metering System. The EG Tariff schedule shall be quoted in NGN/kWh.

Although the cost of the Necessary Prior Distribution Network Upgrades will be a component of the final tariff, for the purpose of this RFP, Bidders should assume there are no Necessary Prior Distribution Network Upgrade costs. AEDC has estimated the cost of the Necessary Prior Distribution Network Upgrades through a preliminary network assessment, as included in Exhibit A.

Year	Tariff (N/kWh)
Year 1 [2025, pending Date of Commercial Operation]	
Year 2	
Year 3	
Year 4	
Year 5	
Year 6	
Year 7	
Year 8	
Year 9	
Year 10	
Year 11	
Year 12	
Year 13	
Year 14	
Year 15	
Year 16	
Year 17	
Year 18	

Year 19	
Year 20	

Financial Model

a. If Submission is for Embedded Generation

Bidders shall submit the financial model (in Microsoft Excel) used to calculate the Tariff. The financial model template attached to the RFP must be used for the computation of the assumptions for **all** the Embedded Generator’s capital and operational costs, market conditions, and any other factor that has a material impact on the EG Tariff.

The assumptions for market conditions in the model must include at a minimum:

- Annual Nigerian Naira Inflation – Bidders are required to use the most recent All-Items Consumer Price Index as published by the National Bureau of Statistics.
- USD:NGN Exchange Rate – Bidders are required to use the NAFEX USD:NGN rate on 11th October, 2024 as published by FMDQ.

Tariff Design Methodology

Bidders shall submit an explanation of their tariff design methodology for each project. This should encompass explanations of how all the costs were accounted for and used to determine an appropriate tariff for each operational year of the Project. This should also include explanations of key assumptions that impact the tariffs.

b. If Submission is for Franchising

Bidders shall submit the financial model (in Microsoft Excel) with the proposed investment plan and revenue-sharing proposal for the term being requested for by Franchisee.

APPENDIX 8: FINANCING INFORMATION

Project Financing Breakdown

For each project, bidders shall submit details of their expected financing arrangement to provide assurance the Bidder can finance the Project, including the following:

Financing Type	Source	Amount in USD	% of Total
EQUITY FINANCING	Project Sponsor		
	Contractor/Supplier		
	Other Sources (Bidder shall list)		
	TOTAL EQUITY		
DEBT FINANCING	Commercial Sources		
	Development Bank Sources		
	Other Sources		
	TOTAL DEBT		
GRANT FINANCING	Philanthropic Grant		
	Development Bank Grant		
	Other Grant		
	TOTAL GRANTS		
TOTAL FINANCING			

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

Supporting Documentation

Bidders shall submit supporting documentation from the sources of financing. Supporting documentation from the financing sources shall be accompanied by documentation to verify that the sources can meet the commitments.

The supporting documentation provided should show also that the availability of funding is aligned with the timeline in the Project Schedule.

Financial Statements

Bidders shall provide the two most recent audited annual financial statements of the company.

Other Documents

Bidders can include any other documents that they believe provides additional evidence of their ability to finance the project. These documents should be accompanied by an explanation or description of how it shows the Bidders financial capability.

APPENDIX 12: AEDC ACCOUNT DETAILS

Account Name: Abuja Electricity Dist. Company

Account Number: 0173989756

Bank: GTCO. Formerly GTB

SUPPORTING EXHIBITS

EXHIBIT A: FEEDER DETAILS

Exhibit A is attached separately as a Microsoft Excel document, containing general commercial and technical information on the feeders.

EXHIBIT B: TECHNICAL AND FINANCIAL EVALUATION CRITERIA

This is also attached separately as a PDF document in the Exhibit folder. It provides a breakdown of the evaluation scoring criteria for all proposals received within the deadline.

EXHIBIT C: DEVELOPER'S PREQUALIFICATION CHECKLIST

This is attached as a PDF document in the Exhibit folder. It is intended for interested developers who have not yet been prequalified by AEDC. These bidders are required to complete the checklist and submit it along with their proposal(s).

EXHIBIT D: GUIDELINES FOR SECONDARY ESCROW ACCOUNT MANAGEMENT

This is attached as a PDF document in the Exhibit folder. It outlines the proposed payment governance structure for Embedded Generation projects.

EXHIBIT E: FINANCIAL MODEL TEMPLATE

This is attached as an Excel document in the Exhibit folder. It is to be used as referenced in Appendix 7 (Financial Model).