

## **Abuja Electricity Distribution Plc**

### **Request for Qualifications – Feeder / Cluster Franchising Partners**

#### **1. Background**

AEDC is one of the 11 power distribution companies that was privatized on 1 November 2013. AEDC has a franchise for the distribution and sale of electricity across an area of 133,000 km<sup>2</sup> in Nigeria's Federal Capital Territory, Niger State, Kogi State and Nasarawa State.

AEDC is seeking expressions of interest and qualifications from reputable and competent firms or consortia interested in operating designated electricity distribution service areas under a franchise model. This initiative aligns with our strategic objectives to meet regulatory requirements, improve supply reliability, enhance customer satisfaction, reduce ATC&C losses, and stimulate local investments in the electricity value chain.

#### **2. Scope of Franchise Opportunity**

Franchisees will be granted the rights to operate and manage electricity distribution operations in designated feeders or service areas under performance-based agreements. The scope includes, but is not limited to:

- Commercial operations (metering, billing, collection)
- Network maintenance and minor repairs
- Customer engagement and complaint management
- Loss reduction strategies
- Embedded generation (where applicable)

#### **3. Eligibility and Qualification Criteria**

Interested parties must demonstrate the following:

- Corporate Profile – Legal registration and ownership structure.
  - Evidence of registration with the Corporate Affairs Commission (CAC) With Co2 and Co7
  - Tax Clearance Certificate for the last three (3) years
  - Evidence of compliance with the Pension Reform Act (PENCOM certificate)
  - Evidence of compliance with Industrial Training Fund (ITF) contribution requirements
  - Evidence of compliance with the Nigeria Social Insurance Trust Fund (NSITF)
- Relevant Experience – Proven track record in utility operations, energy services, or related sectors.
- Financial Capacity – Ability to invest in infrastructure and operational needs.
- Technical Capability – Adequate resources, personnel, and technology.

- Regulatory Knowledge - Understanding of regulatory and commercial frameworks for electricity distribution in Nigeria
- Compliance Commitment – Willingness to meet AEDC and NERC's franchise model guidelines and KPIs.

## **4. Proposal Requirements**

### **4.1 Technical Proposal:**

- Company profile, including legal registration documents.
- Details of technical expertise and experience in feeder / cluster franchising.
- Proposed technical approach for the feeder or cluster franchise.
- Capacity for investment in feeder/cluster infrastructure.

### **4.2 Financial Proposal:**

- Audited financial statements for the last two (2) years or proof of financial capability.
- Investment plan which will contain all OPEX and CAPEX (including network upgrade costs).
- Detailed financial model and proposed investment amount.
- Costing and tariff structure, including revenue-sharing models with AEDC.

### **4.3 Operational Plan:**

- Implementation timeline.
- Staffing and management plan, including key personnel and their qualifications.
- Risk management strategy.
- Deployment of Technology.

### **4.4 Regulatory and Compliance:**

- Compliance with NERC regulations or other relevant regulatory bodies.

A cover letter expressing interest must accompany the submission. References from previous clients or partners will be considered an added advantage.

## **5. Evaluation Criteria**

Proposals will be evaluated based on the following criteria:

- **Technical Expertise (30%):** Demonstrated experience in managing similar projects.
- **Financial Capacity (30%):** Ability to finance the required investments.

- **Operational Plan (20%):** Feasibility of the implementation timeline and management approach.
- **Regulatory Compliance (10%):** Adherence to laws and energy sector regulations.
- **Innovation and Sustainability (10%):** Integration of renewable energy and sustainable practices

Only shortlisted applicants will be invited to the next phase, which may include technical presentations, site inspections, and negotiations.

## 6. Submission Guidelines

- Proposals must be submitted in both electronic and hard copy formats to the following addresses:

**Electronic Submission:** [ProcurementGroup@abujaelectricity.com](mailto:ProcurementGroup@abujaelectricity.com) and [DER.Committee@abujaelectricity.com](mailto:DER.Committee@abujaelectricity.com)

**Hard Copy Submission:** AEDC Headquarters, 1 Ziguinchor Street, Zone 4, Wuse Abuja.

All submissions must be received no later than 12:00 midnight (WAT) on 22<sup>nd</sup> August 2025. Late submissions will not be considered.