Outline of the Request for Application to Receive Funding by GRMF

Kai Imolauer,
Economic Engineer
Technical Consultant GRMF
Project Manager

GRMF Pre-Bidding Workshop (5th Application Round)
Addis Ababa, 26 and 27 March 2018
## Workshop Agenda Day I
### Monday, 26 March 2018

<table>
<thead>
<tr>
<th>Time</th>
<th>Activity &amp; Room</th>
<th>Lead</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Session 1:</strong></td>
<td><strong>Small Conference Hall (CH) 2</strong></td>
<td></td>
</tr>
<tr>
<td>09:00 – 09:05</td>
<td>Welcoming remarks: AUC – Mr. Rashid Ali Abdallah, GRMF Project Manager</td>
<td>AUC</td>
</tr>
<tr>
<td>09:05 – 09:10</td>
<td>Statement: AUC – Mr. Cheikh Bedda, Director for Infrastructure and Energy</td>
<td>AUC</td>
</tr>
<tr>
<td>09:10 – 09:15</td>
<td>Statement: KfW – Mr. Peter Ley, Project Manager</td>
<td>KfW</td>
</tr>
<tr>
<td>09:15 – 09:35</td>
<td>Outline of the GRMF Request for Application: Mr. Kai Imolauer, TC Project Manager</td>
<td>TC (RP)</td>
</tr>
<tr>
<td>09:35 – 10:00</td>
<td>Coffee break</td>
<td></td>
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<tr>
<td><strong>Session 2:</strong></td>
<td><strong>Small Conference Hall (CH) 2</strong></td>
<td></td>
</tr>
<tr>
<td>10:00 – 10:45</td>
<td>Procurement workshop: Mr. Sahr Foday, Senior Procurement Officer</td>
<td>AUC</td>
</tr>
<tr>
<td>10:45 – 11:30</td>
<td>Environmental &amp; social requirements for GRMF: Mrs. Christine Hoegg, Senior E&amp;S expert</td>
<td>TC (ERM)</td>
</tr>
<tr>
<td>11:30 – 11:45</td>
<td>Coffee break</td>
<td></td>
</tr>
<tr>
<td><strong>Session 3 &amp; 4:</strong></td>
<td><strong>Caucus Room 17</strong></td>
<td><strong>Caucus Room 18</strong></td>
</tr>
<tr>
<td>11:45 – 12:30</td>
<td>Explanation of the submission form for Drilling Programmes</td>
<td>Explanation of the submission form for Surface Studies</td>
</tr>
<tr>
<td>12:30 – 14:00</td>
<td>Lunch break</td>
<td></td>
</tr>
<tr>
<td><strong>Session 5:</strong></td>
<td><strong>Caucus Room 17</strong></td>
<td><strong>Caucus Room 18</strong></td>
</tr>
<tr>
<td>14:00 - 14:45</td>
<td>Group session Drilling Programmes: AWC guidelines</td>
<td>IF*: Panyimur SS_UG</td>
</tr>
<tr>
<td>14:45 - 15:30</td>
<td>IF: NW Assal DP_DJ</td>
<td>IF: Gisenyi SS_RW</td>
</tr>
<tr>
<td>15:30 – 15:45</td>
<td>Coffee break</td>
<td></td>
</tr>
<tr>
<td>15:45 - 16:30</td>
<td>IF: Dimbil-Dirdir DP_DJ</td>
<td>IF: Buranga SS_UG</td>
</tr>
<tr>
<td>16:30 - 17:15</td>
<td>IF: Dofan DP_ET</td>
<td>IF: NE Ghoubbet SS</td>
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</tbody>
</table>

* **IF**: Individual Feedback sessions with project developers
**Workshop Agenda Day II**  
**Tuesday, 27 March 2018**

<table>
<thead>
<tr>
<th>Time</th>
<th>Activity &amp; Room</th>
<th>Lead</th>
<th>Room</th>
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</thead>
<tbody>
<tr>
<td><strong>Session 6:</strong></td>
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<td></td>
</tr>
<tr>
<td>09:00 - 09:45</td>
<td>IF*: Kiejo-Mbaka DP_TZ</td>
<td>KI/MU/TS/CH</td>
<td>MK/LT</td>
</tr>
<tr>
<td>09:45 - 10:30</td>
<td>IF: Akiira One DP_KG</td>
<td>KI/MU/TS/CH</td>
<td>MK/LT</td>
</tr>
<tr>
<td>10:30 – 10:45</td>
<td><strong>Coffee break</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>10:45 - 11:30</td>
<td>IF: Akiira Central DP_KG</td>
<td>KI/MU/TS/CH</td>
<td>MK/LT</td>
</tr>
<tr>
<td>12:15 – 13:00</td>
<td>IF: Optional slot</td>
<td>KI/MU/TS/CH</td>
<td>MK/LT</td>
</tr>
<tr>
<td>13:00 – 14:00</td>
<td><strong>Lunch break</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Session 7:</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>14:00 – 17:00</td>
<td>Internal GRMF Oversight Committee meeting</td>
<td></td>
<td>AUC</td>
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</tbody>
</table>

* IF: Individual Feedback sessions with project developers

**Organizational matters:**

WiFi Name: AUC Guest (no password required)

All presentations will be uploaded to the GRMF website.

GRMF Standard Documents for AR 5 RfA: **Already available on the GRMF website.**
Purpose of the Workshop

- Get to know applicants who plan to submit an application
- Refer to all underlying documents
- State submission deadline and contact details
- Specify submission procedure
- Give instructions to applicants and specify form and content of applications

ENABLE APPLICANTS TO DELIVER HIGH QUALITY APPLICATIONS
1. Schedule & Process of Activities Application Round 5 (From Pre-bidding to Grant Contract)

Overview: Scheduled timeline of the application stage

Pre-qualification stage

Question and Answers (Q&A)
Deadline: 21 May 2018

Pre-bidding workshop
26 and 27 March 2018

Start of the application phase
26 March 2018

Deadline for the submission of applications
4 June 2018, 16:00 (Ethiopian time)

Surface studies

Drilling proposals

Evaluation stage

Project pipeline

Contract Signing Stage

Signing of GC
1. Schedule & Process of Activities Application Round 5 (From Pre-bidding to Grant Contract)

Processing in the evaluation stage

**Application stage**

- **Deadline for the submission of applications**
  - 4 June 2018

  - **Surface studies**
    - **Minor formal omissions**
    - **Supplements**

  - **Drilling proposals**

- **Deficiency report**
- **One week**

**Evaluation stage**

- **Technical evaluation**
  - **Preliminary examination**
    - Accepted
    - Rejected

- **Financial evaluation**
  - Accepted
  - Rejected

- **Supplements**

- **Deficiency report**

- **Overall threshold score: 70Pts**

**Pipeline stage**

- **Inclusion in project pipeline**

### Evaluation stage:
- Completeness check
- Eligibility check
- Grounds for rejection
- Responsiveness check
- E & S submission check

### Deficiency report:
- Completeness check
- Reasonableness check
- Eligible costs check
1. Schedule & Process of Activities Application Round 5 (From Pre-bidding to Grant Contract)

The ESIA Gap Analysis stage

- Pipeline stage
  - Analysis of E&S Documentation
  - No Objection required

- Grant Contract
  - Signing of Grant Contract
  - Details in ESIA Workshop

- Monitoring stage
  - Drilling Programme/Surface Study/Infrastructure
2. Information distribution

Requests for applications and all related forms
Available on the GRMF webpage: www.grmf-eastafrica.org/application/application-stage

PASSWORD
See your feedback letter: “GRMF_ar5”

Further questions/clarifications
Send an e-mail to: grmf@africa-union.org and grmf@roedl.com


It is in the responsibility of the applicant to keep himself updated! Please check the password protected section of the GRMF-webpage regularly.
3. Preparation of applications and formal aspects

**Formal Aspects**

**ENGLISH**

All supporting documents in other languages have to be submitted additionally with a corresponding English translation!

**Documents constituting the application:**

1. **Cover Letter**
   (Annex 1)

2. **Application Form**
   (Annex 2A for Surface Studies OR Annex 2B for Drilling Programmes)

3. **All Forms referenced within Annex 2A&B availed in separate files & required attachments to be provided**
   (depending on the individual application)

4. **Two Declarations**
   (From G1 and From G2, within Annex 2)
3. Preparation of applications and formal aspects

Formal Aspects

Explicitly mentioned attachments are necessary for better understanding of the application.

The applicant is allowed and encouraged to submit additional attachments.

- No raw data is to be submitted – in the application an interpretation thereof is to be included.
- In case of submitted studies a summary of the most relevant information is to be provided.

Failure to provide the requested information in the requested manner – e.g. not referenced within the provided FORMS – may result in the rejection of the application!

Reference has to be made to individual attachments within the corresponding FORM and all attachments MUST be delivered in soft copy format.
3. Preparation of applications and formal aspects

Formal Aspects

To be submitted:

1. **Original hard copy**
   - Signed & stamped Cover Letter, AND
   - Signed & stamped Declarations (Forms G1 & G2).

2. **Electronic Version**
   - Must be searchable.
   - Only signed pages provided as scans.

The electronic version of the Application must strictly follow the structure of the electronic files (SES). The SES can be downloaded from the GRMF webpage.
# 3. Preparation of applications and formal aspects

## Formal Aspects

### Overview of required RfA document formats:

<table>
<thead>
<tr>
<th>Document</th>
<th>Original hard copy</th>
<th>Electronic copy</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Cover letter</strong> (Annex 1)</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td><strong>Application forms</strong> (Annex 2-A for SS, or Annex 2-B for DP)</td>
<td>—</td>
<td>X</td>
</tr>
<tr>
<td><strong>Declaration 1</strong> (Form G1, within Annex 2)</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td><strong>Declaration 2</strong> (Form G2, within Annex 2)</td>
<td>X</td>
<td>X</td>
</tr>
</tbody>
</table>
3. Preparation of applications and formal aspects

Mandatory structure of electronic version

Each FORM shall be located in a separate folder and shall be searchable (except the signed Forms G1 & G2. For E2 electronic signatures may be used).

Sample structure can be downloaded from the GRMF webpage.

**Note 1:** the structure contains empty files – i.e. merely serving as guide for how the relevant files should be named

**Note 2:** please ensure that file names for attachments do not exceed 20 digits.
3. Preparation of applications and formal aspects

Formal Aspects

Non-compliance with the structure may result in rejection of the application!

Applicants have the full responsibility that any original hard copy, as well as the electronic version are in total compliance.

Applications submitted after the deadline, or in a wrong location, will be formally refused and sent back unopened to the applicant.

Opening of applications is scheduled for 4 June 2018, 16:00h Addis Ababa, directly after the hand-in deadline.

Applicants are allowed to attend the tender opening procedure.
3. Preparation of applications and formal aspects

Financial Evaluation - Check reasonableness of the cost estimate

**CURRENCY**

All prices shall be converted to United States Dollars. (For quotations: the price in the original currency must also be provided)

Exchange rate shall be the UN Operational Rates of Exchange as published on 1 April 2018 at:


**Reasonableness** of costs will be checked

Costs which are not reasonable will **not** be covered by the GRMF fund

For DP: the anticipated well costs will be checked against the **AWC Guidelines**
4. RfA Completeness Check

Document Completeness Checklist

- Very important for a thorough application is the Checklist (named “Content List” annex 2) – **serving as a guideline** for applicants in order to avoid handing-in incomplete applications.

- Developers are encouraged to thoroughly study this list and – before the hand-in of the application, **re-check** all files one-by-one.

**NOTE:** Incomplete applications will lead to the initial rejection of the application.
5. Rejection Criteria I

Selection of Criteria – please refer to Form G2: Declaration of Non-Existence of Grounds of Rejection

<table>
<thead>
<tr>
<th>1</th>
<th>Application refers to a non-eligible activity or country.</th>
</tr>
</thead>
<tbody>
<tr>
<td>2</td>
<td>Application is incomplete or not substantially responsive to the application documents.</td>
</tr>
<tr>
<td>3</td>
<td>No substantial geological and geochemical studies have yet been <strong>completed</strong> for the proposed project site.</td>
</tr>
<tr>
<td>4</td>
<td>The necessary concessions/licences/permits are not issued and not in process of being approved and no Letter of Support is provided by the relevant authorities.</td>
</tr>
</tbody>
</table>
5. Rejection Criteria II

Selection of Criteria – please refer to Form G2: Declaration of Non-Existence of Grounds of Rejection

5. The application does not include submission of relevant environmental and social documentation (for further details: see developer manual and dedicated working session).

6. The full application is found to be non-responsive in respect to the information and request for further clarification provided in the EoI feedback letter.

7. The two declarations and the cover letter are not submitted according to the provided format and/or are not signed and/or stamped.

8. The Application is not submitted by the submission deadline to the required location in the requested format (1 original hard copy of the Cover Letter, and the two Declarations; 1 searchable electronic copy).
6. Lessons learnt I

- Make sure to include signatures on all declarations and CVs
- Use the current application forms
- Keep deadline and place for submission
- Use correct cover letter
- Ask questions
- Read the Developer Manual
6. Lessons learnt II

- Give a clear overview figure showing the field and surrounding geothermal fields
- Fill in the application form properly
- Clarify chronological order of work items
- Provide thorough, detailed information on finances
- Specify role/function of all personnel involved
- Clearly justify your choice of technical parameters (well design, temp. gradient wells)
Good luck and thank you for your attention!

Questions?

Project funded by:

Kai Imolauer
Rödl & Partner

Maria Ueltzen
Rödl & Partner

Matthias Klarl
Rödl & Partner

Lilja Tryggvadóttir
Mannvit

Thoroddur Sigurdsson
Mannvit

Christine Hoegg
ERM