

**Private Beneficiary:** ALTERNATIV INVESTMENT SOLUTIONS SRL

**Head Office:** Bucharest, Sector 1, Grigore Alexandrescu Street, No. 89-97, Building B, Metropolis Center, 5th Floor

**Implementation location:** Scurtu Mare Commune, Teleorman County, NC 20066, NC 20067

**REPORT OF THE COMPETITIVE PROCEDURE**

**Concerning the attribution of the supply agreement for the implementation of the project  
"PHOTOVOLTAIC PARK"**

**Partially financed by European Non-reimbursable funds related to**

**The Recovery and Resilience Mechanism**

**through the National Recovery and Resilience Plan - Pillar I. Green Transition - Component C6.  
Energy**

**Investment measure - Investment I.1 – New capacities of electricity production from renewable  
sources**

## I. GENERAL DATA

The present Report of the competitive procedure for the attribution of the supply contract for the implementation of the "PHOTOVOLTAIC PARK" project (the "**Procedure**" and the "**Procedure Report**" respectively) contains the information specified by the *Rules for the evaluation of the submitted tenders and for the designation of the winning tender* (the "**Rules**") and by the Tender Book of the above-mentioned competitive procedure (the "**Tender Book**"), documents elaborated by the Private Beneficiary (as defined below) for the Procedure (as defined below).

The Report of the Procedure is elaborated by the Evaluation Commission established on the basis of the Decision of the Directors of ALTERNATIV INVESTMENT SOLUTIONS S.R.L. dated 29.05.2023 (the "**Evaluation Commission**") and assembled in order to perform the final evaluation of the offer submitted within the Competitive Procedure for the attribution of the supply contract (the "**Supply Contract**") for the implementation of the Project "PHOTOVOLTAIC PARK", organized by ALTERNATIV INVESTMENT SOLUTIONS SRL, as the private beneficiary (the "**Private Beneficiary**").

## II. THE EVALUATION COMMISSION STATUTORY ASSEMBLED

On the date and the time set for the opening of the submitted tenders under the Procedure, i.e. 08.08.2023, at 14:00, the members of the Evaluation Commission received the password for the opening of the tender received within the Procedure in order to evaluate it.

In addition, on 16.08.2023, the Evaluation Commission gathered to finalize the evaluation of the tender submitted under the Procedure, in accordance with the conditions established by the Rules.

## III. CLARIFICATIONS DEMANDED BY TENDERERS

Under the Procedure that was initiated on 07.07.2023 through the publication of the announcement regarding the initiation of the procurement procedure (the "**Announcement**") on the Private Beneficiary's own web-site, with the link <https://www.econergytech.com/scurtu-mare-project-tender/>, as well as in the newspaper/newspaper of national interest "Adevarul", and which had the deadline for submission of tenders on 07.08.2023, Romanian time 23:59, only one request for clarification was submitted by a single potential tenderer, which ultimately submitted the only tender in the Procedure, namely **Shanghai Electric Group Company Limited** (the "**Bidder**").

The request for clarification was submitted on 17.07.2023, Romanian time 17:55, so within the deadline set in the Specifications and in the Notice for submission of such requests, which was expiring on 21.07.2023, Romanian time 23:59.

The Evaluation Commission responded to the request for clarifications both by publishing the document Tender clarifications\_Clarificari ale licitatiei\_01082023" on the Private Beneficiary's own website, with the link <https://www.econergytech.com/scurtu-mare-project-tender/>, and by sending the above-mentioned document by e-mail to the Tenderer.

#### **IV. SUBMITTED OFFERS**

Under the Procedure, only one tender was submitted.

Verifying the fulfilment of the cumulative conditions stipulated by the Article II.8 of the Rules, the Evaluation Commission notes that the Tender submitted under the Procedure ("**The Tender**") constitutes a compliant tender, given that:

- (i) The Tender was transmitted to the e-mail address [alternative@econergytech.com](mailto:alternative@econergytech.com),
- (ii) The Tender was submitted on 07.08.2023, i.e. within the deadline for the submission of tenders as established by the Specifications and the Notice, and
- (iii) the archive containing the Tender together with the rest of the tender documentation, as established by the Specifications, has been password protected.

As a result, the Evaluation Commission proceeded to the opening of the Tender and to the separate elaboration of a *Report regarding the Tender Documentation submitted under the competitive procedure for the attribution of the supply contract for the implementation of the Project "PHOTOVOLTAIC PARK"* (the "**Documentation Report**"), report which it transmitted to the Tenderer and which includes the information consisting of the documents received from the Tenderer and the related number of pages, documents which compose the Tender Documentation submitted by the Tenderer under the Procedure.

In addition, following the opening and evaluation of the Tender, the Evaluation Commission elaborates the present Report of the Procedure, which will also be transmitted to the Tenderer and which contains information aiming to describe the activity of the Evaluation Commission, both of evaluating the submitted tenders and of designating the winning tender.

#### **V. CLARIFICATIONS DEMANDED BY THE PRIVATE BENEFICIARY**

Subsequent to the opening of the Tender, during the evaluation procedure, it was determined that clarifications were needed from the Tenderer. In consequence, on 14.08.2023, the Private Beneficiary transmitted to the Tenderer a request for clarifications, both by publishing the document "*Clarifications Scurtu Mare Project\_Clarificari Proiect Scurtu Mare\_14082023*" on the Private Beneficiary's own website, with the link <https://www.econergytech.com/scurtu-mare-project-tender/>, and by sending the above-mentioned document by e-mail to the Tenderer.

On 16.08.2023, the Tenderer responded to the request for clarifications, transmitting to the Private Beneficiary the requested clarifications by e-mail.

#### **VI. THE FULFILMENT OF QUALIFICATION CRITERIAS**

Analysing the documentation submitted within the Tender and the clarifications submitted by the Tenderer, the Evaluation Commission concludes the following:

1. The Tenderer has completed all forms required by the Private Beneficiary;
2. The Tenderer has submitted all the documents requested by the Private Beneficiary in the Specifications;
3. The Tender fulfils all the qualification criterias established under Section 3 of the Tender Specifications.

## **VII. THE FULFILLMENT OF THE ATTRIBUTION CRISTERIAS**

Given the fulfilment of the qualification criteria of the Tender established under Section 3 of the Specifications, the Evaluation Commission proceeded to establish the score of the Tender, under Section 5 of the Specifications, as follows:

### **1. The Price of the Tender**

The price of the Tender, namely **76,644,051.85 lei (seventy-six million six hundred and forty-four thousand fifty-one lei and eighty-five bani)**, as it results from the contents of the document entitled "Financial Proposal"/"Proponere financiara", is included in the total estimated value of the Supply Contract, both in terms of eligible and ineligible costs.

In addition, given the fact that the Tender was the only one submitted in the Procedure, it results that the price of the Tender is the lowest price received, so that **the Tender will receive the maximum score for this element of differentiation, namely 50 (fifty) points.**

### **2. The previous experience - projects implemented in the last 3 years for photovoltaic projects according to their number of MW**

From the Form No. 8 "*Declaration regarding the list of main supplies in the last 3 years*" completed, signed and submitted by the Tenderer, as well as from the supporting documents attached to Form No. 8, it results that the Tenderer has completed, in the last 3 years, supplies of products similar to those subject to the Procedure, for photovoltaic renewable energy projects with cumulative installed capacities of more than 150 MW.

**Consequently, the Tender will receive the maximum score for this element of differentiation, i.e. 25 (twenty-five) points.**

### **3. The solvency of the Tenderer and additional guarantees**

#### **a. The turnover of the Tenderer for the year 2022**

The Tenderer's turnover for the year 2022 exceeds the level established under Section 3 of the Specifications as a qualification criteria, i.e. at least 200 (two hundred) millions euro.

In addition, given that the Tender was the only one submitted under the Procedure, it follows that the Tenderer had the highest turnover for the previous year, **thus the Tender will receive the maximum score for this element of differentiation, namely 10 (ten) points.**

**b. The provision of a performance guarantee from the parent company of the Tenderer**

According to the Specifications clarified by the response to the request for clarifications sent by the Tenderer on 17.07.2023, namely the document “*Tender clarifications\_Clarificari ale licitatiei\_01082023*” published on the Private Beneficiary's own web-site, with the link <https://www.econergytech.com/scurtu-mare-project-tender/>, and transmitted by e-mail to the Tenderer, being established that the Tenderer itself is the parent company of the group to which it belongs, **the Tender will receive the 15 (fifteen) points related to this element of differentiation.**

In conclusion, adding up the scores obtained by the Tender for each element of the differentiation, it results that the Tender obtained a total score of 100 (one hundred) points.

**VIII. DESIGNATION OF THE WINNING TENDER**

Met on 16.08.2023, the Evaluation Commission decided to designate the Tender submitted by Shanghai Electric Group Company Limited as the winner of the Procedure.

Considering that the challenge period has expired without any challenge regarding the Procedure Report being submitted, the present Report of the Procedure will be considered as the final one. It shall be published on the Private Beneficiary's website with the link <https://www.econergytech.com/scurtu-mare-project-tender/> and communicated to the Bidder In addition, the Private Beneficiary shall transmit to the Tenderer the invitation to sign the Supply Contract. The deadline for signing the Contract Agreement is no later than 5 (five) working days after the invitation has been transmitted.

**Bogdan Asanache – President and member of the Evaluation Commission**



**Date: 01.09.2023**