

Questions & Answers
Call for Expression of Interest (EOI)
Utility-scale solar project

This document provides information on a variety of topics which offerors should be aware of. These questions arose during the Expression of Interest (EOI) phase and via written requests for clarification submitted via email. These consolidated questions and answers will be disseminated to all firms.

Version 1:

Q1: Can the JV be with a non-Lebanese (and not available in Lebanon) company?

A1: As mentioned in the EOI, one of the entities forming the JV can be a non-Lebanese company, however, the prime company forming the JV has to be registered in Lebanon and has to meet the criteria listed within the EOI document.

Q2: Is it possible to have more than 2 companies in the JV agreement due to the very high eligibility requirements in the tender?

A2: As per EOI, a maximum of two (2) companies can form a joint venture.

Q3: Our foreign partner wishes to participate in more than one JV, is this a disqualification criteria?

A3: Yes it is. Neither the Prime entity nor the other member entity of the joint venture may submit more than one proposal.

Q4: What are the needed documents?

A4: Kindly refer to the EOI Submission Details.

Q5: Can you share the related documents & BOQ of the tender?

A5: This is an expression of interest & not an RFP/tender, please refer to the purpose in the EOI.

Q6: Can the same Local Partner submit more than one EOI by forming a JV with 2 or more different international partners.

If the answer is Yes, upon the submission of RFP can the local partner submit an offer through more than one JV, or through only one JV.

A6: Refer to Q3/A3

Q7: Also, Can an international partner form a JV with more than one different local partner and be part of more than one EOI.

If the answer is Yes, upon the submission of RFP can the international partner submit an offer through more than one JV, or through only one JV.

A7: refer to Q3/A3

Q8: For the projects that require Letters of Satisfactory Performance from the local Partner, do the projects need to be in Lebanon or can they be outside Lebanon, but executed by the local partner?

A8: Both are acceptable.

Q9: is a letter of Intent to form a JV is enough at this stage, there is no need to sign an official JV agreement at this moment?

A9: Letter of intent to form a JV is acceptable, however this should be binding as the evaluation will be based on the parties presented in the JV.

Q10: Is Huawei Considered as part of the sanctioned Companies/Suppliers for this project since they are not part of the ULFPA list. Kindly Confirm this matter.

Are Huawei or any other company considered eligible as long as they don't source form any of the sanctioned list?

A10: Huawei is sanctioned, both the company and the material are ineligible under the United States Government Procurement Regulations.

Q11: Request to extend the submission date for the expression of Interest?

A11: INARA is extending the Questions Due till February 1, 2023 @ 5:00 PM and the EOI Submission Date till February 13, 2023 @5:00 PM

Version 2:

Q12: If we have an ongoing project of 500kW, the works have started but the testing and commissioning would be within 45 days, could it be considered as one reference for the minimum requirement of 500kW.

A12: This can be accepted in the EOI stage but should be completed and submitted as a reference letter at the RFP stage.

Q13: Is it possible for the joint venture to be between more than two companies, since it was hard finding a foreign company that meet both the storage and PV requirements.

A13: No, interested candidates that are unable to meet the minimum eligibility requirements for the JV partner (and only for the JV partner) can form a JV with a partner that matches the requirements to the best extent possible and submit their expression of interest.

Q14: In case of not satisfying the "Experience in battery energy storage solutions" as number of project, but the total capacity is satisfied, is it possible to consider the consortium as eligible for the bid?

A14: Interested candidates that are unable to meet the minimum eligibility requirements for the JV partner (and only for the JV partner) can form a JV with a partner that matches the requirements to the best extent possible and submit their expression of interest.

Q15: What is the expected duration for the implementation of the project?

A15: Project duration will be announced during the RFP stage. As a preliminary forecast, duration of implementation is expected to be between 8-10 months.

Q16: Do you consider Chinese brands (Jinko, Longi, SMA, Sungrow...) eligible to be used in this project?

A16: Interested applicants need to refer to the geographic code 937 and the UFLPA requirements during the RFP bidding stage. No material submittal is required for this EOI.

Q17: Can one of the JV partners be a manufacturing company with engineering services and technical support without being an EPC?

A17: A JV can be formed with any company that meets the minimum requirements – or best matches them.

Q18: As per the EOI, it is clear that the JV should consist of 2 companies maximum, is there any approach or plan to modify this matter?

A18: No.

Q19: Can you explain the scope of the experience in battery energy storage solutions; is it supplying experience with engineering storage solutions for a project with the same capacity or an implementation project with the required capacity?

A19: It is the implementation of a project(s) with the referenced capacities.

Q20: Can the JV be between a Lebanese company and a consortium of two companies?

A20: The JV has to be between two registered companies.

Q21: Can you extend the submission date for the expression of Interest to the end of February?

A21: No.

Q22: Regarding the annual turnover criteria, is it considered only for solar projects or for the firm itself with all its types of projects?

A22: Annual turnover is for the firm and all its operations; however, the local company has to meet the minimum criteria referenced in the EOI.

Q23: In case of JV, does the 10 years of experience under “all partners combined” mean that the local partner should have at least 8 years of experience as mentioned and the foreign partner min. 2 years of experience?

A23: Minimum requirement for the local partner is 8 years of experience in the referenced field if forming a JV – and the overall JV must have a minimum experience of 10 years. If the local company is not forming a JV, then the local company must have a minimum of 10 years of experience and meet all criteria to be eligible to apply.

Q24: Will the local partner eligibility requirements be lowered especially in the battery storage experience?

A24: No. Minimum eligibility requirements for the local partner are fixed.

Important note:

Interested candidates that are unable to meet the minimum eligibility requirements for the JV partner (and only for the JV partner) can form a JV with a partner that matches the requirements to the best extent possible and submit their expression of interest.