


REQUEST FOR PROPOSAL (RFP) PROCEDURE

Goods and Services

PR-CO-03 - Rev. 0


English version

Maria Florencia Rodriguez Head of Legal and Regulatory Affairs	Maria Florencia Rodriguez Head of Legal and Regulatory Affairs	Maria Marta Toro General Manager
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1. PURPOSE

The purpose of this document is to describe the specifications and requirements which are needed from all suppliers of critical products or services by Empresa Federal de Energía S.A. (hereinafter “**EFESA**”).

2. DEFINITIONS AND ABBREVIATIONS

EFESA: Empresa Federal de Energía S.A.

RFP: “Request For Proposal”, is a document that requests suppliers to complete and submit their proposals to provide critical goods or services.

Supplier: organization or person that supplies a critical product and/or service to EFESA.

3. REQUEST FOR PROPOSAL PROCEDURE

EFESA has compiled these instructions to guide potential suppliers and ensure that all required information is provided by the deadline and in the specified format for consideration as a supplier.


EFESA seeks suppliers for the acquisition of materials, components, services, tools, and equipment. The company requests associated documentation, technical specifications, after-sales and maintenance details, support, guarantees, and any other information that will help determine the best market option for the sustainable generation of energy through a photovoltaic solar source to be located at the plant owned by EFESA.

3.1. SUBMISSION REQUIREMENTS

For the **Request For Proposals (RFP)**, potential suppliers must demonstrate their ability to supply the goods or services in question and are expected to have significant experience in the market. Their submissions must be clear, concise, and complete, including only the information necessary to effectively respond to this RFP. Offerors should be noted that clearly provided data allows for an adequate assessment during the selection process, and submissions containing ambiguities or lacking clarity may be excluded from consideration.

In this regard, offerors must prepare and submit:

1. **Request for Proposal Letter** (Annex I; in PDF format);
2. **Narrative Proposal**, containing:
 - a. **Supplier Profile:** A summary of the supplier's history, experience, and capabilities that illustrates the ability to complete the project on time and within budget;
 - b. **Design and Specification** of the proposed service/good;
 - c. **Maintenance and Operations Plan;**
 - d. **Warranty coverage:** Including detailed costs covered by the the warranty, timelines, and what additional support is provided in Argentina (e.g., in case of product recall, guaranteeing replacement, commitment to indemnification, etc.);
 - e. **Delivery Timelines:** A detailed schedule specifying the timeframe in which the supplier commits to delivering the product or service.
3. **Certifications and Documentation** that prove all of the above;
4. **Environmental Certifications and Documentation:** Suppliers with environmental certifications (e.g., ISO 14001, BCorp, etc.) that support their commitment to sustainable practices will be valued.
5. **Proposal Form** (Annex II; in PDF format), summarizing the information in the Narrative Proposal regarding design, costs, payment/financing modality, guarantees, and reference projects.

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6. In the case of a foreign supplier, an indication of the applicable price (FOB, CIF, Ex Works, etc.).

Proposals will be evaluated based on the supplier's experience, as well as the quality and pricing of their offers. Suppliers shall assume full responsibility for conducting due diligence in evaluating sites and their conditions to develop accurate proposals.

3.2. SUBMISSION INSTRUCTIONS

Proposals must be submitted via email in a standard digital file format, including Annexes I and II, along with all supporting documents (detailed in Section 3.1) as attachments.

All proposals must specify the currency, whether or not they include taxes or nationalization charges, guaranteed delivery times, and the costs covered by the warranty, including timeframes and additional support provided in Argentina.

Proposals should be sent only to the following email address: administracion@efe-sa.com.ar with the subject line formatted as: **RFP Presentation (company name)**.

3.3. AWARD

Offerors should note that this document and participation in the RFP process **DOES NOT CREATE AN OBLIGATION** on the part of **EFESA** to purchase the offered goods or services, nor to enter into binding negotiations or contracts with any supplier responding to this RFP. All costs associated with submitting a proposal in response to this RFP are the sole responsibility of the offeror. Offerors submitting responses to this RFP understand that EFESA does not guarantee the award of any contract or service. EFESA reserves the right, in its sole and absolute discretion, to remove, update, amend, or extend the scope or limitations of the RFP.

4. EVALUATION OF PROPOSALS

The purpose of the RFP evaluation is to determine which suppliers are considered responsible, qualified, and capable of carrying out the proposed work, and to identify which technical proposals offer the best value for EFESA. Applicants' qualifications will be reviewed and evaluated by the EFESA's team, based on the documents submitted and any other available information.

The proposal will be carefully examined to ensure that prices are highly competitive, reflect the benefits of bulk purchasing of equipment, and are consistent with market conditions. EFESA's decision will be based on an evaluation of several factors, including, but not limited to, the following:

Competencies and Experience

- Professional competencies and experience of the offeror and its staff.
- Strength of offerors references, customer satisfaction from previous clients, completion of projects equivalent, and success in maintaining project budgets and timelines over the past 5 years.

Technical Proposal

- The quality and availability of the offered goods, as well as whether the offeror has a solid warranty record and coverage.
- Ability to provide virtual training and technical support during pre-installation, installation and commissioning. This also includes the ability to provide accessible post-sale services for troubleshooting and/or equipment maintenance, when needed.

- Capacity to identify potential and additional risks, along with their quality. Effective measures to mitigate these risks should be described, among others.
- Delivery schedule and critical activities.
- Warranties and replacement of defective items, as well as product recall and replacement programs.
- Alternative options and their justification.
- A performance bond may be requested for high-value contracts, as well as other insurance applicable to the activity.

Project Costs

- Both the direct costs of the offer and the support and maintenance costs will be considered.
- Additionally, if applicable, the following will be taken into account:
 - Operation and maintenance costs for the first 10 years of the product or system's life, plus 10 additional years,
 - Financial analysis of the total costs and benefits of the product or system over 10 years.

Proposal Attributes


- Consideration will be given to whether the proposal is complete, addresses the requirements and preferences established in the RFP, considers local workforce preferences, and demonstrates experience working on similar commercial projects.
- Consideration will be given to the warranty, after-sales, and maintenance conditions offered, with particular relevance to the support provided in Argentina and the terms for the import and/or export of materials.

5. COMPLIANCE

The selected offeror must comply with the terms and conditions of this document and complete all required submission forms.

By submitting an offer and subsequently signing a contract, the selected offeror agrees to take responsibility for the supply and delivery of goods and/or services and will ensure that the standards specified in this RFP are met.

1. The offeror will be directly responsible to EFESA for the delivery of the agreed goods and services. The offeror must comply with EFESA's legal requirements, environmental care, hygiene and safety standards, as well as those of its Solar Park "Parque Solar Los Llanos".
2. The offeror must keep the assigned EFESA Representative informed about each stage of the delivery process and the training schedule, if applicable. In the case of a foreign offeror whose products or services need to be imported into Argentina, once the product leaves the country of origin, the offeror must immediately send the invoice, the Bill of Lading, insurance coverage for transportation, and any other information committed in the offer. If a visa is required, the offeror must send the details and data of the assigned professionals and proof of their employment relationship with the offeror.
3. If, within the first five (5) years from the provision of a product, the product itself or any of its components or support services are discontinued, the offeror must continue to provide a warranty for the product, component, or support under the same conditions or compensate EFESA with a substitute indemnity that allows for the replacement of the product. The offeror must inform EFESA if the offered products are part of a recall plan.

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4. The offeror must inform clearly and in advance the conditions for the import and/or export of materials, associated costs, and applicable terms, as well as the warranty and support conditions in Argentina.

6. LEGAL

Code of Ethics and Conduct

EFESA is committed to the well-being of all individuals. All contractors of EFESA are required to adhere to the principles of the Code of Ethics and Conduct, as well as the Environmental Policy (PL-GA-01), and the Induction Policy on Hygiene and Safety at Work (PL-SS-01). Violation of these requirements may result in termination of the contract with a selected supplier. Any allegation of potential misconduct related to this RFP must be sent to administracion@efe-sa.com.ar.

The aforementioned documents are published on EFESA's website, in the "suppliers" section: www.efe-sa.com.ar

Confidentiality

Suppliers must treat the content of the RFP and any related documents as confidential at all times. EFESA will also treat the information received from suppliers as confidential.

EFESA may require the signing of a confidentiality agreement if access to confidential information is necessary.

7. REFERENCES/RECORDS

- PR-CO-03 ANNEX I Request for Proposal
- PR-CO-03 ANNEX II Proposal Form
- PL-GA-01 Environmental Policy
- PL-SS-01 Induction Policy on Hygiene and Safety at Work
- Code of Ethics and Conduct

8. CHANGE CONTROL

Date	Section/Page	Description of the modification