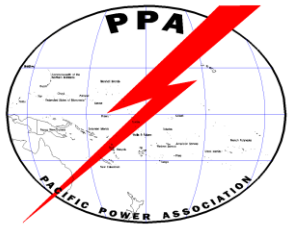


# Procuring and Bidding for Energy Projects and Services:

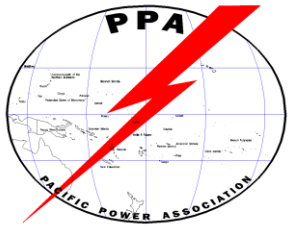
## A Regional Agency's Perspective

Andrew Daka  
Pacific Power Association  
Suva, Fiji



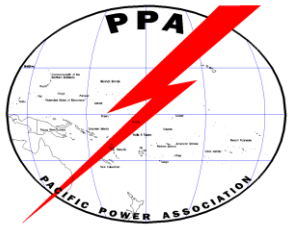
# Pacific Power Association:

- Established 17 July 1992
- 25 Electric Utilities, 95 Private Enterprise Organisations
- objective is to improve the quality of power in the region through a cooperative effort among the utilities, private sector and regional aid donors
- Facilitates technical studies, capacity building, represents utilities in energy fora, advises utilities on utility issues



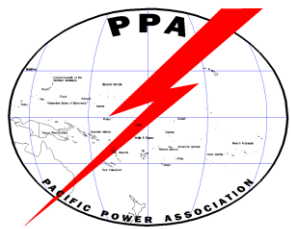
## This Talk

- Procurement documentation
- Procurement Guideline/processes
- PPA experience in use of the different procurement guidelines
- What is expected from bidders

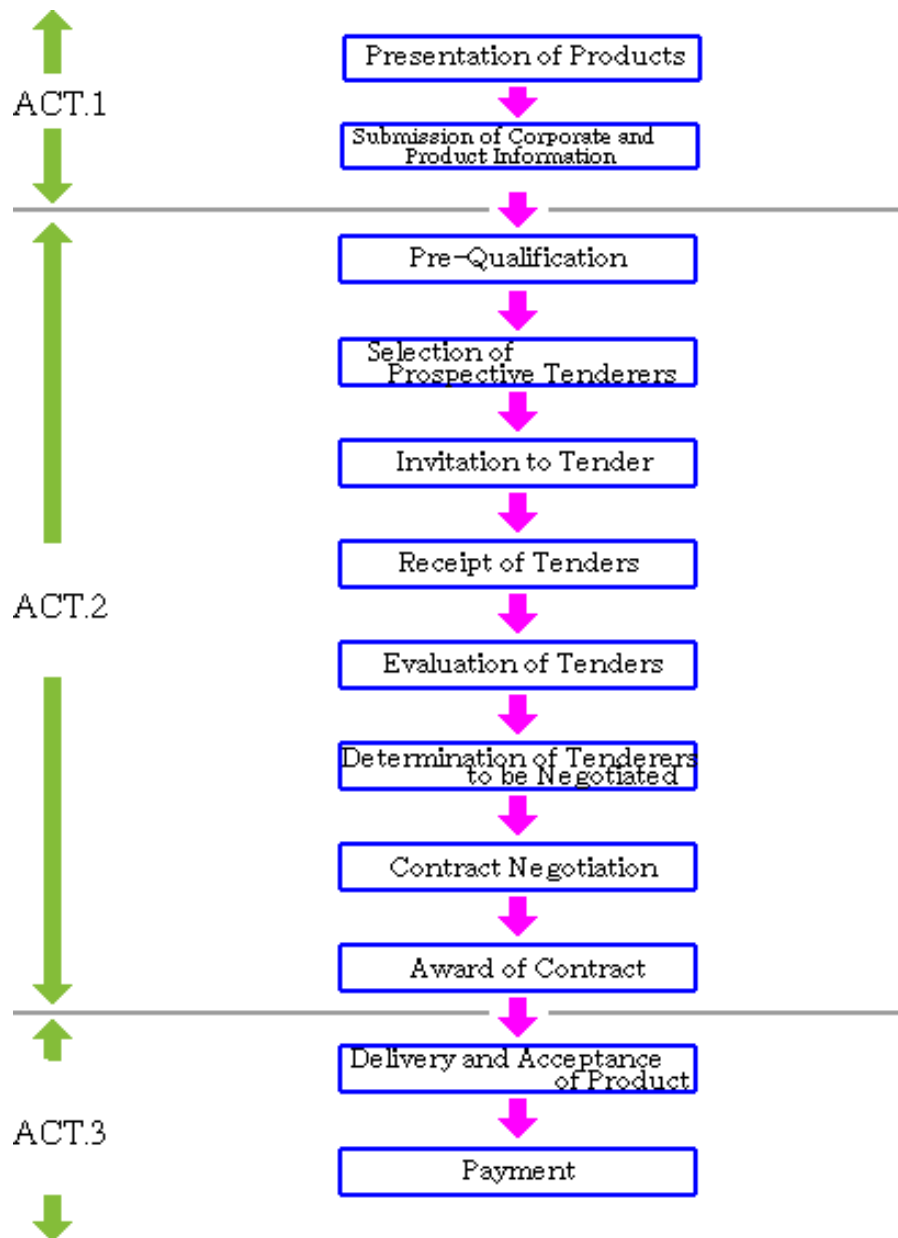


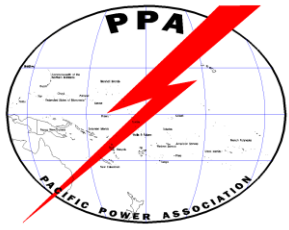
## Funding for activities

- European Union
- Asian Development Bank
- NZMFAT
- US Department of Interior
- World Bank (current)



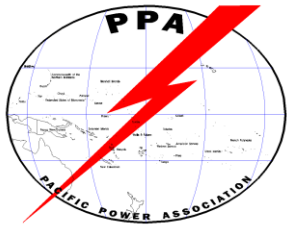
# Procurement Process Flowchart





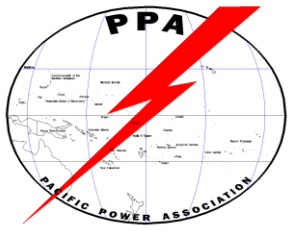
# Procurement Documentation

- Standard for all
- Request for Proposal/Call for EOI
- Tender package providing info on the expected outcome of the project
- Relevant information pertaining to the procurement
- Forms to fill and sign
- Contracts



## Procurement Guideline/processes

- Process depends on the funding agency and type of procurement
- Procurement method can also depend on value of the procurement
- Duration of process varies depending on which method is used

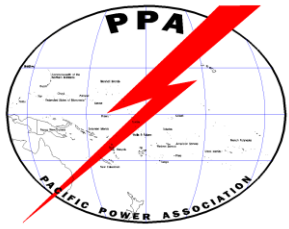


## Evaluation of Bids



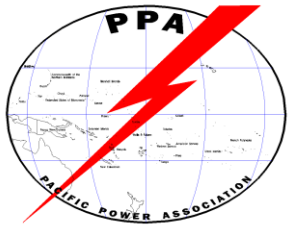
- Single envelope or two envelope
- Two envelope – technical and financial proposal
- Evaluation criteria setting points in response to requirements/conformity to specification or ToR
- Qualifying tenders proceed to next stage which is looking at the financial proposal





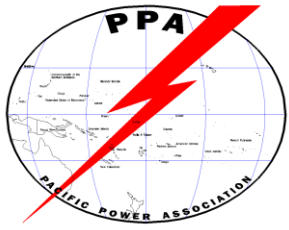
## What to expect from Bidders

- All requested data
- That the proposal responds to the ToR or specification



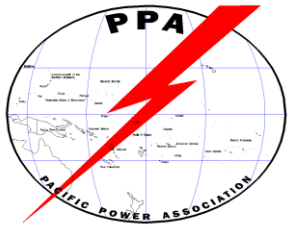
## PPA Experience with Procurement

- Developed owned guidelines and templates where use funding agency guidelines and processes are not required
- Some requirements can be restrictive for prospective bidders
- Procurement guidelines can be complicated and requires specific knowledge
- Rules can change mid-project or interpretation changes with personnel



## World Bank Grant

- Procurement of Services and Goods
- Method of procurement will be based on the value of the goods and the required outcome
- Procurement adviser



# Questions?

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