



# **CGM POWER GROUP LIMITED**

**52 Chiwalamabwe Road, Olympia, Lusaka, Zambia**

## **REQUEST FOR QUALIFICATION (RFQ)**

**Mansa On Site 25 MW Solar Utility Scale Grid Connected Photovoltaic  
(PV) System Services**

**CGM – 01/2023**

**Date Released: 7<sup>th</sup> February 2023**

**Due Date and Time: 31<sup>st</sup> March 2023, 24:00 Hrs CAT**

**All inquiries should be directed to:**

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## Acronyms

|                |   |
|----------------|---|
| <b>AC</b>      | Alternating current                             |
| <b>CGM</b>     | CGM Power Group Limited                         |
| <b>DC</b>      | Direct current                                  |
| <b>EIZ</b>     | Engineering Institution of Zambia               |
| <b>ERB</b>     | Energy Regulation Board                         |
| <b>GW</b>      | Gigawatt  |
| <b>GWh</b>     | Gigawatt-hour                                   |
| <b>FOIA</b>    | Freedom of Information Act                      |
| <b>IEC</b>     | International Electrotechnical Commission (IEC) |
| <b>IPP</b>     | Independent Power Producer                      |
| <b>MW</b>      | Megawatt  |
| <b>MWh</b>     | Megawatt-hour                                   |
| <b>NCC</b>     | National Council for Construction               |
| <b>NEC</b>     | National Electric Code                          |
| <b>O&amp;M</b> | Operation and Maintenance                       |
| <b>OSHA</b>    | Occupational Safety and Health Administration   |
| <b>POI</b>     | Point of interconnection                        |
| <b>PV</b>      | Photovoltaic                                    |
| <b>QCP</b>     | Quality Control Plan                            |
| <b>MW</b>      | Megawatt  |
| <b>UL</b>      | Underwriters Laboratories                       |
| <b>WMP</b>     | Waste Management Plan                           |
| <b>ZABS</b>    | Zambia Bureau of Standards                      |
| <b>ZMA</b>     | Zambia Metrology Agency                         |

## Definitions

In the interests of convenience, and unless otherwise specified, references in this RFP to:

- a) **“Contractor”** shall be construed as referring to the company or consortium described to whom the relevant Project is awarded
- b) **“Permit”** shall be construed as referring to all permits, licenses, approvals, consents, orders, registrations, privileges, franchises, memberships, certificates, entitlements and other authorizations issued by Governmental Authorities, including environmental, health and safety permits, site plan approval, building permits, certificates of occupancy, and all amendments, modifications, supplements, general conditions and addenda thereto.
- c) **“Project”** shall be construed as referring to the real property, improvements and the System for which the contractor is to perform the scope of work.
- d) **“Project Site”** shall be construed as referring to the location on which the System is located.
- e) **“Project Schedule”** shall be construed as referring to the document prepared by the contractor, based on and specifically incorporating all milestone dates set forth.
- f) **“Scope of Work”** shall be construed as referring to the services and work, which shall include such construction and services necessary or incidental to fulfil the contractor’s obligations for the project.
- g) **“Utility”** shall be construed as referring to the Zambian National Utility Company ZESCO

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## **Disclaimer**

CGM is providing this RFQ solely for use by prospective applicants in preparing and submitting applications.

Neither CGM nor any of their respective consultants or advisors:

- a) makes any representation or warranty (express or implied) as to the accuracy or completeness of the information contained herein or in any other document that will be made available to a prospective applicant (at any time);
- b) shall have any liability for this RFQ or for any other written or oral communication transmitted to a prospective applicant; or
- c) will be liable to reimburse or compensate a prospective applicant for any costs or expenses incurred by a prospective applicant in evaluating or acting upon this RFQ or otherwise in connection with the potential transaction(s) contemplated herein or otherwise.

This RFQ constitutes an invitation to submit a prequalification application. It does not constitute a solicitation to invest, or otherwise participate in, any project.

# **Project Overview**

## **1.1 Introduction**

CGM Power Group Limited (CGM) is soliciting prequalification proposals from prospective applicants to design, engineer and build a turnkey installation of 25 MW utility-interactive solar photovoltaic (PV) system to be developed and constructed in Mansa, Zambia. The development of renewable energy projects falls within the top five Priority Sectors of the Government of the Republic of Zambia.

The first stage of this process is this request for prequalification (RFQ), to prequalify those prospective applicants with the requisite experience, expertise and financial resources to deliver a substantial solar PV project. The second stage will involve a Request for Proposals (RFP) from prequalified applicants.

CGM now invites prospective applicants capable of meeting the qualification criteria set out in this RFQ document to submit applications in accordance with the requirements of this document.

Only prequalified applicants will be eligible to participate in the second (and final) stage of the selection process by participating in a subsequent RFP round to be launched by CGM in due course. Prequalified applicants will also be accorded access to a Virtual Data Room and site visits as part of their due diligence process, prior to RFP submissions.

Applications must be packaged, labelled and deposited in accordance with the requirements of and by the deadline stipulated in this RFQ. An electronic application shall be provided via email to CGM's contact and it shall be signed by a company official authorized to make a legal and binding offer submitted to the address listed.

CGM will host a meeting for prospective applicants on a date and time to be communicated.

As part of the RFQ process CGM may provide various documents such as site plans, maps, technical studies and reports.

## **1.2 Company Background**

CGM was incorporated in June 2016 as an industrial investor in the Zambian private sector infrastructure development. CGM intends to deliver renewable solar projects as an Independent Power Producer (IPP).

CGM's scaled power project is targeting a total of 350MW solar capacity to be developed and constructed within the Northern Circuit Region of Zambia. CGM is pursuing the development in a phased approach. In phase one CGM plans to develop two projects in Chipili and Mansa districts. In phase two, it is anticipated that the capacity of the ZESCO transmission system will be upgraded and this will enable CGM to implement additional solar PV projects. The development of renewable energy projects falls within the top five Priority Sectors of the Government of the Republic of Zambia.

The benefits of additional power availability from the projects shall be; contribution to job creation in the surrounding communities, support the regions efforts in promoting

industrialization, commercial and residential power needs and provision of a lasting and sustainable solution for affordable energy as well as environmental benefits in the reductions of carbon emissions. This will contribute to the Government of the Republic of Zambia's (GRZ) efforts to providing sustainable and clean energy as well as providing a lasting solution to the energy crisis in the country.

CGM's Projects are an initiative that aim to achieve several goals such as:

1. Contribute to reducing the national power deficit;
2. Compliment the energy mix policy approach;
3. Expose more than 500,000 households to potential power connectivity; and
4. Contribute to the reduction of carbon emissions by 2032.

## **Instructions to prospective applicants**

### **2.1 Objective**

CGM is seeking an Engineering, Procurement and Construction (EPC) company or consortium to design and construct a grid-connected solar photovoltaic electricity generation plant, in Mansa, Zambia, with a capacity of approximately 25 MW DC Solar Capacity.

As the first stage of the Process, CGM hereby invites prequalification applications from prospective applicants to be considered for selection as the Developer.

### **2.2 Project Data and Information**

Appendix 1 contains the company profile and appendix 2 and appendix 3 contains key data relating to the project.

The development of the Mansa project has been ongoing for the last four (4) years. Key milestones achieved for the project include;

- a) Feasibility study done and approved by the Ministry of Energy
- b) Implementation Agreement signed with the Ministry of Energy
- c) Investment Promotion and Protection Agreement signed with the Zambia Development Agency
- d) Investment license secured from the Zambia Development Agency
- e) Grid Integration Study done and approved by ZESCO Limited

CGM will make various reports and documents available to prequalified applicants via a virtual (online) data room:

- a) Site climatic studies;
- b) Grid interconnection, stability and integration studies, location and characteristics of interconnection point, rights of way for interconnection transmission line, grid capacity and stability analysis, etc.);
- c) Site surveys including geotechnical investigations;
- d) Environmental and social scoping report.

In the case of the reports listed in paragraphs (a) to (d), such reports have been prepared by CGM and its own consultants.

Prospective Applicants should note that each Prequalified Applicant will be required to include a substantial bid security as part of any Proposal it may choose to submit in response to the RFP.

## **2.3 Prospective Applicant Composition, Participation Restrictions**

A Prospective Applicant may take the form of a company, firm, corporate body or other legal entity or a consortium comprised of two or more such entities (each a Consortium Member).

Prospective Applicants and manufacturers or suppliers of solar photovoltaic panels or other equipment (each an OEM) should note that there is no requirement for a Consortium to include any OEM in its composition. Rather, each Prequalified Applicant will be permitted (as part of its Proposal) to list several OEMs as potential suppliers of the major components that will ultimately make up the Project if such Prequalified Applicant is successful. The intention is to enable Prospective Applicants to retain some competitive tension amongst several OEMs, while also allowing OEMs to retain flexibility to offer their products to multiple Prequalified Applicants. Any Prospective Applicant intending to form a Consortium that does include an OEM is advised to carry out their own due diligence prior to concluding any arrangements providing for any form of exclusivity, to ensure that they do not tie themselves into an exclusive equipment supply arrangement that effectively precludes such Consortium from winning the Project.

No legal entity or other person may participate or be involved directly or indirectly (including via an affiliate) in more than one Prequalification Application in any capacity whatsoever, provided that this requirement shall not itself prevent any OEM or contractor from offering equipment or services respectively to multiple Prequalified Applicants

The identity of Prospective Applicants (including the composition of any Consortium) shall be fixed with effect from the deadline for submitting Prequalification Applications. No change in such identity (or such composition), including any partnering arrangements, shall be permitted without the written approval of CGM in its exclusive discretion until after signature of, and then only as expressly provided in, the Project Agreements.

## **2.4 Prequalification Application**

Each prequalification application and all correspondence and documents related thereto shall be submitted in the English language. Any material not submitted in this language shall be disqualified from the process.

Please include the following sections in your prequalification application in the following order.

- **Cover Letter:** Cover letter must be addressed to CGM Power Group Limited's contact and signed by a legally authorized representative of the respondent. It must summarize key provisions of the proposal and must include the respondent contact's name, address, phone and email. Specify if the Proposal includes any Proposer's trade secrets that must be shielded in case CGM Power Group Limited is subject to the Freedom of Information Act (FOIA).



- **Executive Summary:** Include key provisions of the proposal, including understanding of the CGM Power Group Limited's goals, pricing, respondent's role on project, brief description of proposed system, relevant experience with local governments, and key timeline dates.
- **Price Proposal:** Provide the following price proposals.
  - Please note that all prices should be submitted in United States Dollar (US\$)
  - EPC cost, price proposal (\$/MW and overall \$)
  - The contractor shall ensure that the costs provided are within a specified accuracy range. The contractor shall state their range of accuracy.
- **Technical Solution:** Describe your technical approach to the design and construction of the solar project including:
  - Technical Approach, Design, Equipment, Installation
  - Estimated annual electricity production (MWh)
- **Project Experience:** Years in business, applicable licensing. Include a minimum of 2 and maximum of 5 grid connected solar PV projects completed in the last 6 years similar in scope and complexity to the proposed project. At least 1 relevant experience project completed within the last 3 years should be in sub-Saharan Africa and must include a ground-mount grid connected solar PV project of 10 MW or larger. Include project name, system size (MW), location, and brief 2-3 sentence project description. Highlight companies permitting and interconnection experience with the local utility.
- **References:** Provide 3 project references, including the contact person's name, email address, telephone number, and organization, as well as the nature of work performed, its location, and total project size (MW).
- **Litigation:** Indicate whether the Proposer, any team member, or any corporate officers have been party to any lawsuit involving the performance of any equipment it has installed and provide a summary of the issues and lawsuit status within the last five years. The proposer shall indicate that no team member or any corporate officers are in bankruptcy or liquidation, or receivership, or wound up, or their affairs are not being administered by a court or a judicial officer, or their business activities have not been suspended or they are not the subject of legal proceedings of any of the foregoing and have a reasonable expectation of being able to discharge all financial liabilities as they fall due.
- **Project Team:** Organization chart and bios (length of time with firm, key projects, work history) of key team members and subcontractors, and their capability to perform work. Please only profile individuals that will directly be working on this project. Clearly identify the project manager. Please note that prequalified applicants shall not be allowed to change their team composition without written authority of CGM.
- **Proposed Schedule:** Identify key project milestones for the site and include any necessary review periods for CGM.
- **(Optional) Additional Information:** If the Proposer believes that additional information must be included in their bid that is not covered in the above sections, it can be included in this section.

## Procurement Schedule

The procurement schedule is set out below. The schedule is presented for indicative purposes only.

| Activity  | Target Deadline                     |
|---|-------------------------------------|
| <b>RFQ issued</b>                                       | Tuesday 7 February 2023             |
| <b>Clarification request deadline</b>                   | Sunday 5 March 2023                 |
| <b>Prequalification Application Submission Deadline</b> | Friday 31 March 2023 @ 24:00hrs CAT |
| <b>Announcement of Prequalified Applicants</b>          | Friday 21 April 2023                |

### 3.1 Questions Pertaining to the RFQ

Any prospective applicant requiring any clarification of any part of this RFQ or of any of the requirements set out herein may notify CGM in writing at the email address indicated at any time prior to the deadline for such requests specified in the procurement schedule. To the extent that CGM responds to any or all such requests (and it shall not be obliged to do so), it shall send such response(s) to all prospective applicants in one or more batches and without identifying the source of the original request(s).

### 3.2 RFQ Submission Guidelines

An electronic proposal shall be submitted via email to CGM's designated contact signed by a company official. Any RFQ may be withdrawn at any time prior to the due date with a written request signed by the authorized respondent representative. Revised submissions may be submitted up to the original due date/time. The RFQ submitted shall remain valid for 90 days after the RFQ due date. Please note that all prices shall be submitted in United States dollar (US\$).

The prospective applicant must provide a pricing schedule in Excel file format and a milestone payment schedule.

For Joint Ventures or consortium, the contractor must attach a Joint Venture or Consortium agreement stating and endorsing the Joint Venture or Consortium partners and the lead partner with delegated authority.

The designated contact and contact details are;

**Name:** Xavier Nsama (Mr)  
**City:** Lusaka, Zambia  
**Address:** 52 Chiwalamabwe Road, Olympia Park  
**Email:** [energy@cgmpowergroup.com](mailto:energy@cgmpowergroup.com)  
**Cc:** [projects2@cgmpowergroup.com](mailto:projects2@cgmpowergroup.com)  
**Tel:** +260 977770069  
+260 953331642

### **3.3 Termination or Variation of Process**

Notwithstanding any other provision of this RFQ or any other document already issued in connection with the process, CGM reserves the right at all times:

- a) to request additional information from any RFQ applicant reasonably required to assess this Prequalification Application
- b) to extend or amend the procurement schedule from time to time;
- c) to terminate the process; and

### **3.4 Governing Law**

The Process shall be governed by the laws of the Republic of Zambia.

## **RFQ Appendices**

Appendix 1: Company profile

Appendix 2: Site Plan for Proposed Solar Plant

Appendix 3: Power Evacuation option to Substation

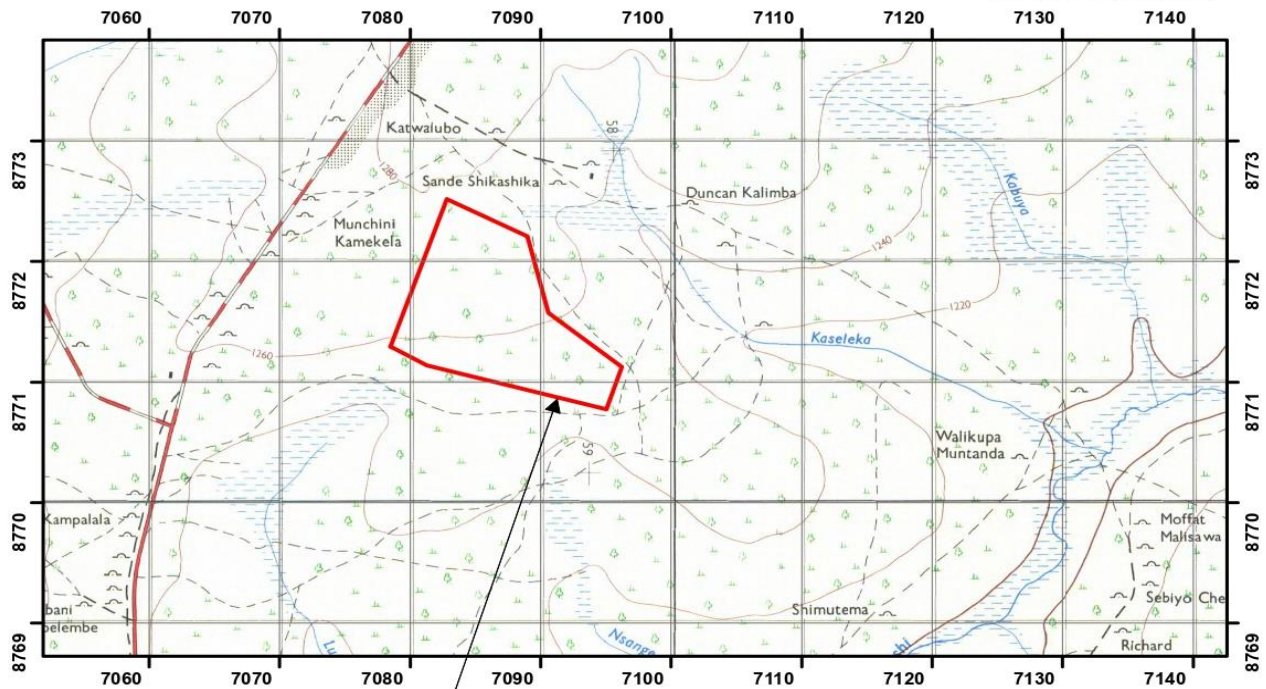
## **Appendix 1: Company Profile**

**See attached Investor Pitch**

## Appendix 2: Site Plan for Proposed Solar Plant

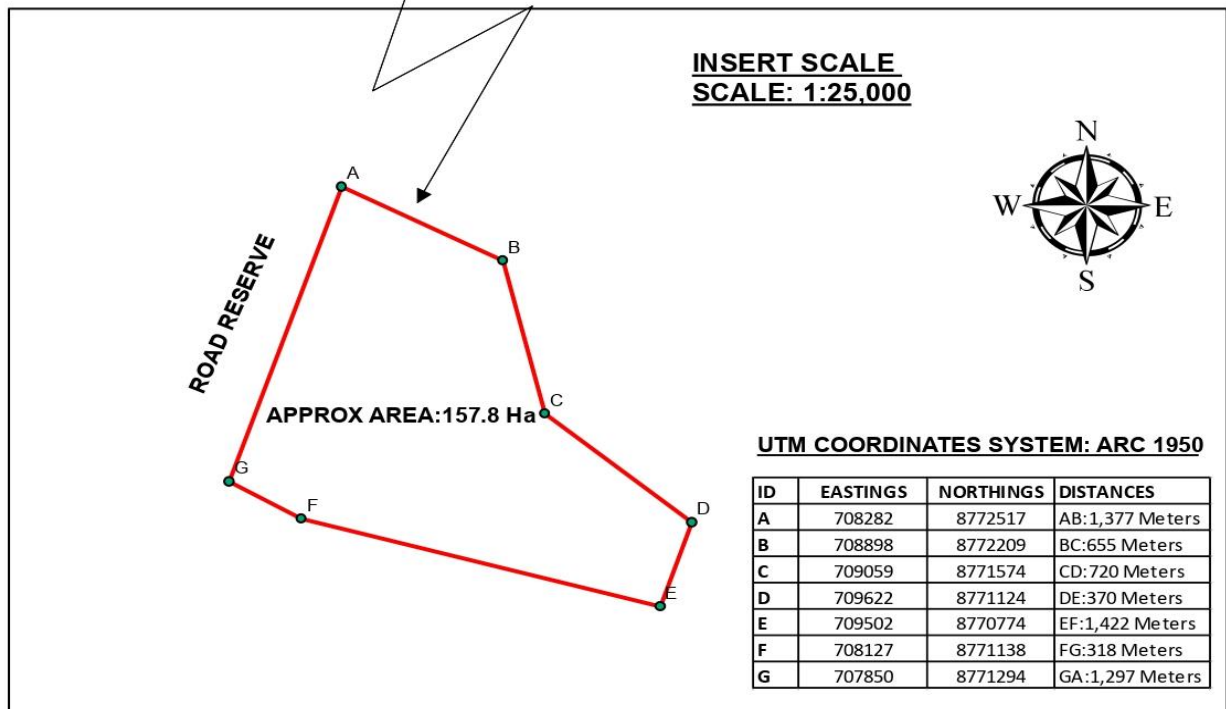
### **SITE PLAN DEPICTING THE PROPOSED FARM FOR CGM POWER GROUP LIMITED LOCATED IN CHIEF CHIMESE'S AREA MANSA-LUAPULA PROVINCE**

**LOCATION MAP  
SCALE: 1:50,000**



**TOPO MAP REF:1128 B2**

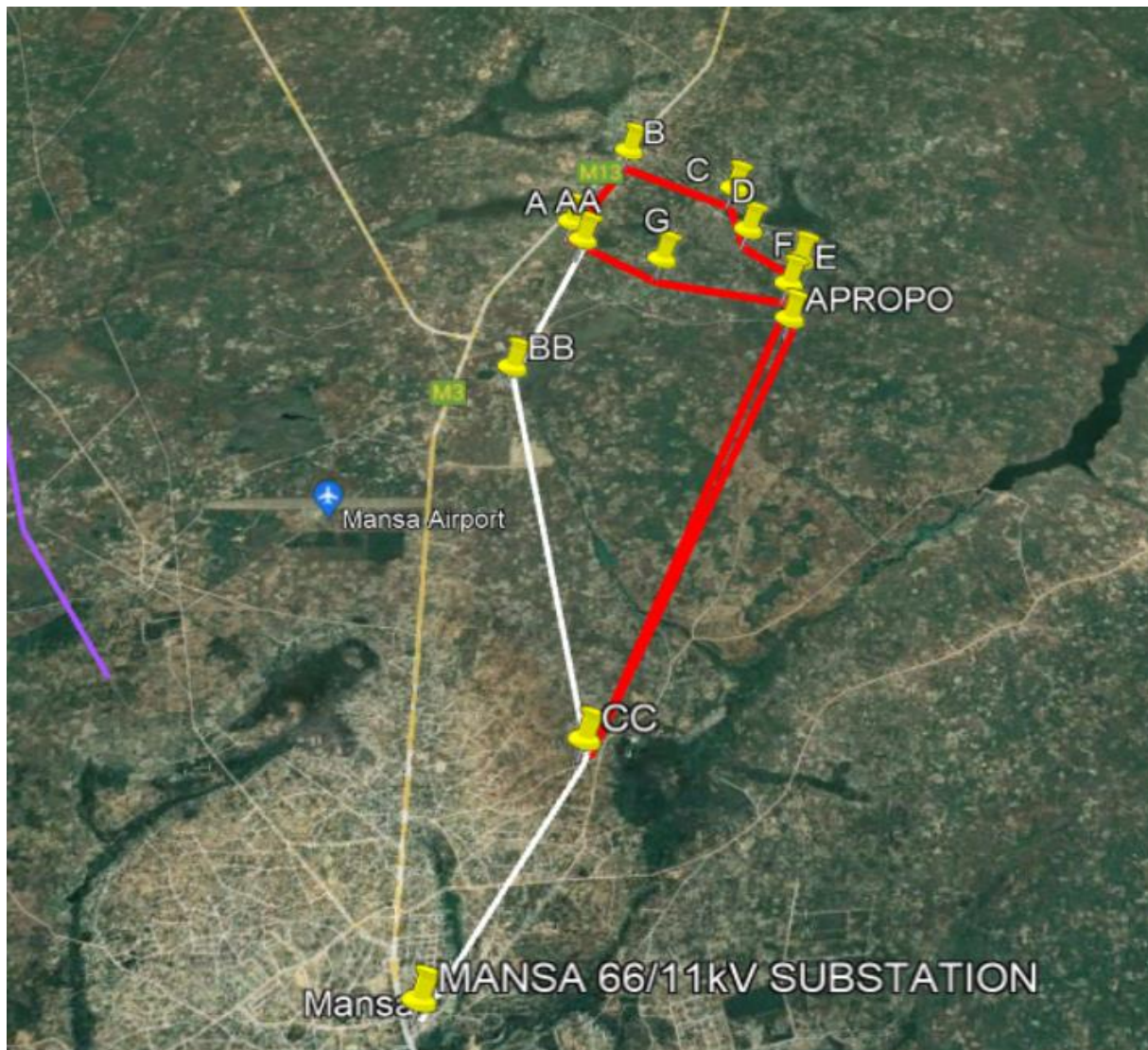
**INSERT SCALE  
SCALE: 1:25,000**



**SURVEYED/COMPILED BY TECHNICAL BRANCH DEPARTMENT OF AGRICULTURE**



### Appendix 3: Power Evacuation Options



Two proposals

1. All white, length 9.95 km. Slightly closer to M3 Road, tower height 10m. The distance from the line to the airport runway is about 1.5km
2. Red from the proposed power plant and white to the Mansa 66/11kV Substation. Distance from the runway is 3km, line length is 9.55km (best option because of reduced line length)

ZESCO Mansa 66/11kV Substation Coordinates

Longitude: -11.190947134728484

Latitude: 28.888607217538297