



Tender No.: 27903-2015

Invitation to Participate in Negotiated Process for the Project “Technical and Technological Study for the Construction of the EuroAsia Interconnector”

Supplement 1: Response to inquiries submitted by interested Economic Operators

Date: Monday, 09 February 2015

Question: *The financial statements for the last reference year (i.e. 2014) have not yet been audited in accordance with the International Financial Reporting Standards (IFRS). Is it possible to provide the financial statements for the years 2011, 2012 and 2013 instead?*

Answer: It is not possible to provide financial statements for a period other than the one referenced in the Invitation to Participate. As per the instructions provided in the template of “Form 3” attached to the Invitation, if the financial statements for the last reference year have not yet been audited in accordance with the International Financial Reporting Standards (IFRS), you must submit a statement regarding the financial information, signed by the Management of the enterprise and accompanied by a certification issued by a certified accountant or by some other person with equivalent qualifications applicable in the country from which that person comes. The figures given in all columns must be calculated on the same basis, to allow direct year-on-year comparisons to be made (or, if the basis has changed, an explanation of the change must be provided as a footnote to the Table).

Question: *Do all projects quoted in “Form 4” need to have been undertaken in the Mediterranean?*

Answer: As per Article 5, paragraph 4(d), Candidates should include in Form 4, all projects which demonstrate that they meet the participation requirements specified in items (a) and (b) of paragraph 1 of Article 4. Therefore, it is not required that all projects presented in Form 4 have been undertaken in the Mediterranean but only that they fulfil the requirements described only in Article 4, paragraph 1 of the Invitation.

Question: *Do we need to specify subcontractors during the “Request to Participate” stage?*

Answer: No. It is however required, for preselected Economic Operators who are invited to participate in the “Award Stage” to indicate in their proposal, the specific part of the contract that

they intend to subcontract to third parties, as per paragraph 5 of Article 3 of the Invitation to Participate.

Question: *The “Specialization Field” of “Form 4”, refers to high-level information as to which company will undertake each aspect of the assessment or more details (e.g. named individuals) are required?*

Answer: High-level information only is required at this stage. The specialisation fields should be those stated in Article 4 of the Invitation to Participate. Candidates should only place a tick at the appropriate specialisation field as corresponding to the expertise of the Candidate (or in the case of Consortia, the Leader and participating members of the Consortium respectively) as follows

- If the Candidate is a single entity, simply tick the specialisation field(s) in the “Leader” column.
- If the Candidate is a Consortium, tick the specialisation field(s) of the consortium Leader in the “Leader” column. For each additional member of the consortium use a separate column, write the name of the Company in its header and tick the appropriate specialisation field(s) of the Company.

Question: *In case that an Economic Operator has implemented less contracts but of higher value than another, will this result in his exclusion?*

Answer: As long as an Economic Operator is able to demonstrate the equivalent required experience of at least three (3) contracts fulfilling the requirements of paragraph 1 of Article for they will typically not be excluded. However if more than 5 candidates fulfill the technical criteria for prequalification (as stated in paragraph 5 of Article 4), then the comparative evaluation of the Candidates will be conducted as presented in Article 6, paragraph 9.

Question: *Is licensing, required in advance, a responsibility of the Contractor?*

Answer: Yes, the licensing procedures should be undertaken by the Contractor

Question: *Is experience of sub-contractors acceptable as fulfilling the requirements of Article 4?*

Answer: Yes. As mentioned in paragraph 4 of Article 4, interested Economic Operators may rely on the capacities of other entities to fulfil the technical and professional ability requirements. This includes subcontractors. In this case however, the interested Economic Operators must submit sufficient evidence proving to the satisfaction of DEH-Quantum Ltd. that they will have

such resources necessary at their disposal should they be awarded the contract. Examples of such evidence include written agreement(s) between the interested Economic Operator(s) and the subcontractor(s) or a signed statement by the subcontractor(s) attesting to the above.

Question: *Concerning Form 6 are CV's and other resources required at the Pre-Selection Stage?*

Answer: No. Project team experience will be evaluated at the award stage as part of the criteria for evaluating the pre-selected Economic Operators' Technical Proposals.

Question: *Please can you supply editable versions of the 6 forms to be submitted with the above tender?*

Answer: Yes, the forms can be downloaded from this link
http://www.euroasia-interconnector.com/News-Procurement_of_the_Technical_Technological_Study,35?Period=

Question: *What are the dates of the different stages in the procurement procedure;*

Answer: The dates pertinent to the award stage of this tender process will be provided to preselected candidates upon completion of the pre-selection stage.

Question: *Does the choice of 400kv with a capacity of 2000MW of the HVDC electric cable need verification?*

Answer: No, this choice has already been made

Question: *Is it possible to indicate the contents of the pre-feasibility and CBA studies that have been performed to date?*

Answer: The contents of these studies will not be provided at this stage.

Question: *What is the goal of this study?*

Answer: As mentioned in Article 2 of the Invitation, the goal of the Technical and Technological study will be to select the best performing HVDC interconnection scheme, taking into account the CBA studies and the already executed prefeasibility studies. The output of the study will be the basis and input for the final design of the EuroAsia Interconnector. More information will be provided to the preselected candidates who will be asked to submit their proposal.

Question: *Is it expected to provide a verification of an in-depth market model of the project and a verification of the costing analysis of the project for this study*

Answer: It is not expected to provide any in-depth market model but it is expected to provide the costing analysis of the project.

Question: *Is it possible for the desktop part of the study to be performed in other countries not included in the Eastern Mediterranean Basin?*

Answer: Yes it is.

Question: *What requirements should the witness fulfil concerning "Form 1"?*

Answer: The witness does not need to fulfil any requirements.

Question: *Does participation in this phase of the project exclude interested parties from other phases of the project?*

Answer: No. Interested parties will not be excluded from participation in subsequent phases of the Interconnector project.

Question: *Is it possible to submit one proposal for more than one study?*

Answer: No. A separate proposal must be submitted for each study.

Question: *Are Contractors who have already implemented any studies on behalf of DEH-Quantum Energy Ltd allowed to participate in this procurement?*

Answer: Yes. All interested Economic Operators fulfilling the criteria stated in the Invitation may participate.

Question: *Will the 3 studies of the procurement have any interaction between them, during their implementation?*

Answer: The studies will be implemented in parallel and therefore there will be interaction between all of them. The Technical and Technological Study will be used as an input to the other two to a certain extent.

Question: *Will technical specifications be provided in this study?*

Answer: Yes technical specifications will be provided but are not necessarily the final specifications.