

**CALL FOR EXPRESSION OF INTEREST (EOI) N°: AO 001 /DAP/2021.
SETTING UP SYSTEM CONTRACTS (CONVENTION) FOR THE SUPPLY OF ELECTRICAL
MATERIALS WITH MANUFACTURERS/DISTRIBUTORS WITH A VIEW
TO THE CREATION OF LOCAL PRODUCTION UNITS.**

ENEO CAMEROON SA, wishes to optimize its supply chain and thus eliminates the shortage of certain critical electrical materials, therefore encourages investors and distributors to create local production units for certain critical electrical materials through the conclusion of systems contracts.

In this context, ENEO CAMEROON SA launches a call for tenders with a prequalification phase, in accordance with the purchasing procedures in force at ENEO, to qualify one or more companies /consortium capable of setting up factories and proceed with the local production of electrical materials after being awarded a system contract for the said electrical materials.

To this end, you will find attached the call for expression of interest file comprising the following documents:

- **Call for expressions of interest.**
- **Notification of intention to submit form**

1- SCOPE

The purpose of this EOI is to select one company or a consortium (local distributors/investors and/or foreign manufacturers) capable of building and operating local production units of electrical materials that meet ENEO CAMEROON's standards and specifications.

The electrical materials concerned in the context of this notice of expression of interest are:

Batch 1: Electric cables;

Batch 2: Transformers;

Batch 3: Circuit breaker;

Batch 4: Cubicle / (Cellules Electrique);

Batch 5: Outdoor loads break switch disconnecter (OLBSD)/ IACM;

Batch 6: Harrows and connection protection / (Herses et Nappes routes)

Batch 7: Electrical accessories (PI connection with self-breaking screw, Network perforation connection, Circuit breaker sleeves (CCFFBD), Stage distributors)

The construction of the production unit and its operation will be financed entirely by the selected consortium or company.

2- INSTRUCTIONS TO BIDDERS

Bidders are informed that:

- A submission/application can be made up of a local distributor or investor and an internationally recognized manufacturer/technical partner.
- Bidders can compete for one or more batches. In the latter case, the proposals must be separated.
- The materials should be compatible with ENEO standards and specifications or approved for the ENEO Cameroon electricity network.
- Bidders interested in this EOI are required to:
 - a. **Complete, sign and return the notification of intention to submit form attached to this call for expressions of interest.**
 - b. **Present a consortium agreement if the tenderer acts in a group or consortium.** The agreement must designate the company authorized to represent them and to commit the consortium during and at the end of the selection process. The consortium cannot be changed without the prior consent of ENEO.

3- PRE QUALIFICATION CRITERIA

Bidders who have met the criteria required in **Article 2** (instructions to bidders) of this Call for Expressions of Interest will be designated as prequalified.

Prequalified bidders will be invited to tender.

Applications from bidders participating in a consortium or group and not having submitted a consortium agreement will be rejected.

Applications from distributors and / or investors without a technical partner will be rejected.

4- SUMMARY OF QUALIFICATION CRITERIA OF THE CALL FOR TENDER

The qualified bidders at the end of this call for tenders will sign a 5-year systems contract for the supply of electrical equipment with ENEO.

The summary of the qualification criteria below will be required during the Invitation to tender.

- a) A good experience in manufacturing the requested electrical materials and a good knowledge of the Africa electricity sector and particularly of Cameroon.
- b) Quality certified, ISO standards and / or equivalent.
- c) Good financial capability (level of equity, turnover, experience in non-recourse or limited recourse financing).
- d) The compatibility of the manufactured electrical materials with the specifications required by ENEO.
- e) The consistency of the planning and implementation of the project from the signing of the agreement until the completion of the first production.
- f) Technical warranty documents.
- g) The after-sales service strategy.
- h) The overall strategy or methodology for implementing the project.

5- SUBMISSION DETAILS

Bidders interested in this EOI must return the required documentation in **Article 2** (Instructions to bidders) by email to AOS.DAP2@eneo.cm no later than **May 23th, 2021** with the subject line:

Subject: *AO 001 / DAP / 2021 - Local production of electrical materials*

- Applications sent through a link of transfer or uploaded to the cloud for download will not be considered.
- **Any submission received after the indicated date and time may be rejected.**
- It is the bidders' responsibility to ensure that their submission is received by ENEO CAMEROON S.A. on the due date.

6- ADDITIONAL INFORMATION

All questions regarding this EOI should be directed by email only to the following address: AOS.DAP2@eneo.cm

Any contact made directly with other employees or members of the board of directors of ENEO CAMEROON SA concerning this EOI is a violation of the criteria for responding to EOI and may result in the elimination of a tenderer.

ENEO Cameroon reserves its rights to make any subsequent modification to this call for expressions of interest or not to follow up.

7- CANCELLATION OF THE TENDER PROCEDURE OR CALL FOR EXPRESSIONS OF INTEREST.

- i) Eneo Cameroon SA may, until the contract is signed, either cancel the call for tenders or cancel the procedure for setting up the contract without the tenderers being able to claim any compensation.
- ii) Cancellation may occur in the following cases:
 - When the call for tenders is unsuccessful, meaning no offer deserves to be accepted technically and / or financially or when there have been no responses;
 - When the technical or economic elements of the project have been fundamentally modified;
 - When exceptional circumstances or force majeure make normal performance of the contract impossible;
 - When all technically compliant offers exceed the available financial resources;
 - When there have been procedural irregularities, in particular preventing fair competition.
- iii) In the event of cancellation, all bidders will be notified in writing as soon as possible of the reasons for the cancellation.
- iv) After the cancellation of the procedure, Eneo Cameroon SA may decide:
 - To launch a new EOI / or direct call for tenders;
 - Not to enter into any contract;

- To initiate a negotiation procedure with the tenderer (s) who participated in the procedure, provided that the initial conditions of the contract are not substantially modified.

8- GOOD GOVERNANCE RULES APPLICABLE TO THIS CALL FOR EXPRESSION OF INTEREST.

i) Use and disclosure of information.

Eneo Cameroon reserves its rights to use the information presented in response to this RFP in any way it deems appropriate to assess the conformity of the services offered. Information presented by the tenderer and considered confidential must be clearly specified. If confidentiality cannot be lifted, the tenderer will be notified in writing and will be authorized to withdraw his tender.

The information contained in this invitation to tender is confidential and remains the property of Eneo Cameroon. Bidders must accept and abide by this non-negotiable clause and may use this information only in connection with their response.

ii) Use of the Eneo Cameroon label

Within the framework of this call for tenders the tenderer must not use the Eneo label in any publication or public relations without the prior written consent of Eneo. Eneo reserves the right, in its sole discretion, to review and approve all releases and may withhold consent.