

Request for Participation in Early Market Engagement for Procurement of:

- (i) **SS-1a Package, Supply and installation of 500 kV equipment at Navahi Substation (2×500 MVA);**
- (ii) **SS-1b Package**
 - a) **Supply and Installation of two 500kV transformers for 500/330 kV Navahi Substation**
 - b) **Supply and Installation of Reactor for 500/330 kV Navahi Substations**
- (iii) **SS-2 Package**
 - a) **Expansion of 330 kV OSG bays at Gobu Power Plant (PP).**
 - b) **Expansion of 500 kV OSG bays at Azerbaijan Thermal Power Plant (TPP).**
 - c) **Expansion of 500 kV OSG bays at Absheron substation (SS).**

Employer: Azerenerji JSC

Project / ID: Azerbaijan Scaling-Up Renewable Energy Project (AZURE) / P505208

Contract titles: “Supply and installation of 500 kV equipment at Navahi Substation (2×500 MVA)” SS-1a; “Supply and Installation of two 500 MVA transformers for 500/330 kV Navahi Substation” SS-1b; “Expansion of 330 kV OSG bays at Gobu PP, 500 kV OSG bays at Azerbaijan TPP, and 500 kV OSG bays at Absheron SS SS-2.

Cost Estimates of the Contracts: (i) USD 14 million. (ii) (for all 2 lots) - USD 22.4 million, (iii) (for all 3 sections) USD 10.5 million.

Country: Azerbaijan

Loan No.: 9799-AZ

1. The Azerenerji JSC has received financing from the World Bank toward the cost of the and Azerbaijan Scaling-Up Renewable Energy Project (AZURE) and intends to apply part of the proceeds toward payments under the contracts for **SS-1a, SS-1b, SS-2** packages .
2. Procurements for these packages will be conducted in accordance with the World bank’s [Procurement Regulations](#) and applicable [Standard Procurement Documents](#) using International Competitive Procurement (Single Stage: Two Envelope) process. The World Bank’s Anti-Corruption Guidelines will apply to the tenders, including the non-eligibility of firms that have been [debarred](#) by the World bank.
3. For these contracts Azerenerji JSC shall process the payments using the Direct Payment disbursement method, as defined in the World Bank’s Disbursement Guidelines for Investment Project Financing.
4. The Azerenerji JSC now invites interested firms operating in energy construction sector, to participate in Early Market Engagement (EME) for SS-1a, SS-1b, SS-2 contracts. The ultimate goal of EME is to: (i) Communicate needs or requirements to interested firms; (ii) Openly and transparently discuss possible solutions; (ii) Consider cost/value impacts,

benefits and risks of possible solutions; (iv) Test optimal risk allocation and incentives; (v) Stimulate innovation in the design and delivery of the solution; and (vi) Understand market capacity, capability and trends.

5. As part of EME, interested firms are required to register for the event through below link and submit filled out questionnaire (please see below) through email to (i) Azerenerji JSC vuqar.quliyev@azerenerji.gov.az and (ii) World Bank rcomacunill@worldbank.org latest by 6 July 2025. Please note that responses to the questions will be shared only internally with the project implementation team and will not be made public or available to your competitor companies.

Link for registration (deadline 6 July 2025):

<https://docs.google.com/forms/d/e/1FAIpQLScSPPY5tEaB0liuiXOXx2nBJrsMKPFP0y-fAEZ9-dvs3UdURQ/viewform?usp=dialog>

On 7 July 2025 at 11.00 a.m. Baku time, Azerenerji JSC will arrange virtual meeting as part of Industry Dialogue Forum; before joining the virtual meeting through the link <https://azerenerji.webex.com/meet/AzerEnerji> please provide the filled-out questionnaire and register for Industry Dialogue Forum through the e-mails yusif.qayibov@azerenerji.gov.az and vuqar.quliyev@azerenerji.gov.az.

Summary the intended technical requirements of the SS-1a, SS-1b and SS-2 contracts are mentioned in the link below:

<https://docs.google.com/document/d/1dPtshuMRitJVTWVl351ZufwPvCaxdzwK/edit?usp=sharing&ouid=113222514661831992942&rtpof=true&sd=true>

The procurement process for SS-1a, SS-1b and SS-2 is expected to commence in end of July 2025.

EME Questionnaire

Please note that responses to the questions will be shared only internally with the project implementation team and will not be made public or available to your competitor companies.

Question	Answer
What is your company's official name?	
What is your company's official address?	
In which countries does your company operate and/or has branches?	
What is the profile of your company and how many years is your company in this profile business?	
What was the overall annual turnover of your company per year for the last 5 years?	2020: XXXXX (USD / EUR / any other currency)

<p>price, please also indicate in % what was the share of your company from the contract price. Examples are:</p> <p>Contractor as Single Entity with contract price of XXXX [currency]; the contract included implementation of following main components in [country]:</p> <p>Contractor in JV with [please list other JV members] as [Lead or Member] with contract price of XXXX [currency]; with XX% share for our company; our part included implementation of following main components in [country]:</p> <p>Sub-contractor of [please indicate the name of Single Entity or all JV members (as applicable)] for a contract with contract price of XXXX [currency]; with XX% share for our company; our part included implementation of following main components in [country]:</p>	<p>List of similar contracts to SS2:</p>
<p>Does your company have experience of contract implementation in Azerbaijan, South Caucasus, or Central Asia?</p>	
<p>What is the cash-flow freely available to your company from financial resources such as liquid assets, unencumbered real assets, lines of credit, and other financial means, <u>other than any contractual advance payments received from any contracts</u>?</p> <p>While indicating the concrete amount your company has access to, or availability of cash, please also indicate whether this is your company's own cash or lines of credit from banks / financial institutions.</p>	
<p>Please list all the main equipment that your company possesses or has access to, for implementation of the SS-1a, SS-1b and SS-2 (contracts included in this EME.</p>	<p>For SS-1a:</p> <p>For SS-1b:</p> <p>For SS-2:</p>

<p>Please list any barriers that may prevent your company from participating in the bidding for the SS-1a, SS-1b and SS-2 contracts included in this EME.</p>	<p>For SS-1a:</p> <p>For SS-1b:</p> <p>For SS-2:</p>
<p>If your company is interested to participate in bidding for the contracts included in this EME, please indicate in which contract you are interested, in SS-1a, SS-1b and SS-2 and would you prefer pre-qualification or post-qualification process?</p>	<p>We are interested to bid:</p> <p>For SS-1a: Yes / No. We would prefer pre-qualification / post-qualification process.</p> <p>For SS-1b: Yes / No. We would prefer pre-qualification / post-qualification process.</p> <p>For SS-2: Yes / No. We would prefer pre-qualification / post-qualification process.</p>
<p>What supply chain risks, key risks or potential constraints does your company see in implementation of the SS-1a, SS-1b and SS-2 contracts, and what would be your mitigation measures for such risks / constraints ?</p>	<p>Following are the supply chain risks, key risks or potential constraints that we see in implementation of:</p> <p>SS-1a:</p> <p>SS-1b:</p> <p>SS-2:</p> <p>We would propose following mitigation measures:</p> <p>SS-1a:</p> <p>SS-1b:</p> <p>SS-2:</p>
<p>Is the implementation timeline included in the Employer's Requirement (Scope of Works) realistic for SS-1a, SS-1b and SS-2 contracts? If not, what would be the realistic implementation timeline from your company's perspective.</p>	<p>For SS-1a:</p> <p>For SS-1b:</p> <p>For SS-2:</p>

What would be the optimum advance payment amount in % for the SS-1a, SS-1b and SS-2 contracts?	<p>For SS-1a:</p> <p>For SS-1b:</p> <p>For SS-2:</p>
<p>What would be strongest areas of your bid in terms of proposed innovations and sustainability for SS-1a, SS-1b and SS-2 contracts from the following options. On Functionalities of Conductors:..</p> <p>Please elaborate as much as needed and include any other parameters, bearing in mind that the parameters shall be proven with third party lab and shall also be tested at the time of supply.</p>	<p>For SS-1a:</p> <p>For SS-1b:</p> <p>For SS-2:</p>
Please list any other thoughts, concerns, barriers or risks you see in implementation of the SS-1a, SS-1b and SS-2 contracts; or that may influence or prevent you to participate in the bidding for these contracts	<p>For SS-1a:</p> <p>For SS-1b:</p> <p>For SS-2:</p>