

Eligibility Procedures for the Hotels and the Solar Water Heating Companies for the EGYSOL Project

The hotels and the solar water heating suppliers wishing to take part in the EGYSOL project are invited to download the request for tenders from the website www.nrea.gov.eg. The following points have to be taken into account:

1. For the companies wishing to take part in the project:

1.1. Any company wishing to take part in the project (a SWH supplier, a maintenance company, an installer, an engineering firm) must provide a letter of intent indicating its interest and indicate its fields of intervention (design, supply, assembly, installation and/or maintenance). This letter will have to be accompanied by a description of the company according to the document “The Solar Water Heating System Facility for the Red Sea and South Sinai Hotels – Eligibility Criteria”

These documents have to be sent to both following email addresses:

NREA: sobhy@nreaeg.com

UNEP: myriem.touhami@unep.org

The company’s description has to be accompanied by a copy of the following documents:

- A list of references with a description of each collective solar water heating installation, the size of the project, the address and contact information of the customer to be contacted if necessary.
- For the suppliers, a certification of conformity for the solar water heating equipment and their components in accordance with the standards described in articles 5 and 7 of the document “The Solar Water Heating System Facility for the Red Sea and South Sinai Hotels – Request for Tender”. Indeed, the solar water heaters and their components must be tested and certified in accordance with the criteria described in article 5 of the same request for tender. The priority will be given to the systems answering the criteria of the standards described in article 7 of the same request for tender.
- Information on the commercial representative of any foreign company supplying the systems.
- Copy of documents proving the existence of the company. If the documents are either in Arabic, French or Italians, UNEP has the responsibility to translate the documents.
- Any additional documents proving the capacity of the company to operate in the solar water heating market.

1.2 For any Egyptian company supplying non certified solar water heating market by an accredited laboratory, it is possible for them to provide to

UNEP and NREA a copy of a letter from an accredited laboratory stating that their equipment is in the course of certification.

- 1.3 The Egyptian suppliers wishing to take part in the project must get their equipment certified by an accredited laboratory to obtain the certificate described in article 7. A financial subsidy of 50% will be granted to the Egyptian suppliers by UNEP to cover 50% of the total cost of certification (transport cost, tests costs and emission of the certificate). This subsidy will be granted after the supply of a copy of the certificate and any invoices to UNEP.
- 1.4 Any company or a consortium of several companies wishing to take part in the project must have an existence of at least 3 years. A company having less than 3 years of existence can create a consortium.
- 1.5 The evaluation of the applications and the documents provided by the companies participating to the project will be carried out by NREA and UNEP. This information will be updated regularly on the NREA website www.nrea.gov.eg and this continuously until the end of the project.

2. For the hotels wishing to benefit from the financial incentives of the project :

- 2.1 The hotel wishing to benefit from the project (tourist hotels and collective entities in the provinces of the Red Sea and southern SINAE) should provide a letter of intent indicating its interest to use solar water heating systems in their hotels. A general description of the hotel and its characteristics must be transmitted (building date of the hotel, numbers rooms, annual occupancy rate average, the nature of the roofs, the actual heating systems of water, the levels of consumption of hot water, etc...).

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- 2.2 Hotels wishing to benefit from the project can choose a supplier of their choice as long as the supplier is approved by NREA/UNEP. Any eligible supplier for the project will have the obligation to make a technical and financial quotation to satisfy the hotels' needs in hot water by using a solar water heating system.
- 2.3 If a hotel accepts the quotation presented by the company consulted to provide him a solar water heating system, it is necessary to fill out the table of the technical specifications (Technical Annex) as indicated in the last part of the request for tender. It is also important to attach the documents requested in the last part of the table. The hotels have to transmit all the requested information to the following addresses:

NREA: sobhy@nreaeg.com

PNUE: myriem.touhami@unep.org

It is important to note that the installation costs should not exceed 10% of the total amount of the solar water heating system (supply and installation).

3. The supplier's offers will be evaluated progressively according to a checking list. The accuracy of the information and of the adequacy to respond to the hotels' needs regarding hot water will be evaluated. The required certificates will be verified in accordance to the request for tender.
4. The hotels whose applications are accepted will be notified and an authorization to start the project will be given to them.
5. After the signature of the contract between the supplier and the hotel, a copy of the purchase order of the hotel to the supplier will be provided to NREA and UNEP to reserve the 25% of capital cost subsidy envisaged for the hotel to this end.
6. In this first stage of EGYSOL, it is important to note that the project limits to 4 the number of installations make by one supplier (each supplier will be entitled to 4 subsidies only). If the project functions well, the project may get more funding for a second phase.
7. At the end of the installation of the system and the technical acceptance of the hotel, NREA and UNEP will provide a technical reception notice for the installed systems and UNEP will provide a 25% of the total cost of the carried out installation.

It is important to note that the subsidies will be given until the end of the funds. The technically accepted projects will be classified according to the date of receipt of the tender. First come, first served.

8. UNEP will also pay the subsidy for the annual maintenance to the hotel at the end of each year (December 31) after acceptance of NREA on the annual maintenance report. This maintenance subsidy is valid for four years starting the date of the installation of the solar water heating system in the hotel.