

Appendix C – Eligibility, evaluation and award criteria

Weight of the Technical Evaluation Score: 25%

Weight of the Financial Evaluation Score: 40%

Weight of the Payment Schedule Flexibility Score: 35%

SECTION A – ELIGIBILITY CRITERIA

To be considered eligible, bidders (individually or in consortium) must meet the following minimum technical, professional, and financial qualification requirements. For international bidders, equivalent certificates or authorizations issued by the competent authorities in the country of origin are accepted, in accordance with the EU Mutual Recognition Directive.

A.1 Technical Experience in Similar Projects

The Bidder must demonstrate relevant experience in EPC execution of photovoltaic power plants, as follows:

1. At least **one (1)** successfully completed **EPC photovoltaic projects**, with an installed capacity of **minimum 30 MWp**, executed within the last **three (3)** years, in Romania or abroad.
2. The project must include the following components:
 - civil works for site infrastructure;
 - installation of structures, modules, inverters, AC equipment;
 - medium- or high-voltage works;
 - commissioning, including PAC/IAC/FAC tests.

Accepted evidence: commissioning certificates, taking-over certificates, completion certificates.

A.2 Financial Capacity

The Bidder must demonstrate adequate economic and financial capacity for the implementation of the project by cumulatively meeting the following requirements:

1. **Average annual turnover** achieved in the last two (2) completed financial years of at least **EUR 7,000,000**.
2. **Annual financial statements** for the reference period, audited where auditing is mandatory in accordance with the applicable legislation, or, as the case may be, unaudited financial statements accompanied by a statement on own responsibility of the legal representative confirming their compliance with the official accounting records.

The relevant financial data shall be presented and centralized through “**Anexa C.1 Indicatori Economici**”, completed in accordance with the instructions, and shall be supported by the corresponding justifying documents.

For foreign bidders, equivalent documents issued by the competent authorities or authorized bodies in the country of residence shall be accepted, in accordance with the applicable legislation.

A.3 Technical and Organizational Capacity

The Bidder must demonstrate possession of adequate technical resources, either in-house or through qualified subcontractors:

1. An internal department or subcontractor authorized for electrical, civil, and SCADA engineering.
2. Mandatory key personnel:
 - Project Manager with experience in at least two EPC projects >20 MW;
 - Lead Electrical Engineer, holding an ANRE authorization for design activities;
 - Lead Civil Engineer – holding the relevant professional certification;
 - HSE Manager with international certifications (NEBOSH, IOSH, or equivalent).
3. Access to specialized equipment: pile-driving machines, lifting equipment, testing instruments, measurement devices, and equipment required for MV/HV works.

A.4 Mandatory Certifications (ISO / Management Systems)

The Bidder or the main subcontractor must hold the following management system certifications:

- **ISO 9001** – Quality Management
- **ISO 14001** – Environmental Management
- **ISO 45001** – Occupational Health and Safety Management (optional)

All certificates must be issued by accredited certification bodies.
Equivalent certifications for international bidders are accepted.

A.5 Technical Authorizations Required for Works in Romania

For execution of works in Romania, the Bidder or the local subcontractor must hold the following authorizations:

A.5.1 ANRE Authorizations

Mandatory for the design and execution of electrical works:

- **ANRE type C1A** – authorization for the design of electrical installations with a nominal voltage between 0.4 kV and 20 kV, including all related systems.
- **ANRE type C2A** – authorization for the execution of electrical installations with a nominal voltage between 0.4 kV and 20 kV, including all related systems.

For foreign companies, equivalent authorizations issued by the competent authorities in the country of origin are accepted, together with a local subcontractor holding valid ANRE authorizations, in accordance with Romanian legislation.

A.6 Legal Compliance

The Bidder must declare and demonstrate that:

- it is not in any exclusion situation (bankruptcy, corruption, major disputes, etc.),
- it is legally registered in its country of origin,
- it has the legal capacity to perform works on the territory of Romania.

SECTION B – TECHNICAL EVALUATION

Total Technical Score: 100 points

B.1 Warranty Period Offered Beyond the Minimum Required in the Appendix A - Employer's Requirements

Module Product Warranty – Maximum 20 points

- 0 points for a minimum 12-year warranty
- 5 points for a minimum 15-year warranty
- 10 points for a minimum 20-year warranty
- 15 points for a minimum 25-year warranty
- 20 points for 30-year warranty

Inverter Product Warranty – Maximum 20 points

- 5 points for a minimum 5-year warranty
- 10 points for a minimum 10-year warranty
- 15 points for a minimum 12-year warranty
- 20 points for a minimum 15-year warranty

B.2 Guaranteed Performance Ratio (PR)

The Guaranteed Performance Ratio declared by the Bidder (hereafter PRGAR_OFFERED) applies to the performance tests at PAC and during the two-year warranty period. The value represents the gross guaranteed PR, before adjustments described in Chapter 8 from Employer Requirements (availability, exclusions, irradiance conditions, etc.).

B.2.1 Technical Scoring

The technical score corresponding to the **PRGAR_OFERIT** indicator shall be awarded based on the value declared by the bidder, in accordance with the table below:

- 30 points for PRGAR_OFFERED \geq 86.0%
- 25 points for PRGAR_OFFERED between 85.5% – 85.99%
- 20 points for PRGAR_OFFERED between 85.0% – 85.49%
- 15 points for PRGAR_OFFERED between 84.5% – 84.99%
- 10 points for PRGAR_OFFERED between 84.0% – 84.49%
- 5 points for PRGAR_OFFERED between 83.5% – 83.99%

B.2.2 Compliance Requirement

Any offer with PRGAR_OFFERED $<$ **83.5%** shall be deemed non-compliant and rejected.

B.3 Guaranteed Annual Average Net Energy Production

PROD_AVG_GUAR represents the average annual net energy production guaranteed by the Bidder for the two-year contractual warranty period, calculated according to Chapter 7 – *Yield Analysis* (including all losses and simulation assumptions).

B.3.1 Compliance Requirement

The minimum acceptable average annual net production is **48,000 MWh/year**. Any offer below this value will be deemed non-compliant and rejected.

B.3.2 Technical Scoring

Points are awarded as follows:

- 30 points for PROD_AVG_GUAR \geq 53,000 MWh/year
- 25 points for PROD_AVG_GUAR between 52,000 and 52,999 MWh/year
- 20 points for PROD_AVG_GUAR between 51,000 and 51,999 MWh/year
- 15 points for PROD_AVG_GUAR between 50,000 and 50,999 MWh/year
- 10 points for PROD_AVG_GUAR between 49,000 and 49,999 MWh/year
- 5 points for PROD_AVG_GUAR between 48,000 and 48,999 MWh/year

B.3.3 Penalties

In case of failure to meet the guaranteed value PROD_AVG_GUAR, liquidated damages shall be applied equal to the value of the undelivered energy, respectively the unrealized revenues, in accordance with the formulas detailed in the Contract (Annex A – Employer's Requirements).

SECTION C – FINANCIAL EVALUATION

Total Financial Score: 100 points

For the purpose of financial evaluation, the Total Evaluated Price is defined as the sum of the following three components:

C.1. Total price for the implementation phase (including PAC testing): fixed price, without adjustment mechanisms (includes cost categories potentially eligible for partial non-refundable financing through the Modernisation Fund).

C.2. Total price for security, maintenance, and technical operation services for the 2-year warranty period (Non-eligible costs from the perspective of the Modernisation Fund Programme, fully financed by the Beneficiary).

C.3. Total price for the minimum spare parts stock (Non-eligible costs from the perspective of the Modernisation Fund Programme, fully financed by the Beneficiary).

Financial Scoring Formula

The offer with the **lowest Total Evaluated Price** receives **100 points**.

For the remaining offers, the financial score is calculated as:

$$\text{Financial Score} = \left(\frac{\text{Lowest Total Evaluated Price}}{\text{Bidder's Total Evaluated Price}} \right) \times 100$$

Section D – Payment Schedule Flexibility

Evaluation of Payment Schedule Flexibility – Total Score: 100 points

To evaluate the degree of financial flexibility offered by the Bidders, the Employer provides an Excel table containing the standard milestones and the maximum payment percentage allowed for each stage.

Bidders shall complete the Excel file by inserting their proposed payment percentage for each milestone, while respecting the maximum thresholds and the minimum compliance requirements.

D.1 Minimum Compliance Requirements

To be considered compliant, the Bid must cumulatively meet the following conditions:

1. Maximum Advance Payment: 10%, fully secured by an Advance Payment Guarantee.
2. The Advance Payment Guarantee must be issued by an eligible financial institution and shall be reduced proportionally with certified Works.
3. Performance Bond: minimum 10%, issued at Contract signing.
4. Interim payments shall not exceed the maximum percentages indicated in the payment schedule provided by the Employer.
5. The amount payable at PAC must be $\geq 10\%$ of the EPC Contract Price.
6. Bids where the total percentage payable after PAC is $< 10\%$ shall be declared non-compliant.

D.2 Evaluation Methodology

Payment flexibility is evaluated using the indicator: **% EPC Payable After PAC**

(The percentage of the EPC Contract Price payable after the Provisional Acceptance Certificate)

Points are awarded as follows:

= Highest (best compliant offer over 30%)	100 points
$\geq 30\%$ and $<$ Highest	80 points
25% – 29.99%	70 points
22% – 24.99%	60 points
19% – 21.99%	50 points
16% – 18.99%	40 points
13% – 15.99%	30 points
10% – 12.99% (<i>minimum compliance</i>)	25 points
$< 10\%$	NON-COMPLIANT

SECTION E – FINAL SCORING

Weight of Technical Evaluation Score: 25%

Weight of Financial Evaluation Score: 40%

Weight of Payment Schedule Flexibility Score: 35%

The weighting structure reflects the importance of balancing technical performance, economic competitiveness, and the project's financial flexibility.

Final Score for Bid x = 25% (Technical Score of Bid x) + 40% (Financial Score of Bid x) + 35% (Payment Schedule Flexibility Score of Bid x)

The maximum Technical Score is 100 points.

The maximum Financial Score is 100 points.

The maximum Payment Schedule Flexibility Score is 100 points.

Note: Final scores shall be calculated using three (3) decimal places.