



# Millennium Development Authority (MiDA)

**THE COMPACT AND ALL PROCUREMENT RELATED DOCUMENTS CAN BE FOUND ON THE MiDA WEBSITE – [WWW.MIDA.GOV.GH](http://WWW.MIDA.GOV.GH) AND THE MCC WEBSITE – [WWW.MCC.GOV](http://WWW.MCC.GOV)**

# GHANA POWER COMPACT

- Compact US\$ 498.2m plus 7.5% Government contribution.
- Compact signed - 5<sup>th</sup> August 2014
- Entry into Force - 6<sup>th</sup> September 2016
- Compact End Date – 6<sup>th</sup> September 2021  
(Note that no MCC funds can be used on any work that continues after this date)
- Compact Close Out – 4<sup>th</sup> January 2022  
(120 days later)



**EFOT Project  
(US\$ 351.2MM)**

Private Sector  
Participation  
(PSP)

Modernizing  
Utility  
Operations

Reduce  
Commercial  
Losses &  
Improve  
Revenue  
Collection

Technical Loss  
Reduction

Outage  
Reduction

**NFOT Project  
(US \$65.7MM)**

Private Sector  
Participation  
(PSP)

Modernizing  
Utility  
Operations

Reduce  
Commercial  
Losses &  
Improve  
Revenue  
Collection

Technical Loss  
Reduction

Outage  
Reduction

**Regulatory  
Strengthening  
& Capacity  
Building  
(US \$5MM)**

Sector  
Performance  
Monitoring  
Capacity  
Building

Tariff Review  
and  
Regulation

**Access  
Project  
(US \$10MM)**

Infrastructure  
Upgrades

Social  
Inclusiveness  
& Improved  
Partnerships

**Power  
Generation  
Improvement  
(US \$16.3MM)**

Operationalize  
"Gas to  
Power" value  
chain

Facilitate LNG  
Development

Strengthen  
Sector  
Planning & IPP  
Framework

**EEDSM  
(US \$25.4MM)**

Development  
&  
Enforcement  
of standards  
and labels

Improved  
Energy  
Auditing

Education  
and Public  
Information

Demand Side  
Management  
Infrastructure

# Procurement Plans 1

- An annual Procurement Plan is drawn up which covers all activities MiDA intends to start (i.e. issue a Specific Procurement Notice (SPN)) within the year.
- The annual Plan is to enable businesses worldwide to plan well in advance to target those activities which are of interest to them.
- The Plan is approved by MiDA Management, the MiDA Board of Directors, and the Millennium Challenge Corporation (MCC).
- The Plan is then updated every three months to add new activities and to remove those which have commenced.



# General Procurement Notice

- Once a Procurement Plan has been approved MiDA issue a General Procurement Notice which informs business of the activities approved for competition.
- The GPN is advertised on MiDA, dgMarket, UNDB Online, Invest in Africa (APP) and the Public Procurement Authority websites as well as in the local media.
- If organizations are interested in any specific opportunities on MiDA GPN's then they should send an email to [paghana@charleskendall.com](mailto:paghana@charleskendall.com) with the relevant contact details (Contact person(s), email address(es), full name and address of company and phone numbers) and list the specific activities of interest so we can send you and your contacts the specific SPN's when the activities start.

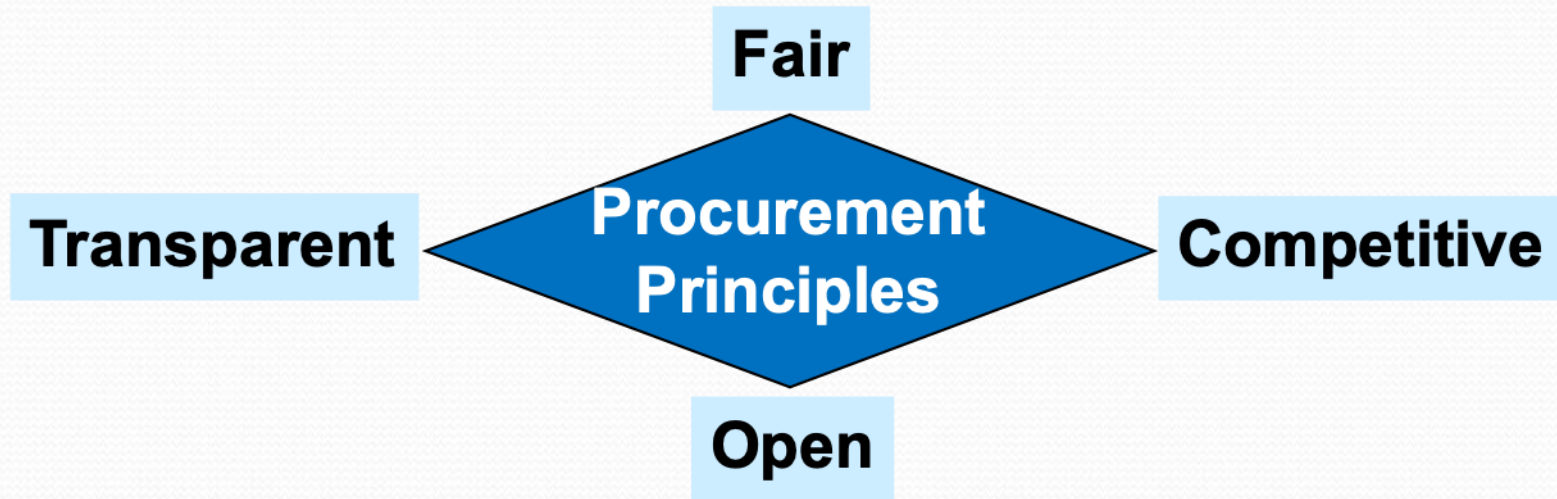
# COMMENCEMENT OF PROCUREMENT

Once an activity is ready to be issued into the market place:

- When Shopping is the procurement method then the RFQ is issued to an approved short list of firms. The short list can contain those who are already on the short list for the 'requirement(s)' concerned as well as those who have expressed interest in the activities.
- Otherwise MiDA issues a Specific Procurement Notice for open competitive Procurement and the SPN is placed on the MiDA, dgMarket, UNDB Online and Invest in Africa (APP) Websites and in the local media. The SPN is also sent by email to all those firms who responded to the GPN and included the procurement being launched in the list of activities in which they were interested.



# MiDA PROCUREMENT PRINCIPLES



- Procurement Agent to ensure integrity of the process
- Fiscal Agent to approve and process payments
- Open competition wherever possible
- No geographic or national preferences
- Government Owned Enterprise eligibility on Goods, IT Systems, Works
- Independent and suitably qualified Evaluation Panels
- MCC and MiDA Board of Directors approvals over certain thresholds
- Price Reasonableness Analysis
- Contractor Past Performance Reports and References
- Bid Challenge System ([www.mida.gov.gh](http://www.mida.gov.gh)) and Debriefings

# **SOLICITATION DOCUMENTS**

**MCC STANDARD BIDDING DOCUMENTS ARE BASED ON IDA/WORLD BANK STANDARD DOCUMENTS BUT ADAPTED TO SUIT MCC.**

**REMEMBER THIS IS UNTIED AID AND COMPETITION IS OPEN WORLDWIDE.**

**IMPORTANT FOR INTERESTED BIDDERS TO READ THE SOLICITATION DOCUMENTS CAREFULLY AS MCC HAVE ISSUED NEW VERSIONS IN THE LAST YEAR.**

**IF IN DOUBT ON ANY ISSUE(S) ALWAYS ASK FOR CLARIFICATION BY THE ADVERTISED DEADLINE.**



# SOLICITATION DOCUMENTS

- Shopping – Request for Quotation (under US\$ 200k)
- Goods – Invitation for Bid (over US\$ 200k)
- IT Systems – Invitation for Bid (IFB).
- Selection of Individual Consultants – Letter of Invitation
- Consultancy – Request for Proposals
- Small Works – IFB - either Competitive Bidding (CB) or Quality and Price Based Selection (QPBS).
- Large Works (FIDIC Red Book) CB or QPBS
- Design-Build (FIDIC Yellow Book) CB or QPBS

Note: Sole Source Selection and Direct Contracting is allowed but only when fully justified and approved in advance by the MiDA Board of Directors and MCC.

# CONTENT OF SOLICITATION DOCUMENTS

- Instructions to Bidders/Consultants
- Bid/Proposal Data Sheet
- Qualification/Evaluation Criteria
- Purchasers Requirements or Terms of Reference
- Designs (Works)
- Government Owned Entity Forms (Goods, IT Systems, Works)
- Draft Form of Contract
- Forms for Bid Security, Advance Payment, and Performance Guarantees (IT Systems and Works)
- Notification of Intention to Award
- Letter of Acceptance (Goods, IT Systems and Works)
- Appendices as necessary



# KEY TIMELINES 1

Pre-Bid/Proposal Meeting – Open to all interested Bidders. Minutes of the meeting and presentations will be made available to all.

Clarification Questions and Responses – The Bid/Proposal Data Sheet will state the deadline by which questions must be received and the date and time (17:00 hours in Ghana) by which MiDA is to issue responses to all questions received without identifying the Bidders.

**Always attend the pre-Bid/Proposal meetings to learn about the activity and then ensure that questions are sent on time by email to [paghana@charleskendall.com](mailto:paghana@charleskendall.com) with a copy to [procurement@mida.gov.gh](mailto:procurement@mida.gov.gh).**

# KEY TIMELINES 2

**Submissions must be made to**

**MiDA PROCUREMENT**

**4<sup>TH</sup> FLOOR HERITAGE TOWER**

**SUBMISSION FORM TO BE COMPLETED ON  
TENDER BOX.**

**SUBMISSIONS DUE BY 10:00 Hours (Works) 15:00  
hours (Goods, IT Systems, Consultancy) GHANA  
TIME ON THE DATE STATED IN THE  
SOLICITATION DOCUMENT. A PUBLIC OPENING  
FOLLOWS IMMEDIATELY AFTER.**

**LATE SUBMISSIONS WILL NOT BE ACCEPTED.**



# COMMON CHALLENGES

- ❖ Clarification questions not asked by due date and time.
- ❖ Courier packages or Bids/Proposals not clearly marked – clearly label courier packages with activity title and IFB/RFP reference number.
- ❖ Proposal submission form/letter (TECH-1) not signed.
- ❖ Power of Attorney not provided.
- ❖ JV or Association documents not provided.
- ❖ Government Owned Entity form not completed and/or signed.
- ❖ Financial Statements not provided.
- ❖ Firms respond to Requirements/TORs stating they will do **what** the Requirements/TOR requires but not explaining **how** they will carry out the assignment.
- ❖ Firms fail to analyze the evaluation criteria and align the marks available to the content of their Bid/Proposal.
- ❖ References and/or contact email addresses not provided for Bidder and/or Key Personnel.
- ❖ Technical/Financial forms not responded to, or completed, in full.
- ❖ CV not signed, or years of experience for Key Personnel not clear.

**As always we are looking for compliance with all of the requirements of the solicitation document.**

**It is the responsibility of the Bidder to ensure that their Bids/Proposals are complete, compliant, and clear.**

**The Technical Evaluation Panel will not second guess your content or intentions.**



# CURRENT OPPORTUNITIES – GOODS 1

Procurement of Goods in:

Component 1: ECG Financial And Operational Turnaround (EFOT):  
Activity 1.5 – Outage Reduction Activity - which include:

\* Procurement of Vehicles for ECG Operations (Bucket Trucks)

Component 2: NEDCo Financial And Operational Turnaround (NEFOT):  
Activity 2.2 – Modernization Utility Operations - which include:

- \* Procurement of Operations and Maintenance Materials for NEDCo
- \* Procurement of Vehicles (Bucket Trucks and 4x4 Pick-up Trucks) for NEDCo Operations
- \* Procurement of Tools and Equipment for NEDCo Operations
- \* Procurement of Office Equipment, Furniture & Fittings for NEDCo Secretariat
- \* Procurement of Vehicles for NEDCo Secretariat
- \* Procurement of Office Equipment for Volta River Authority (VRA) Desk



# CURRENT OPPORTUNITIES – GOODS 2

Procurement of Goods in:

Component 6: Energy Efficiency & Demand Side Management Project:

Activity 6.1 Development And Enforcement of Standards & Labels Activity - which include:

- \* (REVISION) Procurement of Field Metering & Monitoring Studies Testing Equipment

Component 6: Energy Efficiency & Demand Side Management Project:

Activity 6.2 Improved Energy Auditing - which include:

- \* Procurement of Mobile Test Labs

Component 8: Programme Administration & Oversight:

Activity 8.1 - MiDA Administration - which include:

- \* Vehicle Accessories

- \* Office Equipment

- \* Computers

- \* Furniture and Fittings

- \* Procurement of Office Equipment for Attorney-General's Office

# CURRENT OPPORTUNITIES – CONSULTANCY 1

Procurement of Consulting Services in:

Component 1: ECG Financial And Operational Turnaround (EFOT):

Activity 1.3 – Reduction in Commercial Losses And Improvement of Revenue Collection Rates - which include:

- \* (REVISION) Consultancy for Pre-Installation Survey-Normalization of Customer Connections sub-Activity
- \* (REVISION) Consultancy for Pre-Installation Survey-Prepayment Metering

Component 1: ECG Financial And Operational Turnaround (EFOT):

Activity 1.4 – Technical Losses Reduction - which include:

- \* (REVISION) Consultancy for Upgrade of Curricula for ECG Tema Training School

Component 2:NEDCO Financial and Operational Turnaround Project (NEFOT):

Activity 2.2 – Modernization Utility Operations - which include:

- \* Consultancy for Customer Census
- \* Services of an Individual Design Consultant for the Installation of CIS System and integration with AMR and Pre-pay Metering Systems



# CURRENT OPPORTUNITIES – CONSULTANCY 2

Procurement of Consulting Services in:

Component 3: Regulatory Strengthening & Capacity Building Project:

Activity 3.1 - Sector Performance Monitoring Capacity Building - which include:

- \* Consultancy Services for Capacity Building in Respect of CAPSCAN Outcome

Component 4: Access Project:

Activity 4.2 – Institutional Partnership and Collaboration - which include:

- \* Consultancy Services for Customer Outreach, Facilitation of New Connections and Normalization of Services

- \* Consultancy Services for Institutional Assessment and Engagement for Sustainability

Component 8: Programme Administration & Oversight:

Activity 8.1 - MiDA Administration - which include:

- \* Procurement of Technical Advisory Services to support the Attorney-General's Office

# CURRENT OPPORTUNITIES – WORKS 1

Procurement of Works in:

Component 1: ECG Financial And Operational Turnaround (EFOT):

Activity 1.3 –Reduction in Commercial Losses And Improvement of Revenue Collection Rates

Activity- which include:

- \* Normalization of Customer Connections Sub-Activity
- \* Replacement of Legacy Meters with Prepayment Meters
- \* Installation of AMR meters at Critical Nodes

Component 1: ECG Financial And Operational Turnaround (EFOT):

Activity 1.4 – Technical Losses Reduction - which include:

- \* Supply and Installation of the Pokuase Bulk Supply Point (BSP) Sub-Transmission Interconnecting Circuits
- \* Supply and Installation of the Primary Substations (Phase 1) (Korle-Gonno, Kotobabi, Kanda and Legon)
- \* Supply and Installation of the Primary Substations Interconnecting Links (Phase 1)



# CURRENT OPPORTUNITIES – WORKS 2

Procurement of Works in:

Component 2: NEDCo Financial And Operational Turnaround (NEFOT):  
Activity 2.6 – Tamale Service Area Improvement Activity - which include:

- \* Rehabilitation/Upgrade of Lines and Underground Cables
- \* High Voltage Distribution System
- \* Primary Substations (Fuo and Lamashegu)
- \* Medium Voltage Circuits from Primary Substations (Fuo and Lamashegu)
- \* Islamic Feeder Conversion
- \* AMR Metering
- \* Reactive Power Compensation

Component 2: NEDCo Financial And Operational Turnaround (NEFOT):  
Activity 2.7 – Commercial Development Activity - which include:

- \* AgDevCo Irrigation Scheme Connection

# CURRENT OPPORTUNITIES – WORKS 3

\* Procurement of Works in:

Component 4: Access Project:

Activity 4.1 – Improved Electricity Supply to MSMEs and Social Institutions - which include:

- \* High Voltage Distribution System – Security Lighting Work Package 1 (First 4 Market & Economic Enclaves in Accra)
- \* High Voltage Distribution System – Security Lighting Work Package 2 (Second 3 Market & Economic Enclaves in Accra)
- \* High Voltage Distribution System – Security Lighting Work Package 3 (3 Market & Economic Enclaves in Tamale)

Component 6: Energy Efficiency & Demand Side Management Project:

Activity 6.1 – Development And Enforcement of Standards & Labels - which include:

- \* Procurement of AC Test Laboratory Contractor
- \* Procurement of Additional Test Laboratories Contractor
- \* Procurement of AC Test Facility Containment Building



# CURRENT OPPORTUNITIES – WORKS 4

\* Procurement of Works in:

Component 6: Energy Efficiency & Demand Side Management Project:  
Activity 6.2 – Improved Energy Auditing - which include:

\* Procurement of Contractor for the "Race to Retrofit and Renewables" Program – Phase 1 –  
Package 1 – Lighting Retrofits

\* Procurement of Contractor for the "Race to Retrofit and Renewables" Program – Phase 1 – Real  
Time Energy Monitoring System (RTEMS)

\* Procurement of Contractor for the "Race to Retrofit and Renewables" Program – Phase 2 –  
Voltage Stabilizers at KBTH and Adabraka Polyclinic

## COMPACT 1 CONTRACTS PER COUNTRY

COUNTRY	Total
GHANA	704
USA	37
AUSTRALIA	6
CANADA	11
CHINA	30
DENMARK	2
EGYPT	2
GERMANY	14
INDIA	16
NETHERLANDS	2
NIGERIA	7
PORTUGAL	7
SWITZERLAND	1
UNITED KINGDOM	12
SWEDEN	1
MAURITIUS	3
<b>NUMBER OF CONTRACTS AWARDED</b>	<b>855</b>



COMPACT 1 VALUE OF CONTRACTS PER COUNTRY (SUM IN USD)	(CONTRACT
COUNTRY	Total
GHANA	187,145,708.55
USA	33,628,365.42
AUSTRALIA	6,913,868.00
CANADA	6,389,071.23
CHINA	111,716,872.58
DENMARK	2,660,128.00
EGYPT	9,484,800.00
GERMANY	5,953,412.72
INDIA	8,488,477.35
NETHERLANDS	2,776,847.36
NIGERIA	6,104,416.19
PORTUGAL	113,949,695.08
SWITZERLAND	1,971,072.00
UNITED KINGDOM	14,241,320.94
SWEDEN	498,000.00
MAURITIUS	861,887.80
TOTAL OF DOLLAR AMOUNT OF CONTRACTS	512,783,943.22