

MARSA SOLAR PHOTOVOLTAIC PROJECT OMAN

**REQUEST FOR PROPOSAL (RFP) FOR EPC
INSTRUCTIONS TO BIDDERS (ITB)**

REV 00

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ABBREVIATIONS & DEFINITIONS

Applicable Law	has the meaning given to it in the EPC Term-sheet or long form EPC Agreement.
Bidder or “Contractor”	means an individual company that may submit, or has submitted, a Proposal or a Binding Proposal for the Project in response to this RFP.
Bid Bond	means the bid security to be provided by the Bidder in favor of the Company and as part of its Final/Binding Proposal.
Final (Binding) Proposal	means the binding offer of the Bidder, submitted in response to the RFP.
Initial Proposal	The Bidder is expected to prepare an initial proposal, based on the detailed specifications shared by the Company comprising at minimum of the items described in section 5.3.3.
Clarification of Proposal	Following each proposal, Company might raise clarification questions to the Bidder and will allow reasonable time for the Bidder to respond. The company might choose to eliminate some Bidders from the RFP process following the clarification round.
OETC Transmission System	LTSO 400kV Transmission system
BOS	Balance of System.
Effective Date	means the date at which a NTP is issued by the Contracting Entity under the Contract.
Commercial Proposal	means a commercial proposal submitted by a Bidder following the requirements of this RFP.
Company/ Project Company	means the new company/SPV, to be formed to undertake the Project, incorporated and registered in Oman by OQAE and TotalEnergies.
Company’s Permits	means those permits obtained or to be obtained by Company in respect of the contract and country regulation
Contract	means an EPC contract executed between the Contracting Entity and the Selected Bidder.
Contracting Entity	has the meaning given to it in section 1.
Contractor’s Documents	means all documents, whether in hard, digital or electronic format (including calculations, notes, data sheets, computer data, specifications, drawings, plans, sketches, procedures, studies, reports and other means of capturing information) to be issued by the Contractor under this RFP.
Defect Warranty Period	means the two (2) year period starting on the Project Commercial Operation Date, as further defined in the EPC Term-sheet and/or Contract.
EPC Contract	means, in relation to the Project, the lump sum turnkey contract to be entered into between the Project Company, and the EPC Contractor for, as applicable, the design, engineering, procurement, manufacture, factory testing, transportation, construction, erection, installation, completion, testing, commissioning, warranty of the Project.
EPC Contractor/Contractor	means the company hired by the Project Company to perform the obligations of the EPC Contractor under the EPC Contract.
FINAL BINDING PROPOSAL & SELECTION	Following the shortlisting of Bidders and the clarification round prior to shortlisting, the Company may require Bidders to prepare a Final Binding Proposal based on the clarifications and requirements of the Company. The company will select the preferred Bidder based on the Final Binding Proposal; the parties will continue to finalize the EPC Contract for signature. The company will retain a reserve bidder and will notify unsuccessful Bidders and return the Bid Bond.
OQAE	OQ Alternative Energy LLC, a limited liability company incorporated in accordance with the laws of the Sultanate of Oman with Commercial Registration Number 1244846 and having its principal place of business at Tilal Office Complex Expansion, Muscat Grand Mall, Al Khuwair, Muscat, Sultanate of Oman.
OETC	means the Oman Electricity Transmission Company
Offtaker or Buyer	The buyer of the full generated capacity to be injected into the grid. It is the sole power procurer in Oman namely Oman Power and Water Procurement Company SAOC also referred to as “Nama PWP” or simply “PWP”.
Preferred Bidder	means the Bidder who Company has selected to enter into the EPC Term-sheet and/or EPC Contract with the Company.
Project	has the meaning given to it in section 1.
Project Schedule	means the schedule for the implementation of the Project as defined in section 2.5.
Proposal	means the committed technical and commercial offer of the Bidder, submitted in response to the RFP.
RFP	means this Request For Proposal launched by Company for the Project.
Site	means the land upon which the Project and associated facilities and infrastructure will be situated and as described in section 2.1.
Tender	means this RFP process.
Tender Schedule	means the schedule for the Tender as defined in section 5.2.

RFP GENERAL TERMS

- In case of contradiction among two or more documents of this RFP, the most restrictive conditions/requirements shall be considered by Bidders, except otherwise instructed by Company during the RFP process.
- Company reserves the right to issue, at any point during the RFP and contracting processes, any supplements and/or revisions deemed necessary to complement, correct or amend the information provided within its scope.
- After reception of the initial versions of the Proposals submitted by the Bidders, Company may initiate negotiation with one or more Bidders selected by Company at Company's discretion, with the purpose of improving, clarifying and/or optimizing the initial terms of the respective Proposals.
- Company reserves the right to refuse any or all of the submitted Proposals, or to restrict or divide the scope of the RFP, in which case Bidders shall not be entitled to claim compensation or the recovery of any costs incurred in the preparation of the Proposal.
- In its sole discretion, the Company may withdraw this RFP either before or after receiving Proposals, may accept or reject Proposals, and may accept Proposals which deviate from the RFP conditions as it deems appropriate and in its best interest.
- In its sole discretion, the Company may determine the qualifications and acceptability of any Party or Parties submitting Proposals in response to this RFP. Any Proposal deemed to be non-responsive or from a not responsible Bidder will be rejected. A responsible Bidder is one that has the capability in all respects to fully perform the requirements set forth in the Proposal and that has the integrity and reliability which will assure good faith performance. A responsive Bidder is one that has submitted a Proposal that conforms in all material respects to the RFP.
- Any action that Company takes in response to Proposals made pursuant to this RFP or in making any awards or failure or refusal to make any award pursuant to such Proposals, or in any cancellation of awards, or in any withdrawal or cancellation of this RFP, either before or after issuance of an award, shall be without any liability of obligation on the part of Company whatsoever.
- The company shall have no liability with respect to this RFP and the selection and award process or whether any award will be made. Any prospective Bidder to this RFP who responds hereto fully acknowledges all the provisions of this disclosure and disclaimer and is totally relying on said disclosure and disclaimer and agrees to be bound by the terms hereof.
- Bidder waives all its rights of recourse against Company for any claims of whatever nature arising out of or in connection with the preparation of this RFP and/or any aspect of this RFP process, including loss of opportunity, loss of revenue or any other costs related to this RFP and/or this RFP process.
- Any Proposals submitted to Company pursuant to this RFP are submitted at the sole risk and responsibility of the party submitting such Proposal.

1. INTRODUCTION

TotalEnergies (“TTE”) is co-developing with OQ Alternative Energy (“OQAE”) the Project of Marsa Solar 280 MWac Photovoltaic Power Plant Project located in the Sultanate of Oman (the “Project”):

Project Name	Project Identification	Capacity (MWac)
Marsa Solar PV Plant	Marsa	280

Table 1: Projects Capacity

Through this RFP, the Company is conducting a competitive process for the selection of a suitably qualified international EPC Contractor to engineer, procure, install, construct, commission (EPC) the Project (the “Tender”).

This RFP defines the minimum scope of works, technical requirements, and other relevant details that the Bidder needs to consider for the Project.

The Bidder shall develop a Proposal for the Project under the criteria of cost optimization, energy yield maximization and LCOE optimization/reduction, good engineering and construction practices, strict health, safety and security consideration and absolute compliance with local, national and international standards and regulations, according to the information contained in this RFP and its knowledge of the country where the Project is to be built.

1.1. GENERAL CONTEXT

The Project is in the development stage, the consortium will comprise OQAE and TotalEnergies Renewables, a subsidiary of TotalEnergies.

A Project Company (“Contracting Entity”) will be set up by OQAE & TTE to undertake the design, finance, construction, and operation of the Project. This Project Company will sell the electricity generated to the Offtaker under a Power Purchase Agreement (“PPA”) of 23-year duration. The PPA will capture the framework, the obligations, responsibilities, and requirements for the Project as well as the tariff.

The Project Site is located in the Sultanate of Oman as shown below:

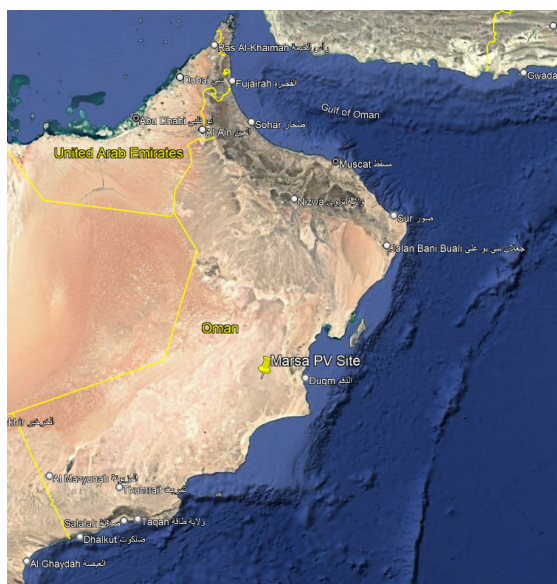


Figure 1: Project’s Location

Site Name	Capacity (MWac)	Location	Coordinates
Marsa Solar PV Site	280	The Project site is located in Al Wusta Governorate of the Sultanate of Oman, in the Wilayat of Haima, about 100 km inland from the Port of Duqm and 85km away from the city of Haima.	19°38'49.0"N 56°53'17.4"E

Table 2: Projects Coordinates

The coordinates of the site boundaries are shown in **the table below**:

Description	Easting	Northing
C1	486252	2169470
C2	486252	2173148
C3	488367	2173148
C4	489901	2172426
C5	489901	2169470

Table 3: Site Coordinates



Figure 2: Site Location

1.2. RFP PURPOSE

The objective of this document is to set forth the conditions and the main selection criteria for the Request For Proposal (“RFP”) as well as the main requirements for the full EPC contract.

The principal requirements for the EPC contract are the detailed engineering, the procurement and supply of equipment, construction, installation, testing and commissioning, preparation and supply of project documentation, the Performance Ratio warranty, COD date warranty, two (2) years defect liability, the main equipment product warranties on a turn-key basis, and two (2) years of O&M (optional scope).

All Contractor warranties defined in EPC contract and/or term-sheet are required to be fully bankable.

2. PROJECT DESCRIPTION

2.1. SITE DESCRIPTION

Site Description	- The site is defined in the site boundaries map in Annex 1 Conceptual Plant Layout and the land described in the site studies (Topo, Hydro, Geotech) included in EPC RFP Annex A - Offtaker RfP > Appendix J MFS - The Contractor shall take into account the soil risk.
Weather Conditions	- For information on site and climate conditions, please refer to EPC RFP Annex A - Offtaker RFP > Appendix J MFS Noting that relevant parameters like temperature, wind speed, raining, etc. are given for information purpose only. It is the Bidder's responsibility to obtain and define the climate and site conditions for its design basis. - For weather data and Performance Ratio (PR) calculation, please refer to EPC RFP Annex G - TMY
Connection Point	The point of connection (POC) is 400kV at the OETC Transmission System at the Electrical Delivery Point. Please refer to EPC RFP Annex A - Offtaker RFP > Appendix J MFS
PV Plant Substation and transmission line	- The PV Plant will ultimately be connected to the grid at transmission level at 400 kV. - The Bidder will be responsible for the construction, commissioning and operation of the PV Plant and PV Step-up Substation in compliance with the Grid Code. - The Bidder will be responsible for the construction and commissioning of the interconnection works to connect the PV Plant to the OETC's Transmission System - Please refer for further interconnection details to EPC RFP Annex A - Offtaker RFP

2.2. BASIC DESIGN AND PROJECT DEVELOPMENT STATUS

Base Case	- The Bidder shall prepare and submit its proposal considering the site specifications, above 635 Wp PV modules / bifacial N-type or similar / tracking structures / central inverter. Minor changes can be allowed if minimizing Project LCOE and being compliant with EPC RfP requirements, so the Bidder is requested to detail any deviations for Company's evaluation as included in EPC RFP Annex H – Bid Deviation Templates. - The capacity of the preliminary design is 1.20 DC/AC ratio at POI (DC/AC sizing might change later during design optimization of the project). The Bidder shall follow the Company's requirements given in EPC RFP Annex D - Technical Offer Template. - The Bidder should propose a detailed design using the main equipment (modules, inverters, structures, transformers) from the List of Suppliers included in EPC RFP Annex C - Owner Vendor List, and eligibility requirements in EPC RFP Annex A - Offtaker RFP> Appendix J MFS - If any other equipment different than those included in Annex C is proposed by the Bidder, then the Bidder shall provide techno-commercial justification for Owner's review and detailed OEM qualification process is to be proposed in line with Annex 1.5 – Suppliers Qualification and Annex 14 Approved subcontractors and suppliers included in EPC RFP Annex B.1 - EPC Contract- Schedules
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Choice of Equipment	- The Company has approved a List of Suppliers in 01 EPC RFP Annex C - Owner Vendor List that must be the base for the EPC Contractor Proposals. - For PV modules, the Contractor shall select ONLY a category A: approved combination of vendor, model and factory in the list. - For other equipment, if the Contractor selects a vendor that is not category A approved, the Contractor shall perform qualification as described in Annex 1.5 – Supplier Qualification included in 02 EPC RFP Annex B.1 - EPC Contract-Schedules. The qualification documentation should be provided to the Company before the Final Binding Proposal Deadline for review and approval. - In no event the Company shall be held responsible regarding the choice of the supplier mentioned on the List of Suppliers. - The Company will support the bid with parallel discussions with tier 1, key PV modules OEMs to ensure most competitive offer and terms are in place for bid submission. - The Contractor shall duly justify the choices and apply any bankable technological option likely to optimize the Project on all aspects such as Project cost, warranties, schedule, etc.
Topography Study	Proposed optimized design shall respect in the best possible way the site topography included in EPC RFP Annex A - Offtaker RFP > Appendix J MFS > Annex 05.
Geotechnical study	Proposed optimized design shall account for site's geotechnical specifics included in EPC RFP Annex A - Offtaker RFP > Appendix J MFS > Annex 14.
Hydrological Study	Proposed optimized design shall account for site's hydrological specifics included in EPC RFP Annex A - Offtaker RFP > Appendix J MFS > Annex 18.
Environmental & Social Study	Proposed optimized design shall respect preliminary Environmental & Social Impact Assessment included in EPC RFP Annex B - EPC Contract>Annex 02 - Site Presentation & Studies & Specs.
HV & Interconnection Works	- Proposed optimized design shall consider the interconnection scheme and requirements included in EPC RFP Annex A - Offtaker RFP > Appendix J MFS - Design, procurement, construction commissioning and test of the: - PV Plant Substation 400/33 KV 400 kV evacuation till OETC 400 kV Grid Substation transmission system. - Interconnection works at OETC 400kV Grid Substation operated by OETC
Project lifetime	The lifespan of the Plant shall be 30 years.
Off-takers Requirements	The grid operator / off-taker requirements and limits which the project shall obey to at any time are listed in EPC RFP Annex A - Offtaker RfP
Project Agreements	To be provided via addendum.

2.3. INTERCONNECTION SCHEME

The Project will be composed of solar PV modules connected to inverters in a manner such that maximum power output (active power) measured at the Delivery Point shall not exceed the following capacity (Maximum Dispatch Limit (MDL) in MWac) at any time:

Site Name	Capacity - MDL (MWac)	Connection	Feeders
Marsa PV Plant	280	The Electrical Energy generated from the Plant will be vacated into the OETC Transmission System at the Electrical Delivery Point.	2 x 400kV

Table 3: Interconnection Scheme

The HV single line diagrams are shown in **EPC RFP Annex A - Offtaker RFP > Appendix J MFS – Annexures>Annex10 Tentative Overall Single Line Diagram**

2.4. CONTRACTING SCHEME

The contracting scheme of this RFP shall be determined by the Company upon discussion and agreement with the Preferred Bidder(s) during RFP.

In relation to the Plant(s) object of this RFP, the following contracting scheme will be considered:

- (i) **Full EPC turnkey model** (the “EPC Model”).

2.5. PROJECT SCHEDULE

The Project schedule below is subject to change:

Milestone	Date
PPA Effective Date (ED)	30 April 2026
Financial Closing Date (CD)	30 July 2026
Notice to Proceed (NTP)	31 July 2026
EPC SCOD	31 July 2027 (NTP + 12 months)

Table 4: Project Timeline

The dates above are indicative and might be revised by the Company.

3. SCOPE OF WORKS

This RFP is intended to provide the Bidder with instructions to prepare a **Technical and Commercial proposal for the services for Project PV Project on an EPC turnkey and lump sum basis.**

a) EPC scope:

- Design.
- Plant construction.
- Supply of all Equipment (including PV modules), tools and materials necessary for the execution of the Works,
- Commissioning & testing,
- Performance Warranty during the first two years after commissioning.

For further details please refer to:

- EPC RFP Annex A - Offtaker RFP > **Appendix J MFS**
- EPC RFP Annex B – EPC Contract > **01_Company's_Requirements > 1.0_Scope_of_Work**
- EPC RFP Annex B – EPC Contract > **01_Company's_Requirements > 1.1_Technical_Requirements**

4. PROJECT REQUIREMENTS

4.1. GENERAL REQUIREMENTS

Applicable Laws and Norms	▪ The Bidder is required to have full knowledge of and comply to the full extent of local and applicable laws. ▪ The Bidder must comply with applicable electrical and industry standards (such as Eurocodes for the structures, IEC for the electrical works and the modules, and Grid Code applicable in the country of the Project). ▪ The Bidder must comply with electrical building, construction and environmental laws and norms applicable in the country of the Project.
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- The PV Plant shall demonstrate compliance to all applicable requirements specified in the Grid Code and any other applicable code or standards approved by the Grid Operator before being allowed to connect to the grid and before being allowed to operate commercially.
- The Bidder shall prove, review and confirm with the relevant distribution companies and the Company the compliance of the PV Plant with every requirement.

Authorizations and Permitting	▪ Environmental authorization is granted and free of recourses. Any other permit needed for construction shall be obtained by the Contractor in accordance with 02 EPC RFP Annex B - EPC Contract > Annex 03_Project Documents & Permits > Annex 3.3 Contractor Permits
Off-taker requirements	▪ The Bidder shall be requested to have full knowledge of and comply to the full extent of Off-taker requirements, scope of works and specifications. ▪ The Bidder is required to comply with the ICV requirements (Local Content) in EPC RFP Annex A - Offtaker RFP > Appendix L Bid Forms > Form 7 - Omani Content and Manpower Plan.
Owner requirements	▪ The Bidder shall be requested to have full knowledge of and comply to the full extent of Owner requirements, scope of works and specifications specified under EPC RFP Annex A - Offtaker RFP.
Other	▪ If necessary, project-specific technical requirements will be added: • Constraints on the choice of equipment.

4.2. EPC CONTRACTUAL REQUIREMENTS

The Bidder must demonstrate proven experience in the design, engineering, procurement and construction of utility-scale photovoltaic power plants. Furthermore, the Bidder must provide evidence of its solid knowledge of the applicable regulations and codes, either through local offices or by means of prior agreements or consortiums with local engineering and construction companies.

The Terms of the EPC Head of Terms are listed in **EPC Termsheet**

5. TENDER DESCRIPTION AND PROCESS

5.1. CONFIDENTIALITY

The Bidder shall:

- a) Keep the information contained within this RFP or learned as part of the RFP process (the "Confidential Information") strictly confidential.
- b) Restrict the dissemination of Confidential Information on a "need-to-know" basis within its organization.
- c) Not disclose such Confidential Information to anyone outside its organization without the prior written consent of the Company, unless such disclosure is required to be disclosed by the Bidder; and
- d) Not exploit any material information submitted and not use any information or make copies or extracts or summaries thereof for any purpose, except the preparation and submission of RFP and supporting documents in connection with the RFP and any correspondence, discussions, or negotiations with Company during the RFP process.

5.2. TENDER SCHEDULE

Milestone	Date
RFP Issuance	1 st September 2025
EPC KoM	2 nd October 2025
Site Visit	13 th October 2025 (on EPC request)
Bidders Request for Clarifications Deadline	16 th October 2025
Initial Proposal Submission Date ("Initial Proposal") + Comments on the EPC Termsheet	13 th November 2025
Shortlisting	
Comments on the EPC Contract & Schedules	11 th December 2025
Clarification Meetings & Offers Optimization Deadline	22 nd January 2026
Final Binding Proposal Deadline	12 th February 2026
Contractor Selection & Award	26 th March 2026

Table 5: EPC Tender Schedule

5.3. TENDER PREPARATION & SELECTION

5.3.1. REQUESTS FOR CLARIFICATIONS

If Bidder has any doubt as to the meaning or intent of any sections hereof or requires additional information, it may request such information or clarification in writing from the Company using Q&A template of this RFP in **EPC RFP Annex F - Q&A Template**. The Bidder is allowed and advised to communicate its clarifications considering EPC Tender Schedule above, to provide Company with adequate time to respond.

All requests for clarification shall be submitted to the designated contact people through one file (only electronic submission and Microsoft Excel format preferable) in the format provided in this RFP.

The Company shall endeavor to respond to requests but shall not be obliged to do so. The Company may, at its discretion, make responses, which it believes to be of significance to all Bidders, available to all Bidders.

5.3.2. SITE VISIT

It is the responsibility of the Bidder to visit the Site where works will take place, to gain a better insight into the nature and challenges entailed and to obtain necessary explanations.

The Company will support and arrange in the facilitation of this Site visit, and a local focal point will be provided. Unless waived by the Company, the Bidder shall be accompanied by the Company during the Site visit. No claim, contractual variation or damage compensation request shall be accepted, prior or during execution of the Contract, in the event such claim or variation request results from lack of knowledge of Site conditions

Site visit request to be submitted to the Sponsors via email and include the following details for each visitor: *First name, Last name, Passport number, Passport country, Designation, and Company name*.

5.3.3. CONTENTS OF THE PROPOSALS

The Bidder is expected to prepare the **Initial Proposal** and, if shortlisted, then the **Final Binding Proposal**, based on the detailed specifications shared by Company.

For the Initial Proposal, the Bidder is required to provide the following documentation:

- **General Information about the Contractor**
 - Exact name of the bidder's entity intended to participate as EPC (country of registration) and name of Ultimate Parent entity.
 - Bidder track record: List of project references in prior experience of the bidding company, including inter alia for each project:
 - Projects' size and location
 - Comprehensive and complete technical description
 - Construction dates and duration
 - Description of the scope of works/services undertaken
 - Contractors' last three-year annual financial reports
 - Contractor shall argument its capacity to build the Project on-schedule, on-budget and with the required level of performance.
- **EPC HSE Qualification**
 - Acknowledgement of full compliance with Health, Safety, Security, Social and Environmental (HSE) requirements in EPC Contract Annex 1.2 "HSE Requirements" and Annex 2.8 "ESIA". Acknowledgement form available in **EPC RFP - Annex J – HSE Qualification**
 - Annual accident statistics (Last five Fiscal Years) as per Company template in **EPC RFP - Annex J – HSE Qualification**
 - Any certification ISO, OSHAS, etc
- **EPC RFP - Annex D - Technical Offer Template**
- **PVSyst simulation report & Project files**
- **Project Schedule & Critical path (L2)**
- **EPC RFP - Annex H - Bid Deviation Template**
- **EPC RFP - Annex E - Cost Breakdown Template**
- **EPC RFP Annex A - Offtaker RFP > Appendix L Bid Forms > Form 7 - Omani Content and Manpower Plan**

It is very important to fill the Annex E Cost Breakdown because it will be used to select the Shortlisted Bidders from the Initial Proposal.

For the Final Binding Proposal, the bidder is required to provide the following documentation:

- **The Technical Proposal** should include all technical requirements, features, and specifications the Bidder deems essential in relation to the RFP considering the requirements described in **EPC RFP Annex B – EPC Contract > 01_Company's_Requirements > 1.1_Technical_Requirements**, as well as a detailed description of the tasks involved, deadlines and timeframes. Service levels and the activities and supply services included within the scope of the proposal should also be specified. The minimum technical details to be included are listed below:
 - Main equipment list, including product datasheets and manufacturer's warranties for modules, inverters, trackers, cabling and transformers (MV & HV), as per **EPC RFP Annex**

C - Owner Vendor List & EPC RFP Annex B – EPC Contract > 14_Aproved Subcontractors and Suppliers > 14.2_List of Approved Suppliers.

- List of outsourced works, including a description of major envisaged subcontractors and their references as per **EPC RFP Annex B – EPC Contract > 14_Aproved Subcontractors and Suppliers > 14.1_List of Approved Subcontractors.**
- Electrical architecture choice, inverters choice criteria, and final inverter nominal capacity at specified ambient temperatures.
- Drawings and preliminary engineering documents:
 - general layout with positions of (at least) module arrays, access and internal tracks, inverters and transformers, substations
 - low voltage and high voltage single-line diagrams
 - Substation Layout and arrangements
 - Transmission Line layout and arrangement
 - monitoring system / SCADA conceptual design
 - typical for civil works (proposed fence / access and internal tracks / foundations and basements / trenches layout and sections, and drainage system)
 - buildings and ancillary facilities: Bidders shall provide as part of the technical offer preliminary site facility needs in terms of area, water and electricity, offices, etc, also a preliminary site facility drawing showing overall dimensions.
 - general description of proposed alarm / security system.
 - Completion of the Cybersecurity conformity as per Conformity Matrix Project & Conformity Matrix Cyber O&M in Annex I of this RFP.
- Demonstration of compliance with electrical (grid code) requirements
- Organisation for Construction: human, material and technical resources to be used, approach/methodology for quality management, reporting and control systems.
 - Contractors Project Team Organization Chart and CVs as per **02 EPC RFP Annex B – EPC Contract > 16_Key Personnel.**
 - Preliminary Staffing Plan
- Project schedule, detailing the major milestones from the notice to proceed.
 - Detailed L3 schedule in .mpp or .P3 format.
 - Duly filed, dated, and signed Key Dates as per **EPC RFP Annex B – EPC Contract > 05_Project Schedule > 5.2_Key Dates.**
 - Preliminary S-Curve of the project
- HSEQ
 - Qualification

- Bidders HSE management system description and evidences of the implementation as per Company template
- Compliance with RFP HSE requirements
 - Preliminary Contractors HSE Management Plans as per EPC Contract Annex 10 “Contractor’s Plans” developed for the Project in accordance with the requirements in EPC Contract Annex 1.2 “HSE Requirements”.
 - o Preliminary Contractor HSE Plan
 - o Preliminary Contractor Emergency Response Plan
 - o Preliminary Contractor Waste Management Plan
 - o Preliminary Environmental and Social Management plan
- Draft Quality Management System
- Preliminary Engineering plan
- Preliminary Procurement plan, describing local content compliance (if any)
- Preliminary Project Execution plan
- Yield and Solar Resource Assessment, including:
 - PVSyst yield calculation, based on the meteorological data provided in **EPC RFP Annexes > Annex G - TMY** and a separate file detailing the loss parameters used and applied in the simulation.
- Calculation / estimation of utilities consumption (power, water, others)
- O&M technical Offer:
 - Cleaning methodology and water supply strategy
 - O&M Project philosophy
 - Team Organization & project Chart
- Completion of *Annex D of this document* – Technical Offer Template
- List of exclusions and deviations of the EPC and O&M services (if any), shall be indicated in Annex H Bid Deviation Template
- Offtaker Bid Form 6 Part 1 to 7 filled and completed.
- **A complete Commercial proposal** should include:
 - EPC lump sum fixed price for the complete scope of works as per Annex E EPC Price Breakdown
 - Bid Bond dully stamped and signed
 - Milestone Payment Schedule and terms as per Annex 7 of the EPC Contract
 - O&M price as per Annex E-2 O&M price Breakdown of this document (optional)
 - Formal written acceptance of the EPC Contract D070 template proposed in Annex B.1. if any deviations/exceptions are proposed by the Bidder, they shall be clearly indicated in Annex H Bid Deviation Template

- Completion of the **Annex E– Costs Breakdown templates**

5.3.4. CLARIFICATIONS OF PROPOSAL

Following each proposal, the Company might raise clarification questions to the Bidder and will allow reasonable time for the Bidder to respond. The Company might choose to eliminate some Bidders from the RFP process following the Clarification round of the Initial Proposal.

5.3.5. CLARIFICATION MEETINGS

If the Company has any doubt as to the meaning or intent of any part of the Initial Proposal or requires additional information, it may request such information or clarification from the Bidder. The Company reserves the right to invite the Bidder to attend meetings for clarification, if any. In such case, the Company will notify the relevant Bidder of any such meeting reasonably in advance.

Attendance by representatives of Bidder's subcontractors shall be permitted only in those cases where the Bidder has informed the Company prior to the relevant meeting or event and the Company reserves the right to refuse participation to the Bidder's subcontractors, at its sole discretion.

5.3.6. SHORTLISTING & BID BOND

Following the "Initial Proposal" the Company will have another round of clarifications followed by the shortlisting of Bidders. The Company will require Bidders who have been shortlisted to submit a Bid Bond.

The form and content of the Bid Bond will be provided in future addendums for shortlisted bidders.

Final Proposal & Selection

Following the shortlisting of Bidders and the clarification round prior to shortlisting, the Company may require Bidders to prepare a Final Binding Proposal based on the clarifications and requirements of the Company. The Company will select the preferred Bidder based on the Final Binding Proposal, the parties will continue to finalize the EPC Termsheet for signature including extensively agreed EPC Contract. The Company will retain a reserve Bidder and will notify unsuccessful Bidders and return the Bid Bond.

5.3.6.1. CONTENTS OF THE FINAL PROPOSAL FOR SELECTION

The Final Binding Proposal must be submitted on the basis of the elements transmitted by the Company during the clarifications as well as the information and documents shared. By essence, this Final Binding Proposal must be more detailed than the Initial Proposal and will reflect the binding price of the Bidder. (refer to Tender timeline table).

5.3.7. PERIOD OF FINAL BINDING PROPOSAL VALIDITY

The Final Binding Proposal shall remain valid and binding for a period of at least ten (10) months, commencing on the Final Binding Proposal Deadline (the "Period of Final Binding Proposal Validity"). The Company reserves the right to reject any Final Binding Proposal which is stated to be valid for a period shorter than the Period of Final Binding Proposal Validity.

The Company may request the Bidder to consent to an extension of the Period of Final Binding Proposal Validity. Both the request for an extension and the response must be in writing. The Bidder may refuse to consent to an extension of the Period of Final Binding Proposal Validity without forfeiture of its Bid Bond. If the Bidder consents to an extension, its Bid Bond must be extended accordingly. No modifications to the Final Binding Proposal will be permitted during any consented extension of the Period of Final Binding Proposal Validity, unless required and

requested by the Company. Any failure by the Bidder to comply with the requirements of the preceding sentence shall result in forfeiture of its Bid Bond.

5.3.8. FINAL PROPOSAL EVALUATION

The Final Binding Proposal may not be modified nor withdrawn after the Final Binding Proposal Deadline under any circumstances. Withdrawal of the Final Binding Proposal after the Final Binding Proposal Deadline and during the Period of Final Binding Proposal Validity (as may be extended in accordance with this RFP) shall entitle the Company to call on the full amount of the Bidder's Bid Bond and seek further damages if the Bid Bond is not sufficient to cover them.

5.3.9. EVALUATION PROCEDURE

The Company will evaluate the Final Binding Proposal. The evaluation will be based on the following principles:

- Offer competitiveness
- LCOE optimization/reduction
- Project construction schedule
- Performance Ratio Guarantee
- Reliability and relevance of the technical offer
- Compliance with the key contractual terms
- Contractor EPC services track record
- Compliance with HSE requirements
- Compliance with ICV requirements

The Company will consider both price and non-price criteria. However, the price criteria, timeline and performance will dominate.

5.3.10. PREFERRED BIDDER SELECTION

The Company will evaluate the Final Binding Proposal from a technical, legal and commercial perspective as per this RFP. Upon completion of the Final Binding Proposal evaluation, the Company may notify the Bidder that, Company in its discretion, has selected it as the Preferred Bidder.

5.3.11. EXECUTION OF EPC TERMSHEET

On or prior to the date of "EPC Termsheet signature" of the EPC Tender Schedule, the Preferred Bidder will be required to enter into the comprehensive EPC Termsheet for the Project with the Company. The Company's prior consent will be required should the Preferred Bidder wish to form or include any other third party in a consortium to perform the EPC Contract. The Preferred Bidder after execution of the EPC Contract and/or EPC Termsheet shall be referred to as the EPC Contractor.

The EPC Contractor will have full turnkey responsibility (including in relation to any site conditions), and the contract price will be a fixed and firm all-inclusive lump sum with payments to be made on achievement of identifiable milestones.

The EPC Contract and/or EPC Termsheet will be in the form as included in this RFP unless agreed otherwise between the parties.

6. CURRENCY

The Bidder shall provide a price to complete the Works.

Prices shall be quoted in USD.

All prices and unit rates provided in the Bid shall:

- Remain firm and fixed from the Bid's due date and for the duration of the Contract.
- Be deemed to include all expenses, charges and costs without limitation.

7. TAXES

Financial Proposal shall be expressed in the Currency indicated in **section 6** excluding VAT but including withholding taxes and any other applicable taxes. The Bidder must give full and precise details of all taxes (including any relevant sales and indirect taxes), duties and statutory charges payable in association with the goods and/or services (or any part therein) or included in the prices.

8. CONTACT INFORMATION

The proposals must be submitted by email to the following email addresses before the RFP deadline. Company is entitled to refuse or not consider any proposal submitted after this deadline.

The additional information requests, questions or comments might be addressed by email to all the following contacts:

Ahmed Al Maawali	ahmed.almaawali@oq.com
Ravi Ravaliya	ravi.ravaliya@oq.com
Hamood Al Shuaili	hamood.alshuaili@oq.com
Majid Al Mamari	majid.al.almamari@oq.com
Taha Miyara	taha.miyara@totalenergies.com
Mohamed Tarig	mohamed.tarig@totalenergies.com
Wissam Awada	wissam.awada@totalenergies.com
Zakariya Al Battashi	zakariya.al-battashi@totalenergies.com

9. LIST OF RFP ANNEXES

	RFP ANNEXES	STATUS
Annex A	Offtaker RFP	Partially provided
Annex B.1	EPC Contract – Main Body	To be provided to shortlisted Bidders
Annex B.2	EPC Contract - Schedules	Partially Provided
Annex C	Owner Vendor List	Provided
Annex D	Technical Offer template	Provided
Annex E	Costs Breakdown	Provided
Annex F	Q&A Template	Provided
Annex G	TMY	Provided
Annex H	Bid Deviation Template	Provided
Annex I	Cybersecurity Conformity Matrix	Provided
Annex J	HSE Qualification	Provided

9.1. LIST OF ANNEXES OF THE EPC CONTRACT

Kindly visit the document log, “ **EPC RFP Document Log_rev00**”, for further details to understand the list of schedules of the EPC Contract