



REGIONE LIGURIA



DATA SHEET – ENERSHIFT TENDER

This summary sheet is for information purposes only. The official specifications of the EnerSHIFT tender are exclusively those contained in the Tender Documents available on the Regione Liguria website.

General Information

Project: EnerSHIFT - Social Housing Innovative Financing Tender for Energy

Contracting Authority: Regione Liguria Procurement Office (SUAR) [on behalf of](#)

Principals: ARTE GE, ARTE SP, ARTE SV, ARTE IM (Social Housing operators & building owners/managers)

Date of Publication (EU Official Journal): 14.08.2017

Deadline for the submission of the offers: 15.11.2017, 12:00 CET

Tender Documents: available on the Regione Liguria website, link: <http://www.regione.liguria.it/gare-concorsi-e-avvisi/gare-concorsi-e-avvisi/gare/publiccompetition/650-suar-enershift.html?view=publiccompetition&id=650:suar-enershift> (for download follow instructions on line)

Request for clarification / FAQ: Dott. Angelo Badano, Liguria Region - SUAR gare.contratti@regione.liguria.it

Responsible for the procedure: Arch. Giuseppe Sorgente, Liguria Region – Urban development project office

Tender procedure and Subject of the EPC contract

Regulatory framework: Open procedure for the assignment of a public service concession pursuant to Legislative Decree no. 50/2016 ("Public Procurement Code") as amended by Legislative Decree no. 56/2017, in compliance with the Minimum Environmental Criteria ("CAM"), eligible to be implemented through Third Party Financing. The tender is divided into 3 lots.

Contractual form: EPC - Energy Performance Contract, as defined by Legislative Decree no. 102/14.

Subject: (i) Energy Efficiency services on 67 Social Housing residential buildings owned and/or managed by the 4 regional Social Housing Operators ("ARTE") and (ii) management of the 43 thermal power plants serving the 67 buildings (located in the four provinces as follows: Genoa 44, La Spezia 18, Savona 3, Imperia 2).

Requested services:

- **Energy saving:** implementation of measures to reduce energy consumption for winter heating and sanitary hot water production, through interventions aimed at upgrading the Energy Efficiency of the buildings, the heat production and / or distribution systems, the systems regulation and control, also through the use of building automation (as specified in the Tender Specifications ("Capitolato Speciale")) and aimed to achieve a minimum energy saving of **45%** compared to the baseline of historical consumption (attached to the tender documents), according to the *Shared Savings* model.
- **Energy management of buildings:** operation of thermal power plants, ordinary maintenance and extraordinary maintenance on the Energy Efficiency upgrading interventions;
- **Supply of energy** (thermal energy).

Lots amount

The total value of the concessions is: € 20,716,986.38 (plus VAT), split up as follows:

- Lot n. 1 A.R.T.E. Genoa - € 16,705,317.57 plus VAT, including the energy supply;
- Lot n. 2 A.R.T.E. La Spezia - € 3,296,766.24 plus VAT, including the energy supply;
- Lot n. 3 A.R.T.E. Savona and A.R.T.E. Imperia - € 714,902.57 plus VAT, including the energy supply.

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In particular, the following yearly installments are identified as Auction Base (AB):

Lot	annual amount as AB	Ordinary maintenance quota as AB	Energy quota As AB	Extraordinary maintenance quota (extra fee)
1	€ 1.179.198,89	€ 64.950,00	€ 1.029.248,89	€ 85.000,00
2	€ 250.387,31	€ 14.660,00	€ 205.727,31	€ 30.000,00
3	€ 54.296.40	€ 5.540,00	€ 45.857,66	IM € 1.000,00 + SV € 25.000,00 (total)

Term of concessions

The contract duration is divided in two phases:

- **PHASE I:** maximum 14 months for each lot, from the date of signing of the EPC Contract, for the implementation of the energy-saving interventions and tests.
- **PHASE II** for the operation and maintenance of the plants, with the following durations:
 - Lot 1 (GE), 13 years.
 - Lot 2 (SP), 12 years.
 - Lot 3 (IM-SV), 12 years.

Consideration

The Concession provides two types of consideration:

- 1) **Payment of concession-fee** for the energy efficiency improvement, management and operation of the thermal plants, maintenance activities and energy supply. The fee will be calculated on the basis of the values identified as Auction Base, net of the rebates offered in the tender procedure;
- 2) **Payment extra-fee** for further extraordinary maintenance activities, remunerated on the basis of the labor prices and unit prices discounted of 25% (up to the maximum amounts indicated in the table above).

Eligibility criteria for participation

Eligibility criteria:

- **General requirements and professional suitability:** the economic operator shall be an **ESCO** (Energy Service Company) pursuant to art. 2, paragraph 1, lett. i) of Legislative Decree n. 115/2008, accredited pursuant to art. 12 of the Legislative Decree n. 102/2014 (see UNI 11352 standard). In the case of economic operators resident in another EU Member State, equivalent requirements are needed.
- **Requirements of economic and financial capacity:** debt rate, turnover parameter, bank referrals (as best described in the Tender Rules ("Disciplinare di gara")).
- **Technical-organizational capacity requirements:** Professional experience (consisting in having successfully performed, in the three years prior to the date of the publication of the call for tender, at least two completed or ongoing EPC contracts or, at least, two Energy service contracts), design and technical skills, qualifying certifications (e.g. ISO 14001, ISO 9001), qualifications required by the law to be eligible as "third responsible party" and to execute works for the categories and classifications in which the planned Energy Efficiency interventions fall in.

Form of participation: Individual companies and / or economic operators in group.

Favor participationis towards Small-Medium size Enterprises: The economic operator who will submit a bid for Lot 1 can not bid for Lot 2 and / or Lot 3 as well.

Participation procedure

All documents and elaborates submitted for the tender must be provided in **ITALIAN** language.

Participants must submit a technical offer and an economic offer:

Technical offer:

- 1) **Illustrative technical report** of the energy efficiency interventions planned for energy saving. Following annexes shall be attached to the report:
 - Energy audits including all planned interventions:
 - Modeling of interventions, including estimated cost, savings (energy and economic), achievable energy saving, achievable energy performance building classification, simple return time ("tempo di ritorno

semplice”);

- Economic analysis of energy saving works (in accordance with UNI EN 15459);

- a "Final Report" or "Energy Diagnostic”;

- The technical sheets of the materials and / or equipments foreseen;

- Any graphic diagrams drawn up at an appropriate scale to demonstrate the feasibility of the proposed interventions.

- 2) **A report relating to the quality of the management and maintenance plan**, describing the organizational structure for supply and related logistics, the remote management system, the timing of intervention, by indicating the percentage of reduction of the maximum intervention times provided for in the Tender Specifications;
- 3) **A report relating the Information System and the Technical Data Base** to be adopted for the management of the concession, related and additional services proposed in connection with the hardware / software architecture and the ways of access by ARTE, featuring functionality and performance of the Information System and the Technical Data Base;
- 4) **The technical sheets** given in Annex D to the Tender Rules filled in in the requested parts in order to specify in detail the technical offer of the economic operator.

Economic offer:

- 1) Participants must fill in the **economic offer template**, where to indicate the downturn offered with respect to the concession-fee according to the required items;
- 2) The **Economic and Financial Plan**, drawn up on the basis of the requirements included in the template attached to the Tender Rules, with respect to precise indications of profitability, bankability and risk indicated in the Tender Rules itself.

Technical documents available to the participants

Annex A: description of the buildings and consumption baselines

Annex B: Thermal plants instruction booklets (“libretti di impianto”)

Annex C: technical and building maps

Mandatory inspections

They are compulsory and must be requested to the ARTE’s officer responsible for the procedure (contacts for each ARTE are provided in the Call for tender)

Awarding criteria

The tender will be awarded to the most economically advantageous tender, on the basis of the best value for money, pursuant to art. 95 of Legislative Decree no. 50/2016, according to the evaluation criteria and sub-criteria indicated in the Tender Rules and in compliance with the Minimum Environmental Criteria.

Scores: Mathematics (Proportional Method) and Discretionary, for a total of 100 points, of which 30 are for the economic offer and 70 for the technical offer.

Selection Criteria for the Technical Offer

Annual energy saving from fossil source normalized in MWh / year of primary energy (max 24 points)

This criterion is intended to assess the amount of annual energy saving from fossil source that the participant guarantees for each year of the contractual term. The energy saving offered must be at least 45% compared to the consumption baseline.

The score will be awarded on the basis of the ratio between the energy saving offered by the participant and the best bid submitted at all. For lot 3, values offered for ARTE Savona and ARTE Imperia will be summed.

Residual energy saving available to users at the end of the contract (max 18 points)

This criterion evaluates the extent of the overall residual energy saving remaining available to users at the end of the contract period; it represents the energy (and consequently economic) advantage of which ARTE can benefit from the technological life of any single intervention.

Quality of management and maintenance plan (max 9 points)

Evaluation of the systems and operating procedures implemented by the economic operator for the management of the service delivered. In particular, the timeliness, clarity, completeness and originality of the services, functionality, consistency and usability of the solutions proposed by the bidder will be evaluated.

Technical and Information System (max 4 points)

Assessment of the Information System and the Technical data Base offered and evaluation of the related and

additional services proposed in connection with the functionality, the hardware / software architecture and the access modalities for the ARTE.

Quality and feasibility of proposed interventions (max 15 points)

This criterion is intended to assess analysis and evaluations that led the bidder to the proposed interventions. In particular, clarity, completeness and originality of the submitted documentation, functionality, consistency with the project, concreteness and usability of the solutions proposed by the economic operator will be evaluated.

Selection Criteria for the Economic Offer

They are connected with the fee rebate offered in relation to the 3 components of the concession-fee (" $QS0+QE0+QB0$ ") that every participant must indicate. In particular, the following elements will be subjects of evaluation:

- a bid for the ordinary maintenance service fee (compared to the baseline value $QS0$);
- a downturn on $QE0$, that is the discount on the energy supply price compared to the values indicated by the AEEGSI National Authority;
- the % of bonus $QB0$ (that is the money saving achieved after the energy efficiency interventions) that each participant keeps as own benefit (it must be less than 100%).

Contract signature

The signature of the concession will take place after:

- the approval by the competent ARTE of the final design of the energy efficiency project, which has to be submitted by the awardee ESCo within 3 months from the awarding;
- the submission of appropriate documentation concerning the financing of the work;
- the provision of the pre-existing securities and insurances indicated in the Tender Rules.

Innovative elements

Free technical support for the implementation of the ICP - Investor Confidence Project methodology, aimed to obtain the IREE (Investor Ready Energy Efficiency™) certification of awardee ESCos technical projects.

Implementation of the Triple Win Approach, ensuring an equitable sharing of benefits to the tenants of social housing, to the public owners of the buildings and to the ESCos.