

Multiconsult

RENEWABLE ENERGY
TENDER SERVICES



COMPETITIVE TENDERS FOR RENEWABLE ENERGY ARE DELIVERING RESULTS

The evidence is clear - international tenders are delivering the most competitive price outcomes globally. Indeed, well-designed tenders reduce risks for investors while keeping the procuring entity in the driver's seat. The implementation of a tender or auction program is not a time for learning-by-doing. There are far too many examples of stalled or failed tenders. It is critical that tenders in the renewable energy space are implemented by experienced and dedicated advisors with the full range of expertise and tools at their disposal for effective and smooth implementation.

Your advisory team must be prepared to deliver advice from a wide range of disciplines in a timely and coordinated fashion, or you risk losing the credibility in the market that your tender deserves. This expertise must be seamlessly integrated and cover technical, financial, legal, procurement, environmental and social disciplines. Further, your advisors must know the market, know the players, know the relevant thresholds of investors, know market expectations and know standard market practices – while having the confidence to pursue innovations where they may serve a purpose.

Multiconsult is a world-leader in renewable energy tender design. We provide strategic, financial and technical support to stakeholders across the tender lifecycle.

Multiconsult services span the entire tender lifecycle:



A-Z TENDER PROCUREMENT PACKAGES

Multiconsult can turn your goal of competitive procurement and a successful price outcome into a reality, while ensuring legal, technical and E&S compliance. We guide our clients through the maze of processes, requirements, market expectations and international best-practice. Our team knows how to navigate tender challenges such as incomplete regulatory and contractual frameworks, tight time-frames, need for well-targeted qualification criteria, attracting bidders in light of high transaction costs, risks of speculative bidding, and the implications that tender design has on implementation and supervision.

AD-HOC PROCUREMENT SERVICES

Multiconsult offers ad-hoc services to assist governments and companies succeed in their procurement strategies, meeting specific needs of the client. With a thorough understanding of market dynamics, tender design and price drivers, our services increase the likelihood of successful tendering.

“Multiconsult has done a highly commendable job on our renewable energy tenders in both Uganda and Zambia. Their team offers truly multidisciplinary and integrated expertise to carry out these complex tenders in challenging markets. They have advised us on the entire process from design to implementation to construction supervision.”

– Jan Martin Witte, Director of Pretoria Office, KFW

SELECTED PROJECT REFERENCES

Tender Agent for the GET FiT renewables procurement programmes in Uganda



Country: Uganda

Year: 2013-Ongoing

Technology/Size: Hydro and Biomass to Power – 158 MW

Client: KfW & Govt. of Uganda

Details: The program fast-track the deployment of 158 MW+ small- and medium-scale RES installations through standardized PPAs, IAs, guarantee facilities and an internationally financed feed-in-tariff top-up payment.

Tender Agent for the GET FiT renewables procurement programmes in Zambia



Country: Zambia

Year: 2018-Ongoing

Technology/Size: Solar PV – 100MW

Client: KfW & Govt. of Zambia

Details: The program fast-tracked the deployment of small- and medium-scale RES installations through standardized PPAs, IAs, guarantee facilities and an internationally financed feed-in-tariff top-up payment. The program currently targets to procure 100MW each of Solar PV and Hydro.

Tender Agent for the Republic of the Seychelles – floating solar PV project



Country: Seychelles

Year: 2017-Ongoing

Technology/Size: Floating Solar PV – 4MWs

Client: Govt. of Seychelles

Details: The tender will tender the right to develop, finance, own and operate a ~4MW floating grid-connected solar PV plant. This ambitious and innovative project will be the first utility-scale floating solar PV project in Africa and one of the first salt-water floating solar PV plants in the world.

Owner's Engineer at the 1,000 MW Fosen wind project



Country: Norway

Year: 2016-Ongoing

Technology/Size: Wind – 1000MW

Client: Statkraft, Nordic Wind Power

Details: Europe's largest onshore wind complex. Among the wide range of services provided, Multiconsult was in charge of the preparation of Invitation to Tender (ITT) documents for several main work packages including civil works and overhead lines.

“We have had the pleasure of implementing several renewable energy tenders together with the Multiconsult team. We find the interaction between our legal team and their technical, E&S, financial and procurement team as highly effective and professional. Their team is focused on results and realizing transactions, while ensuring well-structured and compliant processes.”

– Paul Biggs, Senior Partner, Trinity International LLP





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