

in co-
operation
with:



MAGHREB STEEL 

giz Deutsche Gesellschaft
für Internationale
Zusammenarbeit (GIZ) GmbH

Call for Expression of Interest (EoI)

N°02AMI2015/SIE

Industrial Energy Efficiency Service Providers for Ma- ghreb Steel, Casablanca, Mo- rocco

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Maghreb Steel

Route nationale 9, km 10, Ahl Loughlam
Bp: 3553 Casablanca – Maroc

Société d'Investissements Énergétiques (SIE)

3, Av. Abderrahim Bouabid
Hay Ryad, Rabat – Maroc

Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ)

2, Av. Tour Hassan
Hassan, Rabat - Maroc

1 Introduction and Background

Maghreb Steel (MS) (<http://www.maghrebsteel.ma/>) produces & delivers flat steel products (e.g. HRC, CRC, steel plate...) to its clients in the construction and industrial sectors. MS is the only producer on national level and delivers to the Moroccan market with a market share close to 90%. In addition, MS is also exporting approximately 20% of its production to different countries.

Please find below some key performance data of Maghreb Steel:

- Steel production capacity:
 Steel making plant: 1.000.000 t/y
 Steckel mill: 1.000.000 t/y
 Plate Mill: 500.000 t/y
 Cold Roll Mill (LAF): 400.000 t/y
- Steel output in 2014:
 Steel making plant: 254.298 t/y
 Steckel mill: 296.052 t/y
 Plate Mill: 40.211 t/y
 Cold Roll Mill (LAF): 192.813 t/y
- Annual energy consumption (2014)

	Electricity	Heavy fuel oil	Gas (GPL)
Steel making plant	234 GWh	0 t	1.774t
Steckel mill	43 GWh	10.153t	8.087t
Plate mill	9,5 GWh	111 t	2.020 t
Cold Roll Mill (LAF)	35 GWh	4.883	777 t

- Ownership structure:
 Maghreb Steel is fully owned by the Sekkat Family
- Employees:
 Maghreb Steel employs approximately 1.500 employees

Increasing its energy productivity is a major goal in MS current restructuring process. A recent energy audit has identified substantial savings potentials.

Société d'Investissements Energétiques (SIE) (<http://www.siem.ma/en/>) is at the heart of the national Moroccan energy strategy. SIE represents the financial arm of the Moroccan State for the execution of the energy mix by 2020. It operates both in investments and development of renewable energy projects and energy efficiency.

SIE is committed to supporting Maghreb Steel's energy efficiency strategy and will be co-financing the energy efficiency investments by way of an SPV or another financial structure.

Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH (German Development Corporation) has a long-term commitment to support Morocco in its economic development with a focus on renewable energies and energy efficiency (<http://www.giz.de/en/worldwide/340.html>). Through its project DKTI (German Initiative for Climate Technologies) strategic project development support and project facilitation services for the Maghreb Steel project is provided.

2 Objective

This call for expression of interest (EoI) is addressed to experienced industrial energy efficiency service providers with both a technical and financial background.

The objective is to assess their interest and ability in partnering with MS and SIE to develop and implement energy cost savings measures in the framework of a performance-based energy savings contract (c.f. section 3).

3 Scope of energy service package

In order to achieve a substantial improvement of its energy efficiency, MS is intending to procure comprehensive industrial energy efficiency services including industrial process improvements. The service package will encompass an entire project cycle, i.e. design, implementation, commissioning, operation & maintenance, monitoring & verification and optimization of energy savings as well as co-financing of the investments. In a first stage, a preliminary proof of concept investment is envisaged of approximately 0,5 – 1 Mio EUR. In a full-scale implementation, investments can amount up to several millions of EUR.

The Energy Efficiency investments will be co-financed by MS and SIE to up to 50%. The selected company will be required to finance or arrange financing for the remainder of the necessary investment needs on its own account.

The energy services will be specified in sufficient detail in a second project phase (phase II: 'Call for Proposals') (c.f. section 4). After signing a non-disclosure agreement, bidders will have access to a data room with relevant design and energy consumption data.

4 Process and schedule

The selection of suitable candidates will be executed in **two** phases.

1. The **Phase I 'Call for Expression of Interest'** (EoI – this present document) is scheduled as follows:

- a. Call for Expression of Interest 31. Oct. 2015
- b. Submission of Expression of Interest 30. Nov. 2015
- c. Selection of qualified service providers 31. Dec. 2015

The selection of qualified service providers will be realized based on the criteria listed below (c.f. Section 5 of this document).

2. Upon successful completion of Phase I, **Phase II: 'Call for Proposals'** (CfP) **for a proof of concept** will be issued and will incorporate following points:

- a. Call for Proposals for a 'Proof of Concept'
- b. Functional tender specifications, signing of NDA, establishment and access to a data room
- c. Submission of proposals
- d. Awarding negotiations
- e. Signing of service contract

The time frame for Phase II is first half of 2016.

3. In **Phase III, a full scale implementation of energy efficiency measures** is planned, upon successful demonstration of the proof of concept.

5 Expression of Interest (EoI)

Experienced industrial service providers are cordially invited to express their interest. The EoI shall consist of:

1. A duly signed letter to MS and SIE management outlining the company background with regard to industrial energy efficiency services. The letter should also outline your general approach and technical & financial capabilities with regard to implementing and financing industrial energy efficiency services for Maghreb Steel.
2. References: At least one, ideally more, reference projects of comparable energy saving services provided and investment sizes should be listed. Please indicate key measures implemented, the investment and the savings volume. A contact person on the services provider side as well as on the client side for each project shall be mentioned. In addition, the date of implementation and current status of the projects must be stated.
3. The service package can be provided either by a single company or a consortium of service providers. In the latter case, a consortium agreement signed by all partners must accompany the application.
4. A company and/or a consortium presentation of maximum of 15 pages including an outline of its Moroccan capacity must be provided. If a consortium is applying, each company must provide individual presentations in addition to the consortium presentation. The presentations must show the organizational and jurisdictional structures of each participant and shall show the capacity to provide long-term services for the length of the contract. A Moroccan representation is not mandatory but recommended. It must then also be included in the presentation in detail, i.e. jurisdictional and organizational structure.
5. The presentation shall also highlight the human resources that will be managing the project and shall detail experience relevant to the successful management of the energy saving services contract.
6. The applicant shall show that his balance sheet is solid and has been audited for the last three years.

Through this present EoI, the applicant has to verify his capability and experience to provide the entire package of technical and financial energy efficiency services to Maghreb Steel. The EoI serves as a pre-qualification for Phase II.

6 Points of contact

Questions:

Please address your questions in English per email to both of the designated points of contact stating as reference: "**Maghreb Steel – Question – Name of your company**"

Mr. Jan W. Bleyl - Energetic Solutions Lendkai 29, 8020 Graz Tel.: +43 650 7992820 Email: EnergeticSolutions@email.de	Société d'Investissement Energétique (SIE) 3, Av. Abderrahim Bouabid Hay Ryad, Rabat - Maroc Email: ami@sie.co.ma
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Applications:

Please send your applications duly in English electronically (and only electronically) by Nov. 30th per email to both of the designated points of contact stating as reference: "**Maghreb Steel – APPLICATION – Name of your company**"

Mr. Jan W. Bleyl - Energetic Solutions Lendkai 29, 8020 Graz Tel.: +43 650 7992820 Email: EnergeticSolutions@email.de	Société d'Investissement Energétique (SIE) 3, Av. Abderrahim Bouabid Hay Ryad, Rabat - Maroc Email: ami@sie.co.ma
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