



REQUEST FOR EXPRESSIONS OF INTEREST(EOI)

SELLING ELECTRICITY FOR EUCL PREPAYEMENT METERS

Reference No:11.07.022/2161/EOI/ FY 17-18/PROC/DCD/WK-AU/JCK/rm

Energy Utility Corporation Limited (EUCL), one of the subsidiaries of Rwanda Energy Group (REG) in charge of increasing generation, improve transmission and distribution, diversify the energy sources, to reduce costs and elaborate a conducive legal and regulatory framework;

Energy Utility Corporation Limited has a mission to create conditions for the provision of sufficient, safe, reliable, efficient, cost-effective and environmentally appropriate energy services to households and to all economic sectors on a sustainable basis. EUCL has a vision of contributing effectively to the growth of the national economy and thereby improves the standard of living for the entire nation in a sustainable and environmentally sound manner.

Energy Utility Corporation Limited (EUCL) is focusing on the extension of the services to new customers in Rwanda.

(Population: 12Million. currently 700.000 customers for electricity), while improving the generation. 99% of our electricity customers are on prepaid metering system.

In the frame to boost its revenue and provide good service to its esteem clients, EUCL intends to hire a competent firm “super dealer for Electricity”.

The purpose of this notice is to request expression of interest from national companies which have or are capable of developing their own application using Information & Communication Technologies in order to partner with EUCL in prepayment electricity selling.

Energy Utility Corporation Ltd (EUCL) now invites eligible firms to indicate their interest in providing the services. Interested firms should provide information demonstrating that they have the required qualifications and relevant experience to perform the services. The short listing criteria are as follows:

1. General Experience in Information & Communication Technologies, or Banking field that has adequate and proven technical capabilities in providing ICT solution to Utilities and managing similar services at a national level for at least 2 years.
2. Extensive experience in developing and providing ICT solution allowing vendors to sell using one or all of the following modern technologies: SMS, WEB based application, scratch cards, Points of Sales devices (POS), ATM or any other similar or advanced technology.
3. Firms should prove its financial capability by providing a Real credit line of at least Two Hundred Fifty Million Rwandan Francs (250,000,000 Frw).

4. Minimum Annual Turnover audited for the last two (2) years shall be Four Hundred Million Rwandan Francs (400,000,000 Frw) must indicate the proof.
5. Technical and managerial organization of firms should include key staffs who have experience in ICT solution allowing vendors to sell using the following modern technologies: SMS, WEB based application, scratch cards, Points of Sales devices (POS), ATM or any other similar or advanced technology and can offer training and support regarding the mentioned technologies. Key staffs are also required to be fluent in English and knowledge of French and Kinyarwanda will be an advantage.

International firms should associate with local firms who are well conversant with terrain and national procedures in the form of a joint venture or a sub consultancy to enhance their qualifications and benefit in local margin of preference. The nature of association, whether it is a joint venture or a sub consultancy should clearly be stated. In case of joint venture, firms leading the joint venture should be mentioned

Successful firms will be shortlisted for further step of the procurement process. The shortlisted firms will be selected in accordance with the Quality and Cost Based Selection (QCBS) method.

Expressions of interest must reach Secretariat to the Procurement Unit at EUCL Head Office, KN 2 ST 3, Nyarugenge District, P.O. Box 5634 Kigali City – Rwanda, Room G114 at or before 10:00 local time on the **02nd/11/2017**. Late Expressions of interest will be rejected.

Done at Kigali on, 20/10/2017

Eric BUGINGO
Head Procurement Management

Maj. Eng. Jean Claude KALISA
Managing Director