

Pre-Solicitation Notice No. SOL-165-12-000005

for the forthcoming Request for Proposals (RFP) for the

Competitiveness through Clean Energy Investment - Industrial Management Project

The United States Agency for International Development's Regional Contracting Office (RCO) in Kosovo intends to issue a Request for Proposals (RFP) on behalf of its client Mission, USAID Macedonia, within the next fifteen days. This RFP, for the project entitled "Industrial Management Project", will be for the award of a contract to a Macedonian local organization to implement a three-year project with an additional option year in Macedonia.

The RFP will be posted at www.fbo.gov and <http://macedonia.usaid.gov/en/grants.html>

The pre-Solicitation notice is posted at:

https://www.fbo.gov/index?s=opportunity&mode=form&id=3693040d43f32890d7fd92321c0b1&tab=core&_cview=0

At the above website, interested parties can register to receive email notifications of any changes to this notice including posting of the RFP by signing up at "Watch this Opportunity" and signing up for the "Interested Vendors List", which is visible to other vendors and to USAID.

Macedonian local organization means a corporation, a nonprofit organization, or another body of persons that--(1) is legally organized under the laws of; (2) has as its principal place of business or operations in; and (3) either is--

(A) majority owned by individuals who are citizens or lawful permanent residents of; or

(B) managed by a governing body the majority of whom are citizens or lawful permanent residents of the Republic of Macedonia.

The Prospective Contractor will provide technical assistance and/or services to governmental and non-governmental organizations to improve Macedonia's competitiveness and energy security and reduce greenhouse gas emissions via greater clean energy investments, primarily through the introduction of a systematic energy management approach in the industrial sector. The reduction of energy use, combined with switching to local and less expensive fuel sources (relative to electric heating) improves business and individual capital liquidity, while also reducing dependence on foreign fuel and energy imports and limiting greenhouse gas emissions. Ultimately, the extra capital and reduced fuel price risk should improve the competitive position of local businesses and therefore encourage further investment.

Using the ISO 50001 energy management standard as a guideline, the principles of industrial energy management will be introduced to select Macedonia industries. Candidate industries will be identified through an assessment during the inception phase of the project and in consultation with industrial associations and chambers of commerce, focusing on those industries that are energy intensive and indicate a willingness to participate and/or cost share in energy management programs.

A key aspect of this activity is working with industry in a systematic approach to track energy use and reduce costs, as opposed to a singular focus on one-time energy efficiency upgrades.

Because energy management systems require the installation of data collection and storage hardware, upfront costs are incurred before available data can be used to identify and prioritize specific energy and cost savings interventions. As such, the initial capital outlay with no immediate return on investment may reduce the appeal of energy management systems in spite of the long-term cost savings that could be achieved. Therefore, communications and demonstrations will be a focus of the activity so that the benefits of energy management can be demonstrated and disseminated on a broad scale.

USAID anticipates this project to be implanted in four components: 1) Industry Selection, 2) Demonstration Projects, 3) Training and Sector Development, and 4) Outreach.