

PREQUALIFICATION DOCUMENT

FOR

SERVICE PROVIDERS TO

WASTES TREATMENT;

- MUNICIPAL SOLID WASTE TO ENERGY.
- MECHANICAL BIOLOGICAL TREATMENT.
- SANITARY LANDFILL BIOGAS.
- SLUDGE OF WASTE WATER TREATMENT PLANTS.

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## 1. INTRODUCTION

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This prequalification document explains and details the requirements from the service providers intended to submit for Expression of Interest (Eoi). The call for the expression of interest is announced by the Waste Management Regulatory Agency (WMRA) of the Ministry of Environment of Egypt.

All service providers intending to submit their expression of interest have to prepare their documents in accordance to this prequalification process with its associated forms and requirements to enable WMRA to assess, evaluate, and decide for the qualified service providers to conduct their activities at high performance efficiency and sustainable mode in the field of:

- Waste to Energy treatment process utilizing the appropriate, efficient technology, and proven one in this field of treatment. This field of treatment considers;
  - Municipal Solid Waste to Energy.
  - Sludge treatment to Energy.
  - Sanitary Landfill Extracted Biogas to Energy.
- Mechanical Biological Treatment Process having the most efficient technology with the highest recovery factor in treatment.

Both Treatment Processes are an investment opportunity in Egypt in accordance to the Wastes Management Strategic plan targeting reduction in final disposed off solids to the Sanitary Landfilling. The technologies are planned to be assigned to Public Private Partnership (PPP) having the concept of Win-Win relationship to enable the sustainability and efficient performance.

The applicants (Service Providers) shall submit their Eoi in accordance to:

- The explanations stated in the Executive Guidelines of Feed in Tariff (FiT) – Decree #41/2019.
- The particular and General Terms of this prequalification document.

Upon the applicant submission of his expression of interest associated with the documents of prequalification to WMRA/Ministry of Environment, the

check for the prequalification document will start immediately to enable the clarifications, if any, to the applicant.

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## 2. INSTRUCTIONS TO APPLICANTS

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- The applicants shall be committed to submit the Expression of Interest regarding any treatment process for solid wastes to energy, i.e. Municipal Solids, Sludge of Waste Water treatment facilities, or Biogases extracted from Sanitary Landfills.
- The specific treatment service shall consider a predetermined size within the range of installed electrical power as per the Decree #41 - 2019.
- The service provider can also submit for the treatment for the Municipal Solid Wastes by Mechanical Biological Treatment (MBT).
- The applicant is committed to send his clarifications, if any, within maximum of two weeks from the date for the Call of Expression of Interest (Eol).
- The applicants shall consider the full compliance to regulations, laws, and decrees applied in Egypt.
- The applicant shall demonstrate comprehensively the followings:
  - The Company setup, i.e. subsidiary of Corporation/Holding, Joint Venture, Consortium, or any associated group.
  - The Company Financial Tools/mechanisms to conduct and perform the assumed service.
  - The company organization structure.
- The applicant shall decide clearly the assumed technology to the service assumed in this document.
- The applicant shall submit the prequalification documents in the same order stated in this document with the forms stated herein after.
- The Prequalification forms should be stamped and signed by a legally authorized representative of the applicant Firm attached with Authorization letter by the applicant firm.
- The applicant shall submit the Eol attached with the prequalification document in Original File attached with CD of Scanned Original File.
- Attachments and details related to the forms of this document could be added in Annexes.

### 3. PREQUALIFICATION FORMS

#### 3.1. GENERAL REQUIREMENTS

##### 3.1.1. COMPANY INFORMATION

Please fill in the following Table:

#	Item	
1	Company Name:	
2	Company Category:	<input type="checkbox"/> Egyptian <input type="checkbox"/> Foreign
3	Chairman/CEO:	
4	Company Address:	
5	Telephone:	
6	Email:	
7	Contact Person:	
	Telephone:	
	Email:	
8	Commercial Registry #:	
9	Tax Card #: <sup>1</sup>	
10	Company Field of Activity:	<input type="checkbox"/> Engineering <input type="checkbox"/> Contracting <input type="checkbox"/> Trading <input type="checkbox"/> Services <input type="checkbox"/> Utilities <input type="checkbox"/> Industrial <input type="checkbox"/> Others

<sup>1</sup> Copy of Commercial Registry and Tax Card shall be attached in Annex 1.

In case the applicant has consortium form, each firm of the consortium shall be detailed as above.

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### **3.1.2. COMPANY ORGANIZATION STRUCTURE**

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Please provide the detailed organization Structure in Annex 2. The details shall consider the followings;

1. Top and intermediate management personnel by name, specialty, contacts, and CVs.
2. Human Resources availability and number for permanent and temporary/casual.

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### **3.1.3. COMPANY PROFILE**

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Please provide the company profile in Annex 3. The details shall consider all activities of the company.

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### **3.1.4. FINANCIAL CAPABILITIES**

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Please fill in the following table:

Year	Volume of Investment (US\$)	Volume of Total Revenues (US\$)
2019		
2018		
2017		
2016		
2015		

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## **3.2. TECHNICAL REQUIREMENTS**

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This part of the document is concerned with the technical details that should be built very specific to the proper size of treatment process and not generic one. The technical forms of this document shall be filled clearly with details.

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**3.2.1. APPLICANT OFFERED SERVICE**

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Applicant Service to be provided:

- ☐ Waste to Energy through direct use of MSW to generate Electrical Energy.
- ☐ Waste to Energy through direct use of Sanitary Landfill Biogas to generate Electrical Energy.
- ☐ Waste to Energy through direct use of Waste Water Treatment Sludge to generate Electrical Energy.
- ☐ Mechanical Biological Treatment for MSW.

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**3.2.2. APPLICANT COMMITMENT TO TECHNICAL AND REGULATORY FRAMEWORK OF DECREE #41 – 2019**

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The applicant shall formulate compliance statement considering the following terms:

- The maximum allowed capacity for installed power plant to Waste to Energy not exceeding 20 MW and not less than 500 kW.
- The acceptance for the FiT stated in the decree #41 as maximum available value for invoicing related to each Waste to Energy Technologies.
- The readiness of the applicant to offer FiT lower than of the stated one in Decree #41.
- The payment to the applicant shall be paid in Egyptian Pounds not any other currency.

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**3.2.3. APPLICANT COMMITMENT TO POLLUTION LIMITS**

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The applicant shall formulate compliance statement considering the following terms:

- All pollution limits shall be in full compliance with the Egyptian Laws and regulations, the International codes and standards which comes more aggressive to follow.

- The commitment to the latest art of technologies in treating the pollutants as an outcome of the service provider treatment process.
- The compliance towards the preparation for the Environmental and Social Impact Assessment to the process offered by the applicant.
- The compliance to get the approval of EEAA for the Environmental and Social Impact Assessment.

### 3.2.4. WASTE TO ENERGY TECHNICAL TERMS

The applicant shall submit the following specific data related to the assumed technology of waste to energy treatment process.

Waste to Energy (W2E) Treatment Category:	<input type="checkbox"/> Municipal Solid Waste <input type="checkbox"/> Biogas of Sanitary Landfill <input type="checkbox"/> Sludge Treatment
W2E Technology of MSW Treatment:	<input type="checkbox"/> Incineration <input type="checkbox"/> Pyrolysis <input type="checkbox"/> Gasification <input type="checkbox"/> Others
W2E Technology of Sanitary Landfill Biogas:	<input type="checkbox"/> Gas Extraction, Separation, and Power Plant <input type="checkbox"/> Others
W2E Technology of Sludge Treatment:	<input type="checkbox"/> Digesters, Gas Processing, Power Generation <input type="checkbox"/> Others
Installed Power Capacity (MW):	
Total Generated Electrical Energy (Gross)	_____ kWh/year

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<b>Net Generated Electrical Energy to Utility Grid</b>	_____ kWh/year
<b>Power Generation Technology:</b>	<input type="checkbox"/> Steam Power Plant <input type="checkbox"/> Gas Turbine Power Plant <input type="checkbox"/> Gas Engine Generator Set <input type="checkbox"/> Organic Rankine Cycle
<b>Input Energy to Treatment Process equivalent to Installed Power:</b>	<input type="checkbox"/> MSW Rate (Ton per Day) _____ <input type="checkbox"/> Biogas of Sanitary Landfill (m3/hr) _____ <input type="checkbox"/> Biogas of Sludge Treatment (m3/hr) _____ <input type="checkbox"/> Sludge Rate (m3/hr) _____
<b>Land Area for Treatment Facility:</b>	_____ m2
<b>Utilities Requirements for Treatment Facility:</b>	Water: _____ m3/hr Electricity: _____ kWh/day Fuel: _____ Type and Rate
<b>Pollutants and Emissions:</b>	<b>Concentrations/Rate</b>
CO	_____
CO <sub>2</sub>	_____
SO <sub>x</sub>	_____
NO <sub>x</sub>	_____
Hydrogen Chloride	_____
Hydrogen Fluoride	_____
Heavy Metals	_____
Toxic Emissions	_____

Particulates	_____
Others	_____
Rejected Solids Rate	_____
Rejected Fluids Rate	_____
Other Products rather than Electrical Energy – Rate/quantities	_____ _____

The applicant shall submit the details of the technology mass balance, the process flow diagram, and the master layout for the assumed treatment facility in Annex 4.

### 3.2.5. MECHANICAL BIOLOGICAL TECHNICAL TERMS

The applicant shall submit the following specific data related to the assumed treatment process of Mechanical Biological treatment for MSW.

MSW Rate for MBT Facility:	_____ ton/Day
Land Area for Treatment Facility:	_____ m2
Recycling Factor:	<input type="checkbox"/> 60% <input type="checkbox"/> 70% <input type="checkbox"/> 80% <input type="checkbox"/> Other
Rate of RDF Production to total MSW	_____ %
Rate of Compost Production to total MSW	_____ %

Rate of Recyclables to total MSW	_____ %
Rate of final disposed off rejects	_____ %

The applicant shall submit the details of the technology mass balance, the process flow diagram, and the master layout for the assumed treatment facility in Annex 5.

**3.3. APPLICANT EXPERIENCE**

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The applicant shall submit his experience relevant to the treatment process.  
The following table shall be filled in for at least the last 10 years.

#	Project Name	Location	Investment Volume	Financial Resources	Year of Start up

#### 4. APPLICANT FUNDING SOURCES TO TREATMENT FACILITY

The applicant for the interested MSW treatment process shall submit the following financial resources and terms:

<b>Financial Mechanism:</b>	<input type="checkbox"/> Total Equity <input type="checkbox"/> Equity/Debt <input type="checkbox"/> Equity/Leasing <input type="checkbox"/> Others
<b>Loan Setup:</b>	<input type="checkbox"/> Soft Loan <input type="checkbox"/> Commercial Loan <input type="checkbox"/> Other
<b>Financing Support:</b>	<input type="checkbox"/> Development Agencies <input type="checkbox"/> Green Funds <input type="checkbox"/> Others
<b>Banks/Financial Institutions</b>	Please name such institutions

## 5. PREQUALIFICATION DOCUMENT EVALUATION

The applicant prequalification document shall be evaluated based on scoring system as per the following table and definitions to assess the proper score.

#	Item	Maximum Score	Minimum to Achieve
1	Company Information	20	70%
2	Company Organization Structure	40	80%
3	Company Profile	40	70%
4	Company Financial Capability	60	70%
5	Company Commitment to Regulations and Laws	100	80%
6	Technology Adaptation and Maturity	150	80%
7	Pollutants and Emissions Control Level and Compliance	150	90%
8	Technology Performance Efficiency in Treatment Process	100	80%
9	Company Experience	80	70%
10	Company Funding sources to Investment in Treatment Technologies	200	80%

**ANNEX 1: COPY OF COMMERCIAL REGISTRY AND TAX CARD**

## ANNEX 2: COMPANY ORGANIZATION STRUCTURE

## ANNEX 3: COMPANY PROFILE

**ANNEX 4: TECHNOLOGY MASS BALANCE, THE PROCESS FLOW DIAGRAM, AND  
THE MASTER LAYOUT FOR WASTE TO ENERGY TREATMENT PROCESS**

**ANNEX 5: TECHNOLOGY MASS BALANCE, THE PROCESS FLOW DIAGRAM, AND  
THE MASTER LAYOUT FOR MECHANICAL BIOLOGICAL TREATMENT PROCESS**

## Frequently Asked Questions Related to W2E Project

Company Name	No.	FAQs	Answers
Hassan Albam Holding Company	1	As this is a Feed in Tariff Program, developers will be allocated plots as opposed to a competitive bidding process. Please confirm the possibility of a single applicant to submit more than EOI or be allocated more than one plot depending on the different treatment processes	It is not a competitive bidding process. This phase is to express the interest for the participation in W2F business in Egypt and to submit the forms for the prequalification process in order to enable the evaluation to your company.
	2	Concerning Section 3.1.4 "Financial Capabilities" the term "Volume of Investment" is very generic, suggest to replace and include "Net Worth" in addition to "Total Revenues"?	What is being meant by the investment volume is to understand your investment in projects versus the anticipated revenues against this investment. If you would like to introduce another terms and definitions regarding your company financial capabilities it would be OK.
	3	Concerning MBT Treatment Processes, please advise on the maximum output available for invoicing for such treatment process? Will WMRA purchase production of RDF?	The modules available to MBT would be the domain between 200 to 1000 ton/day of MSW to be processed. The products such as RDF and Compost would be the responsibility of your company to sell in the market.
	4	Kindly inform on the escalation of the FIT Tariff during the concession period? Will the tariff be inflation adjusted yearly?	The FIT is of constant value over the contract period and paid in Egyptian Pound. However, this FIT is linked to the change in the exchange rate of the US Dollar. It is clearly defined in the Annex of the Decree #41-2019.
	5	Concerning section 3.2.3 kindly confirm that Egyptian regulations references is given according to Law no.4 for the year 1994, what is the maximum limit for emissions for WTE facilities as per the law (there is not specific category for WTE)?	The W2E process is finally an energy conversion process to generate electricity so all emission related to the power plants operation are applied besides the other toxic emissions and particulates. Moreover, the Law #4, the European standards, and the international standards would be applied related to each technology of W2E.
	6	Please specify what are the supporting documents requested to be submitted in accordance with section 3.2.4	The requested data here is related to your interest in which technology will you apply with simplified mass energy balance. Also, you can apply for the different technologies stated. This will enable the committee to recommend the most suitable locations for your operations post the prequalification process. Again this phase is not tender document and it is only prequalification process.
	7	What is the minimum number of projects must a consortium have in order to prequalify (ongoing operational).	There is no limit. The only thing is to commit against the minimum and maximum capacity as per Decree 41-2019. So you can consider the projects could be replicable in accordance to the allowed capacity per each project.
	8	What are the guarantees provided by the Government for the collection & supply of MSW for the electricity generation? Developer must be compensated in case of non-delivery of waste.	The Government will guarantee the quantities of the supply of the MSW to your location either to the thermal treatment process (Electricity Generation) or the MBT technology. The Quantities shall be clearly decided by the technology Supplier (Company) against certain processing efficiency having the minimum final solids to be disposed off. Also, the responsibility of MSW supply to your facility will be by the Government.
	9	How will WMRA allocate the projects to the developers? Noting that a project below 20MW capacity might not be feasible given the total investment cost	The maximum of 20 MW is the only allowed projects. The allocation for the projects will be in accordance to WMRA Master Plan for the anticipated generated MSW and the rate of collection by the allocated service providers not your company.
	10	Will the PPA include a provision for the amount of waste and its specifications in accordance with the use technology?	For sure the PPA contract will include all technical and legal articles to cover everything for whatever the assumed technology is.
	11	Will the Ministry of Finance provide a guarantee for the PPA? Please explain the form, amount, duration of the Ministry of Finance support.	No Guarantess will be issued the Government of Egypt except for the commitment to purchase your electricity generated by the electricity distribution company in accordance to the FIT.
	12	Who will be the counterparty in the off-take agreements, please specify the nature of the involvement of the Ministry of Environment and Ministry of Electricity in the legal structure?	The PPA contract will be between the Governorate and your company. The role of the Ministry of Electricity is to assign the common point of coupling to your power supply on the medium voltage national grid and to set the technical terms for coordination during the operations. The Ministry of Environment will monitor the environmental performance of your operations and the compliance in accordance to the Environmental Impact Assessment.
	13	As interconnection costs to the nearest substation will be paid by the developer, we need estimated distance from sub-stations	Since the connection will be at the medium voltage side, the location of the W2E would not be more than 15 km away from the nearest substation. This is in accordance to the technical issues to connect with the medium voltage network.
	14	As land will be provided on a usufruct basis, will there be any payment under the usufruct agreement?	The Government of Egypt will fee the availability of the land at almost very minor fees which might be in terms of rental fees over the contract duration.
	15	Could you please provide us with the expected approximate waste composition characterization to be received to the facility and volume of MSW (ton/day) for a 20 MW plant in order to relate to the applicable technology? Is the mentioned required capacities Net or Gross?	The MSW Characteristics will be delivered to the different stakeholders post the evaluation for the prequalification document. Also, the required quantities for the 20 MW facility capacity is the responsibility of the technology supplier.
	16	Is there any preferences for the WTE plant components?	The plant components are fully dependent on the technology supplier and designers. If you mean the origin of the technology, the manufacturer of the technologies, and the other associated components, this again will be the responsibility of the technology supplier subject to prove the reliability and maintainability of the components to perform at high performance efficiency.
	17	Will be there any waste pre-treatment to enhance the calorific value?	Also, this is the responsibility of the company operator to the W2F.
	18	Regarding the Sludge treatment projects, what are the basis for projects allocation and concessions?	Such projects will be under the Holding Company for Waste Water and Water Treatment conditions. The assumed plan is to allocate the W2E projects inside the Waste Water Treatment Facilities or to work based on Clustering the Sludge from different small facilities in order to get the most economical size to the investor.

Company Name	No.	Frequently Questions	Answer
Hassan Allam Holding Company	19	There is a confusion for the submission dates, according to the e-mail, it is one month from its date which will be 25th of April, while on the website, it is mentioned that the deadline is 30th of April, 2020. Could you please clarify which date shall we follow and its corresponding clarifications deadline?	The due date for submission will be April 30, 2020.
	20	Since it is a FIT program, what will be the main evaluation criteria for selecting the prequalified bidders in order to proceed with project development process?	Again it is not technical bidding evaluation. It is prequalification process to get a registry of companies which are already evaluated to be qualified in this new business venue in Egypt.
	21	What is the basis for fulfilling the maximum score for prequalification?	The scoring for the prequalification evaluation is set in the document with the minimum achievable score. So, it is clear in the document.
	22	According to 3.1.1, point 10, Is this PQ only IPP oriented? as the PQ documents for Service Provider is oriented not only to Developers but also EPCs, Engineering, etc	No the PQ document is related to the service providers. However, your Company can be of another activity discipline and could participate as service provider with special purpose company in future since such services are new to the business in Egypt.
	23	Concerning the COVID-19 situation, is it acceptable to submit only the soft copy of the EoI documents	The hard copy could be send by mail to the AUCOA since they are working under nowadays circumstances.
	24	Based on our strong experience in carrying out WtE projects, with all relevant technologies, we know an appropriate gate fee needs to be included in order for the business model to succeed. The value of this gate fee will depend on many parameters such as the type of waste, the volumes, the selected technology and other local conditions; however, the zero gate fee system has never been implemented, even with lower costs solutions such as landfilling, including in countries with high FIT. You are well aware that some technologies come with very high costs, not to mention the added challenge of the low calorific value of MSW. On this basis, we would like to ask: a. Is Please note that due to the Coronavirus situation, our teams don't have the sufficient resources to properly prepare and submit the prequalification documents on the indicated submission date (30/04/2020). For this reason, we kindly request a one (1) month time extension for the submission of prequalification documents, to be the 1st of June, 2020.	No gate Tipping fees will be paid by the Government. The FIT tariff covers all investment recovery and the operating expenses ensuring not less than 17% Internal Rate of Return. So you can study your feasibility against your technology assumed and the stated FIT
	25	Reference to point 3.2.2, page 5 of the prequalification document, we read: "The applicant shall formulate compliance statement considering the following terms: ( . . ) The readiness of the applicant to offer FIT lower than of the stated one in Decree #41" Please elaborate the mechanism to make project economically feasible utilizing this approach.	For the time being, the due date for the submission is restricted. Again, this phase is to express the interest and to fill in the forms of the prequalification documents.
	26	As mentioned in the documents, the tariff payment will be in EGP, is there is an availability for the Government's consideration to full index the tariff payments to USD, as it was done in Egypt in the FIT program launched by the Government in October 2015 as first phase with a later second phase.	What is being meant the FIT as per Decree #41 is the upercenting and for the companies that would find that they can submit for less value of this FIT it would be accepted.
	27	Last of technical information required	No, the FIT will be paid in Egyptian Pounds and it is dynamic value linked to the exchange rate of the currency as explained in the annex of the Decree #41.
	28.1	Site Information • Site digital topographic map (surrounding road red line, river blue line width, building contour line) • Project location geological data • Project location weather conditions, wind direction diagram	It is Expression of Interest and nothing is assigned for any facility. So, all such data will be made available after passing the process of the prequalification.
	28.2	Interfaces • Road interface • Water supply • The requirement for rain water drainage. • The requirement for waste water drainage. • Condition of Electricity Grid (Information about substation - Voltage class of the plant electricity - The distance from plant to the substation)	All these are also related to the detailed technical submission for the project post the prequalification process.
	28.3	Design Information • Main equipment applicable to the project. • Waste Characteristics. • Whether Government Review the Engineering Drawings, and Procedure. • Any relevant provisions in the design, construction, and procurement. • Local and State Pollutant Discharge and Environmental Requirements. • State and Industrial Mandatory Construction Standards and technical standards. • Could the design refer to Chinese standards? • Is there a local design institute to cooperate with? And how about performance of the design institute?	All these are also related to the detailed technical submission for the project post the prequalification process

Company Name	No.	Frequently Questions	Answer
Recette	1 2 3 4 5 6	Information about proposed landfills 1 Year opened year of (planned) closing 2 Amount of municipal solid waste already in place 3 Amount of municipal solid waste per year 4 Surface of the landfill 5 Height of the landfill 6 Location of the landfill (and name, so that we can check on Google maps)	All these are also related to the detailed technical submission for the project post the prequalification process
CNEEC	1 2 3 4 5	1 Apart from the tariff described in the documents, is there any other subsidy issued by central or local government, such as landfilling cost, waste treatment charge? As informed in the documents, the land will be assigned by government to investor. Please clarify: 2 1. The land will be provided by free or by lease? 2 The condition of the land during handing over, such as demobilization of local residents, compensation for removing local facility, leveling of the ground to standard elevation, etc. As informed in the documents, the tariff will be paid by Egypt Pound. However, will the billing mechanism adopt USD, Euro or Egypt Pound? 3 If billed by foreign currency, will the price be linked with real-time exchange rate or calculated by fixed exchange rate? 4 Will there be any tax credit or incentive policy for investors? 5 Will there be any sovereign guarantee for the PPA?	All these are also related to the detailed technical submission for the project post the prequalification process  Answered above
Greenree Egypt	1	1 The energy product can be methanol, ethanol, or only electricity?	It can be any of the products but the only product the ministry of electricity will purchase is the electrical energy. Any other products to be sold shall be the responsibility of the Company that will install the technology.
Connect International	1	1 The consortium agreement should be submitted as part of the Pre-qualification documents?	It can be mentioned the assumed consortium presenting the profiles of the different entities participating in the consortium and who will be the leading.
GS Engineering & Construction Corp.	1 2 3 4 5	1 When is the exact required submission date? Do you have any plans to extend the submission deadline? 2 Do we need to submit Hard copy and CD-ROM to OUDA in person? 3 Do we need to submit EOI only or including PQ required documents? 4 What is the bidding schedule and plan after submitting the EOI? 5 Do you have a detailed PROJECT SUMMARY?	All companies should submit before April 30, 2020  All companies should submit in hard and CD-ROM to OUDA (www.ouda.org.eg)  It is prequalification documents that should be in accordance to documents announced.
Aspet	1 2 3 4	1 what is the measurement & Criteria of evaluating company funding source? 2 Regarding FIT how it will be calculated for MBT? 3 In case of joint venture agreement with international companies, copy from the contract will be enough or it must be legalized from Egyptian embassy? 4 Regarding company experience in prequalification you assign only 40 points it should be reconsidered if we compare it to other criteria mentioned in prequalification document evaluation.	No FIT to MBT  It can be mentioned the assumed consortium presenting the profiles of the different entities participating in the consortium and who will be the leading