

Request for Clarifications - Q&A

Request for Proposal (RFP) for Consultancy Services for the Development of a Solar PV + BESS Plant in Baalbek-Hermel Lebanon

July 2026

Prepared by the Lebanese Center for Energy Conservation (LCEC)

Beirut, Lebanon

Notes to Bidders

1. This document provides the answers to the questions that were asked by interested bidders, following the launching of the RFP for “Consultancy Services for the Development of a Solar PV + BESS Plant in Baalbek-Hermel Lebanon”.
2. This document shall be considered an integral part of the RFP.

General Questions:

- Q1. *Is the cap of 126,000 euros indicated in point 88. applicable to the entire study (including the optional activities), or just to the confirmed activities (Financial viability analysis, Economic viability analysis, Procurement and ownership analysis and Implementation and O&M plan)?*
- A1. *The cap has been amended to 249,500 euros as per the Addendum to the RFP. This cap applies to the entire scope of services, including all mandatory and optional deliverables, all reimbursable expenses, and all applicable taxes. Accordingly, the total financial proposal submitted by the bidder shall not exceed EUR 249,500 under any circumstances.*
- Q2. *Given the current geopolitical situation, we are not in the position to confirm the possibility to travel in the region. Furthermore, the pricing would be highly affected by the number of travels required. We kindly ask you if it would be possible to substitute travels with remote meetings.*
- A2. *As we understand the security concerns, remote meetings can substitute travels. However, the consultant should take into consideration a minimum of one travel to be conducted at the end of the project, including all key experts.*
- Q3. *Bidder structure: the scope of work is predominantly financial/economic and procurement focused, with technical input on the Implementation and O&M plan. the RFP however require the bidder to be an Engineering Firm, together with the Team Leader being technical expert. Due to the nature of the scope, in particular modelling for financial/economic analysis for purpose of grant funding, procurement and structuring strategy where IPP procurement as a possible option, we would expect the lead firm to be a transaction/commercial/financial adviser with technical partner. Would LCEC be open to consider a broader setup and alternative in supplying TL and Key Expert, in order to better structure our possible consortium.*
- A3. *The team structure and corresponding scoring criteria has been amended as per the Addendum to the RFP.*

- Q4. *Budget cap of 126,000 EUR: is this cap applied to the mandatory work only or should it be the cap for base scope + 2 optional activities? Is this the net fee excluding applicable taxes such? If the contractor is paid directly by Invest International, shall we assume that the payment will not be subject to Withholding taxes? If we bid from an entity registered in the Netherlands, we assume our contract will be subject to VAT. Please confirm.*
- A4. *The cap has been amended to 249,500 euros as per the Addendum to the RFP. This cap applies to the entire scope of services, including all mandatory and optional deliverables, all reimbursable expenses, and all applicable taxes. Accordingly, the total financial proposal submitted by the bidder shall not exceed EUR 249,500 under any circumstances. The consultant will be contracted by LCEC and paid directly by Invest International. It remains the responsibility of each bidder to determine and account for any applicable VAT, withholding taxes, or other tax obligations based on the relevant tax regime and any applicable tax treaties. LCEC does not prescribe or confirm the tax treatment applicable to individual bidders.*
- Q5. *Is the number of missions (5) mandatory or free to be estimated in our FP?*
- A5. *The consultant should take into consideration a minimum of one travel to be conducted at the end of the project, including all key experts.*
- Q6. *Performance Bond = is there possibility to waive this requirement? such bond can bear material cost in consideration of the low budget made available for this study. If Invest International is the party paying the fees, should the performance bond be issued to them or to LCEC?*
- A6. *The performance bond is required in the RFP as a general requirement and its amount shall be determined upon contract award. The performance bond shall be issued to LCEC.*
- Q7. *Cap of Liability: the proposed contract conditions does not specify any liability cap, as it is customary in consulting contract. Can you clarify what liability cap is applying to the contract? Consulting contracts are typically capped a 1x to 2x the contract value and can only relate to direct damages (no indirect liabilities).*
- A7. *LCEC acknowledges that it is common practice in consulting contracts to include a limitation of liability. We intend to cap the Consultant's total liability at 1x the total contract value, limited to direct damages only, with exclusion of indirect and consequential damages.*

- Q8. *Submission structure = can we submit a proposal as lead contractor and combine with other firm under sub-consulting agreements and in this case, would references of subcontractors also qualify as reference of the consortium as a whole (which is not a JV)*
- A8. *The bidder may sub-contract specific services without forming a JV. In case of sub-contracting, it shall be supported by the Sub-Contractor(s) Information Form (Form 4) attached to the RFP. However, the technical scoring will only be applied to the applicant, and in case of a JV, to the JV members. For the avoidance of doubt, the qualifications of any sub-contractor will not be taken into consideration during the technical scoring of the proposal.*
- Q9. *Payment milestones = the General Terms refer to three payments (advance, progress, final), but Table 3 shows five milestone percentages. Is the breakdown of payment negotiable or imposed?*
- A9. *The payment schedule is to be negotiated with the winning bidder.*
- Q10. *Submission date = in consideration of the above and the described timing Q&A > 6 July > Submission 15 July, would LCEC be amenable to consider an extension of the deadline? World Bank typical procurement provides for at least 15 calendar days between deadline for submission of clarifications and bid submission, in particular if the RFP is amended on bidders clarifications.*
- A10. *As per the Addendum to the RFP, the deadline for submission of proposals has been extended till August 5, 2026.*
- Q11. *List of Key Expert = point 109 list a TL and RE Engineer, Electrical engineer, Institutional Expert, E&S expert and Financial / Economic Expert (5), while the scoring table in section J requires a TL/RE Engineer, Electrical Engineer, a Legal Expert, an E&S expert, a Financial Expert and an Economic Expert (6 experts). Could you confirm how many KE are required and if the Financial/Economic is a single KE or if 2 CVs should be submitted?*
- A11. *As per the Addendum to the RFP, Clause 109 has been amended as follows:
 Team Members: the bidder shall have a professional and qualified team, including a team leader with relevant experience in renewable energy projects, an electrical engineer, a legal expert, an environmental and social specialist, a financial expert, and an economic expert.*
- Q12. *Phase 1 documentation: will the documentation provided by in soft copies, including spreadsheet models? Does the technical studies of Phase 1 also include technical specifications and assessment of BESS requirements and sizing?*
- A12. *Phase 1 studies in line with clause 39 will be delivered to the consultant in soft copies. PV+BESS technology was one of the alternative solutions assessed in Phase 1.*

Q13. *Procurement: if the procurement route is concluded to the EPC, will the contract be based on FIDIC models/templates?*

A13. *Yes.*

Q14. *Qualification Criteria- Stage 1 :107- Past performance: the bidder (or, in case of a joint venture, at least one of the joint venture members) shall have at least 200 MWp + 600 MWh of utility scale solar + storage projects consultancy services that reached financial closure starting January 2016. As the requirement refers to "projects" (plural), we understand that the required 200 MWp + 600 MWh may be demonstrated through the cumulative capacity of multiple eligible reference projects. Kindly confirm whether our understanding is correct.*

A14. *Correct, cumulative capacity of utility scale solar + storage projects is acceptable. However, only utility scale projects with a detailed and accurate description of each of them shall be considered eligible during the evaluation of this criteria.*

Q15. *Given that the base scope entails the preparation of a feasibility study, the consultant's scope is limited to the preparation of a high-level environmental considerations, excluding permitting procedures. Please confirm or advise otherwise*

A15. *The scope of the proportional ESIA is well described in clause 41. Annexes 2 and 3 also provide insights on key factors to be taken into consideration.*

Q16. *Please confirm that the EIA will only be commenced if the design will proceed until tendering stages (optional scope).*

A16. *No not necessarily, since this is an optional deliverable, the commencement of the proportional ESIA is subject to our confirmation.*

Q17. *Since the EIA process will be initiated following the development of the technical feasibility, please accept the consultant proposal to extend the assignment timeline so that the EIA process is allocated 8 months to be completed, given the authority review period, public consultations and environmental surveys, that will be deemed necessary. such will result in extending the assignment overall duration to 11 months (including authorities approvals and permits)*

A17. *Assignment's overall timeline extension will not be considered at this stage.*

Q18. *Since the client has carried out at phase 1 the institutional assessment including stakeholders engagement, capacities and potential barriers, Socio-economic analysis, the consultant assume that the same assessment and studies will be considered for phase 2 assignment without the need to re-doing it; please confirm.*

A18. *As per clause 41, the institutional assessment is not part of the consultant's scope of work.*

Q19. *please confirm the understanding that the fees allocated within the RFP and capped by 126,000 Euro are only for conducting the feasibility study (technical, financial & economic) in addition to the procurement analysis and implementation and O&M plan. Other optional scope including the preparation of tender documents and ESIA will be priced separately by the consultant the the corresponding fees are excluded from the above allocated budget.*

A19. The cap has been amended to 249,500 euros as per the Addendum to the RFP. This cap applies to the entire scope of services, including all mandatory and optional deliverables, all reimbursable expenses, and all applicable taxes. Accordingly, the total financial proposal submitted by the bidder shall not exceed EUR 249,500 under any circumstances.

Q20. *The Consultant understand that the technical deliverables within the feasibility will be limited to performance specification and cost estimate of the plant. Generation of drawings will be through the optional scope (tender documents); please confirm or advise if otherwise.*

A20. Clause 41 clearly lists and describes the consultant's scope of work. For example, drawings are listed in Set 1 of the optional tender documents.

Q21. *The consultant is kindly asking the client to share the available studies carried out for phase 1*

A21. Phase 1 studies in line with clause 39 will only be shared with the winning bidder.

Q22. *We are writing to request a 30-day extension for the submission of our proposal for the "Consultancy Services for the Development of a Solar PV+BESS in Baalbek-Hermel, Lebanon" currently due on 15 July 2026.*

A22. As per the Addendum to the RFP, the deadline for submission of proposals has been extended till August 5, 2026.

Q23. *Given the scope and complexity of the required technical, financial, and environmental studies, as well as the coordination required among our multidisciplinary team and partners, we respectfully request that the proposal submission deadline be extended by three weeks, from 15 July 2026 to 5 August 2026.*

A23. As per the Addendum to the RFP, the deadline for submission of proposals has been extended till August 5, 2026.

Q24. *As the consultant of the 1st Phase of work (Feasibility Study for the Development of a CSP plant in Baalbek-Hermel, Lebanon), please confirm whether the potential lands demarcated for the CSP project be available for the suggested PV and battery plant with adjustments.*

A24. The feasibility studies subject of Phase 2 will build on outcomes of Phase 1 in line with clauses 39 and 41.

Q25. *Clause 27: This clause indicates that “the financing for the project is completely available to the LCEC through funding by Invest International on behalf of the Dutch Ministry of Foreign Affairs, under the grant facility Develop2Build (D2B)”. Can it be clarified whether this refers only to payments for the consultancy or reflects a more ambitious goal of grant financing the whole project (or a major portion of it)?*

A25. This clause describes financing of the feasibility study project only.

Q26. *Clause 41: The implementation and O&M plan would only appear to be relevant for the EPC option as under standard IPP structuring including those done previously in Lebanon, project implementation and O&M plan are designed and executed by the selected project developer with LCEC role limited to review the plan to ensure that it conforms to bid specifications. Could this component of the work be merged with the EPC role so that money can be saved by LCEC accordingly?*

A26. This does not represent our envisaged purpose from conducting the implementation and O&M plan. However, at a later stage, we might consider deliverables reshuffling.

Q27. *The optional tender related components of this assignment would appear difficult to price at this moment as EPC option is different in quantum of time / expense and nature than IPP option, and both options might be amended to include some form of support during the bidding and negotiation stage. There would be different challenges on estimating costs on the ESIA without agreed technical parameters. Furthermore, the budget cap would not appear to cover these services. Could these services be mutually agreed as contract extension once the procurement report is completed and agreed?*

A27. The cap has been amended to 249,500 euros as per the Addendum to the RFP. This cap applies to the entire scope of services, including all mandatory and optional deliverables, all reimbursable expenses, and all applicable taxes. Accordingly, the total financial proposal submitted by the bidder shall not exceed EUR 249,500 under any circumstances.

Q28. Clause 109: This clause indicates that a financial and economic expert will be a key member but in (b) Teams and Tasks on page 34 and in Form 9, the role is split between two separate experts, one financial and one economic. Could we check on whether this role can be covered by one person or is intended to be covered by two separate experts and in the latter case whether one or both would be considered key experts, meaning 6 experts rather than 5?

A28. As per the Addendum to the RFP, Clause 109 has been amended as follows:

“Team Members: the bidder shall have a professional and qualified team, including a team leader with relevant experience in renewable energy projects, an electrical engineer, a legal expert, an environmental and social specialist, a financial expert, and an economic expert.”

The later two are considered separate areas of expertise; however, bidders may propose the same individual for both roles, provided that the proposed expert demonstrably meets the qualification and experience requirements applicable to both positions.

Q29. Para 108 and (b)(2) & (4) on page 33: Number of years of experience sought are not in line with development of the solar PV, BESS and general renewable industry globally and within Lebanon [Para 108 and (b)(2) & (4) on page 33] – the concept of having 15 years’ experience in solar plus BESS projects. We don’t think that any candidates for team leader would have 15 or more years of experience in BESS given that this technology only became widely used in the last decade. Is it possible to amend the requirements as 10 Years for Solar Pv and 5 Years for BESS? As Lebanon only began implementing renewable energy projects, in the last decade, the reference to Lebanon in “Lebanon and the MENA” region of 15 years or more should be amended accordingly. Likewise Utility scale renewable energy projects only began to be implemented in the, so can this be amended accordingly.

A29. The team structure and corresponding scoring criteria has been amended as per the Addendum to the RFP. The revised criteria consider broader renewable energy experience, including engineering, financial structuring and procurement advisory experience, in order to better reflect both current market realities and the objectives of the assignment.

Q30. Clause 114: Can we include the option of non-key experts who would be international or local

A30. Yes, non-key experts may be local or international, provided the requirements of Clause 114 are met.

Q31. Clause 147: Can we assume that this requirement is for minimum one trip each (not five trips each) for each of the 5 key consultants?

A31. The consultant should take into consideration a minimum of one travel to be conducted at the end of the project, including all key experts.

Q32. *Clause 88: This clause states that “If the financial offer submitted is higher than Euro 126,000, the bidder will be disqualified immediately. For a 6 months contract (excluding the optional scope) with Scope involving Financial Viability Analysis, Economic Viability Analysis, Procurement Analysis, Implementation and O&M Plan, the fees are extremely low and it is our earnest request to reconsider the cap. A reconsideration may ensure confirmed participation from reputed bidders reducing the risk of a re-tender.*

A32. The cap has been amended to 249,500 euros as per the Addendum to the RFP. This cap applies to the entire scope of services, including all mandatory and optional deliverables, all reimbursable expenses, and all applicable taxes. Accordingly, the total financial proposal submitted by the bidder shall not exceed EUR 249,500 under any circumstances.

Q33. *Clause 107: (Past Performance) - the requirement of 200MWp Utility Scale PV experience may please be amended to 200MWp experience of any type of Solar PV installation. Also, the requirement of 600MWh may please be amended to “proven BESS experience” without referring to capacity for reasons stated in Q29. Also, it may be noted that “Financial Closure” may or may not apply for Industrial Installations, Installations undertaken by EPC Contractors for non-developers etc. and this will limit participation.*

A33. Please refer to A14. The requirement is intentionally limited to utility-scale solar PV and battery storage projects, as the assignment concerns the development of a utility-scale Solar PV + BESS project. Accordingly, only proven utility-scale projects will be considered eligible under this criterion. LCEC also considers experience with utility-scale battery storage capacity and projects that reached financial close to be relevant indicators of experience for the purposes of this assignment.

Q34. *The RFP also states that “The Consultant should specify the missions to Lebanon in the Technical Proposal and include the incidental expenditures related to the missions in the Financial proposal”. If these expenses are part of the fee cap, then the fee becomes further constrained and these expenditures may please be separated from any fee cap.*

A34. The cap has been amended to 249,500 euros as per the Addendum to the RFP. This cap applies to the entire scope of services, including all mandatory and optional deliverables, all reimbursable expenses, and all applicable taxes. Accordingly, the total financial proposal submitted by the bidder shall not exceed EUR 249,500 under any circumstances.

Q35. *Recognizing the criticality of Q25, Q26, and Q27, a pre-bid conference with bidder participation is requested so that views on the execution model can be exchanged with emergence of clarity.*

A35. *LCEC does not intend to organize a pre-bid conference. Clarifications provided through the Request for Clarifications document and the Addendum to the RFP are considered sufficient to address the questions raised by the market. Any further clarification requests should be submitted in accordance with the procedures described in the RFP.*

Q36. *Withholding Tax: Are payments made to foreign consulting firms under this contract subject to Lebanese withholding tax? If so, could you please indicate the applicable rate(s) and confirm whether such tax will be deducted directly from payments to the Consultant?*

A36. *The consultant will be contracted by LCEC and paid directly by Invest International. It remains the responsibility of each bidder to determine and account for any applicable VAT, withholding taxes, or other tax obligations based on the relevant tax regime and any applicable tax treaties. LCEC does not prescribe or confirm the tax treatment applicable to individual bidders.*

Q37. *VAT / TVA Applicability: Are consultancy services provided under this contract subject to Lebanese VAT (TVA)? If applicable, we would appreciate clarification on the applicable rate and whether VAT should be included in the Financial Proposal or invoiced separately.*

A37. *The bidder's financial proposal shall cover the entire scope of services, including all mandatory and optional deliverables, all reimbursable expenses, and all applicable taxes. The consultant will be contracted by LCEC and paid directly by Invest International. It remains the responsibility of each bidder to determine and account for any applicable VAT, withholding taxes, or other tax obligations based on the relevant tax regime and any applicable tax treaties. LCEC does not prescribe or confirm the tax treatment applicable to individual bidders.*

Q38. *Nominated Subcontractors: Regarding nominated subcontractors, could you please confirm whether a subcontractor is allowed to participate in bids with more than one bidder simultaneously?*

A38. *Every bidder is free to determine which specific services will be subcontracted, in line with the RFP's terms and conditions.*