

**INVITATION FOR EXPRESSION OF INTEREST TO ACT AS PROJECT MANAGEMENT  
TECHNICAL ADVISORS TO THE HELLENIC REPUBLIC IN RELATION TO R.E.S. PROJECT  
“HELIOS”**

15 December 2011

1. Introduction

The Hellenic Republic (HR) considers the appointment of leading project management technical firms to act as advisors in relation to the Renewable Energy Sources (R.E.S.) project “Helios”. The project is being developed in accordance to the EU Directive 2009/28/EC and within the context of the European Union policy for the 2020 RES targets. The HR intends to develop the “Helios” plan on a bilateral/multilateral basis with other EU member states as a Host member state, primarily on a Joint Project long-term concession basis, incorporating all-inclusive licenses for solar PV installations on state-owned land, or land owned by other public law entities. The plan targets the development of substantial capacity in three phases, of which 2 GW will be deployed immediately and the remaining will be deployed in subsequent phases according to the development of the European grid infrastructure as envisaged in the Communication of the European Commission COM(2010) 677/4.

2. Scope of Work

The technical advisor will assist the Hellenic Republic (the “HR”) in developing, interpreting and validating the technical aspects of project “Helios”. In specific, the Technical Advisor will:

- a. Liaise, cooperate and coordinate with the relevant European and domestic competent authorities and bodies such as the JRC of the EC, the ENTSO-E, and the Hellenic TSO in order to:
  - i. Assess the feasibility of the Statistical Transfer option.
  - ii. Assess the potential use of existing connections for cross-border energy transmission.
  - iii. Validate the optimal route(s) for the physical transfer of the produced energy to central Europe
  - iv. Review the technical specifications and requirements of the international transmission networks to be developed
  - v. Review and validate any potential upgrade requirements of local networks
  - vi. Determine the associated CAPEX required
  
- b. Provide analysis and assistance in:
  - i. Identifying and scoping available EU-funding programs for infrastructure projects
  - ii. Determining the required actions for the inclusion of the transmission network infrastructure in PCI projects
  - iii. Coordinating with the relevant competent bodies in the research and identification of appropriate state-owned land, or land owned by other Public Law entities for utilization in the project

- iv. Validating the technical suitability of the identified land parcels for inclusion in the project
  - v. Preparation and monitoring of detailed project deployment schedules
- c. Cooperate with, and support appropriately the financial and legal advisors appointed to the project by the HR
  - d. Support the HR in organizing an integrated and seamless licensing process for the “Helios” land parcels
  - e. Assess the socioeconomic and environmental impact of the project and identify measures to optimize costs and benefits.
3. Required Qualifications

The HR invites leading firms to express their interest in relation to this assignment. Interested firms should possess extensive and proven track record in the following areas:

- a. Transmission network technical design and specification
- b. EU electricity market operation and regulation
- c. EU infrastructure funding regulations
- d. Technical evaluation and selection of RES project sites
- e. Project management

The successful candidates should be in the position to showcase international projects of similar nature, and extensive local know how and experience in all of the above areas.

4. Proposal Requirements

Interested firms are requested to submit an offer in writing, which should include the following:

- a. Proposed fee structure and associated terms and conditions for the provision of the services contemplated hereby
- b. An understanding of the project needs and requirements
- c. Initial thoughts on the proposed methodological approach and project organization
- d. Timeline & deliverables
- e. Relevant project experience relating to the above areas
- f. Summary of firm capabilities & proposed team composition and profiles
- g. Any supplementary material which may assist in the selection process

5. Each of the recipients of this information agrees to treat subsequent information received from the HR in relation to this potential transaction, as confidential information. Accordingly each recipient should ensure that it has appropriate internal compliance procedures in place to ensure that this confidential information is not disseminated outside of its place of business or to its sales and trading departments (or equivalent departments within its organisation).
  
6. Selection Procedure
  - a. The award of the assignment will be made in accordance with the provisions of Law 3049/2002. The selection committee, which will be formed, shall receive and assess all offers that will be validly submitted. The assessment shall take into consideration the above mentioned in paragraph 3 qualifications and requirements, the financial proposal, as well as the criteria mentioned in the paragraph 5 of the article 7 of Law 3049/2002.
  - b. The selection committee may require any clarification, addition or adjustment of the submitted offers as deemed necessary. Following the assessment process, up to three (3) candidates may be chosen for negotiation. Should the number of candidates that fulfill the abovementioned prescribed minimum selection criteria be less than three (3), the selection committee may - at its sole discretion - continue the procedure by calling solely on the candidate(s) that fulfill such criteria.
  - c. A candidate that does not meet the criteria set hereof will not be allowed to participate in the process at the sole discretion of the selection committee.
  - d. The HR reserves, at its the fullest exclusive discretion, the right to cancel, suspend, amend or postpone at a later time this procedure, without any prior notice, as well as to terminate any negotiations or discussions at any stage of the process, without incurring any liability whatsoever as against any participant and/or any third party.
  - e. Interested firms must submit their offer, together with all other documentation set out above, via e-mail to the State Secretariat for Asset Restructuring and Privatizations (SSARP) at the e-mail address [ssarp@minfin.gr](mailto:ssarp@minfin.gr), marked "**HELIOS: INVITATION FOR EXPRESSION OF INTEREST FOR PROJECT MANAGEMENT TECHNICAL ADVISORS**". Additionally, a hard copy of such offer may also be submitted on a discretionary basis, in a sealed envelope, at the offices of the SSARP (8 Karageorgi Servias Street, Athens, Postal Code: 101-84, 6th floor). The offers must be submitted no later than **December 28th, 2011**.