



Request for Quotation (RFQ)

For

Provision of Financial Advisory Services

(RFQ No. 160)

RFP Issue Date : 13th October 2021

Proposal Submission Date: 17th October 2021

Submission Mode : E Submission

Submission Location : E Submission to Etihad.tenders@etihadesco.com

Important Notice:

1. Any Proposal received after proposal Submission Time shall be deemed rejected.
2. Any inquires to be addressed to Etihad.tenders@etihadesco.com

IMPORTANT NOTICE

This Request for Quotation (“**RFQ**”) is being made available by Al Etihad Energy Services Co. LLC (hereinafter referred to as “**Etihad**” or the “**Employer**”) to the bidders on the terms set out in this RFQ. This RFQ contains a summary of available information and no reliance will be placed on any information or statements contained herein, and no representation or warranty, expressed or implied, is or will be made in relation to such information. Neither the Employer nor its clients or partners will have any liability or responsibility in relation to the accuracy, adequacy or completeness of neither such information nor any statements made. For the avoidance of doubt, bidders should not assume that such information or statements will remain unchanged. Nothing in this RFQ will be construed as legal, financial or tax advice. In no circumstances will the Employer, its partners or clients will incur any liability or responsibility arising out of or in respect of the issue of this RFQ.

The Employer reserves the right to amend this RFQ, the procurement process, its requirements and any information contained herein at any time by notice, in writing, to the bidders.

Nothing in this RFQ is, or should be relied upon as representation of fact or a promise as to the Etihad’s decision at the end of the procurement process or its ultimate decision in relation to the award of any agreement(s) or any other future event.

The Employer and its customers, advisers, consultants, contractors, employees and/or agents do not accept any responsibility for the legality, validity, effectiveness, adequacy or enforceability of any documentation executed, or which may be executed, in relation to this procurement process. No legal relationship or other obligation will arise between a bidder and The Employer unless and until an agreement has been formally executed in writing by The Employer and the bidder and any conditions precedent to its effectiveness have been fulfilled.

The Employer reserves the right, at its absolute discretion and without notice, to terminate, abandon, alter or change the basis of this procurement process, or to exclude one or more of the bidders from this procurement process and, in such circumstances, The Employer and its respective advisors shall not be liable to any person(s) as a result thereof.

Each bidder’s acceptance of delivery of this RFQ constitutes its agreement to, and acceptance of, the terms set forth in this RFQ.

1. GENERAL INFORMATION

1.1 Etihad ES Introduction

Etihad Energy Services Company (“Etihad ES” or the “Employer”) was established in 2013 with a mission to make Dubai’s built environment a leading example of energy efficiency for the region and the world, through the creation of an energy performance contracting (ESCO) market.

The Employer has **four active service lines**.

- Etihad Retrofit
- Etihad Solar
- Facility Management
- Dubai Carbon Centre of Excellence (DCCE)

1.3 Objectives of the RFQ

The objective of the RFQ is to appoint an external financial consultant (“Consultant”) for provision of financial advisory services in respect of Etihad’s solar lease projects in accordance with Scope of Services set-out in article 1.4.

1.4 Scope of Services

Consultant’s scope of services shall include the following:

Financial and accounting advisory on bookkeeping and transactions recognitions in the relevant books in compliance with International Financial Reporting Standards (IFRS) for Build, Operate and Transfer “BOT” Solar Projects Models as follows:

- a) **(BOT Model - A):** Main project contract signed between Client & DCCE. The project financed by SPV, managed by Etihad ES and executed by subcontractor(s):
- 1) Revenue recognition from contracts with customers.
 - 2) Cost recognition from contracts with customers
 - 3) Asset recognition, measurement, impairment and its related depreciation / amortization and capitalization of property, plant, and equipment.
 - 4) The recognition, measurement, presentation, and disclosure of leases.
 - 5) The booking transactions for the return on drawings cash flow, payable and receivable.
 - 6) VAT compliance and tax return filling for capital investment in accordance with UAE laws and FTA regulations.

- b) **(BOT Model - B)**: Main project contract signed between Client & Etihad ES. The project financed by SPV, managed by Etihad ES and executed by subcontractor(s):
- 7) Revenue recognition from contracts with customers.
 - 8) Cost recognition from contracts with customers
 - 9) Asset recognition, measurement, impairment and its related depreciation / amortization and capitalization of property, plant, and equipment.
 - 10) The recognition, measurement, presentation, and disclosure of leases.
 - 11) The return on drawings cash flow, payable and receivable booking transactions.
 - 12) VAT compliance and tax return filling for capital investment in accordance with UAE laws and FTA regulations.

Notes:

1 – The bidder is requested to submit itemized prices for each part of the above scope of services (item A and B).

2 – The prices submitted must be fixed for the listed scope of services,. We are not seeking hourly prices.

2. PROPOSAL PREPARATION INSTRUCTIONS

The bidder's quotation shall contain the following sections as a minimum:

1. Details of notable past experience.
2. Teams CVs.
3. Fees breakdown for the Scope of Services.
4. Trade License of the Bidder.

3. MODE OF PROPOSAL SUBMISSION.

The Bidder shall submit an electronic copy of their proposal only to

Etihad.tenders@etihadesco.com latest by 17th October 2021.

The submission email must contain following in its subject:

“ RFQ # 160 - Provision of Financial Advisory Services”