

REQUEST FOR PROPOSALS:

Geothermal Drilling Training for the Office Djiboutien de Developpement de l'Energie Geothermique

OPPORTUNITY OPEN DATES:

August 28, 2017 – September 15, 2017

BACKGROUND:

The U.S.-East Africa Geothermal Partnership (EAGP) is a public-private partnership between the U.S. Agency for International Development (USAID) and the Geothermal Energy Association (GEA), implemented by the U.S. Energy Association (USEA). It was established in September 2012 to promote the development of geothermal energy projects and increase private sector investments in geothermal in East Africa. It also encourages and facilitates the involvement of the U.S. geothermal industry in the region.

EAGP is part of Power Africa. One of the goals of Power Africa is doubling access to power in sub-Saharan Africa in five years. Power Africa uses a wide range of U.S. government tools to support investment in Africa's energy sector. From policy and regulatory best practices, to prefeasibility studies and capacity building, to long-term financing, insurance, guarantees, credit enhancements and technical assistance, Power Africa provides coordinated support to help African partners expand their electricity generation capacity and access. With an estimated 15,000 MW of potential geothermal capacity in East Africa - a clean, reliable, baseload power solution – geothermal energy is critical to East Africa's economic development especially as a base-load power source.

To establish a cleaner, more affordable and reliable power system the Government of Djibouti has been focusing on geothermal energy to provide an inexpensive baseload source of electricity. To support the Government's objectives, the United States Government (USG), through Power Africa, has been collaborating with the private sector and other development finance institutions (DFIs) to accelerate the development of Djibouti's geothermal resources.

The Office Djiboutien de Développement de l'Energie Géothermique (ODDEG) was established in 2014 as the geothermal government entity working directly under the Presidency. The organization's mandate is to serve as the country's geothermal exploration and development group. As a young entity building the capacity of the organization's staff is essential to the team's long-term success. Currently the staff has limited field experience in geothermal drilling engineering. Therefore, there is an immediate need for trainers to lead a geothermal drilling engineering course in Djibouti for ODDEG's engineers.

This consultancy, funded by Power Africa through the U.S.-East Africa Geothermal Partnership (EAGP) aims to build the capacity of ODDEG's engineering staff to efficiently and effectively manage their

drilling activities. The Consultant(s) will: 1) Produce an agenda and training material for a single five (5) day geothermal drilling training program for ODDEG 2) Travel to Djibouti, Djibouti for five (5) working days to deliver the training program to ODDEG staff 3) Administer a pre-training and post-training survey to measure trainees' progress; and 4) Deliver a post-training report to EAGP summarizing the training program and outcomes for the trainees.

PROJECT TASKS AND DELIVERABLES

The Consultant(s) will carry out with the following:

Task 1: Preparation and Delivery of an Agenda/Course Outline and Training Materials for a Five (5) Day Training Course on Geothermal Drilling Engineering.

Prior to travel to Djibouti, the Consultant(s) will liaise with EAGP management to develop a course outline/agenda for the training program and the corresponding training materials. In coordination with EAGP and USAID/Djibouti, the Consultant(s) will communicate with ODDEG to determine the dates for the training program.

The core focus of the presentations should be an overview of key concepts in geothermal drilling engineering. The Consultant(s) shall cover the following topics, and may propose additional topics:

- An Introduction to Geothermal Drilling Engineering
- Well Design
- Casing Design
- Well Planning
- Rigs and Equipment
- Drilling Fluids
- Cementing
- Well Control
- Drilling Tools
- Directional Drilling
- Drilling Program and Cost Estimating

Deliverables for Task 1:

Any draft-version digital files or physical handouts to be presented as part of the training program should be submitted to USEA/EAGP no later than one week prior to the start of the training program.

Task 2: Delivery of Training Course

The Consultant(s) will travel to Djibouti to deliver the training module to ODDEG staff. EAGP staff will be responsible for planning travel, lodging and in-country transportation logistics. The Consultant(s) will be responsible for delivering the course to ODDEG staff.

Following completion of the training program, the Consultant(s) shall submit one report that summarizes major outcomes from the training program, challenges encountered, and progress/knowledge gained by participants. The report should include a summary of the pre-training and post-training surveys administered by the Consultant(s). The report will be marked “Confidential” and will not be distributed by the Consultant(s) without the express permission of ODDEG and/or USEA/EAGP. The report will include the following sections:

1. The Consultant(s) name, company affiliation, position within the company and contact email
2. Brief summary of the training program delivered to ODDEG
3. Summary of the pre-training and post-training surveys administered
4. Identification of challenges facing ODDEG staff in completing the training
5. Recommendations for additional training and technical assistance, as appropriate

Deliverables for Task 2:

Final materials presented in the training should be submitted to USEA/EAGP no later than one week after the training program.

The Consultant(s) shall turn in a draft version of the confidential report described above for review by USEA/EAGP no later than two weeks following the completion of the in-country assignment. After USEA has returned any comments or questions, the Consultant(s) shall prepare a final draft of the assessment report to be submitted to USEA/EAGP no later than one week following the receipt of USEA’s edits. In addition to the report, the Consultant(s) should provide to USEA the participant list from the training and the results of the pre-training and post-training survey.

DESIRED COMPETENCIES, SKILLS AND EXPERIENCE

- A team that comprises experts with advanced degrees in Engineering, Petroleum Engineering, Project Management, Geology, Geochemistry, Geoscience, Geophysics, or a related field
- Minimum of eight (8) years of professional experience in geothermal project development, business management, strategic planning, organizational change management, drilling engineering or related fields
- Knowledge of East Africa’s geothermal stakeholders, development history, and potential for growth
- Understanding of geothermal drilling engineering
- Excellent communication, analytical and writing skills
- Ability to work independently and with a variety of organizations
- Ability to travel for this assignment internationally

EVALUATION CRITERIA AND CONTRACT MANAGEMENT/OVERSIGHT

Evaluation of proposals will be conducted by a stakeholder review team on a Quality and Cost-Based Selection (QCBS) basis with a Cost weight of 30% and Quality weight of 70%. Contract management, oversight and payment will be carried out by the United States Energy Association (USEA).

CONTRACT TYPE

This contract will be awarded as a fixed price contract, which shall only include labor, as USEA will directly cover costs associated with travel.

PROPOSAL SUBMISSION

Proposals should be submitted by email in PDF form to Ms. Ashley Ndir at andir@usea.org. Proposals should be in PDF in a single file.

DEADLINE FOR SUBMISSION

Proposals must be submitted no later than 5:00 PM PDT on September 15th, 2017.

DOCUMENTS TO INCLUDE WHEN SUBMITTING A PROPOSAL

Applicants must submit the following:

- Letter of Interest explaining the qualifications of the Applicant
- Technical proposal outlining the proposed work plan and methodology. This proposal should include a narrative detailing the qualifications and roles of any team members, how each objective of the consultancy will be met, an estimated timeline for the delivery of services, proposed deliverables, any necessary international travel and the location of work carried out.
- CV(s) including past experience in similar projects and demonstrating a minimum of eight (8) years of professional experience in a relevant field.
- Financial proposal detailing anticipated cost of services to complete the consultancy aligned with the work plan in the proposal, including, but not limited to:
 - Labor, fringe and overhead
 - Equipment, supplies and communications

QUESTIONS AND CLARIFICATIONS

For any questions or clarifications about this consultancy, please contact Ms. Ashley Ndir at andir@usea.org. Please submit questions prior to 5:00pm September 4th, 2017. All questions and answers shall be made public on the USEA website on September 6th, so that all interested parties are fully informed.

RFP Questions and Responses:

- 1) The topics to be covered in the training are very specific to drilling, but the requirements of the bidding firm includes other areas of expertise (e.g., project management, geology, geochemistry, geophysics). How do you envisage the roles for people that are not drilling experts?

This language encompasses a broad range of expertise to capture the fact that the Consultant(s) may have experience in a range of categories. Most importantly Consultant(s) have experience in geothermal drilling and preferably leading trainings in geothermal drilling.

- 2) Would it be reasonable to send 2 people to do the training?

Yes, it is feasible to propose 2 trainers to lead the geothermal training.

- 3) The RFP indicates that you will be responsible for travel costs. Is this to ensure compliance with the Fly America Act, or some other reason(s)? Would the traveler(s) need to fly in economy class? Could the traveler(s) provide a preference for air carriers?

Yes, EAGP will cover the travel and lodging expenses and thus those do not need to be included in the proposed budget. We will arrange for economy flights (if a consultant(s) need an upgrade that would be out of their pocket cost), and yes we do need to comply with the Fly America Act

- 4) The perennial question: do you have an approximate budget in mind?

The proposed budget is ultimately at the discretion of the applicant. It will depend on both the proposed level of effort and the labor rates of proposed staff. For the purposes of this proposal, a reasonable assumption of total level of effort could be between 10 - 15 days, although applicants are welcome to propose alternative levels of effort.