

مدينة الملك عبد الله للطاقة
الذرية والمتجددة K.A.CARE



KING ABDULLAH CITY FOR ATOMIC AND RENEWABLE ENERGY

2020 Request for Proposal

RENEWABLE ENERGY TECHNOLOGY LOCALIZATION & COMMERCIALIZATION PRODUCT DEVELOPMENT PROJECTS

RFP Reference Number PD-2020-01

Technology Localization & Commercialization (TLC)
King Abdullah City for Atomic & Renewable Energy (K.A.CARE)

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LOCALIZATION & COMMERCIALIZATION
PRODUCT DEVELOPMENT PROJECTS

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1 EXECUTIVE SUMMARY

RFP Purpose: The Product Development program is part of the Technology Localization and Commercialization (TLC) Initiative introduced by the King Abdullah City for Atomic and Renewable Energy (K·A·CARE). The Product Development program aims at accelerating product development and adaptation of renewable energy technologies in KSA. Saudi Arabia has a unique environment compared to the nations of the world that lead in renewable technology deployment, including still relatively low consumer energy prices and harsh weather conditions. Projects eligible for funding under this program would be aimed at improving renewable energy systems or subsystems, transforming them into viable commercial products meeting local Saudi market needs and exhibiting acceptable performance under local environmental conditions. Products developed under this program must be tested to verify that their performance meets industry needs. The Product Development Program (PDP) provides funding to eligible bidders to improve renewable energy technologies, making them fit for market entry in the Kingdom, by improving performance, modifying the technology for application under harsh conditions, or by lowering the overall cost.

All projects must result in a working renewable energy system or subsystem that meets customer requirements for cost and technical performance. The products that are developed must be tested and verified in KSA, preferably performed by a third entity, e.g., a Saudi university or research center. Eligible bidders must submit proposals detailing the product that is targeted to be developed, explain why the product offers a performance or cost advantage over other competing solutions, and provide a work plan describing their approach for demonstrating improved product performance in KSA.

Eligible Applicants: Product development projects awarded under this RFP must be led by an institution that is registered to do business in KSA, including a for-profit company, a Saudi non-profit institution, or a Saudi university. International technology firms, universities, and research institutions may participate as team members, under the lead of a local Saudi entity.

Award and Duration Guidelines: Funded projects should comply with the following project award and duration guidelines:

- Maximum project duration: 18 months (shall not exceed)
- Maximum K·A·CARE funding: 8 Million SAR
- Maximum K·A·CARE Contribution: 50% of project cost

Renewable Energy Technology Areas of Focus: As part of the Technology Localization and Commercialization initiative, this RFP is organized into technology themes that K·A·CARE has assessed as being priorities to the Kingdom. Details concerning these topic areas are included in Appendix A. Examples of project concepts that may be considered by K·A·CARE are included in Appendix B.

Technology Maturity: This RFP is targeted at modifying and improving technologies that have not yet been commercialized in KSA. Bidders must provide evidence showing that, at the very least, a model or a prototype has already been created for the technology that they propose. Products that have been commercialized outside of KSA may be considered for this program, if the bidder can substantiate the need for adaptations and improvements, to meet the needs of the Saudi market. Technology concepts developed within KSA that have not yet been commercialized are also eligible for funding under this program.

Important Dates: Bidders should adhere to the following schedule and submission dates:

RFP Official Release Date	18 June 2020
Final Due Date for Concept Paper	20 August 2020
K·A·CARE provides Concept Paper feedback	07 September 2020
Final Due Date for Proposal Submissions	09 December 2020
Conditional awardees are notified of proposal acceptance	25 January 2021
Contracts are finalized with Recipients, based on negotiations	21 March 2021

Means of Submission: Concept papers must be submitted via email to TLC@energy.gov.sa. Full proposals must be submitted through the Saudi government online Etimad procurement portal at www.etimad.sa. Companies can register on the portal by emailing ecare@etimad.sa or calling (inside of KSA) 920002299. K·A·CARE will not review or consider applications submitted through other means.

2 PURPOSE AND SCOPE

2.1 General Background Information

Given the continuous development within the Kingdom of Saudi Arabia (KSA) and the economic and population growth, the domestic demand for power has been accelerating and is expected to continue to grow at a high rate. In a country where non-replenishable fossil fuels have been virtually the sole source of energy for satisfying local power and water demands, the KSA, through the establishment of King Abdullah City for Atomic and Renewable Energy (K·A·CARE) has embarked on a long-term program to create a balanced mix of non-fossil fuel energy for the Kingdom's long-term prosperity and energy security. Particular objectives are to:

1. Free up valuable and non-replenishable oil & gas resources and extend their availability for export and/or for other industrial uses for longer periods of time.
2. Diversify the economy by producing positive economic and societal returns from non-hydrocarbon-based industries, including increased (direct and indirect) employment, skill building, industrial activities in R&D, manufacturing, supply chain localization, etc.
3. Accelerate the creation of a long-term sustainable power, which is an important priority given the current growth rate of energy consumption.

K·A·CARE came into existence by a Royal decree on April 17, 2010. Its mandate is to contribute to sustainable development in KSA by using science, research and industries related to renewable and atomic energy for peaceful purposes, to upgrade the standard of living and improve the quality of life in KSA.

2.2 Project Rationale

This request for proposals (RFP) is part of the Technology Localization and Commercialization (TLC) initiative. The Product Development program aims to assist Saudi companies to localize and commercialize renewable energy technologies by modifying them to work optimally in local Saudi conditions, and to meet the needs of Saudi customers. As the products have yet to be demonstrated to work effectively in the Kingdom, this particular program does not require an off-taker to sign off on purchase of the technology, or to consume the energy produced from implementing the product. Rather, the technology must be analyzed, improved, built, and tested, on a scale large enough to demonstrate the viability of the technology and to promote confidence in the product.

The program topic areas have been selected from a wide range of possibilities, taking into account the national need for the technology, the unique environmental characteristics of the region, and the ability of the local industrial base to develop the capability to deliver these

technologies, either on their own or in collaboration with international partners.

The size of the business opportunity and the inherently local nature of the system integration work should enable Saudi entities to take leading roles in applying these technologies— within the Kingdom, across the Middle East and North Africa (MENA) region, and globally in other regions with similar climates — with potential job creation and economic growth for the Kingdom as a result. Government action and financial support will aid in capturing this business opportunity by strengthening the Kingdom’s business and technical capabilities.

2.3 Purpose of the RFP

This RFP seeks to satisfy the dual purpose of developing relevant renewable energy technologies with the potential to improve the energy mix within the Kingdom, and to foster the growth of Saudi private companies capable of competing regionally and globally in commercializing the developed products. In pursuit of these objectives, this RFP provides financial support to selected teams, led by local Saudi entities, to develop renewable energy products that are suitable for use in KSA.

Though all organizations globally are eligible to participate in a project team, each team must be led by a local Saudi entity (e.g., a Saudi SME or a large company, a Saudi university or research institution). International technology firms or research institutions may partner with a local Saudi entity to commercialize their product in the Kingdom. The project team is expected to have the required facilities to execute the project and to secure a physical location where the technology will be tested, and its performance will be verified. Team member roles must be substantiated through a logical work plan and examples of past experience. If selected for award, project teams are expected to complete their product development within an 18-month time period.

This RFP is designed to support the development of renewable energy products that can perform in harsh environment conditions, and to localize products that meet the industry needs in KSA. More information concerning technology maturity requirements are included in Section 2.5 of this RFP.

It is expected that project teams will continue to pursue commercialization of the products in KSA, after the successful completion of their product development project.

Teams who successfully complete Product Development projects are strongly encouraged to apply for funding under the Commercial Demonstration program of the TLC initiative, or to apply for funding for a Feasibility Study if they need further work to develop a business plan for commercializing their product in the Kingdom.

Funding under this RFP is implemented through K·A·CARE reimbursement of pre-approved project expenditures. K·A·CARE will provide reimbursement for the agreed costs associated with the execution of the product development project, for teams that receive awards under this RFP. More information concerning cost reimbursement can be found in Section 2.7 of this RFP. K·A·CARE has defined the renewable energy technology areas of interest that will be considered for funding under this RFP. Please see Appendix A and Appendix B, which accompanies this RFP, for detailed information concerning the topic areas and selected examples of projects that may be considered for funding under this RFP.

2.4 Overview of the Program Structure and Execution

Bidders should read the RFP and model contract carefully to fully understand the program requirements. To aid in understanding, the following briefly summarizes the requirements to participate in the program:

- **Pre-Proposal Submission:** A Saudi entity (the applicant or prime bidder) sees an opportunity to adapt a RE product in KSA, where the product has either been demonstrated elsewhere or has gone through a proof of concept in KSA. The Saudi entity may connect with the international technology firm that has prototyped its RE technology outside KSA and sees a great potential for its product in KSA if adapted to meet Saudi local environment. The TLC match-making portal may be used to help

connect Saudi companies with international technology providers.¹ The applicant examines the product viability and market opportunity. The applicant structures a plan to execute a product development project including the planned system/product configuration, a location where it will be built, and sign preliminary agreement with other parties needed to carry out the project (which potentially include an international technology firm, a Saudi university and/or research institution). The consortium agrees on the project scope, location, and funding required, and determines the sources of the required industry cost share and obtains preliminary commitment from any cost share source.

- **Concept paper submission and response.** The applicant submits a concept paper outlining the project plan to K·A·CARE, who reviews it for compliance with program requirements and uses the information to plan for a full merit review. K·A·CARE will provide a written response to all bidders. This response will include a control code, which must be referenced in all documents subsequently submitted by each bidder. In the response, K·A·CARE may make suggestions regarding the topic area(s) under which the full proposal should be submitted, based on K·A·CARE's understanding of the technology being proposed, and of the technology themes that have been defined in Appendix A.

The concept paper must be submitted by the bidder, on or before the deadline shown in section 2.8, "RFP Schedule". Bidders are advised to submit their concept paper as soon as possible. K·A·CARE will begin evaluating concept papers and providing feedback to bidders, as soon as the concept papers are received. Bidders who respond earlier will benefit from having more time to prepare their full proposal.

- **Full proposal preparation.** The prime bidder and their team write a proposal that includes, as separate documents per instructions in this RFP, the following:
 - Commitment letters
 - Consortium agreement
 - Technical proposal
 - Commercialization and Localization Strategy
 - Statement of Qualifications
 - Work plan
 - Ownership of IP and IP Strategy
 - Financial proposal
 - Financial Qualifications
 - Project Summary Slide

Proposal requirements are described in detail in section 3 of this RFP. Once completed, the prime bidder submits their proposal for consideration, using the Etimad portal, located at www.etimad.sa.

- **Merit Review.** K·A·CARE will conduct a merit review of all submitted proposals, judging the quality of each proposal against the criteria defined in Section 3 of this RFP. K·A·CARE will establish a panel of subject matter experts to provide independent evaluations of each proposal. The results of the merit review will form the basis of K·A·CARE's decisions concerning award. Proposals that pass the merit review will be selected for conditional award, subject to negotiations with K·A·CARE.
- **Contract award.** The bidder is notified by K·A·CARE of conditional selection for negotiations. After negotiations with K·A·CARE, and submission of any required amendments or corrections, the submitted Work Plan becomes the contract scope of work, and the Deliverables and Payment Schedule in the financial proposal become the contract deliverables and payment schedule. Upon final approval, the contract is

¹ <https://www.kacare.gov.sa/en/tlc/Pages/MatchMaking.aspx>

signed between K·A·CARE and the prime bidder.

- **Project execution.** The recipient executes the agreed upon scope of work, with monitoring of project technical and financial performance by K·A·CARE and/or a designated K·A·CARE representative.
- **Payment of Invoices.** As project costs are incurred, consistent with the work plan and deliverable/payment schedule, the recipient submits deliverables along with audited invoices. After review, K.A.CARE will submit a certificate of achievements to the recipient, accepting the deliverable submitted. The recipient may then invoice K·A·CARE the amount agreed upon in the Deliverables and Payment Schedule, and in response, K·A·CARE will remit payment to the recipient.
- **Intellectual Property.** K·A·CARE nominally does not seek any ownership of IP utilized during, or generated as a result of the project, other than a non-commercial, irrevocable license for its own internal studies. This license may be subject to non-disclosure agreements, protecting the privacy and confidentiality of the recipient and project team. K·A·CARE'S interest is that the Saudi entity leading the project has sufficient rights to exploit the developed product for commercial use, including conducting further development and commercialization of the product, and that any foreground IP rights are owned, shared with, or licensed to a Saudi entity, and are not transferred out of the Kingdom, prior to commercialization within the Kingdom. If the recipient exits the business within 3 years after completing the project, or fails to pursue commercialization activities during the same time period, K·A·CARE may elect to take a non-exclusive, transferrable license to any foreground IP resulting from the project, in order to assist in commercialization of the technology in the future. These policies are designed to protect the public interest by ensuring the projects benefit the Saudi economy.

2.5 Program Guidelines

Product development projects can address any of the topic areas, or combinations thereof, specified in Appendix A, "Technology Areas", which describes the technology themes of interest to K.A.CARE in detail. The number and size of awards in each topic area will be determined on an overall program basis. K·A·CARE reserves the right to make multiple awards in any topic area, or to make no awards in any given topic area, based on the quality of the proposals submitted.

Funded projects should comply with the following award and duration guidelines:

Number of awards:	K·A·CARE may make multiple awards, or no awards
Maximum K·A·CARE contribution:	50% of the total project cost
Maximum project duration:	18 months
Maximum K·A·CARE funding:	8 Million SAR

Bidders could submit one application for funding under this RFP. Bidders must specify the topic area of the submission. A single submission can only be submitted in response to a single topic area.

In accordance with the technology localization and commercialization goals of the program, this RFP is targeted at improving existing technologies that have not yet been commercialized in KSA. This RFP does not support fundamental research, and bidders must provide justification for the maturity of the technology proposed, showing that, at the very least, a model or a prototype has already been created. Technologies that have been commercialized outside of the Kingdom, but require modification for use within KSA are also eligible under this program. This program seeks to improve the performance of renewable energy technologies, and to reduce their cost, to ensure that the improved products are able to meet the needs of

the Saudi market.

2.6 Bidder Eligibility

It is anticipated that the projects funded under this RFP will be accomplished by the Recipient Team. The team may include a number of team members who contribute to the project work. Potential team members may include, but are not limited to:

- A prime bidder (a Saudi entity, including a for-profit SME, a large company, a Saudi university, or a research center),
- project partners (other local Saudi companies, international firms, or international universities and research institutions),

The prime bidder for all product development projects must be a Saudi entity that is capable of commercializing the product in KSA. After completion of the product development project, the prime bidder is expected to take further action to commercialize the renewable energy technology in KSA. Additional commercialization activities may include: i) contacting potential customers, business partners, and/or off-takers, ii) participation in the TLC Commercial Demonstration program, and/or iii) development of a business plan, through participation in the TLC Feasibility Studies program.

Full proposals for product development projects must be submitted by the prime bidder. Participating entities are not restricted in the number of teams they may participate on, or the number of proposals they may be included in (i.e. one Saudi company may lead many teams, one international firm can participate in many teams, and one University can be included on many proposals).

2.7 Cost Contribution Requirements

Once a bidder (or bidding team) receives an award under this RFP, they become classified as a recipient (or recipient team) and are responsible for securing the necessary funding to implement the awarded project. As project costs are incurred throughout project execution, K·A·CARE will reimburse 50% of the project expenditures up to the maximum allowed by K.A.CARE. Therefore, the total recipient contribution will be a minimum of 50% of the project execution costs.

K·A·CARE will not issue advance payments to cover project execution costs. It is the responsibility of the recipient to secure its cost share funding. Cost share funding can be satisfied by any combination of private entity funding or public funds, including commercial sales, business activities, or other Saudi government funding sources (e.g., funds provided by the Saudi Industrial Development Fund [SIDF], TARSHEED, etc.).

2.7.1 Legal Responsibility

Although the cost contribution requirement may be satisfied by the recipient team as a whole, the prime recipient holds legal responsibility for paying the recipient share of the total project cost. The recipient's cost contribution obligation is expressed in the resulting contract as a static amount in Saudi Riyals (cost share amount) and as a percentage of the total project cost (cost share percentage).

The prime recipient is solely responsible for managing financial contributions by the recipient Team and enforcing any obligations assumed by the recipient team members in subcontracts or related agreements.

2.7.2 Recipient Team Cost Allocation

Each recipient team is free to determine the amount that each recipient team member will contribute toward the project execution costs. The amount contributed by individual recipient team members may vary, as long as the cost share requirements for the project as a whole are satisfied.

2.7.3 Project Costs Allowable for Reimbursement

Recipient teams' project execution cost contributions may be provided by the primer bidder or subcontractors. Recipient teams may also use funding or property received from other (i.e., non- K·A·CARE) government sources to meet the cost requirement. Bidders should adhere to the following cost allowability requirements when submitting concept papers or proposals in response to this RFP:

- Project execution costs must be specified in the project budget and must be verifiable from the bidder's records.
- Allowable costs include, but are not limited to, material costs, personnel costs, indirect costs, facilities and administrative costs, rental value of buildings or equipment, or the value of a service, other resources, or third-party contributions.
- All contributions should be necessary and reasonable for the proper and efficient accomplishment of the project.
- All sources of cost share are considered part of total project cost, and the recipient cost contributions will be scrutinized to the same degree as K·A·CARE funds for the project.

Anticipated project costs must be fully disclosed in the proposal and shall be monitored throughout the execution of the project. All project costs meeting the requirements above are eligible for reimbursement, except that no project costs incurred prior to contract award may be counted, except that conforming to the guidelines outlined in Section 5.9 of this RFP. All project execution costs will be reviewed and approved in advance by K·A·CARE and incorporated into the project budget, prior to contract signing. Reimbursement claims shall be independently audited prior to submission and each claim or invoice shall be accompanied by an audit certificate. Audits may be carried out by K·A·CARE, or any qualified external auditor at K·A·CARE's sole discretion. Auditing costs are an allowable, reimbursable project expense and should be included in the project budget.

Reimbursement claims from a Recipient Team may only be submitted by The Prime Recipient. The Prime Recipient may submit claims on behalf of team members and shall be responsible for disbursement of K·A·CARE payments to the appropriate team members. Claims from Recipient Team members are subject to the same audit requirements as required for the Prime Recipient.

At no time shall the project funds paid by K·A·CARE exceed the agreed K·A·CARE total project cost contribution incurred to date, except that if requested by the bidder and backed by a bank guarantee, an initial payment of up to 5% of the K·A·CARE funds may be made, and the initial payment deducted from all remaining payments pro rata. If the project is completed with less total funds than originally estimated, the K·A·CARE contribution shall be reduced as necessary to not exceed the agreed upon K·A·CARE cost share amount.

The bidder's financial proposal shall include a proposed schedule of payments including the bidder's share and K·A·CARE share of each payment, tied to measurable milestones from the SOW. Invoices shall be submitted according to the proposed (or subsequently negotiated) payment schedule and shall be accompanied by a project financial report detailing the project costs to date including the Recipient's share and K·A·CARE's share of costs incurred to date. The Recipient shall maintain records of all project expenditures and shall make them available to K·A·CARE upon request to verify compliance with project cost commitments.

2.8 RFP Schedule

K·A·CARE anticipates the following schedule for evaluation of materials submitted by RFP respondents:

RFP Official Release Date	18 June 2020
Final Due Date for Concept Paper	20 August 2020

K·A·CARE provides Concept Paper feedback	07 September 2020
Final Due Date for Proposal Submissions	09 December 2020
Conditional awardees are notified of proposal acceptance	25 January 2021
Contracts are finalized with Recipients, based on negotiations	21 March 2021

Important Note: The contract negotiation period begins on the date specified in the conditional awardee notification sent by K·A·CARE. The negotiation period will last for 90 days, starting on the specified date. If a mutually agreeable contract is not defined by the deadline, K·A·CARE reserves the right, at its own discretion, to terminate the negotiation.

3 PROPOSAL REQUIREMENTS

IT IS EXTREMELY IMPORTANT THAT BIDDERS FULLY COMPLY WITH ALL SUBMITTAL REQUIREMENTS DEFINED HEREIN FOR BOTH CONCEPT PAPERS AND FULL PROPOSALS.

Interested parties may contact K·A·CARE directly at TLC@energy.gov.sa for clarification of any aspect of this RFP, up until the concept paper submission deadline. After the concept paper deadline, all RFP related questions must be submitted using the Etimad portal.

3.1 Concept Paper Contents and Format

A concept paper is required from each prospective prime bidder in advance of the full proposal. This concept paper is limited to **6 pages** (not including the cover page), using font size no smaller than 11pt and font sizes in tables and figures no smaller than 8pt. The concept paper shall adhere to the following outline as reflected in the template provided as an appendix to the RFP.

Each concept paper shall have a cover page listing:

- The Project Title: Project titles should be uniquely descriptive and meaningful, and should not simply repeat the RFP topic area.
- The prime bidder institutional name and address (and corporate registration number for Saudi bidders)
- RFP Topic Area
- Proposed K·A·CARE funding (not to exceed)
- Total project execution cost
- Name and contact of principal investigator.

The cover page does not count toward the page limit above.

In addition to the cover page, the concept paper must include the following:

1. Market Need
 - Describe which market is addressed by the product
2. Product description:
 - Provide a brief description of the product, including
 - Background explaining the prior development of the product, leading to its current stage of maturity
 - Applicability of the proposed product to the RFP topic areas defined by K·A·CARE in Appendix A.

- Advantage of the product over similar products addressing the same market (in terms of suitability for localization, cost, performance, and reliability)
 - Novelty of the product (including brief description of any relevant IP)
3. Project description
 - Description of the scope of the project (including concept diagram of the proposed system to be tested)
 4. Team members:
 - Provide a listing of each of the participating team members (prime bidder and any other team members), their role in the project, and their qualifications and past experience as related to their respective roles
 5. Anticipated project total cost, and cost share
 - Provide the anticipated funding requested from K·A·CARE (maximum 8 million SAR), the total project cost, and the K·A·CARE cost share percentage (maximum 50%).

3.2 Proposal Contents and Format

Each primary bidder will receive a control reference code when they submit a concept paper. The control code is to be used for all proposal documents as described in Section 3.3.2: ***Error! Reference source not found.***

The bidder shall provide the proposal documents listed below, which should be prepared making use of the document templates provided on Etimad as attachments to this RFP. Note that all of the documents and descriptions listed in this section represent **mandatory** aspects of a complete RFP response. Bidders submitting proposals in response to this RFP **must include all of the documents listed below** for their application to be considered complete. Failure to address all of the requirements in this section may result in a disqualification of the submitted proposal. Application documents submitted in PDF format must be text searchable.

Each proposal document shall have a cover page listing the following:

- The Project Title. Project titles should be uniquely descriptive and meaningful, and should not simply repeat the RFP topic area.
- The prime bidder institutional name
- Control reference code assigned by K·A·CARE
- RFP Topic area
- Proposed K·A·CARE funding (not to exceed)
- Total project execution cost
- Name and contact of principal investigator.

The cover page does not count toward the page limits listed for each document. The font size for all proposal documents listed shall be no smaller than 11pt, and font sizes in tables and figures shall be no smaller than 8pt.

Proposal Documents:

1. **Commitment letters** (in English and Arabic)
 - A cover letter signed by an authorized person of the prime bidder, clearly stating the bidder's commitment to the technical and financial performance of the proposed project, including overall commitment to the industry cost share, and include an overall table of cost share sources and amounts for the project.

- Individual commitment letters must be provided for each project partner, detailing their commitment to participating in the project, and describing the role that they intend to fulfill within the project scope. Each commitment letter must be appropriately dated, signed, and stamped. If a particular contracting arrangement has been agreed upon by any project participant, then a copy of this contract should be included or described as well. If a project partner is committing any portion of the cost share, this must be explicitly acknowledged in the commitment letter.

2. **Consortium Agreement** (in English and Arabic)

- A legally binding agreement between all members of a Recipient Team who contribute any portion of the cost share, affirming the financial commitment by each member (which may be contingent on contract award by K·A·CARE), and defining the team structure and relationships between the parties. This document is NOT REQUIRED if all industry cost share is being provided by the Prime Recipient alone.

3. **Technical proposal** (in English unless otherwise noted) with the following outline (**maximum 25 pages**):

- Non-proprietary executive summary
 - Provide an executive summary in English and in Arabic (limit 2 pages for each version). Please include any relevant figures depicting the project.
- Market Need
 - Provide a description of the market in KSA, and possibly, internationally, for the proposed product.
- Product Description
 - Background explaining the prior development of the product, leading to its current stage of maturity
 - Applicability of the proposed product to the RFP topic areas defined by K·A·CARE in Appendix A.
 - Advantage of the product over similar products addressing the same market (including cost, performance, and reliability)
 - Suitability of the product to be localized in KSA (e.g., raw materials, manufacturing, assembly, labor skills)
 - Novelty of the product (including detailed description of any relevant IP)
 - Diagrams, specifications, and performance data of previous prototypes, including performance data over time, if available
 - Modeling data showing how theoretical modeling performance compares with actual performance of previous prototypes
 - Description of the need for product improvement and adaptation to the KSA environment, including a description of possible challenges associated with using the product in KSA without improvements.
 - Product roadmap showing performance and cost improvements targets over the years or by volume of products manufactured. Bidder should describe how the roadmap targets will be achieved, e.g., through

product and/or process improvement, local manufacturing or procurement, economies of scale, etc.

- Project description
 - Description of the scope of the project (including concept diagram of the proposed system or subsystems to be tested)
 - Description of the differences between the proposed product and prior versions, addressing the impact of these differences on performance, cost, and/or reliability
 - How the proposed product advances the product development roadmap
 - Description of the requirements for the site where the product will be tested (area, and other considerations)
 - The Key Performance Indicators (KPIs) for testing the proposed product
 - Commissioning plan and acceptance tests
 - How the product will be tested, and the way performance will be verified in a meaningful way, illustrating that the project has met its target

4. **Commercialization and Localization Strategy (3 pages maximum)** Upon successful completion of the product development project, it is expected that the project team will pursue further commercialization and localization activities related to the renewable energy technology. This may include pursuing a commercial demonstration project with an off-taker in KSA, pursuing a feasibility study to define a business plan for commercialization of the product in KSA, or other commercialization activities. Bidders must describe the commercialization and localization pathways that the team anticipates pursuing, once the proposed project has been completed, including reaching out to potential customers.

5. **Statement of Qualifications (5 pages maximum):** Provide a summary of the qualifications of the primary bidder and project partners, as they relate to the proposed product development scope of work. In addition, provide brief summaries of the professional qualifications and associated roles and responsibilities of the primary staff required for the management and execution of the proposed project.

- Team structure and members
 - Provide a listing of each of the participating institution, their role in the project, and their qualifications and past experience.
 - Clarify the legal rights and professional duties of all parties involved in the project, and the manner in which they contribute to the accomplishment of project goals.
 - Provide a list of key personnel, their relevant qualifications past experience, and role in the project.
- Past performance
 - Provide a description of the past performance of the key entities whose contributions are necessary for the project meeting its KPIs. Include a table of past performance to substantiate the team members' capabilities as related to the proposed project. **Explicitly indicate experiences of team members as related to doing past projects in**

the GCC region, and local to Saudi Arabia.

- Key Personnel Biographical Information
 - This section is not included in the page limit, and has no overall page limit, but a limit of 2 pages per listed individual is mandated.

6. Work plan (in English and Arabic) (15 pages maximum): Provide a detailed plan that will become part of any resulting contract, defining a work breakdown structure, and clearly defining tasks incorporating key measurable milestones and deliverables. The work plan should take into account the deliverables noted in Section **Error! Reference source not found.5**.

The work (i.e., project execution) plan should include the following information:

- Defined project objectives, including a summary of project goals, objectives, and expected outcomes
- Defined all work elements to be undertaken, as well as deliverables and milestones associated with project execution.
- If the Recipient Team has multiple members, the work plan should clearly delineate the responsibilities of each member, as they relate to tasks, milestones and deliverables.
- A GANTT chart schedule showing all major tasks and milestones
- A task Listing, including a description of tasks/activities to be performed during the project to achieve the goals and objectives. Tasks should have unique numbering (e.g., Task 1.1, Task 1.2) and names, with detailed descriptions (task summary description, objectives, work to be accomplished). An example task listing and milestone summary table is included in the RFP Proposal Submission template, which is included as an attachment to this RFP.
- Project Risk Assessment and Mitigation Plans: Provide risk assessment and associated mitigation plans for the tasks associated with the project. These plans shall describe each anticipated project risk, along with the planned approach to mitigate this risk. An indicator of the severity of each identified risk is also helpful. In the context of the Work Plan, the Project Risk Assessment refers to occurrences that have the potential to interfere with the completion of the project.
- Technical Reviews: The work plan should include quarterly technical reviews, starting from the date of contract signing. During each review, the project team will present on all progress made in the execution of the project, and the K·A·CARE team will provide feedback and direction as needed. Each technical review will serve as a go/no-go checkpoints within the project.

7. Ownership of IP and IP Strategy:

K·A·CARE has included an optional template that bidders may elect to use when describing their ownership of IP, and their strategy for managing IP throughout the duration of the project, and in their subsequent commercialization activities. The Ownership of IP and IP strategy document should include:

- IP Rights Owned by the Prime Bidder and its R&D / Technical Partners
- IP Strategy for Technology Transfer and Localization in Saudi Arabia
- Commitment to License Foreground IP Rights to K·A·CARE. This includes a general provision related to K·A·CARE's use of project information for its own internal studies, as well as a separate provision accounting for K·A·CARE's

right to pursue commercialization of foreground IP, in the event that the project team fails to do so within three years of project completion.

- **Intellectual property agreement (no page limit)** between the members of the Recipient Team (if any) showing the IP rights of all Saudi entities and all international entities. The IP agreement must show that (a) the Saudi prime bidder has sufficient rights to commercialize the product in KSA and to pursue further product development, if needed and (b) a Saudi entity will either own or have the right to license or otherwise make use of any foreground IP resulting from the work performed during the demonstration project.

8. Financial proposal (no page limit)

- The financial proposal shall detail the project budget, using the excel spreadsheet included as Appendix F of this RFP.
- Proposals shall be valid for a period of at least 180 days following the required date of submission.
- Bidders should ensure that the proposed cost includes the cost of IP protection that may result from the work on the project and for performing technical and financial audits.
- The financial proposal should clearly indicate the total project cost and the percentage expected from K·A·CARE, and the amount and percentage that the project team will contribute. Furthermore, the financial proposal shall specify the specific project costs that are satisfied through the respective cost share contributions. Project costs should be described in a manner consistent with the cost categories noted in the work plan submitted by the project team. If several team members are included in a proposed project, and several team members contribute to the project cost share, the individual cost share contributions of each specific team member must be clearly articulated and described within the financial proposal.

9. Financial Qualifications

- Bid Bond:
 - Saudi procurement law requires bidders to submit a bid bond in conjunction with their proposal submission in response to this RFP. The amount of the bid bond must be equal to 1% of the total cost for the proposed study.
 - Upon successful completion of negotiations, at the time of contract signing, the recipient's bid bond will be returned. However, at this time, a 5% performance bond will be required, in accordance with the Government Tenders and Procurement Law established by the Ministry of Finance.

10. Project Summary Slide: Use the provided project summary slide template to provide an overview of the proposed product development project. This summary slide will be used by K·A·CARE's to communicate the details of the project to internal and external stakeholders. The project summary slide should not contain any confidential or privileged information. The project summary slide does not require a cover page for submission.

The font size for the proposal documents listed above shall be no smaller than 11pt, and font sizes in tables and figures shall be no smaller than 8pt. Each proposal document shall have a cover page listing the following:

- The Project Title
- The prime bidder institutional name
- Control reference code assigned by K·A·CARE
- Topic area
- Proposed K·A·CARE funding (not to exceed)
- Total project execution cost
- Name and contact of principal investigator.

The cover page does not count toward the page limits above.

3.3 Submission of Proposals

The following instructions are provided for submission of concept papers and full proposals. BIDDERS ARE ADVISED TO CAREFULLY FOLLOW ALL INSTRUCTIONS. BE SURE THAT ALL NECESSARY RESPONSE INFORMATION IS INCLUDED IN THE MANDATED SUBMITTALS. DO NOT SUBMIT ANY DOCUMENTS OTHER THAN THOSE SPECIFICALLY MANDATED. SUCH DOCUMENTS WILL NOT BE EVALUATED.

3.3.1 Concept paper submissions

Concept paper submissions shall be made via email. Completed concept papers shall be emailed as attachments to TLC@energy.gov.sa.

3.3.2 Full proposal submissions

Full proposals must be submitted through the Ministry of Finance Etimad online portal, found at www.etimad.sa. Companies can register on the portal either visiting the website, by emailing ecare@etimad.sa, or by calling (inside of KSA) 920002299. Help with access to and use of the Etimad portal may be found by contacting the Etimad Help Desk directly at ecare@etimad.sa and copying the K·A·CARE team at TLC@energy.gov.sa. **It is highly recommended to create an account on Etimad as soon as possible, to avoid any potential technical issues that may hinder your submission.**

International companies may experience difficulty accessing the Etimad website while outside of Saudi Arabia. If this occurs, please email TLC@energy.gov.sa and request an electronic form for Etimad registration. A K·A·CARE team member will respond to your message and will assist you in completing the manual Etimad registration process.

Please note the following:

1. All proposals shall become the property of K·A·CARE upon opening of proposals.
2. Expenses for developing a proposal are entirely the responsibility of the Bidder, and K·A·CARE shall not be liable in any manner for any costs incurred in connection with the preparation, submittal, or negotiation thereof.
3. The successful Bidder shall comply with all of the specifications, terms, and conditions of the RFP as outlined herein. Bidders are further required to complete and submit all of documents requested in this Request for Proposal. Failure to do so may result in the disqualification of a proposal.
4. The language of the proposal shall be English except as otherwise noted herein.
5. No proposal shall be accepted from, and no contract will be awarded to, any person, firm or corporation that is in arrears to K·A·CARE, upon debt or contract, or that is a defaulter, as surety or otherwise, upon any obligation to K·A·CARE, or that has failed to attain or demonstrate compliance with any law, ordinance, regulation, or contract term or condition

as may be provided for or required in any K·A·CARE contract, or that may be deemed irresponsible or unreliable by K·A·CARE. Bidders may be required to submit satisfactory evidence that they have the necessary financial resources to perform and complete the work outlined in the proposal.

Proposal documents shall be submitted electronically through the Etimad portal at www.etimad.sa, according to the following format and naming conventions in the below table and named as follows (“controlcode” refers to the unique control reference code assigned to the proposal by K·A·CARE during the concept paper review phase, as specified in K·A·CARE’s response to the bidder’s conference paper; for example, “SC-XYZ”). Applications that fail to adhere to the filing naming convention listed in the table below will automatically be disqualified from receiving an award under this RFP.

Document	Format	Name
Commitment letters	pdf	Controlcode_commitments.pdf
Consortium Agreement (if required)	pdf	Controlcode_consortium.pdf
Technical proposal	pdf	Controlcode_technical.pdf
Commercialization and Localization Strategy	pdf	Controlcode_strategy.pdf
Statement of qualifications	pdf	Controlcode_SOQ.pdf
Work plan	pdf	Controlcode_SOW.pdf
Ownership of IP and IP Strategy	Pdf	Controlcode_IP.pdf
Financial proposal	pdf	Controlcode_financial.pdf
Financial spreadsheet	xlsx	Controlcode_financial.xlsx
Project summary slide	ppt	Controlcode_summary-slide.pptx

No individual file size should exceed 8 MB.

Application documents are to be submitted electronically through the Saudi Arabia government Etimad online procurement portal. Companies can register on the portal by emailing ecare@etimad.sa or calling (inside of KSA) 920002299.

Proposal submission checklist:

	Document	Format
<input type="checkbox"/>	Commitment letters (in English and Arabic)	pdf
<input type="checkbox"/>	Cover letter from prime bidder	
<input type="checkbox"/>	Bidder commitment to project technical/financial performance	
<input type="checkbox"/>	Bidder commitment to financial and technical responsible for the project	
<input type="checkbox"/>	Summary table of cost contribution sources and amounts	
<input type="checkbox"/>	Commitment letter from each project partner (if applicable)	pdf

	<input type="checkbox"/> Partner commitment to project participation <input type="checkbox"/> Detail of partner's role in project	
<input type="checkbox"/>	Consortium Agreement (if required) (in English and Arabic) <input type="checkbox"/> Agreement between recipient team members contributing to project costs <input type="checkbox"/> Financial commitment by each member <input type="checkbox"/> Definition of team structure and relationships between partners	pdf
<input type="checkbox"/>	Technical Proposal (20-page limit) (in English except as noted otherwise) <input type="checkbox"/> Cover page (not included in page limit) <ul style="list-style-type: none"> <input type="checkbox"/> Project title <input type="checkbox"/> Prime bidder institutional name <input type="checkbox"/> Control code assigned by K·A·CARE <input type="checkbox"/> RFP Topic area <input type="checkbox"/> Proposed K·A·CARE funding (not to exceed) <input type="checkbox"/> Total project execution cost <input type="checkbox"/> Name and contact information of principal investigator <input type="checkbox"/> Non-proprietary Executive Summary in English (limit 2 pages) <input type="checkbox"/> Non-proprietary Executive Summary in Arabic (limit 2 pages) <input type="checkbox"/> Market Need <input type="checkbox"/> Product Description <input type="checkbox"/> Project Description	pdf
<input type="checkbox"/>	Commercialization and Localization Strategy (3-page limit) (in English) <input type="checkbox"/> Cover page (not included in page limit) <ul style="list-style-type: none"> <input type="checkbox"/> Project title <input type="checkbox"/> Prime bidder institutional name <input type="checkbox"/> Control code assigned by K·A·CARE <input type="checkbox"/> RFP Topic area <input type="checkbox"/> Proposed K·A·CARE funding (not to exceed) <input type="checkbox"/> Total project execution cost <input type="checkbox"/> Name and contact information of principal investigator <input type="checkbox"/> Description of the commercialization and localization pathways that the team anticipates pursuing	pdf
<input type="checkbox"/>	Statement of Qualifications (5-page limit) <input type="checkbox"/> Cover page (not included in page limit)	pdf

	<ul style="list-style-type: none"> <input type="checkbox"/> Project title <input type="checkbox"/> Prime bidder institutional name <input type="checkbox"/> Control code assigned by K·A·CARE <input type="checkbox"/> RFP Topic area <input type="checkbox"/> Proposed K·A·CARE funding (not to exceed) <input type="checkbox"/> Total project execution cost <input type="checkbox"/> Name and contact information of principal investigator <input type="checkbox"/> Team structure and members <ul style="list-style-type: none"> <input type="checkbox"/> Listing of all participating institutions, their project roles, and qualifications and past experience <input type="checkbox"/> Any changes in team from concept paper should be explained <input type="checkbox"/> Provide list of key personnel, relevant qualifications, past experience, and project roles <input type="checkbox"/> Past Performance <ul style="list-style-type: none"> <input type="checkbox"/> Description of past experience and performance of prime bidder and project partners <input type="checkbox"/> Table of past performance for any company or institution with at least 10% financial share for each past or current project including: <ul style="list-style-type: none"> <input type="checkbox"/> Project or site name <input type="checkbox"/> Customer <input type="checkbox"/> Brief description of scope of work performed <input type="checkbox"/> Project budget and schedule at inception and completion <input type="checkbox"/> Point of contact details for customer <input type="checkbox"/> Key Personnel Biographical Information (not included in page limit, but no more than 2 pages per individual) 	
<ul style="list-style-type: none"> <input type="checkbox"/> 	<ul style="list-style-type: none"> <input type="checkbox"/> Work Plan (15-page limit) (in Arabic and English) <ul style="list-style-type: none"> <input type="checkbox"/> Cover page (not included in page limit) <ul style="list-style-type: none"> <input type="checkbox"/> Project title <input type="checkbox"/> Prime bidder institutional name <input type="checkbox"/> Control code assigned by K·A·CARE <input type="checkbox"/> RFP Topic area <input type="checkbox"/> Proposed K·A·CARE funding (not to exceed) <input type="checkbox"/> Total project execution cost <input type="checkbox"/> Name and contact information of principal investigator <input type="checkbox"/> Project Execution Plan 	pdf

	<input type="checkbox"/> Defined project objectives <input type="checkbox"/> Defined work breakdown structure <input type="checkbox"/> Work elements (including deliverables and milestones) <input type="checkbox"/> Include quarterly technical review meetings (with go/no-go checkpoints), annual reports, and final report as project milestones <input type="checkbox"/> GANTT chart schedule <input type="checkbox"/> Project risk assessment and mitigation plans <input type="checkbox"/> Detailed roles and responsibilities of each team member (if applicable) <input type="checkbox"/> Facility access requirements (refer to section 5.4)	
<input type="checkbox"/>	Ownership of IP and IP Strategy (in Arabic and English) <input type="checkbox"/> Cover page (not included in page limit) <ul style="list-style-type: none"> <input type="checkbox"/> Project title <input type="checkbox"/> Prime bidder institutional name <input type="checkbox"/> Control code assigned by K·A·CARE <input type="checkbox"/> RFP Topic area <input type="checkbox"/> Proposed K·A·CARE funding (not to exceed) <input type="checkbox"/> Total project execution cost <input type="checkbox"/> Name and contact information of principal investigator <input type="checkbox"/> IP Rights Owned by the Prime Bidder and its R&D / Technical Partners <input type="checkbox"/> IP Strategy for Technology Localization in Saudi Arabia <input type="checkbox"/> Commitment to License Foreground IP Rights to K·A·CARE	Pdf
<input type="checkbox"/>	Financial Proposal (no page limit) (in English) <input type="checkbox"/> Cover page (not included in page limit) <ul style="list-style-type: none"> <input type="checkbox"/> Project title <input type="checkbox"/> Prime bidder institutional name <input type="checkbox"/> Control code assigned by K·A·CARE <input type="checkbox"/> RFP Topic area <input type="checkbox"/> Proposed K·A·CARE funding (not to exceed) <input type="checkbox"/> Total project execution cost <input type="checkbox"/> Name and contact information of principal investigator <input type="checkbox"/> Details of project budget per budget spreadsheet <input type="checkbox"/> Note validity of 180 days following submission date <input type="checkbox"/> Total project cost (including cost of IP protection if applicable) <input type="checkbox"/> K·A·CARE project cost contribution	pdf

<input type="checkbox"/>	Projects costs satisfied by each member of the project team (if applicable)	
<input type="checkbox"/>	Described project costs consistent with cost categories in work plan	
<input type="checkbox"/>	Financial Spreadsheet (in English)	xlsx
<input type="checkbox"/>	Project Summary Slide	pptx

Bidders are required to submit the PDF documents listed above in a text-searchable format. The only applications that will be considered for award under this RFP are those that comply with the guidelines outlined in this document, and submit their complete applications, by the required deadline, electronically through the Ministry of Finance Etimad portal, by the prime bidder.

Applications that are submitted through any other means will automatically be disqualified from consideration for award under this RFP.

3.4 Proposal Templates and Appendices

This section describes the additional documents that have been included as attachments to this RFP.

Below is a list of the attachments included with this RFP:

- Appendix A: Technology Topic Area Descriptions
- Templates to assist in preparing a response to this RFP:
 - Concept Paper Submission Template
 - Commitment Letters Template
 - Technical Proposal Template
 - Commercialization and Localization Strategy Template
 - Statement of Qualifications Template
 - Work Plan Template
 - Ownership of IP and IP Strategy Template
 - Financial Proposal Template
 - Appendix F: Financial Spreadsheet
 - Project Summary Slide Template

Descriptions are provided below for each of these listed documents.

3.4.1 Appendix A: Technology Topic Area Descriptions

This appendix provides summary descriptions of each of the technology topic areas covered under this RFP. These topic areas are common across all 2020 K.A.CARE TLC RFPs.² K·A·CARE's goal in releasing this RFP across these topic areas is to stimulate and accelerate the growth of the Kingdom's renewable energy sector. Topic areas have been chosen based on an assessment of needs and opportunities, which indicate that these technologies have a strong potential for successful commercialization in the Kingdom. Each topic area description details the need for technical and business innovation in the topic area within KSA, the potential opportunity for the KSA that will result from technology implementation, and examples of possible projects.

The filename of this appendix is: KACARE TLC 2020 RFP Appendix A - Topic Areas.docx

² <https://www.kacare.gov.sa/en/tlc/Pages/default.aspx#>

3.4.2 Concept Paper Submission Template

This template provides guidance, instructions, and an appropriately formatted document for a bidder to utilize in preparing its concept paper submission for this RFP. While use of this template document is not required, bidders may find it helpful to better structure their response.

The filename of this template is: Organization Name_Concept Paper-PD.docx.

3.4.3 Commitment Letters Template

This template provides guidance, instructions, and an appropriately formatted document for bidders to utilize in preparing several commitment letters that are requirements for this RFP.

The filename of this template is: ControlCode_commitments.docx

3.4.4 Technical Proposal Template

This template provides guidance, instructions, and an appropriately formatted document for a bidder to utilize in preparing its technical proposal submission for this RFP. While use of this template document is not required, bidders may find it helpful to better structure their response.

The filename of this template is: ControlCode_technical.docx

3.4.5 Commercialization and Localization Strategy Template

This template provides guidance, instructions, and an appropriately formatted document for a bidder to utilize in preparing its commercialization and localization strategy for this RFP. While use of this template document is not required, bidders may find it helpful to better structure their response.

The filename of this template is: ControlCode_strategy.docx

3.4.6 Statement of Qualifications Template

This template provides guidance, instructions, and an appropriately formatted document for a bidder to utilize in preparing statement of qualifications submission for this RFP. While use of this template document is not required, bidders may find it helpful to better structure their response. The statement of qualifications provides a summary of the qualifications of the primary bidder and project partners, as they relate to the proposed scope of work. In addition, it provides brief summaries of the professional qualifications and associated roles and responsibilities of the primary staff required for the management and execution of the proposed project.

The filename of this template is: ControlCode_SOQ.docx

3.4.7 Work Plan Template

This template provides guidance, instructions, and an appropriately formatted document for a bidder to utilize in preparing work plan submission for this RFP. While use of this template document is not required, bidders may find it helpful to better structure their response. The work plan provides a detailed plan that will become part of any resulting contract, defining a work breakdown structure, and clearly defining tasks incorporating key measurable milestones and deliverables.

The filename of this template is: ControlCode_SOW.docx

3.4.8 Ownership of IP and IP Strategy Template

This template provides guidance, instructions, and an appropriately formatted document for a bidder to utilize in preparing its Ownership of IP & IP Strategy submission for this RFP. While use of this template document is not required, bidders may find it helpful to better structure their response. This IP Strategy is not evaluated as a proposal evaluation criterion. However, it still is a proposal submission requirement and may be referred to during award negotiations with successful bidders. This strategy is required because successful technology commercialization and demonstration is dependent on the identification and mitigation of IP risks before, during, and after project execution. Therefore, demonstrating ownership of IP rights and formulating an appropriate IP strategy is expected to help bidders and K·A·CARE to more effectively manage these intangible assets in a professional manner during the course of the project, in order to maximize the commercial benefits.

The filename of this template is: ControlCode_IP.docx

3.4.9 Financial Proposal Template

This template provides guidance, instructions, and an appropriately formatted document for a bidder to utilize in preparing its financial proposal submission for this RFP. Bidders are required to utilize the Appendix F spreadsheet file that has been provided by K·A·CARE in order to facilitate the preparation of the financial proposal, detailing the project budget. Appendix F should be submitted in Excel format. The individual tables included in Appendix F can be copied into the Financial Proposal Template, which can then be saved / printed as a PDF file. This PDF file must also be submitted as a part of the project proposal.

The filename of this template is: ControlCode_financial.docx

3.4.10 Appendix F: Financial Spreadsheet

This template provides guidance, instructions, and a structured spreadsheet file for a bidder to utilize in preparing its financial proposal submission for this RFP. Bidders are required to utilize this Appendix F spreadsheet file in order to facilitate the preparation of the financial proposal, detailing the project budget. Appendix F should be submitted in Excel format. As noted above, the Financial Proposal Template can be used to generate a PDF of the information contained with Appendix F. Alternatively, the required PDF financial submission can be assembled by saving / printing each individual table within the Excel spreadsheet as a PDF file, and then by combining the individual PDF files into one PDF file, along with the cover page of the financial proposal template document.

The filename of this template is: ControlCode_Appendix-F.docx

3.4.11 Project Summary Slide Template

This document provides a slide template for a bidder to utilize to prepare a 1 -slide summary of its proposal submission for this RFP. While use of this template document is not required, bidders may find it helpful to better structure their response.

The filename of this template is: ControlCode_summary-slide.pptx

4 BIDDER EVALUATION AND SELECTION

The award of the contract shall be based upon the following criteria.

4.1 Concept Paper Evaluation

All bidders under this RFP must submit a concept paper. Bidders that submit full proposals without first submitting a concept paper will be rejected from consideration for funding under

this RFP.

Bidders are prohibited from disclosing confidential or proprietary information in their concept papers. The contents of all submitted concept papers will be used by K·A·CARE to facilitate connections between bidders and potential off-takers and commercialization partners. Therefore, all bidders submitting concept papers agree to this use of their submittals by K·A·CARE.

All concept papers submitted under this RFP will undergo a compliance check, to ensure that the proper documentation has been submitted, and that the content of the submittals aligns with all of the requirements provided Section **Error! Reference source not found.** of this RFP. Concept papers that fail to address all of the content requirements outlined will be rejected from consideration for funding. K·A·CARE may by its own choice ask the bidders, in writing, for clarifications that may arise from the concept paper evaluation.

If K·A·CARE determines that the technology proposed within the concept paper does not align with the focus areas of this RFP, K·A·CARE will notify the bidders that they are discouraged from submitting a full proposal. If K·A·CARE determines that the concept paper is in compliance, and that the technology proposed is in alignment with the focus areas of the RFP, K·A·CARE will notify the bidders that they are encouraged to submit a full proposal.

4.2 Proposal Evaluation

- Full compliance with the terms and conditions and provided proposal instructions and templates of this RFP (pass/fail).
 - Technical evaluation:
 - Technical Merit (30%)
 - Soundness of the technical concept and prior data of earlier product prototypes
 - Innovativeness and competitiveness of the product
 - Product roadmap
 - Soundness of the technical plan (30%)
 - Technical approach
 - Realism of the proposed project plan
 - Quality and completeness of the proposed work plan, deliverables, and milestones
 - Soundness and completeness of commissioning plan and acceptance tests
 - Bidder and team capabilities (40%)
 - Technical capabilities of the bidder and team to perform the work.
 - Availability of the facilities and resources needed to develop, build, and test the developed technology.
 - Past experience and performance of the companies, institutions, and individuals involved.
 - Demonstration and credibility of the lead bidder's ability to undertake significant operations locally in Saudi Arabia.
 - Past experience executing projects of the same financial scale as the product development project proposed.
 - Economic Evaluation
 - Localization and Commercialization Potential (50%)
 - Potential of localization and commercialization of products in the future
 - Potential impact of product in the market (is it a game changer?)
 - Financial evaluation (50%)
-

- Competitive price and cost realism of bid
- Financial capabilities of the bidder and project team

K·A·CARE will evaluate the proposals based on the criteria listed above to assess the quality and breadth of the offering. Regarding the innovativeness of the proposal, K·A·CARE will not fund technical proposals under this RFP for projects that closely resemble a past project that K·A·CARE has already funded. Bidders are encouraged to review past project summaries, which can be found on the TLC Program website³, to gain a thorough understanding of work that K·A·CARE has supported in the past. It is the responsibility of the bidder to ensure that their proposal is unique, compared to previously funded projects.

K·A·CARE may by its own choice ask the bidders, in writing, for clarifications that may arise from the Technical and Financial bids.

Minimum percentage threshold for an acceptable proposal is 60% for total score of the financial and technical evaluation.

4.3 Final Selection

Based on the final selection or selections, K·A·CARE will enter into contract negotiations with one or more of the bidders.

Under certain circumstances, K·A·CARE reserves the right, at its sole discretion, to approve discrete parts of submitted proposals, as opposed to whole proposals.

5 GENERAL INFORMATION

5.1 Divided Tender

This program is being conducted as a divided tender in accordance with Chapter 13, Article 26 of the Saudi Procurement Law and Chapter 13, Article 30 of the Implementing Regulations. This division is in the public interest in order to fund multiple promising projects, differing in scope, technical approach, value, and location, across multiple topic areas or within a single topic area. Each bidder may submit only one proposal for any topic area.

5.2 Questions and Requests for Information

If the bidder has any questions; or has any doubt as to the meaning or intent of any provisions of this tender; or identifies any discrepancies or contradictions between any provisions; or requests any additional information regarding this RFP, these must be submitted in writing through Ministry of Finance on Etimad Portal. All questions submitted, and all responses provided by K·A·CARE will be made available to all bidders during the submission process.

5.3 Work Duration

The services should be performed within the duration shown in section 2.4 unless indicated otherwise by K·A·CARE during the bidding process and eventually agreed upon in the binding contract, if any.

5.4 Location for Work

For product development projects, the physical product must be tested at a site within Saudi Arabia. The Recipient shall provide access to work locations to K·A·CARE and K·A·CARE-authorized visitors on 24 hours' notice throughout the contract period. Projects that have

³ <https://www.kacare.gov.sa/en/tlc/Pages/PastProjects.aspx>

secured a test site will be looked upon more favorably. However, lack of a secured test site at the time of the proposal submission will not cause a proposal to be rejected. A project site must be secured prior to contract signing between K·A·CARE and the project team.

5.5 Deliverables

The deliverables shall be proposed by the Bidder in the project scope of work and are subject to negotiation. However, as a minimum, the deliverables must include:

- Monthly progress reports for each month in which the project is active.
- Quarterly reports detailing the work completed and progress toward project completion, including project expenditures to date. The recipient will prepare technical and financial design documentation for K·A·CARE's evaluation in anticipation of each quarterly technical review, over the course of the project. The design reviews will serve as milestones and go/no-go checkpoints within the demonstration project.
- An interim project presentation, due at the midpoint in the project timeline, detailing the progress and learnings to date.
- Recipients must participate in the K·A·CARE TLC Initiative Annual Program Review in KSA, sending a qualified representative to deliver a prepared presentation, representing the status and findings from the funded project. Recipients must comply with this requirement in every year that the funded project is active, from contract signing to project close.
- A final report documenting the project achievements and the demonstrated performance of the final product. The structure and content of the report shall be subject to K·A·CARE approval.
- A final presentation summarizing the project and its outcomes will be prepared, delivered, and submitted to K·A·CARE, after the demonstration project has been installed and commissioned.
- A report will be delivered to K·A·CARE 36 months after the completion date of the produce development project. This report will list the commercial activities pursued by the project team, during the time period since project completion. The project team will also report any subsequent sales resulting from the use of the renewable energy technology, or any foreground IP developed during the project.

All deliverable reports shall be submitted in English, unless otherwise noted, with the final report being in both Arabic and English.

5.6 Confidentiality

K·A·CARE will furnish a non-disclosure agreement (NDA) upon request. Such NDA must be signed by authorized representatives of any party wishing to submit proprietary information as part of the concept paper or proposal. Send any NDA request through the Etimad Portal at www.etimad.sa.

Any proprietary information in the full proposal must be clearly marked as such on each paragraph, figure, or table, in the footer of each page containing proprietary information, and on the cover page of the document.

Concept papers may not contain proprietary information.

5.7 Right of Approval of Sub-Contractors

K·A·CARE reserves the right to accept or reject the use of any subcontractor proposed by the bidder without explanation to the bidder. All subcontractors must be approved in advance by K·A·CARE.

5.8 Rejection of Proposals

K·A·CARE reserves the right to reject any and all proposals received and to waive technical defects, or non-substantive errors in a proposal as its interest may require.

5.9 Award of Contract

A Contract offer shall be awarded to the preferred bidder, if any, who, in the sole judgment of K·A·CARE, is best able to provide the full range of the Services for this RFP. All proposals shall remain valid for 180 calendar days after the submittal of proposals. ***If the preferred bidder and K·A·CARE fail to meet the contract execution deadline outlined in Section 2.8, K·A·CARE reserves the right, at its sole discretion, to terminate the acceptance of proposal with this bidder, and make a contract offer to another bidder.***

5.10 Contractual Content

All or parts of the selected proposal may become part of the contract, at the sole determination of K·A·CARE, if K·A·CARE makes an award of contract.

Such contract shall contain the following non-negotiable terms and conditions:

- The bidder warrants that it (or any person acting on its behalf) has not offered, promised or given a bribe to K·A·CARE, to any member of its staff or to any person connected to a member of its staff, concerning the award of the Research Project to 2nd Party or to the negotiation of any of the terms and conditions of this Agreement; A breach of this clause shall constitute a Material Breach of this Agreement.
- Save as otherwise disclosed in writing to K·A·CARE, The bidder warrants that it has obtained all necessary consents, approvals, licenses and permissions which are required to enable it to comply with its obligations hereunder and will throughout the duration of those obligations maintain all such consents, approvals, licenses and permissions and shall not commit any act or omission which might invalidate their effect;
- Every statement, representation or information provided to K·A·CARE in connection with the Project is to the best of bidder's knowledge, true, complete and accurate.
- The bidder warrants that there is no other information of which the bidder or its agents is aware that is relevant to the Project and the interests of K·A·CARE under this contract.
- The bidder acknowledges that in the event any warranties or covenants provided by it in this contract are found to have been knowingly false, misleading, or untrue on its part or it is found to have failed through negligence on its part to fulfill any of the obligations it has committed to, or consultant is found to have concealed any information it undertook to disclose, then, without prejudice to K·A·CARE's rights under this Agreement, bidder shall be subject to the provisions of Saudi laws, rules and regulations such as the Anti-Bribery, Anti-Counterfeiting, Anti-Commercial Fraud Regulation or any other relevant set of laws, rules and regulations.
- Periodic reviews will include a review of project KPIs and may be a basis to terminate the project if the review is unsatisfactory.
- Publications: Any publication or public disclosure pertaining to this contract or the work performed hereunder shall be first approved by K·A·CARE, such approval not being unreasonably withheld.
- The contract shall be governed by the laws and courts of the Kingdom of Saudi Arabia.

5.11 Project Failure

Project Failure affects the Recipient's intellectual property rights as described herein. If K·A·CARE deems the Recipient's post-contract performance to be a Project Failure, K·A·CARE will notify the Recipient in writing, and the Recipient shall have the opportunity to

present facts or remedies for K·A·CARE consideration.

5.11.1 Failure to Pursue Commercialization post Successful Product Development Projects

The intent of the TLC initiative is to pursue local technology transfer and commercialization of products. Hence, in the event that the recipient goes out of business or fails to make reasonable effort to pursue commercialization within KSA after a period of 3 years after the successful completion of the product development project, K.A.CARE will be entitled to take a royalty-free, exclusive license to the foreground IP and license it to another entity in KSA to pursue commercial development of the product.

5.12 Intellectual Property

It is K·A·CARE's intent that Saudi companies will retain commercial control over IP resulting from projects that are funded through the K·A·CARE TLC initiative. K·A·CARE expects to receive non-commercial rights to any resulting IP for the purpose of conducting its own internal research. K·A·CARE will make no external disclosure of non-commercial IP obtained through funded projects.

For all funded projects, K·A·CARE shall have a fully paid-up, non-exclusive, worldwide, royalty-free license to the Foreground IP produced for the project for non-commercial, non-competitive use only, and such license shall include non-exclusive license on fair market terms to any Background IP of the bidder or any of the project team participants, for non-commercial, non-competitive use only, as necessary for exercise of the foreground license rights.

For product development projects, the Recipient may retain ownership of Foreground IP, provided an IP agreement has been established among the Recipient Team members that establishes the Prime Recipient or another Saudi entity has IP rights sufficient to exploit the Foreground IP in Saudi Arabia. This provision is contingent on the continuing commercial operation of the Prime Recipient. If the Recipient ceases operations, or fails to pursue commercialization of the product within KSA, or pursues commercialization outside of the Kingdom, prior to commercializing the technology within the Kingdom, then upon written notice by K·A·CARE, K·A·CARE shall have a royalty-free, exclusive license to Foreground IP, and non-exclusive license on fair market terms to any Background IP needed for commercialization, and K·A·CARE may license the IP to another entity for commercial exploitation.

5.13 Health, Safety, Environmental and Security Requirements

The selected bidder (and all subcontractors as applicable) shall comply with all KSA health, safety, environmental and security laws and regulations while performing work within Kingdom.

The selected bidder shall implement an HSE program for its work that implements all applicable KSA requirements.

5.14 Changes to RFP Requirements

K·A·CARE reserves the right to modify the requirements of the RFP. Any modifications shall be noted in the revision history section of the RFP. Updates to this RFP will be transmitted through the Etimad Online Portal and all registered bidders will receive automatic email notifications concerning document updates.

5.15 RFP Cancellation

K·A·CARE reserves the right to cancel this RFP at any time, with or without providing prior notice or explanation.

5.16 Press or News Releases

No bidder shall issue any news or press release pertaining to this RFP without the prior written approval of K·A·CARE.

5.17 Technical Terms and Conditions

The bidder shall familiarize themselves with all the matters relating to the detailed technical terms and conditions for the performance of the work of this RFP. The bidder shall be deemed to have examined and satisfied themselves with all the requirements of the Work Plan of this RFP before submitting their proposal.

5.18 Litigation

K·A·CARE will not enter into a contract with any bidder wherein: a) the bidder, or any owner, partner, officer, employee, or affiliate thereof, are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from transacting business by or with any governmental department or agency; or, b) the entity, or any owner, partner, officer, employee, or affiliate thereof, have, within the three year period prior to the date of advertisement of this RFP: i) been convicted of or had a civil judgment rendered against them for commission of fraud or a criminal offense in connection with obtaining, attempting to obtain or performing a public transaction or contract; ii) violated any antitrust statutes; or iii) committed embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements or receiving stolen property offenses.

6 DEFINITIONS AND ACRONYMS

6.1 Definitions

- Bidder — a qualified corporate entity submitting a proposal in response to this RFP (the “Prime Bidder”).
- Foreground IP — IP that is created as a result of the funded work.
- Recipient — a bidder who receives an award under this RFP (the “Prime Recipient”).
- Recipient Team — a team of entities led by a Prime Recipient (or “Recipient”) that together execute the project.
- Work Breakdown Structure — a hierarchical division of the planned work into well-defined components

6.2 Acronyms and Abbreviations

Acronym	Meaning
IP	Intellectual property
K·A·CARE	King Abdullah City for Atomic and Renewable Energy
KPI	Key performance indicator
KSA	Kingdom of Saudi Arabia
NDA	Non-Disclosure Agreement
RFP	Request for Proposal
TRL	Technology readiness level