



**INVITATION TO
MED-TSO TENDER FOR:**

**Tailor-made trainings for MED-TSO
representatives about “Benefit and
measures for international power
exchanges”**

TEASIMED Project
General Technical prescriptions
and application procedures

Table of Contents

PART A - Technical Specifications	3
1. Framework	3
2. Object and scope of the tender	3
3. Service Provider profile requirements	5
4. Timetable for the call for tenders	5
5. General Conditions	5
PART B Procedures and evaluation criteria	6
1. Tenderers	6
2. Procedure for the Submission of Proposals	7
3. Awarding criteria	9
4. Score assignment	9
ANNEX 1 - Syllabus of the trainings for MED-TSO representatives about “Benefit and measures for international power exchanges”	11

PART A - Technical Specifications

1. Framework

Med-TSO - Mediterranean Transmission System Operators, is a legally recognized association established in Rome, on April 19th 2012, involving the Mediterranean Transmission System Operators (TSOs) for electricity, operating the High Voltage Transmission Networks of 19 Mediterranean Countries

Med-TSO has legal headquarters at Terna S.p.A., in viale Egidio Galbani 70, 00156 Rome - Italy and Operational Headquarters at Terna S.p.A. , in via della Marcigliana, 911 - 00138 Rome – Italy.

The Association intends to continue supporting the EC in the next years, in the frame of the EU "Promoting the Energy Transition in the Southern Neighbourhood 2019-2022" programme, aiming at fostering more efficient, secure and better integrated energy systems and markets in the Southern Neighbourhood region.

In continuity with the organization of the previous Actions developed in the period 2015-2020, Med-TSO proposes a new Action, named TEASIMED (Towards an Efficient, Adequate, Sustainable and Interconnected MEDiterranean power system), co-funded by the European Commission (EC) through the Grant Contract "EXTERNAL ACTIONS OF THE EUROPEAN UNION (EU) - ENI/2020/417-547".

As part of its Knowledge Sharing program, Med-TSO is soliciting proposals for the organization of tailor-made online courses, dedicated to Med-TSO representatives, aiming at building some common ground that could help in the ongoing discussion at national level, regional level and multi-regional level about the opportunities and framework needed to increase power exchanges between interconnected countries.

2. Object and scope of the tender

Between 2021 and 2022 Med-TSO aims to support the Maghreb region in setting the framework to increase power exchanges.

In scope	Out of scope
<ul style="list-style-type: none"> develop and organize an online course (e.g. 10 webinars of 2 hours) coherent with the objective defined in annex 01 	<ul style="list-style-type: none"> suggest and define the way forward for a specific region and the technical details of each aspect



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| <ul style="list-style-type: none"> • build some common ground/wording that could help in the ongoing discussion on how to increase regional integration and international power exchanges | |
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The course should first focus on:

- WHY (benefit of system integration and power exchanges)
- WHAT (what are the operational procedures/ commercial agreements / technological systems needed between TSOs to integrate power systems and exchange electricity?)
- HOW (how is it possible to organize power trading between different countries?).

The lectures could mix:

1. review of the key fundamentals (including but not limiting to theoretical foundations)
2. detailed analysis of specific issues of relevance
3. interactive discussion, triggered with multiple-choice questions (e.g. using Kahoot! or similar) and Q&A sessions

The final training programme should be built together by the selected provider and Med-TSO in order to define and plan the possible contribution of TSOs experts.

The Service Provider should:

- A. submit a propose detailed programme including the CV of the lecturers;
- B. accommodate the availability of experts to contribute to the development of a specific part of the programme; the experts could be identified either by Med-TSO or suggested by the Service Provider. In any case the experts, as well as changes in the pre-defined lecturers shall be approved by Med-TSO;
- C. prepare the material for the courses in advance with the following timelines:
 - a. 4 weeks in advance the material for the session x should be shared with Med-TSO to get feedback;
 - b. 2 weeks in advance Med-TSO will submit feedbacks (if any);
 - c. 1 week in advance the Service Provider will share with Med-TSO the final material and Med-TSO will share in advance with the participants to the session
- D. draft an evaluation survey/questionnaire specific for each session/lectures; this evaluation survey should be shared with the same timeline described in point C. above.

The material prepared for the lectures will become Med-TSO property and published on Med-TSO web-site.

3. *Service Provider profile requirements*

Med-TSO has decided to invite to the tender knowledgeable companies with:

- references in projects, preferably involving directly TSOs, related to real implementation of International Power Exchanges;
- experience in the organization of courses about Regulation of power systems;
- experience with project with Energy Communities members is a plus;
- training material should be available in English; the experts should be able to express in French and in English.

The selection of the invited companies has been conducted by a dedicated Task Force composed of some Med-TSO members and has been approved by Med-TSO Executive Board.

4. *Timetable for the call for tenders*

Stages	Indicative period
a) Publication of the call	12 th August 2021
b) Deadline for submitting applications	24 th September 2021
c) Evaluation period	27 th September – 8 th October 2021
d) Information to tenderers	by 27 th October 2021
e) Signature of contract	by end of October 2021
f) Tentative starting date of training	December 2021

5. *General Conditions*

The Service Provider must be aware that the activity is co-funded by the EC and subject to all EU standard procedures.

All the documents proposed by the Service Provider are subject to approval. The approval does not change the responsibility of the Service provider on the final result. All the documents can be updated during the activity, whenever unpredictable facts arise. In all cases, major changes introduced by the Service Provider have to be notified to Med-TSO for approval. The final documentation has to be consistent with the activity, in terms of scope and time.



PART B Procedures and evaluation criteria

1. Tenderers

The tender is organized by invitation.

The following tenderers have been invited to apply for this call:

Company / Institution	Contact	E-mail
ARTELYS BELGIUM	Christopher Andrey	Christopher.Andrey@artelys.com
Institute for Research in Technology, Comillas Pontifical University	Pablo Rodilla	prodilla@comillas.edu
Florence School of Regulation, European University Institute	Marina Cascella	Marina.Cascella@eui.eu
FTI France	Fabien Roques	froques@compasslexecon.com
REF-E S.R.L.	Virginia Canazza	virginia.canazza@ref-e.com
Politecnico of Milan	Marco Merlo	marco.merlo@polimi.it
GES ENERGY CONSULTING LIMITED	Steele Graeme	Graeme@bsde.energy
Neon Neue Energieökonomik GmbH	Lion Hirth	hirth@neon.energy
Ener21 Algeria	R. Touileb	rtouileb@yahoo.fr
E-Bridge Consulting GmbH	Tuncay Türkucar	ttuerkucar@e-bridge.com



Magnus	Alexander van der Mark / Gertjan Meutgeert	a.vdmark@magnus.nl g.meutgeert@magnus.nl
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Consortia are allowed but they must include a leader within the companies listed in the table above.

The Service Provider will present its CV according to the knowledge and skills requested and names and CVs of the proposed experts who will work in the contract must be clearly declared. The substitution of an expert can only take place with an expert with similar professional experience and, in every case, the substitution must be approved by Med-TSO.

2. *Procedure for the Submission of Proposals*

The tendering Service Provider shall submit its Proposal in three folders, named:

“[NAME OF THE TENDERER_Folder A]”

“[NAME OF THE TENDERER_Folder B]”

“[NAME OF THE TENDERER_Folder C]”

Folder A - *Administrative documentation* – the following documents shall be included:

This request for offer, signed by the legal representative of the Service Provider, with a copy of its ID attached; the request can also be signed by a solicitor of the legal representative and, in this case, a certified copy of the attorney has to be attached;

A valid chamber of commerce Service Provider registration for the Service Provider. This document must have an international format and in any case must be in English.

Folder B – *Economic offer* - the cost of the work including VAT, taxes, expenses, contributions and other due fiscal charges, according to the applicable law of the Service Provider, shall be indicated.

The Economic offer shall be signed by the legal representative of the Service Provider, with a copy of its ID attached; the offer can also be signed by a solicitor of the legal representative and, in this case, a certified copy of the attorney has to be attached.

Folder C - *Technical offer* – this shall include the detailed programme of the courses including the CVs of the lecturers of each session.

The detailed programme shall cover in an organized and structured order the key points presented in the syllabus - Annex 1.



The Technical offer shall not include any economic information. Any violation of this requirement will determine the exclusion of the Service Provider from the bidding procedure.

The Technical offer shall be signed by the legal representative of the Service Provider, with a copy of its ID attached; the offer can also be signed by a solicitor of the legal representative, and, in this case, a certified copy of the attorney has to be attached.

Financial and Technical offers shall be drawn in English.

Folders A, B, and C shall be sent by electronic mail to tenders@med-tso.com. This email shall have as object: "Tailor-made trainings for Med-TSO representatives".

The deadline for the submission of the proposal is 24th September 2021. The date of the email received will be valid.

Any queries could be submitted by 6th of September 2021. Answers to those queries will be send to all prospects by 15th September 2021.

Med-TSO reserves the right to verify self-attested titles, competencies and experiences and the faculty of this Administration to not proceed to the award shall not be affected.

If there is a need to have other information, Med-TSO Secretariat may contact the tenderer for this purpose during the tender process.

3. Awarding criteria

The offers will be evaluated according to the following scoring table:

<i>EVALUATION ELEMENTS</i>	<i>MAXIMUM SCORE</i>
<i>REFERENCES</i>	<i>25</i>
<i>TECHNICAL OFFER</i>	<i>45</i>
<i>ECONOMICAL OFFER</i>	<i>30</i>
<i>TOTAL</i>	<i>100</i>

4. Score assignment

Criteria and Scores	Maximum score	Minimum threshold
References and Background	25	18
<ul style="list-style-type: none"> References in projects related to real implementation of International Power Exchanges (with TSOs directly); 	10	7
<ul style="list-style-type: none"> Experience in the organization of courses about Regulation of power systems; 	10	7
<ul style="list-style-type: none"> Knowledge of the Mediterranean region will be considered a plus 	5	0
Technical Offer	45	38
<ul style="list-style-type: none"> detailed programme of the courses including the CVs of the lecturers of each session 	45	38



The formula for **Economic offer evaluation** is:

$$ES = 100 \times CP/EP$$

where ES is the Economic Score, CP is the value of the Cheapest Proposal and EP is the value of the Economic Proposal under consideration.

The tenderer obtaining the highest combined score is invited to a negotiation.



ANNEX 1 - Syllabus of the trainings for MED-TSO representatives about “Benefit and measures for international power exchanges”

The course should first focus on:

1. WHAT (integrate power systems and exchange electricity)
2. WHY (benefit of system integration and power exchanges)
3. HOW (how is it possible to organize power trading between different countries? what are the operational procedures / commercial agreements / technological systems needed between TSOs to integrate power systems and exchange electricity).

TOPICS TO BE COVERED IN THE TRAINING

What?

Regional markets: market integration design issues

Different degrees of integration: possibility of integration in each model (vertical-integrated or unbundled models):

- common aspects regardless of the model
- opportunities linked to the different models and models combination

First stages of integration: Explicit allocation and Physical Transmission Rights, cross-border issues

Why?

Regional markets: benefits and basic discussions

Integration benefits (e.g. welfare, higher Security and quality of Supply, sharing reserves, enabling higher renewable integration etc.)

Intraregional and interregional integration (among Maghreb, Mashreq and between Maghreb, Mashreq and EU...and beyond)

Investment drivers and rules, criteria of congestion management and congestion rents allocation

How?

Operational Experiences and Practices towards the integration of the Power Systems

- Operational procedures to be set-up for having an effective integration of the power systems: System Operations guidelines / capacity calculation (preferably with TSO's expert needed)
- Transmissions' fee (transit cost) & losses (e.g., A wants to sell to B using partially the grid of interconnected system C) → Inter-TSO compensation system (preferably with TSO's expert needed)



- Share of information between System Operators: From the federalist organization to the Regional Security Coordination (preferably with TSO's expert needed)

Pricing electricity generation (optional)

- System operator and Market Operator (Roles and responsibilities)
- Overview of the benchmark trading platforms (applicable in both vertically integrated and liberalized market regimes) → history of the evolution that brings to the current set-up in Europe
- Bilateral long-term contracts and capacity allocation
- Cost of Electricity & Value of electricity
- How to settle commercial trades? Contracts and pricing
- Explaining electricity prices: the Merit Order Model and the Screening Curve Model
- Energy markets design elements: Market-based economic scheduling: Market models, bidding formats and clearing algorithms