

**FAX COVER SHEET**

**DATE:** **OCTOBER 03, 2017**

**TO:** \_\_\_\_\_  
**FROM:** **KESH J.S.C (ALBANIA)**

**FAX: +** \_\_\_\_\_  
**FAX: +355 4 2241 982**

Number of pages including cover sheet: [2]

**SUBJECT:** Optimization procedure of selling and purchasing of electricity.

Dear Sirs,

The Albanian Power Corporation intends to carry out a limited negotiated procedure for selling and purchasing electricity for the period 08.10.2017 – 31.10.2017.

You are invited to submit your offer for selling and purchasing electrical energy as follows:

	Delivery Period	Delivery Profile	Power (MW)	Quantity (MWh)	Unit Price (EUR/MWh)	CBC
KESH seller	08-31.10.2017 (Monday –Friday)	18:00-21:00 (CET,Albanian local time), 3 hrs	Up to 350	Up to 17,850		Provided by the buyer
KESH buyer	08-31.10.2017 (Saturday –Sunday)	07:00-24:00 (CET,Albanian local time), 17 hrs	Up to 150	Up to 17,850		Provided by the seller

- For the whole period, the electrical energy is asked under the following profile:
  - Purchasing electricity/Continuous delivery from Saturday to Sunday, 07:00 to 24:00 CET (17 hour) and
  - selling electricity/continuous supply from Monday to Friday, 18:00-21:00 CET (3 hour), (CET Albanian Local Time).
- The Bid Evaluation Criteria is: The unit/price of energy selling must be higher than the unit price of energy purchasing.
- The companies are encouraged to offer total required quantities for the whole period, but offers that submit lower quantities than the total required quantity, will also be accepted. Companies have to offer supply of electrical energy for the whole required period without interruptions and without changed power.
- KESH sh.a. based on the audit recommendations of the Supreme State Audit and in accordance with the events occurring during previous procedures, requires all companies to be represented by only ONE independent entity, which should have unique legal name, unique headquarter, unique legal representatives and all distinguish criteria of an independent commercial company, until a new decision of responsible authorities for "Protection of competition".
- The parties shall not be entitled to assign any rights under the Contract.
- KESH sh.a. reserves the right to decline any bid or to accept fully or partially the quantities of electrical energy submitted by the companies or to cancel the selling-purchasing procedure (partly or totally) on its sole discretion.
- KESH j.s.c will negotiate in a second phase according:
  - point 4, of article 13 of the Purchase Procedure by KESH jsc, approved by Energy Regulator Authority according to Decision no.30, date 23.03.2011 and published at official website: [www.ere.gov.al](http://www.ere.gov.al).
  - point 4, of article 10 of the Selling Procedure by KESH jsc, approved by Energy Regulator Authority according to Decision no.1, date 10.01.2011 and published at official website: [www.ere.gov.al](http://www.ere.gov.al).
- In the unit/price is included the value of fiscal obligations, but is not included the value of VAT. Only for comparison and evaluation reasons, the classification of the offers will be based on the lowest unit/price that does not include the value of VAT.
- The contract with the foreign companies will be signed based only on the final offer's unit/prices and value of their offer, in which the value of VAT and other fiscal obligations will not be included. The contract with the local companies will be signed with the total value of the final offer (which includes VAT value + the values of all fiscal obligations recognized by the Albanian Legislation).

10. The Buyer/KESH jsc will not issue bank guarantees, make prepayment or other financial conditions requested. Above mentioned financial conditions from companies will not be considered and will bring disqualification of participant/s.
11. KESH j.s.c will make the payment of traders within 30 days after the delivery of electricity.
12. The traders will make the payment to KESH jsc within 20 days after the supply of electricity.
13. KESH j.s.c, requests from all interested companies that will participate in this procedure to submit only **one price** respectively one for purchasing and one for selling, for each Lot.
14. Other criteria of participation to the purchasing procedure is the submission of legal-financial documentation stipulated in the article 10 of KESH j.s.c Purchase Procedures, approved by Albanian Regulatory Entity and published at official website: [www.ere.gov.al](http://www.ere.gov.al) (except the companies that have submitted this documentation at KESH j.s.c).
15. All offers **must have a validity period until 06 October, 2017, hour 20:00**, Albanian local time. Offers without validity period or with validity period shorter than October 06, 2017, hrs 20:00, Albanian local time, will be automatically disqualified.
16. Your prices in the required format should be addressed to:  
ALBANIAN POWER CORPORATION (KESH j.s.c.)  
Street: Eshref Frasher, Nr. 8, kompleksi Vizion, Tirane  
FAX: +355 42 241 982
17. The deadline for reception of your offers is 04.10.2017, up to **16:30 hrs CET**, at fax number +355 42 241 982 and/or to the e-mail: [llanajr@kesh.al](mailto:llanajr@kesh.al).
18. In case you prefer to send your offer by mail, the envelope must be sent to the Protocol Office of KESH jsc, not later than 04.10.2017 at 16:30 hrs. Envelopes arriving later than this date and hour will not be accepted and evaluated. The envelope containing your offer should be marked:  
  
*"Selling-Purchasing electrical energy for the period 08.10.2017 – 31.10.2017. "Do not open, except in presence of the selling-purchasing commission, not before 04.10.2017, at 16:30 hrs."*
19. According to point 3, of article 13 of the Purchase Procedure by KESH jsc, and point 3, of article 10 of the Selling Procedure by KESH jsc, all the interested companies are invited on KESH jsc, date 04.10.2017, at 16:30 hrs, to be part of opening and reading the offer from sales-purchase commission.
20. The invitation "Selling-Purchasing electrical energy for the period **08.10.2017 – 31.10.2017**", will be published in the official website of KESH jsc: [www.kesh.al](http://www.kesh.al).

Yours Sincerely,

**Agron HETOJA**  
**HEAD OF CONTRACTING AUTHORITY**

