

ENTREPRISE DES INDUSTRIES ELECTROTECHNIQUES



المؤسسة العمومية للصناعات الإلكترونية

EPE/ELECTRO-INDUSTRIES/SPA

Société par actions au capital de 4.753000.000 DZ



GENERAL DIRECTION

SPECIFICATIONS

Call for expressions of interest for the realization of a project for the manufacture of synchronous alternators & generator sets



Adresse : BP 17 Route Nationale n° 12 Azazga - Wilaya Tizi-Ouzou - Algérie
Tel : (+213) 26 14.99 71 - Fax. : (+213) 26 14.98 00
Email : contact.ei@electro-industries.com - Site : www.electro-industries.com

Specifications

Open National and International Call for Expressions of Interest N°01/DG/2021 - EPE/ELECTRO-INDUSTRIES/SPA

CONTENTS

- ARTICLE 1. PREAMBLE**
- ARTICLE 2. PURPOSE OF THE CALL FOR EXPRESSIONS OF INTEREST**
- ARTICLE 3. SCOPE OF THE CALL FOR EXPRESSIONS OF INTEREST**
- ARTICLE 4. INSTALLED PRODUCTION CAPACITY OF BOTH PRODUCTS**
- ARTICLE 5. MARKETING OF THE TWO PRODUCTS**
- ARTICLE 6. LOCATION OF THE TWO PROJECTS**
- ARTICLE 7. PARTNERSHIP PROPOSAL**
- ARTICLE 8. CONSTITUTION OF THE APPLICATION PACKAGE**
- ARTICLE 9. ELIGIBILITY REQUIREMENTS**
- ARTICLE 10. SUBMISSION OF APPLICATIONS**
- ARTICLE 11. FURTHER INFORMATION**
- ARTICLE 12. SELECTION PROCESS OF THE PARTNER(S)**
- ARTICLE 13. GENERAL PROVISIONS**
- ARTICLE 14. CONTACTS FOR CLARIFICATION**

Article 1. PREAMBLE :

The iron and steel, mechanical, chemical, textile, consumer goods and food production, sanitary and construction sectors, etc.... are sectors with a growing need for electrical energy, thus requiring the prolonged use of generators sometimes as the main source of energy. In 2020, according to official statistics from the CNIS, the import of generators with powers ranging from 7.5 to 2,000 kVA amounted to over 15,000 units.

In this context, and in application of the national strategy of industrial integration, EPE ELECTRO-INDUSTRIES SPA, has reinscribed in its development plan 2021 to 2025, two projects; namely, the manufacture of single-bearing synchronous alternators and generating sets.

These projects will enable the company to meet the needs of the local market and to export surplus production to Africa and the Maghreb countries.

Article 2. PURPOSE OF THE CALL FOR EXPRESSIONS OF INTEREST:

The purpose of this call for expressions of interest is to establish a partnership for:

- 2.1. The construction of a factory for the manufacture of generator sets,
- 2.2. The integration of the production of three-phase synchronous alternators (or synchronous generators), within the Electric Motors Unit of EPE ELECTRO-INDUSTRIES SPA.

This call for expressions of interest is aimed at national and international investors with the necessary financial means, know-how and technology in the design and production of three-phase synchronous alternators and/or generator sets.

Article 3. SCOPE OF THE CALL FOR EXPRESSIONS OF INTEREST:

The scope of this call consists of:

3.1. The construction of a factory for the production of generator sets:

- ❖ The power range of the generators to be manufactured will be extended from 15 to 2,000 kVA, identical to that of the synchronous alternators, which will total 36 positions.
- ❖ Product options: skid-mounted, soundproofed, containerized, tractable, manual and automatic start generators, with synchronization system and remote control start,

- ❖ **Manufacturing process: The factory will be equipped with production, assembly and control lines, specially designed for:**
 - a. **The manufacture of chassis with integrated tanks,**
 - b. **The manufacture of soundproof enclosures,**
 - c. **The fitting out of containers for generators with a power rating of over 800 kVA (optional),**
 - d. **The manufacture of metal cabinets for control, power (inverters) and synchronization cabinets,**
 - e. **Finishing painting of all metal parts (chassis, tank, covers, containers, cabinets, etc.),**
 - f. **Assembly and inspection of heat engines (radiators, charging alternators, starters, filters, electrical & hydraulic connections and other accessories),**
 - g. **The assembly of generators (heat engines, synchronous alternators, chassis with tank, soundproofed enclosures or containers with exhaust system and insulation, control cabinets, electrical & hydraulic connections and other accessories).**
 - h. **Series and performance testing of generators.**
 - i. **Storage of finished products.**

3.2. The integration of the production of three-phase synchronous alternators within the Electric Motors Unit:

Presently, Electro-industries already has a range of three-phase synchronous alternators of two-bearing construction, under Siemens license, with powers ranging from 17.5 to 200 kVA, and is confident of its know-how in this field.

Currently, Electro-industries wants to integrate the manufacture of single-bearing three-phase synchronous alternators with flanges and SAE fixing discs, of standardized construction, with powers ranging from 15 to 2 000 kVA. These alternators will be manufactured in the various workshops of the Electric Motors Unit, which is equipped with the human and material resources to manufacture a range of electric motors with power ratings from 0.25 to 400 kW. A large part of the available equipment will be used in the integration process of these alternators.

Applicants participating in this call for expressions of interest must have intellectual property in the design and manufacture of synchronous alternators.

❖ **Power range and characteristics of synchronous alternators:**

Capacities kVA		Capacities kVA		Capacities kVA		Electrical and Mechanical Features
PRP	ESP	PRP	ESP	PRP	ESP	
15	16,5	160	176	680	750	Three-phase synchronous alternators, low voltage, without rings or brushes, self-excited and self-regulated, according to the IEC 60034 standard. Voltages: 230/400 V ($\Delta U = \pm 1\%$) - 50 Hz. Power factor: $\cos \varphi = 0.8$ Number of poles: 04 poles Rotation speed: 1500 rpm Insulation class: H (180 °C) Number of cable outputs: 06 and 12 wire conductors (winding). Degree of protection: IP23 Design: MD 35 (feet, centering edge and Centering edge and disc), single bearing. Flange dimensions according to SAE 0, SAE 1 and SAE 3. Coupling disc dimensions: 11"1/2; 14" and 18".
20	22	181	200	750	825	
25	27,5	200	220	800	880	
30	33	250	275	820	900	
35	38,5	272	300	900	1000	
40	44	318	350	1000	1100	
50	55	400	440	1100	1200	
60	66	454	500	1250	1375	
80	88	500	550	1363,6	1500	
100	110	572	630	1500	1650	
126	138,6	630	693	1650	1820	
150	165	636	700	1820	2000	

- ❖ **The manufacturing process:** The Electric Motors Unit already has a manufacturing process for synchronous alternators for a power range of 17.5 kVA to 200 kVA. This process will therefore be completed for the other power ranges.

Article 4. INSTALLED PRODUCTION CAPACITY OF BOTH PRODUCTS:

4.1. The installed production capacity of the synchronous alternators will be around 3500 units/year, with a mix of powers, which will be defined in common agreement with the successful applicant.

4.2. The installed production capacity of the generators will be approximately 3000 units/year, with a power mix, which will also be defined in common agreement with the successful applicant.

Article 5. MARKETING OF THE TWO PRODUCTS:

Part of the synchronous alternators will be used to manufacture generators that will be sold locally. The surplus will be exported to North African and other countries.

The other part of the synchronous alternators will be marketed locally for the manufacturers of generator sets, who used to import these products.

Article 6. LOCATION OF THE TWO PROJECTS:

6.1. Synchronous Alternators Project:

The synchronous alternator manufacturing project will be integrated into the Electric Motors Unit, which is equipped with human and material resources and has a manufacturing process for rotating electrical machines with know-how and technology acquired since 1985 in each sector of activity, i.e.: product design and studies (CAD), manufacturing methods, launch/ordering, quality control (reception of goods, integrated parts and finished products, etc.).

The production stages mastered are:

- Cutting of non-oriented magnetic sheet metal,
- Stacking of stators, rotors, exciters,
- Rotor die-casting,
- Precision machining of shafts, casings, flanges, bearings, terminal boxes,
- Winding with connections of stators, rotors and exciters,
- Insulation and impregnation of wound stators, rotors and exciters,
- Vertical and horizontal balancing of complete rotors and fans,
- Pre-assembly and complete assembly of finished products,
- Testing and inspection of finished products according to VDE 0530 and IEC 60034.

6.2. Generator project:

The generator set manufacturing project will be located on a 16,500 m² Electro-industries site. It will consist of two industrial buildings forming an L shape.

. The first workshop, measuring 180m x 50m x 8m, will be dedicated to the manufacture of all the metal parts of the generating sets, i.e.: chassis with integrated tank, soundproofed covers, boxes for the control, power (inverters) and synchronism cabinets, surface treatment and finishing paint.

. The second workshop, with dimensions of 150 m x 50 m x 8 m, will be dedicated to the assembly of the cabinets, generators, tests, controls and storage of the finished products.

Article 7. PARTNERSHIP PROPOSAL:

Interested applicants are required to submit a ten (10) year industrial partnership proposal for the two projects concerned, including but not limited to the following criteria:

1. Presentation of the industrial partnership;
2. Production quantity;
3. Sales quantity (turnover);
4. Proposal for a partnership structure;
5. Personnel forecasts, human resource needs and organization;
6. Investment in equipment and machinery;
7. Technology and know-how transfer arrangements;
8. Training programs.

Article 8. CONSTITUTION OF THE APPLICATION FILE:

The application file will include the following documents

- ❖ **The letter of intent, attached as Annexure 01, duly completed and signed by the Applicant;**
- ❖ **The detailed presentation of the Applicant, namely :**
 - ✓ **Track record ;**
 - ✓ **Production over the last five (05) years;**
 - ✓ **Sales (market share) over the last five (05) years;**
 - ✓ **Number of licenses and patents held by the applicant in the field;**
 - ✓ **Main technological innovations and developments, if any;**
 - ✓ **Documents justifying that the applicant has R&D in the field.**
- ❖ **The Applicant's articles of association;**
- ❖ **Commercial register, or equivalent document;**
- ❖ **The list of the main managers and shareholders;**
- ❖ **Consolidated balance sheets and profit and loss statements for the last five (5) years;**
- ❖ **The partnership proposal in accordance with Article 7 above, duly initialed;**
- ❖ **The presentation of the manufacturing lines (description of the process, plans and list of equipment, ...) ;**
- ❖ **The provisional schedule for the implementation of the plant project;**
- ❖ **Other information deemed useful by the applicant.**

Article 9. ELIGIBILITY REQUIREMENTS

Applicants to this International Call for expressions of interest are selected on the basis of the following conditions:

- **Manufacturer of generators and/or alternators with proven experience in the field of plant manufacturing and operation;**
- **Having the financial means to enter into a partnership;**
- **Having a well-established technology and know-how in the field.**

Applicants must confirm their status as a manufacturer in accordance with the model attached in Annexure 01.

Article 10. SUBMISSION OF APPLICATIONS:

Applications should be submitted to the following address:

**EPE ELECTRO-INDUSTRIES /Spa
Direction Générale
Route nationale N°12 Azazga - Tizi-Ouzou - Algérie**

The deadline for submission of applications is: 30/06/2021.

Article 11. FURTHER INFORMATIONS:

Applicants may submit in writing (letter, fax, e-mail) any questions relating to clarifications and/or additional information deemed necessary on the content of this call.

Answers may then be given either in a common manner to all applicants or individually.

Article 12. SELECTION PROCESS OF THE PARTNER(S):

When selecting a partner, ELECTRO-INDUSTRIES will take the following approach:

- Publication of the open Call for Expressions of Interest, containing a description of the objectives expected by ELECTRO-INDUSTRIES;
- Receipt of letters of intent;
- Invitation and organization of presentation and/or clarification meetings with each of the interested companies after signing a confidentiality letter.
- Receipt of updated proposals including an initial business plan according to the recommendations of the clarification meetings;
- Evaluation of the proposals and their ranking on the basis of the above pre-established criteria;
- Communication of the final outcome of the evaluation to the companies that participated in the Open Call for Expression of Interest;
- Negotiations with the selected partner through the signature of a Memorandum of Understanding (MOU);
- Signature by the parties of the contractual agreements, after validation by the competent authorities.

N.B: In this call for expressions of interest, all exchanges and communications will take place via email.

Article 13. GENERAL PROVISIONS:

The Applicant shall bear all costs related to the preparation and submission of its application.

ELECTRO-INDUSTRIES will not be liable for these costs, nor will it be obliged to pay or reimburse them, regardless of the outcome of the Call for expressions of interest. Applicants may be asked to provide additional information after receipt of the bids. Applications must be submitted in French.

Applications must be submitted in one original and two copies, clearly indicating on the copies "original" and "copies" as well as one copy on CD Rom.

Article 14. CONTACTS FOR CLARIFICATION:

For further information, please contact the General Management or the Industrial Development and Partnership Department (DDIP), located at Route Nationale N°12 ELECTRO-INDUSTRIE Azazga - Tizi-Ouzou - Algeria.

TEL/FAX (DG): (+213)-(0) 26 14 98 00

TEL/FAX (DDIP): (+213)-(0) 26 14 99 71

**Email: contact.ei@electro-industrie.com
contact.qual@electro-industrie.com**

**MODEL LETTER OF INTENT TO THE NATIONAL AND
INTERNATIONAL OPEN CALL FOR EXPRESSIONS OF INTEREST
N°01/DG/2021**

Att. Of: EPE ELECTRO-INDUSTRIES.

**Subject: National and International Open Call for Expressions of Interest
N°01/DG /2021 - EPE/ELECTRO-INDUSTRIES/SPA.**

Dear Sirs,

We, the undersigned, representing the company propose to set up a partnership with ELECTRO-INDUSTRIES, in order to jointly achieve the objectives set out in this International Open Call for Expressions of Interest.

Our field of commitment is:

We confirm our position as a manufacturer of:

We express our interest in discussing our partnership proposal with ELECTRO-INDUSTRIES and in concluding the resulting agreements if we are selected.

We acknowledge that we have carefully studied the present document and that we have all the information and general indications necessary for us to submit our application in response to this National and International Open Call for Expressions of Interest.

Issued in On.....

Signature, Title and Stamp of Applicant