

WP3 – Tender details/description

Partner: AEGEA

Brief description of the tendering process (not less than 2000 characters)

The Aegean Energy & Environment Agency is one of the STEPPING partners that will support beneficiaries (island Municipalities) to carry out EPC tenders that aim to result into EPC contracts.

Collaborating with DAFNI Network which consists of 44 insular municipalities a wide pre-selection research was carried out in a number of islands in order to examine collaboration chances and building availability for EPC contracting.

Four municipalities were covering all the selection criteria for proceeding to an EPC for their buildings.

- Municipality of Limnos (North Aegean) (1 building)
- Municipality of Psara (North Aegean) (4 buildings)
- Municipality of Fournoi-Korseon (North Aegean) (3 buildings)
- Municipality of Kalymnos (South Aegean) (3 buildings)

As a combined inter-municipality bundling tender was hindered due to various legislative reasons and stakeholder reluctance, it was decided that 4 investment plans and 4 tender documents would be prepared for all buildings per each selected municipality. As the case of Kalymnos includes a Hospital building ESCOs expressed a greater interest in participating to an upcoming tender.

A tender document for Municipality of Kalymnos was elaborated by AEGEA with the contribution of legal counsellors in order to work as a pilot for the other three municipalities.

In the meantime, funding for the three North Aegean Municipalities (Limnos, Psara, Fournoi) was secured as the proposals for their energy retrofitting were approved to receive support from ESIF. The Kalymnos proposal was also submitted to South Aegean call for funding but is still pending (submitted in July 2019). The Hospital was not included in this proposal due to bureaucratic reasons therefore the need for an EPC is compelling.



As a consequence, tendering for the three North Aegean municipalities will be a more feasible task as there is no need for private investment, except for any corrective or additional measures that might be implemented.

On March 2019 three of the four energy retrofitting proposals were approved for receiving financial support from ESIF; communication with municipalities started on how to proceed to an EPC tender.

On July 2019 (31/07/2019) a proposal for Kalymnos' buildings was submitted to the Managing Authority of the South Aegean Regional Operational Programme. Unfortunately, the Hospital of Kalymnos proposal was not submitted along with the school buildings proposal. Discussions with the hospital management took place in order to include the Hospital in a bundled EPC tender. A Memorandum of Understanding is to be signed between the Hospital of Kalymnos and the Municipality of Kalymnos on that purpose.

On July 2019 (25/07/2019) meeting with various stakeholders, (Ministry of Energy and Environment, Bank representatives, ESCO's) in order to discuss and analyse the first drafts of tender documents.

On August 2019 contact through emails and meetings with ESCOs in order to evaluate tender attractiveness. They were hesitant to provide clear feedback as they are waiting new directions from the Ministry of Energy and Environment.

On September 2019 preparation of tender documents in compliance with the 2013 EPC tender model documents published by the Ministry. On standby until the new model to be published with the occasion of the pilot EPC on the energy retrofitting of the Hellenic Broadcasting Corporation building.

- Proposals for ESIF support submitted (North Aegean January 2019 – South Aegean July 2019)
- Received approval for ESIF support (March 2019 for North Aegean – South Aegean pending)
- Call for EPC tender – combining EPC with ESIF support
- Tender specifications
- European Single Procurement Document
- Operation and management Plan & Performance Measurement and Verification Plan are yet to be produced based on the first EPC tender of public building in Greece



The tenders are planned to be launched by the end of the first trimester of 2020 or when the following results come into effect:

- Approval or Rejection of ESIF support for Kalymnos proposal
- MoU between the Hospital and the Municipality of Kalymnos is to be signed
- Tender launch for the Hellenic Broadcasting Corporation building (the relation to AEGEA projects is described below)

The current legislation is outdated and EPC tendering on public buildings is never tested before. The General Government published on May 2019 a new national action for energy retrofitting of public buildings through an EPC and the first pilot that will be used on that purpose is the building complex of the Hellenic Broadcasting Corporation. The project will be financed through a combination of ESIF support and private funding.

All relevant stakeholders are on hold for the launching of the EPC tender in order to use it as a reference. The Call for proposals (for receiving the ESIF support) was published on May 2019 and after that two extensions took place provoking a critical delay on receiving ESIF support and secondly tendering an EPC.

10/10/2019 [Second \(2nd\) amendment of the Call – New Extension](#)

21/6/2019 [First \(1st\) amendment of the Call – Extension](#)

24/5/2019 [Call for Proposals](#)

This resulted to a general reluctance from all sides to participate in tendering processes before receiving results and acquiring experience from this first public EPC tender that combines ESIF and ESCO funding.

Regarding the drafted Kalymnos tender it will be enriched with additions extracted by this pilot EPC tender.

Tender call was not launched but on the other hand ESCO's were informed and received the draft tender documents in order to express their interest and any recommendations. Feedback is expected.

