

**Minutes of pre-bid conference
proposal for**

**Establishment and effective management of energy efficiency/renewable energy demonstration sites at
Borjomi, Kazbegi, Akhalkalaki, Dedoplistskaro, Lagodekhi and Tetrtskaro Municipalities and in
Business Service yards (BSYs) at Lagodekhi (1 BSY) and Dedoplistskaro (1 BSY) Municipalities**

Date: 22-June-2021, 1:00 p.m. Via Zoom platform

**UNDP Project: Improving Rural
Development
in Georgia**

Mr. Stephan Schmitt Degenhardt (Project Technical
Leader)
Ms. Natia Gobejishvili (Coordinator for
Environment)
Ms. Liliana Gureshidze (Liaising and Administrative
Assistant)

Attendees:

GBEMC LLC

Mr. Levan Zhvania

UGT

Ms. Tamta Sharashenidze

Helios Energy

Ms. Ketevan Gogishvili

**Energy Efficiency Center
Key Information**

Mr. Konstantine Barjadze

The representatives of the project, Mr. Stephan Schmitt Degenhardt and Ms. Natia Gobejishvili gave a brief presentation of:

- Project background
- Purpose of the Tender

Key objective

The objective of the assignment is to establish 6 demonstration sites (Borjomi, Kazbegi, Dedoplistskaro, Lagodekhi, Akhalkalaki and Tetrtskaro municipalities) and 2 Business Service Yards (BSY) (1 in Lagodekhi, 1 in Dedoplistskaro) which will become an anchor in the promotion of the selected EE/RE technologies (envelope insulation, vacuum SWH, simple SWH, simple SAH). IRDG pursues an approach explicitly oriented towards the sustainability of these demonstration clusters. The selected households and the business service yards will be responsible to maintain them and to demonstrate them to any interested visitor. As the households will use them in their everyday life, they will be the best suited promoters, speaking from experience. The sustainability strategy outlines options for each cluster how they can generate income from their specific position, e.g., by charging a small fee for demonstrating and explaining the technologies, by becoming distributors within the Green Matching Grant (GMG) scheme¹ (implemented by Rural development Agency and UNDP), and/or by becoming representatives of suppliers

¹ Green Matching Grant scheme is designed by UNDP and will be implemented in cooperation with Rural Development Agency

of the technologies. The agreed promotional strategy shall be implemented by the households to attract more visitors, and thus support the income generation capacity.

Q and A session:

Q 1: Could you please clarify the following: the first stage of the assignment consists of a provision and installation of the EE/RE technologies and later its maintenance?

Answer: This particular tender doesn't assume any installation work. The winning company should elaborate and implement an approach explicitly oriented towards coordination and ensuring sustainability of these demonstration clusters.

Q 2. What is the duration of the assignment?

Answer: 15 months.

Q 3. As per your brief presentation, the EE/RE technologies will be done and demonstrated in target municipalities. Could you please clarify how will be implemented a Green Matching Grant in this regard?

Answer: The GMG scheme by itself implies the complicity of the household in the provision of EE/RE technologies. The GMG scheme will not be used during the implementation of the activities envisaged through this Tender, as the cost of the provision and installation of technologies for demonstration purposes will be fully covered by UNDP.

Q4: Is the purpose of this tender to raise awareness of the households in these EE/RE technologies as well as calculation of the assumed expenses?

Answer: Yes, Indeed. Though the calculation will be more general and hypothetical. The main purpose is to convince people to implicate in the GMG scheme to have solid savings and improved living conditions.

Q5: Is the winner company obliged to elaborate a financial sustainability plan as well?

Answer: yes, the company should ensure the agreement of co-financing contribution of cluster members for implementing financial sustainability and promotional plan.

Q6: As far as I understand, this is the way to involve the people, who will be using the demo like deliver peoples' voice and at the same time receive some benefit, so the major part of the bidder company is to become some kind of a creative promotion or PR agency, who needs to make a business plan, promotion plan and financial plan, how to stimulate these people to visit these places and on the other hand, the demo holders to promote, let's say, sell the project to their neighbors, yes??

Answer: Precisely

Q7: You were talking about the maintenance part, Natia was mentioning, that we need somehow to educate, coach the people about the maintenance part. As again, one of my concerns specifically is that, when we did one of the projects, we have a little bit of problem connected to, how to say, how the sun is changing from winter to summer and the coefficient of this movement should be somehow calculated for the project. It is quite time-consuming and it needs special research about this part. My question is regarding this, will be such research be necessary or requirement will be part of the obligation of the company to, let's say, calculate the average maintenance or power output coefficient during the year, let's say?

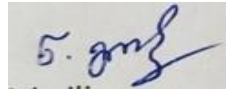
Answer: We don't have solar panels, we have installations, solar water heaters, vacuum solar water heaters, and simple self-constructed solar water heaters. So your last point, the last concern is not applicable. For the vacuum solar water heaters, again, the approach is that the company provides those solar water heaters and also simple solar water heaters, will decide on the installation, on the needs, etc. They install it and we pay for it and what you have to do is to assess and make people aware, the participants of the cluster, that is what you have to put energy at the site to keep, from your income, generated through your activities, through this fact, that they are now demo site, that they can maintain these technologies, because only if they can maintain

them well, they can continue to generate income and only if they continue to generate income through the technologies, they are interested in continually promoting the technologies.

Stephan Schmitt-Degenhardt
(Project Technical Leader)



Ms. Natia Gobejishvili (Coordinator for
Environment)



Ms. Liliana Gureshidze
(Liaising and Administrative Assistant)

