

Standard (Suggested) Tender Document Discussion Paper

For Discussion

There are two key documents that are involved and may require some standardisation.

1. Invitation to Tender
2. Tender Itself

Overall I believe that it is most important to provide standardisation for the first of these. A standard ITT when (presumably) in use on the proposed notice board will need to be concise with all the relevant information that offtakers need to properly assess opportunities. Naturally it is more difficult to standardise tender responses. A standard ITT will to some extent lead to more standardised tender responses. At this stage I think that we should focus on the ITT.

Key areas that the ITT needs to cover

1. Seller Counterparty Details
 - a. Contracting Company Name (Address, Company No. etc.)
 - b. Ultimate owners
 - c. JV or SPV structures
2. Project Details
 - a. Location
 - b. Technology
 - c. Expected Output (per annum and shape)
 - d. Progress (Where are they in the process?)
3. Credit/Finance Aspects
 - a. Requirement for Direct Agreement
 - b. Credit terms
 - c. Payment terms
4. Key Commercial Terms Required
 - a. Duration
 - b. Pricing Structure
 - c. Imbalance Risk
5. Any Other Required Terms

The interaction with the Sample PPA terms will be important. I am assuming that we anticipate them working together. Therefore we will need to develop them in step with each other. Hence we may need to delay the production of much more detail for a while.