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**The Jamaica Public Service Company Limited**

Request for Expression of Interest (REOI)

**#973893**

For

Utility Electrical Distribution Maintenance Contractors

# Introduction and Background

Jamaica Public Service Company Limited (JPS) is an integrated electric utility company, and the sole distributor of electricity in Jamaica. The Company is engaged in the generation, transmission, and distribution of electricity, and purchases power from several independent power producers (IPPs)

Marubeni Corporation of Japan and East West Power Company (EWP) of Korea, are majority shareholders, with joint ownership of eighty percent of the shares in JPS. The Government of Jamaica and a small group of minority shareholders own the remaining shares.

JPS serves approximately 680,000 residential, commercial, and industrial customers, through a workforce of close to 1,500 employees and a network of offices throughout the island. The Company owns and operates 28 generating units, 51 Substations, and approximately 20, 000 kilometers of distribution and transmission lines. The total installed generating capacity on the grid is 1041 MW. The company owns 51%, or 528 MW of this capacity. Independent Power Producers (IPP’s) own the remaining 513 MW. The company also manages and operates the transmission and distribution system.

The distribution system includes:

* 323, 636 poles- both wooden and concrete
* 41,307 transformers
* 20,137 km of primary and secondary distribution lines

Along with the provision of electricity, JPS is a key partner in national development. The Company has a vibrant corporate social responsibility portfolio and makes significant contributions in the areas of education, sports, and community development. The Company also has a strong environmental focus and carries out its operations in an environmentally friendly manner.

JPS has the following status with Jamaica Customs – Authorized Economic Operator (AEO). It is an internationally recognized quality mark, which indicates that the JPS supply chain is secure, and that the JPS customs’ procedures and policies are compliant. With this designation, JPS Warehouse and Procurement Teams are subject to audit and monitoring by Jamaica Customs.

The Office of Utilities Regulation (OUR) has regulatory authority over JPS ' operations.

## **Current Status**

JPS divides its maintenance areas into three (3) geographic regions and relies on numerous small, local contractors to maintain its distribution infrastructure across the regions.

The main focus is to optimize our service delivery processes, ensuring efficiency, reliability, and an elevated standard of excellence. JPS recognizes that there is a need to explore opportunities for enhancing our service delivery mechanisms through the integration of cutting-edge technology and the utilization of premium resources.

## **Objectives**

JPS wants to further improve its ability to provide services and satisfy customers changing needs by improving its capabilities to maintain, upgrade, extend, respond to trouble calls, network inspection and the introduction of smart technology on the distribution network. JPS wishes to engage competent and qualified firms who could provide these services under a long term contract agreement.

The objectives of this REOI are to:

* Assess firm’s capabilities and interest in the maintenance of the electricity distribution system
* Gather approaches for modernizing the system and delivering resilient, cost-effective service
* Identify opportunities to reduce costs while meeting service standards
* Collect information to assist in developing a future Request for Proposals (RFP)

This **REOI** is for information purposes only. It does not constitute a commitment or RFP and no contract will automatically be awarded as a result. Respondents will not receive compensation or reimbursement and a Company’s response, or lack thereof, will have no impact on the evaluation of responses to any subsequent RFPs released.

# Scope of Project

JPS is soliciting information related to engaging an experienced electric utility maintenance firm for the maintenance of the electricity distribution system in one or more regions of Jamaica. This should include the ability to work on de-energised and well as energised circuits for planned and unplanned situations.

Required services would include the support of day-to-day maintenance activities of the distribution system, regulatory compliance, trouble call response, and other key utility functions including vegetation management, pole rehabilitation, pole change streetlight maintenance and installation, construction of new lines and grid infrastructure, disconnection and reconnection, and new service installation.

The selected firm must possess the following capabilities:

* Financially stable
* Safe Distribution System Management: Effectively and safely manage a utility distribution system.
* Performance Benchmarks: Consistently meet or exceed performance benchmarks for safety, reliability, power quality, and customer satisfaction.
* Qualified Personnel: Staff the system operations with qualified, trained personnel who possess the necessary skills and expertise.
* Resilient System Upgrades: Implement resilient system upgrades and seamlessly integrate renewable energy and distributed resources.
* Community and Regulatory Relationships: Maintain positive relationships with the community and regulatory bodies.
* Innovative Solutions: Deliver innovative solutions within budgetary constraints, and demonstrating a commitment to cost-effectiveness and efficiency.

For a detailed list of required functions, refer to Appendix B.

# Deliverables and Schedules

JPS will review the initial submissions and select a group of “shortlisted” firms (EOIs) who will be invited to participate in the final submissions. Short-listed respondents may also be required to make presentations to JPS.

The table below indicates the calendar of activities to be undertaken by JPS and the prospective consultants in order to meet the established schedule of the EOI.

|  |  |  |  |
| --- | --- | --- | --- |
| **ITEMS** | **TASKS AND DELIVERABLES** | **END DATES**  **(year/month/date)** | **RESPONSIBILITY** |
| 01 | EOI invitations | Jan 24, 2024 | JPS |
| 02 | EOIs submit questions about the  REOI | Feb 2, 2024 | EOI Firms |
| 03 | Answers to Questions posted on  JPS Internet | Feb 9, 2024 | JPS |
| 04 | EOIs confirm intent to respond | Feb 16, 2024 | EOI Firms |
| 05 | Access to FTP site given to EOIs | Feb 19, 2024 | JPS |
| 06 | Response and submission to REOI | 11: 59 PM EST  March 1, 2024 | EOI Firms |
| 07 | Private opening of EOI responses | March 6, 2024 | JPS |
| 08 | Evaluation of EOI responses | March 7, 2024 | JPS |
| 09 | Shortlisting and notification of EOI  respondents | March 11, 2024 | JPS |
|  |  |  |  |

# Evaluation Criteria

The Evaluation Team, that is JPS, will evaluate the offers and determine a group of short listed EOIs. The selection will be based on the Evaluation Team’s judgment of the respondent’s potential to successfully fulfill (both commercially and technically) the distribution maintenance obligations through the contract term. The selection will be based on an evaluation of the submitted information and any follow-up information provided because of follow-up questions that may be posed by the Evaluation Team.

The evaluation criteria will include, but not be limited to, the following:

**Technical Merit**

* Project Execution Assessment
* Experience

**Commercial Merit**

* Organizational Details
* Financial Capabilities
* Technical Capabilities
* Qualification

**Evaluation Weighting**

The evaluation weighting will **broadly** be as follows:

### **Technical (55%) – which will include but not be limited to the following components:**

* + Project Execution Assessment
  + Experience
* Qualifications
* Health, Safety, Security, and
* Environmental (HSSE) Record and plan

### **Commercial (40%) – which will include but not be limited to the following best and final components:**

* Organization details
* Financial capabilities

### **Compliance (5%) – EOIs conforms with terms stated required in REOI**

# Instructions to Bidders

Respondents must have experience working on distribution systems, for all areas of service listed in appendix B for a utility of similar or larger scale, including:

* Track record of working independently to manage workforce (using a workforce management system), equipment and associated administrative resources to maintain a distribution system
* Provide leadership, supervision, guidance, mentorship to workforce in the execution of their duties
* Delivering grid modernization projects
* Integrating renewable energy
* Meeting performance benchmarks
* Maintaining positive regulatory and community relationships

# RESPONSE PROCESS

## **Format**

Responses should follow the format of the numbered sections below and should include page numbers and a table of contents. Respondents are encouraged to provide supplemental information as necessary.

## **Submission Methodology**

All responses should be submitted electronically via JPS 's procurement platform (or email or File Transfer Protocol (FTP)) at [URL] by **March 1, 2024.** Physical copies will not be accepted. When submitting responses, please ensure that all attachments are included.

## **Notice of Intent to Respond to the REOI**

The optional Notice of Intent to Respond form (attached as Appendix C) must be submitted by **February 16, 2024** to [jclarke@jpsco.com](mailto:jclarke@jpsco.com)

## **Questions & Answers**

All questions should be submitted through procurement platform by **February 2, 2024**. Answers will be posted as addenda.

## **Communications**

All responses MUST be uploaded to the FTP website. All responses to this REOI are to be submitted in the English Language.

Observing the deadline to submit questions, respective EOIs are invited to submit Technical questions via email to:

Email Subject: JPS REOI # 973893

To: Jacqueline Melbourne

Email Address: jclarke@jpsco.com

Procuring Entity will then post both the technical question(s) and respective response(s) on JPS intranet titled “Question and Response”. This will be completed by the date stated in the EOI Calendar of Activities. The originating entity will remain anonymous but all EOI firms will see all questions and responses.

Any contact made directly with any other employees or board members of Procuring Entity regarding this REOI is a violation of the terms of the REOI response criteria and may be cause for disqualifying an Entity at the sole discretion of Procuring Entity.

# INFORMATION REQUESTED

Please provide the following information:

## **Company background and qualifications**

* Company name, address, primary contact information
* History, overview of capabilities and experience with requisite references
* Biographies/Resumes of key personnel
* Approach to safety, compliance, ethics
* Audited Financial Statements for the last three (3) years.

## **Experience with similar projects/contracts**

List of comparable utility operation & maintenance projects

* Client, scope, duration, and technologies used
* Performance metrics and benchmarks
* Safety track record on comparable projects
* Reliability performance metrics achieved
* Successes and innovations in labor relations
* Community engagement, regulatory relations
* Ability to mobilize workforce with short notice
* Working under adverse conditions for long periods

## **Approach and Methodology**

* Day-to-day system operations and maintenance
* Vegetation management
* Trouble calls response protocols
* Customer service standards
* Staffing model
* Workforce skills, training and certification, Workforce size and types of equipment
* Distribution infrastructure maintenance
* Grid upgrades and improvements
* Management team experience
* Technologies leveraged
* Infrastructure investments
* Renewable energy integration
* Community and regulatory relations
* Local hiring and training approaches to build workforce competencies
* Data privacy and cybersecurity

## **Public Benefits**

* Potential benefits through job creation, rates reduction, clean energy, etc.

## **Transition Plan**

* Major milestones and activities
* Risks and mitigation strategies
* Timeframe required to fully mobilize services upon contract award
* Coordination with current system operator

## **Commercial Model**

* Proposed pricing structure
  + Types of fees: fixed, variable, incentives
* Typical contract duration and renewal options
* Experience with risk/reward sharing models
* Other commercial terms

## **Recommendations and Lessons Learned**

* Share relevant lessons learned and recommendations based on your experience.

## **Supplemental Information**

* Other relevant capabilities and interest in project
* Marketing materials

# QUESTIONS FOR RESPONDENTS

* What additional information or clarification would help in responding to a potential RFP?
* How much time is reasonably needed to prepare a proposal responding to a RFP?

# MISCELLANEOUS

## **Confidentiality**

Information marked confidential will be treated as privileged and only disclosed in accordance with the law.

## **Costs**

Respondents are responsible for all costs related to responding to the RFI. JPS will not reimburse costs.

## **Disclaimers**

* JPS shall not liable for any errors, omissions or information provided
* Participation in the REOI is at the Respondent's own risk
* JPS reserves the right to modify or withdraw the REOI at any time
* REOI responses shall remain valid for ninety (90) days from submission deadline

# APPENDICES

## **Appendix A - Map of Service Territory (attached)**

- Include a map showing distribution lines and scale if possible

## **Appendix B - Detailed scope of services (attached)**

* + Add detailed list of scope of services associated with the project

## **Appendix C - Form of Notice of Intent to Respond**

To: JPS

Mr/Ms/Mrs ………., [Title]

Re: REQUEST FOR EXPRESSION OF INTEREST TO PROVIDE ELECTRICITY DISTRIBUTION MAINTENANCE SERVICES

Dear [Mr/Ms/Mrs. ……],

This will serve as [Company Name] Notice of Intent to submit a proposal in response to the JPS ’s Request for Information to provide electric distribution maintenance services.

Our firm’s contact information is as follows:

Proposer Name:

Address:

Phone Number:

E-Mail Address:

Contact Person: