



Objet : Avis d'Appel d'offres

Invitation à soumissionner pour un Appel d'offres Ouvert

Mesdames, Messieurs,

IRESEN est un Institut de Recherche en Énergie solaire et Énergies Nouvelles (IRESEN) a été créé en marge des "Assises de l'Énergie" en 2011 à l'initiative du Ministère de l'Énergie, des Mines et de l'Environnement ainsi que de plusieurs acteurs publics et privés du secteur de l'énergie afin d'accompagner la stratégie énergétique nationale à travers la recherche appliquée orientée marché ainsi que l'innovation dans le domaine des technologies vertes.

IRESEN lance un appel d'offres ayant pour objet « Marché de l'hydrogène vert et applications dans cinq régions du Maroc : analyse des impacts socio-économiques » pour le Projet Power To X PathWays.

Si vous êtes intéressés par la mise en œuvre des tâches selon le dossier d'appel d'offres en annexe, veuillez nous envoyer votre offre sous format PDF, et uniquement à l'adresse mail suivante : contact@iresen.org , au plus tard le 24/07/2024 à 13h00 (heure de rabat).

Votre offre devra nous être soumise en deux e-mails séparés :

Un e-mail contenant votre offre technique et dossier administratif, intitulé en Offre Technique et

Dossier Administratif\nnom de vote société.pdf

L'offre technique doit contenir le nombre exact des experts demandés dans les termes de référence, soit 2 à 4 experts.

Le dossier administratif doit contenir les documents suivants :

- La Déclaration sur l'honneur
- La Délégation des pouvoirs
- La présentation de la société.
- Les statuts.
- Le justificatif d'inscription au registre de commerce « modèle 7 ou modèle J » datant de moins de 3 mois.

- L'attestation du chiffre d'affaires déclaré des 3 dernières années « modèle AAC241 B-16I » délivrée par la DGI.
- L'attestation des salariés déclarés « Réf: 212-3-45 » délivrée par la CNSS.
- L'attestation de régularité fiscale délivrée par la DGI
- Les attestations de référence d'au moins 3 projets de référence liés aux études d'impact socio-économique dans le domaine Energie / Bilan Carbon / Audit environnemental.

ET

Un 2^{ème} e-mail contenant votre offre financière signée et cachetée avec l'entête de votre société, intitulé en objet : Offre Financière_ Nom de votre société.pdf

Veuillez noter que les offres ne doivent pas dépasser une taille supérieure à 25 Mo.

Toute offre ne respectant pas strictement les directives ci-dessus concernant la composition de l'offre, l'intitulé en objet des e-mails, ou envoyée à une autre adresse mail, ou envoyée sous un autre format ne sera pas acceptée.

Aussi, toute différence entre le nombre d'experts proposés par le soumissionnaire et le nombre d'experts requis par les termes de référence constituera un motif d'irrecevabilité de l'offre.

Les offres reçues seront évaluées par l'IRESSEN en fonction de leur contenu technique (voir tableau d'évaluation technique, en annexe) et de leur prix. La pondération technico-commerciale sera de 70% pour le volet technique et 30% pour le volet financier.

Les offres financières ne seront consultées que lorsque l'évaluation technique est terminée. Les évaluateurs n'auront pas accès aux propositions financières avant la fin de l'évaluation technique.

Après la finalisation de l'évaluation des offres techniques et financières, des négociations contractuelles pourront éventuellement avoir lieu avec le soumissionnaire ayant obtenu le score total le plus favorable. En cas d'échec des négociations avec celui-ci, des négociations seront entamées avec le soumissionnaire placé au second rang et ainsi de suite jusqu'à conclusion d'un contrat.

Le soumissionnaire retenu sera notifié et les autres soumissionnaires recevront un mail de regret.

Veuillez agréer, Mesdames, Messieurs, l'expression de nos salutations distinguées.

Rabat, le 12/07/2024

Annexe :

1. Termes de référence
2. Schéma d'évaluation de l'aptitude des soumissionnaires

ToRs - Green hydrogen market and applications in five regions in Morocco: analysis of socio-economic impacts

1. Context

The demand for green hydrogen and its derivatives (Power-to-X) is expected to grow rapidly worldwide, due to its potential as a clean and sustainable energy carrier. Morocco has many advantages in positioning itself as a global supplier, due to its abundant renewable resources. Indeed, the country is abundantly endowed with renewable energy potential, particularly for solar and wind energy. These resources can then be used to generate the electricity needed to produce green hydrogen. In addition, Morocco has an ambitious energy strategy aimed to develop renewable energies and reduce its dependence on fossil fuels. Green hydrogen is perfectly in line with this strategy as a clean energy vector. Furthermore, the Kingdom's geographical location is an advantage: its proximity to Europe, which represents a growing demand for green hydrogen, makes Morocco well-placed to capture a share of this market.

Green hydrogen is seen as a promising solution for decarbonizing industries and transport sectors that cannot be directly electrified to achieve emissions commitments by 2050. The use of this molecule offers multiple advantages: it can be used as a clean alternative to fossil fuels in heavy industries such as iron and steel, fertilizer production and refineries. By using green hydrogen as an alternative to fossil feedstocks, these industries can significantly reduce their carbon emissions.

However, several countries with the greatest demand for hydrogen or hydrogen products will not be able to meet their own national demand for low-carbon hydrogen, which means that countries with the potential to produce renewable hydrogen can play a key role in supplying molecules to these major demand markets. Countries with high and cheap renewable energy production potential, such as Morocco, therefore, have great potential to become a major global supplier of PtX products such as green ammonia and synthetic fuels. In addition, PtX applications will enable producing countries to meet their local climate objectives.

In this context, the Kingdom is developing a strategy for the development of a hydrogen economy called "Offre Maroc", which will consolidate a supply chain linked to this energy vector, creating jobs, and promoting activity in the export sector.

Industrial applications are also expected to change in order to adapt to new technologies compatible with green hydrogen. In addition, new segments of the value chain can be encouraged, including the manufacture of equipment (e.g., electrolysers), the planning and development of new technologies, the development of engineering and technical assistance projects, the construction and installation of plants for product production, as well as their operation and maintenance. On the other hand, increasing activity along the supply chain may lead to a demand for a greater volume of inputs and a need for services from other sectors of the economy. Training and education will be essential to support the various professionals involved in this transformation process. The medium and long-term transformation towards increased production, use and export of green hydrogen and its derivatives implies various socio-economic and environmental impacts for the country.

The objective of this consultation is to conduct an in-depth analysis of the economic and social impacts, both positive and negative, of developing markets for green hydrogen and its derivatives in Morocco. The scope of the study includes but is not limited to the following regions: Tangier-Tetuan-El Hoceima, Oriental, Fez-Meknes, Guelmim-Oued Noun and Casablanca-Settat. Other regions could also be covered depending on the partner's needs. The knowledge and analysis of these impacts is fundamental to be able to design appropriate policies and guide the transition, minimizing the negative economic and social impacts, and maximizing aspects that can stimulate job creation, increase incomes and investment levels, stimulate regional development, implement the required industrial and sectoral policies, and which also contribute to the protection of vulnerable communities and the promotion of equality between men and women.

2. General Objectives

This study will be carried out in collaboration with international consultants. The role of the international consultant in this socio-economic impact study is crucial to ensure a complete and comprehensive assessment, as they serve as partners in analysis and technical validation. Their contribution extends beyond the local context, incorporating insights from international green hydrogen markets to provide a broader perspective.

The study is expected to yield the following outcomes:

- Define indicators to measure socio-economic and environmental impacts over time.
- Identify links with the United Nations Sustainable Development Goals and Morocco's New National Strategy for Sustainable Development and the New Development Model (NMD).
- Identify points of intersection with other sector strategies and public policies.
- Define the socio-economic and environmental impacts on regions and provinces.
- Examine the contribution to the development and growth of Morocco's green hydrogen industry in terms of employment and economic diversification.
- Examine the impact that the development of green hydrogen and PtX projects would have on local communities (jobs and investment, use of local resources, etc.).
- Assess the feasibility of developing green hydrogen and PtX projects.
- Evaluate policies to promote the participation of vulnerable populations.
- Evaluate the need for capacity building for the development of the green hydrogen derivatives industry in Morocco.
- Assess the impact of the PtX industry on the creation of new training and skills.

Via this call for tender, IRESEN is hereby intending, to recruit a Moroccan consultant/expert who will be supporting the international team as well as IRESEN and GIZ in conducting the in-depth study. As a local consultant, your role is to assist the international consultant in their research, providing the necessary and available information and data, as well as contacts, under the guidance of the IRESEN and GIZ teams. It is essential to organize in-person meetings with the relevant companies to ensure an effective collection of data.

This support will consist in the tasks specified in the next section (Scope of Work). The estimated effort of the Moroccan consultant/expert is estimated to be around 60 working days, to be distributed on 4 months.

3. Scope of Work

The Moroccan consultant will act as a facilitator to the international consultancy team to guide them in their mission. This includes (but not limited to):

- Collection of the information necessary for the work of the international team: All relevant Documents, Studies, Questionnaires, Articles, Interviews, Roadmaps...from different Moroccan sectors related to the Power-To-X economy (Energy, Industry, International Trade, Transport, Infrastructure, Environment, etc.)

- Organisation of appointments, meetings, and interviews of the international team with Moroccan stakeholders relevant to the subject:
- Preparing the ground for the successful completion of their meetings and interviews,

The Moroccan consultant/expert's contribution is described as follows under 3 work packages:

Work Package 1: - Collection of the information necessary to support analysis of Socio-Economic Impacts

Analyse and estimate qualitatively and quantitatively the socio-economic impacts of developing an economy around the production of green hydrogen and its derivatives in the study regions. This could include analysis of job creation, economic investment, skills, and productivity enhancement, as well as benefits for local communities and existing industries. To complete this section, indicators are required to measure socio-economic impacts.

A. Impact on employment:

The local consultant can play a supportive role in achieving this objective by:

- a. Collecting specific data on the local job market, providing valuable information on the benefits and challenges of job creation in the region. By focusing on the specific region, the local consultant can estimate the creation of new jobs, job losses, and the transformation of existing positions within the entire value chain for green hydrogen and its derivatives.
- b. Identifying sector-specific nuances by helping the international team review sectors that are particularly relevant to the area, ensuring a more accurate assessment of direct and indirect job creation opportunities.
- c. Assisting in connecting with key stakeholders in the community, including businesses, government agencies, and educational institutions. This collaboration can enhance the international team's understanding of the local job landscape.
- d. Contributing practical knowledge about the local economy, labor market, and regulatory environment, ensuring a more comprehensive analysis of the benefits and challenges associated with job creation.
- e. Contributing to the identification of local skills profiles required for the emerging PtX industry.
- f. Providing insights into anticipated trends in employment, aiding the international team in making more accurate estimations on short and long-term employment prospects.
- g. Evaluating the current state of local capacity and awareness within the region regarding the PtX industry, helping the international team gauge the existing knowledge base.
- h. Estimating demand for specific skill profiles by analyzing the potential demand for skill profiles related to the PtX industry.
- i. Assessing the local requirements in terms of professional and technical training and identifying gaps and necessary improvements in training programs to support the PtX industry's development.
- j. Evaluating available professional and technical training and providing insights into the existing infrastructure that can contribute to the industry's growth.
- k. Identifying future skill requirements and contributing to understanding the evolving skill landscape, helping the international team anticipate the skills needed to meet the ambitious development goals of the PtX industry.

B. Impact on local industry:

The local consultant shall:

- a. Outline the effects of a 1GWe project for ammonia and e-fuels production on the local industry in five regions of Morocco. This involves considering different levels of local content for industry integration, ranging from a basic level typical for traditional ER projects to an extended level that includes the production-line or assembly-line of electrolysers and classical servicing for further downstream activities.
- b. Provide the team with an estimate of the impact of 1GWe1 capacity on the turnover of Moroccan companies engaged in local content, considering the various levels of industry integration.
- c. Based on the regional context, identify opportunities for productive transformation, analyze the potential benefits to the local economy, and guide the team in assessing steps to transition from low to high local content levels.
- d. Collect data related to the analysis of the impacts on different parts of the value chains in the context of the PtX industry in the study regions.

C. Impact on local communities

For both ammonia and e-fuels projects, similar to the approach used in the previous point, analyse the following aspects in the study regions:

- a. Collect and furnish data on the present economic status, employment rates, and job opportunities in the study regions.
- b. Aid in conducting surveys to assess the economic benefits of various local content scenarios, specifically in terms of job creation and income generation.
- c. Collaborate closely with local community leaders and organizations to pinpoint groups of people who may encounter challenges due to the project.
- d. Gather data to identify populations at risk.
- e. Identify cultural, social, and economic factors that could influence social acceptance or resistance within local communities.

D. Impact on economic activity

- a. Provide information of local tax regulations, assisting the international consultant in navigating the legal framework related to land access tax, turnover tax, and local content tax.
- b. Facilitate communication with local tax authorities to ensure the provision of accurate and up-to-date information for tax projections.
- c. Establish connections with local industries to gain insights into their capacities for incorporating local content in the value chain.
- d. Facilitate the collection of local economic data needed for precise projections and impact assessments.

Work Package 2: support the international expert in analysing and providing recommendations for measures and public policies.

Provide the team with recommendations in order to stimulate the development of the market for green hydrogen and its derivatives in a way that is sustainable and beneficial from a socio-economic and environmental perspective.

1. Contribute to the **Mapping of existing social policies** in the study regions of Morocco for the development of renewable energies, including protection of local communities, gender equality, etc.
2. Collaborate with the international team to **Design policy instruments** and elaborate policy recommendations and fiscal incentives enabling the development of a sustainable market for green hydrogen and its derivatives and a sustainable transition that maximizes positive impacts and minimizes negative impacts; This includes examining the newly adopted investment charter and proposing public policies and fiscal incentives to strengthen the creation of local value chains /increase the local content of value chains in order to create jobs, develop technologies locally and generate other positive socio-economic impacts.
3. Collaborate with the international team to propose **measures and design instruments** to encourage social acceptance at regional level, particularly regarding regional and vulnerable communities.
4. Contribute to the **Analysis and proposition of other measures** needed to facilitate a just transition and enhance the development of technical capacities, the requisite training, and the adoption of health and safety regulations.
5. Evaluate existing policies aimed at promoting the participation of vulnerable populations, including women, in the development of PtX and green hydrogen. Assist the international team in providing recommendations for measures and public policies to promote individuals in vulnerable situations in the development of PtX and green hydrogen.

Work Package 3: Organisation of appointments, meetings and interviews of the international team with Moroccan stakeholders relevant to the subject:

Assist and manage meetings with stakeholders in Morocco such as: The Ministry of **Energy Transition and Sustainable Development** (MTEDD), the Ministry of Economy and Finance (MEF), the Ministry of Industry, Trade and Investment and the Digital Economy (MICIEN), the National Office for Hydrocarbons and Mines (ONHYM), the National Office for Electricity and Drinking Water (ONEE), OCP Group, Moroccan Agency for Sustainable Energy, The **Ministry of Higher Education, Scientific Research and Innovation** (MENSSEP), Ministry of Equipment and Water, Moroccan Highways Company (Autoroute du Maroc – ADM), etc.

Milestones and deliverables:

The successful Moroccan consultant/expert will be responsible for providing the following deliverables:

Deliverables	Format (*)	Deadlines
Methodological note	Approx.5* pages in English (Word)	First week after kick-off

<p>Weekly reporting on:</p> <ul style="list-style-type: none"> • exchanges with the international experts, and main points discussed, • all data and information provided for support, • Potential remarks, comments, and recommendations. <p>N.B: Documents, Studies, Questionnaires, Articles, Interviews, and Roadmaps shared with international expert could be delivered in separate files.</p>	<p>In English Word and/or PPT format (Approx. 5* pages/slides)</p>	<p>Monday of each week after the First week after kick-off</p>
<p>Final synthetic and global report on the conducted mission</p>	<p>In French, English and Arabic Word and PPT format (Approx. 30pages/30slides respectively) *</p>	<p>1 week before the workshop (around</p>

(*) Excluding appendices

Activities	Working days
Total	60

Geographical location: the consultant must be based in Morocco.

The bidders will be working closely with IRESEN, GIZ and the international consultant in order to complete the overall tasks.


Technical section: 2 or 4 experts

To succeed in this mission, the Moroccan consultant/expert should fulfil the following minimal qualifications and requirements (A team of experts may be acceptable, provided that the work volume remains within the estimation given above)

Qualifications

- Education/training: University degree (Master degree or equivalent) in economics, sociology, political science, or a related field.
- Language: very good command of English, Arabic, and French (C1 in the Common European Framework of Reference for Languages)
- General professional experience: All experts with at least 10 years of professional experience in the energy sector or with sustainability field and social assessment of infrastructure projects.
- Specific professional experience: employment impact analysis, job profiles, vocational education, training, and skills development, socio-economic impact analysis, preferably in the energy and industry sectors. Additionally, experience in energy economics (e.g. energy modelling, project development, financing of energy projects or energy system analysis) and sustainability of energy or infrastructure projects (e.g. life cycle assessments, environmental and social impact assessment).
- Regional experience: At least 3 years of accumulated work in Moroc

Grille d'évaluation

Grid for the technical assesment of bids bellow EU threshold												
												
	(1) Criterion	(2) Weighting in %	Enter bidder 1		Enter bidder 2		Enter bidder 3		Enter bidder 4		Enter bidder 5	
			(3) Points (max.10)	(4) Assessment (2)x(3)	(3) Points (max.10)	(4) Assessment (2)x(3)	(3) Points (max.10)	(4) Assessment (2)x(3)	(3) Points (max.10)	(4) Assessment (2)x(3)	(3) Points (max.10)	(4) Assessment (2)x(3)
1	Assessment of technical-methodological design											
1.1	Strategy											
1.1.1	Interpretation of the objectives in the ToRs, critical examination of tasks	5%		0.0		0.0		0.0		0.0		0.0
1.1.2	Description and justification of the contractor's strategy for delivering the services put out to tender.	5%		0.0		0.0		0.0		0.0		0.0
Interim total 1.1		10%		0.0		0.0		0.0		0.0		0.0
1.2	Cooperation											
1.2.1	Presentation and interaction between the relevant actors in the contractor's area of responsibility	2%		0.0		0.0		0.0		0.0		0.0
1.2.2	Strategy for establishing cooperation and then cooperating with the relevant actors	5%		0.0		0.0		0.0		0.0		0.0
Interim total 1.2		7%		0.0		0.0		0.0		0.0		0.0
1.3	Steering structure											
1.3.1	Approach and procedure for steering the measures with the project partners	3%		0.0		0.0		0.0		0.0		0.0
1.3.2	Description of contractor's contribution to results monitoring and the associated challenges	3%		0.0		0.0		0.0		0.0		0.0
Interim total 1.3		6%		0.0		0.0		0.0		0.0		0.0
1.4	Processes											
1.4.1	Presentation and explanation of the implementation plan: work steps, milestones, schedule	6%		0.0		0.0		0.0		0.0		0.0
1.4.2	Presentation and explanation of the integration of the partner contribution	3%		0.0		0.0		0.0		0.0		0.0
Interim total 1.4		9%		0.0		0.0		0.0		0.0		0.0
1.5	Project management of the contractor											
1.5.1	Approach and procedure for coordination with/in IRESEN project	3%		0.0		0.0		0.0		0.0		0.0
1.5.2	Personnel assignment plan (who, when, what work steps) incl. explanation and specification of expert months	3%		0.0		0.0		0.0		0.0		0.0
1.5.3	Contractor's backstopping strategy (incl. CVs of the technical and administrative backstopper)	2%		0.0		0.0		0.0		0.0		0.0
Interim total 1.5		8%		0.0		0.0		0.0		0.0		0.0
Total 1		40%		0.0		0.0		0.0		0.0		0.0
2	Assessment of proposed staff											
2.1	Team leader (in accordance with ToR provisions/criteria)											
2.1.1	- Qualifications	3%		0.0		0.0		0.0		0.0		0.0
2.1.2	- Language	4%		0.0		0.0		0.0		0.0		0.0
2.1.3	- General professional experience	5%		0.0		0.0		0.0		0.0		0.0
2.1.4	- Specific professional experience	8%		0.0		0.0		0.0		0.0		0.0
2.1.5	- Leadership/management experience	8%		0.0		0.0		0.0		0.0		0.0
2.1.6	- Regional experience	4%		0.0		0.0		0.0		0.0		0.0
2.1.7	- Development cooperation experience	2%		0.0		0.0		0.0		0.0		0.0
2.1.8	- Other	0%		0.0		0.0		0.0		0.0		0.0
Interim total 2.1		34%		0.0		0.0		0.0		0.0		0.0
2.2	Experts (in accordance with ToR provisions/criteria)											
2.2.1	- Qualifications	8%		0.0		0.0		0.0		0.0		0.0
2.2.2	- Language	4%		0.0		0.0		0.0		0.0		0.0
2.2.3	- General professional experience	2%		0.0		0.0		0.0		0.0		0.0
2.2.4	- Specific professional experience	10%		0.0		0.0		0.0		0.0		0.0
2.2.6	- Regional experience	2%		0.0		0.0		0.0		0.0		0.0
Interim total 2.2		26%		0.0		0.0		0.0		0.0		0.0
Total 2		60%		0.0		0.0		0.0		0.0		0.0
Overall total 1 + 2		100%		0.0		0.0		0.0		0.0		0.0
Assessment in %				0.0		0.0		0.0		0.0		0.0
Ranking				1.0		1.0		1.0		1.0		1.0

I hereby declare that I completed this assessment independently, to the best of my knowledge and in good faith. I will treat the information confidentially and will not pass on any details of the ongoing assessment procedure.