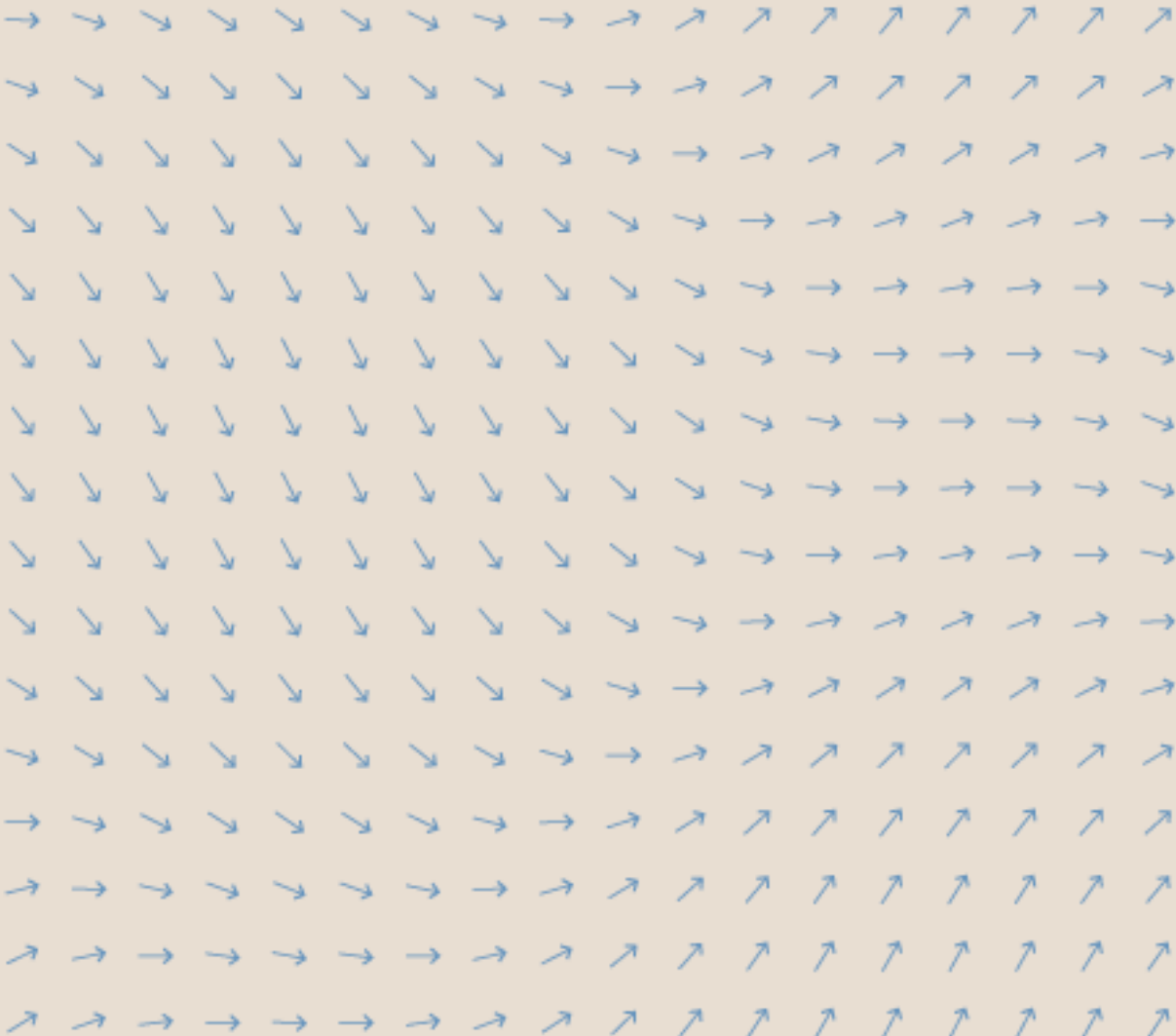


# Wind-driven Baltica 2+3 Workshops - dialogue with suppliers - answers to frequently asked questions



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## Procurement procedures

1. Are you in the possession of any opinions indicating that they have the right not to apply provisions of the Public Procurement Law? Can such opinions be made available?

The companies analysed the issues related to procurement regime in the context of requirements resulting from the Public Procurement Law. In consequence, it was established that the companies did not apply the Public Procurement Law. The companies do not make internal legal analyses available.

2. We would like to join you as your contractor/subcontractor in providing our services. How can we present our company to you in order to be able to join Offshore projects?

Reference is made to the presentation on how to become a contractor. For matters relating to becoming subcontractors, please reach out to main contractors in the industry.

Often, we source our products through main contracts that contains a lot of sub-suppliers. Therefore, often becoming a supplier to the project is not directly a supply contract with investors but one of our suppliers.

Depending on the type of equipment or services there is a big difference how to become a supplier. It is not possible to give the same recipe to for all potential suppliers of an offshore project.

3. Delivery of Marine Transformer Stations – how to become a Tier1 supplier or sub-supplier?

The substations onshore and offshore are tendered as an EPC contract meaning that selected suppliers will be responsible for design, engineering and construction of the onshore and offshore substations respectively.

In Baltica 2+3 project scopes are divided between PGE and Ørsted, PGE being responsible for onshore part and Ørsted being responsible for offshore part.

Ørsted's Procurement Portal is the central starting point of initiating a relationship with a new, direct supplier for offshore main scopes. Interested suppliers shall register at <https://www.orstedprocurement.com/web/login.html> All information on how to become an Ørsted supplier for offshore scope is also available in Polish at Ørsted.pl website.

hyperlink to: [Zakupy Ørsted - Zostań naszym dostawcą | Ørsted \(orsted.pl\)](#)

Offshore Contractor's Guide is available at <https://pgebaltica.pl/przetargi> outlining the procurement process and explaining how to become a supplier in a particular procurement area. We encourage you to read this document.

#### 4. Is there a chance to be a supplier of mechanical parts for the turbines themselves?

As a sub-supplier to the WTG supplier, which is still in a procurement process. It is not a direct contract with investors but the supply agreement with a the WTG supplier or their sub-supplier

#### 5. Since the number of offshore transformer stations is known, have suppliers been selected? If not, when and how can you proceed to pre-qualification? If so, will the names of these companies be published in order to establish cooperation?

The procurement for all main scopes in procurement process such as WTG, offshore substations, foundations etc will be completed either at the end of 2022 or first half of 2023, depending on the scope. The Offshore substation procurement processes for Baltica 3 and Baltica 2 are currently ongoing.

#### 6. Do you not think that the requirements for the experience of service providers defined by you in tender procedures de facto eliminate the possibility of participation of Polish entities? The requirements refer to many years of experience in IMF areas, which Polish entities do not necessarily have, although the services they provide can also be used for the purposes of building the IMF.

The requirements are set to ensure that the contractor selected is competent which is best proved by providing references from past similar experiences. Any new contractor is encouraged to either submit their interest by registering in the systems provided in the presentation, or present themselves as a competent subcontractor to the industries' main contractor

#### 7. Will EU suppliers be preferred?

No, also suppliers outside EU can participate in the tendering procedure. The application requirements are set to ensure that the contractor selected is competent which is best proved by providing references from past similar experiences and financial capabilities.

#### 8. How do you verify that entities with Russian capital (direct or indirect) do not participate in the procurement procedures?

The Baltica 2 and 3 projects adhere to the EU sanctions whereas it is not possible for Russian entities to participate in public procurement proceedings or entities with a majority of Russian ownership. The same requirement applies to the sub-suppliers of the direct suppliers.

#### 9. How can I receive a request for quotation for the supply of transformers?

The transformers for both onshore and offshore transmission system is included in the supply of the substations as an EPC contract

Therefore the suppliers have to become suppliers to the awarded EPC contractor of substations.

### 10. Please inform us how our company can become a local partner during the construction of PGE and Orsted projects.

The tools and systems to register is included in the presentation. All information are included at <https://www.orstedprocurement.com/web/login.html>. Further, please pay attention on the Offshore Contractor's Guide available at <https://pgebaltica.pl/przetargi> All information are included at <https://www.orstedprocurement.com/web/login.html>

### 11. How can we contact the person responsible for logistics for the Baltica 2+3 project?

For onshore and offshore logistics please register as a supplier in accordance with the systems presented. There is not one single person that is responsible for all logistics.

For matters that relates to potential subcontracting please reach out to the main industry contractors relating to Onshore substation construction and Offshore installation.

It is for the large installation and supply contracts being tendered at the moment.

### 12. It is understandable that cooperation with local suppliers is encouraged, but what are the prospects for cooperation with foreign suppliers?

The projects are conducting procurement according to the EU Utilities Directive whereas the suppliers will be evaluated objective on ex. Price and technical criteria. We are interested in collaborating with both local and international suppliers being capable in the specific scope. Tender proceedings are announced in either TED and on procurement portals: PGE (<https://swpp2.gkpgge.pl/>) and Orsted (<https://www.orstedprocurement.com/web/login.html>). Hence all suppliers will be able to familiarise with potential participation.

### 13. Does Orsted/PGE plan to involve potential Polish subcontractors in workshops that will allow them to better understand Orsted's requirements? Technical and procedural workshops and on-site visits at current project locations will be of great help in aligning the supply chain with the project. Workshops will have to go beyond online presentation to tap into local knowledge and potential.

In order to develop in the offshore wind industry, polish subcontractors are encouraged to reach out to main Contractors. Each main contractor will have their subcontracting mgmt. process including selection requirements that can support knowledge development.

### 14. I understand that the requirements concerning the vessels will be announced together with the tender. Is there a possibility to become familiar with such core requirements earlier

If the question concerns key contracts (e.g. tender for the installation of WTG, OSS, FOU, cables) - the requirements were announced together with the tender and there is no possibility to provide them outside the proceedings. If the question concerns O&M vessels - the requirements have not been specified yet, as the service model is being developed.

We want to treat all suppliers fair and equal but it can pay off to be proactive to be well prepared to upcoming tenders.



**15. How can a crewing agency establish cooperation with Orsted to provide crews for offshore vessels?**

Orsted will not be responsible for transporting crews to installation vessels. A vessel owner / operator will be responsible for this. When it comes to service operation vessels, it is too early yet to make any decisions in this regard.

## The development and maintenance of offshore wind farms

**16. We are particularly interested in deliveries of steel; when and who will buy steel for monopiles?**

Atender is currently ongoing for the supply of monopiles. Monopile manufacturers will be responsible for the purchase of necessary materials, including steel. Schedules of manufacturing and procurement of materials will be known after the completion of the tender.

Suppliers of steel need to become a sub-supplier to the awarded supplier of foundations.

**17. Who and how will be buying steel for manufacturing the towers?**

Steel for manufacturing towers will be contracted by a supplier of wind turbine elements.

This tender is in process and have not yet become awarded or signed. The towers will be sources by the turbine supplier when they are ready to place an order.

**18. Is the use of a single or several SOVs planned? How many CTVs will be used? Is it already known where the service port will be located?**

The service model is being developed. PGE and Orsted will be responsible for securing the O&M vessels fleet based on a jointly elaborated service strategy.

**19. What is the O&M strategy for the project in question?**

The service model is being developed. PGE and Orsted will be responsible for securing the O&M vessels fleet based on a jointly elaborated service strategy.

**20. What is the philosophy behind the operation and maintenance of Baltica 2+3?**

The service model is being developed. PGE and Orsted will be responsible for securing the O&M vessels fleet based on a jointly elaborated service strategy.

**21. We are a shipowner that is interested in offshore handling, both during the construction and operation of your investment. Is it already known what type of service model will be adopted - will the turbine manufacturer be responsible for employing a relevant fleet or do you, as a farm operator, include it in your scope?**

The service model is being developed. PGE and Orsted will be responsible for securing the O&M vessels fleet based on a jointly elaborated service strategy.

## 22. Are you looking for systems for planning and managing offshore operations?

Both PGE and Orsted already use systems for planning and managing offshore operations. However, we are always open to become familiar with new solutions available on the market.

## 23. Please comment on the plans concerning floating Offshore.

PGE monitors the floating offshore wind technology, but this technology is not being considered for first phase projects.

Orsted is already engaged in floating offshore wind projects together with partners across Europe e.g. in Scotland and Spain.

## 24. What solutions will be used to meet the challenge of protecting marine animals from noise and marine construction activities?

During the construction phase of the offshore wind farm, the project is subject to several consent requirements amongst others the Environmental Decision as approved by the local authorities. These requirements dictate the possible solutions available. The solutions will be proposed by the project's Offshore Installation Contractors as part of the ongoing FOU/OSS Installation tender.

## 25. Will there be any specialized vessels, which will deliver people to the platform?

Whether the company will need crew for these vessels? Whether the company will need people to work on these offshore wind farms? We can offer all positions in the maritime sector? Will the company need a crew for these ships? Will the company need people to work on these offshore wind farms? Can we offer all positions in the maritime sector?

The manning of the installation vessels during construction of the offshore wind farm is managed by the vessel contractors. The tenders for the installation vessels are ongoing and any local supplier interested in becoming a sub-supplier to the offshore wind farm's main contractors are encouraged to reach out and present themselves as a competitive contender. Local knowledge is key to mitigate risk of delays to the construction of the offshore wind farm.

The manning of the offshore wind farm during operations and maintenance is managed by JV and follows the local labour requirements. The necessity for temps are limited in the operations and maintenance period.

## 26. In addition, with a foreign partner, the company participates in Marine Warranty Surveys. For Polish projects, the company additionally prepares an IMF project coordination service – Marine Coordination. Please inform us how our company can become a local partner during the construction of PGE and Orsted projects.

The tender for the Marine Warranty Surveyor will commence approx. Q1 2023. Any local supplier interested in becoming a sub-supplier to the offshore wind farm's main contractors are encouraged to reach out and present them as a competitive contender.

### 27. Are you considering the installation phase for projects 2&3?

The installation phase is an inseparable part of the construction of offshore wind farms and is planned after final investment decisions (FID) concerning the projects have been made.

### 28. Are you planning to use new screw fastener technologies, such as monitoring tensions of different connections in order to ensure a higher level of safety?

Detailed technological solutions will be agreed upon in the phase of a detailed technical design, following the selection of component suppliers. New technologies that are in a mature development phase and can yield benefits for the projects are being considered.

### 29. At what stage of the investment process is underwater (diving) work planned? Can the time scope of these works be determined?

Underwater work, including probable diving work, will be performed at the component installation stage and are being planned for 2025 onwards.

We are planning to do all installation without divers but there can be unforeseen activities where divers would be required and local suppliers are very welcome to reach out to the supplier platform.

### 30. How will the wind farms communicate with the data center? Are forms of communication other than VSat taken into account?

Means of communication of offshore wind farms are already in the arrangement phase. At the current stage, basic communication is executed through optical fibre in a submarine cable. Backup communication through various technologies, depending on needs, is being planned.

Studies are being made for the different sources of communication needed.

There will be issued tenders coming out when the studies are completed.

### 31. What is the planned/estimated maximum range of cable cross sections in this project?

The process of selecting the cable cross section is under technical analysis and has not been completed.

### 32. How do you plan to protect transformers located at sea in the event of a fire or an explosion caused by arcing inside the housing?

Currently, an analysis of needs related to protecting devices in line with legal and operational requirements is being carried out.

Design will be carried out by the EPC contractor in compliance with technical and regulatory requirements.

### 33. I would like to become familiar with the current classification/certification scopes.

The classification relates to vessels delivered by manufacturers, therefore it does not relate to the scope of developer's obligations. The scope of certification will be regulated by dedicated provisions of a regulation/act as well as requirements of providers of funds.

**34. Will requirements regarding the selection of automated protections be discussed during the dialogue phase? As far as electrical protections for FW bays are concerned, the designs of HV filters or Statcom fields are often unknown (the required number of analogue inputs, or even exclusion of some of the scope due to the lack of ability to provide complete solutions by the Statcoms' supplier). How should the bays of MV switchgears be equipped in such a situation?**

Yes, it is planned to discuss issues related to the requirements concerning primary devices and instruments as well as issues related to electrical power protective automation and control systems. The basic functional and structural requirements for STATCOM systems and higher harmonics filters will be determined in tender documentation, together with an enumeration of basic signal lists. The final signal list will be specified by a supplier of STATCOM systems and harmonics filters and will be taken into account in detailed designs. The presented scope of equipment of bays of MV switchgear will be presented in the tender documentation as well.

## Regulations:

**35. 34. What percentage share of Polish contractors/suppliers are you aiming for (degree and percentage of "local content")?**

In accordance with the contents of the Polish Offshore Wind Sector Deal signed by companies from PGE Capital Group and Orsted Group of 15 September 2021, the strategic objective of the Deal is to reach the share of "entrepreneurs with a registered office in Poland or foreign entrepreneurs having a branch or agency in the territory of the Republic of Poland and conducting manufacturing or service activities in the Republic of Poland, creating a supply chain in the execution of orders for the purpose of construction and operation of OWF [Offshore Wind Farms] in the Polish Exclusive Economic Zone" (the so-called local content) at the level no lower than 20-30% of the total value of the undertaking for OWF projects as part of the first, pre-auction phase of the support system. Being the Investor executing the Baltica 2+3 project and entering the first, pre-auction phase of the support system, we support the abovementioned objective and will strive to fulfil it in contracting supplies and services for the purpose of executing the Project. At the same time, however, we would like to emphasize that being the Investor applying the contracting rules laid down in the so-called Sectoral Directive, we do not have the capacity to make the contract award contingent on an obligation of an entity to reach a specified local content level. Moreover, reaching the abovementioned level will, in our opinion, to a great extent depend on the capacity of using the Polish port for the purpose of installing particular components of offshore wind farms, such as foundations, turbines and offshore substations.

**36. Do the companies participating in the Sector Deal have any benefits due to that fact?**

Companies participating in the Sector Deal do not have any direct benefits due to that fact. However, owing to signing of the Sector Deal, it is possible for the representatives of the Signatory to participate in further work concerning the implementation of objectives laid down in the Deal, which allows better understanding of the sector and the needs and plans

of particular stakeholders as well as promoting own ideas and solutions concerning the shape of the sector and rules of stakeholder collaboration as part of the Deal.

## Communication

### 37. Hello, will the presentations be available in an electronic form?

Presentations made available on 22 April as part of “Wind-driven Baltica 2+3 Workshops - dialogue with suppliers” were also made available on the [baltica.energy.pl](http://baltica.energy.pl) project in the form of video recordings from workshops held in the second half of May

### 38. Will the presentation be distributed after the workshop?

We do not provide for distributing presentations for workshop participants. We invite you to visit the [Baltica.energy.pl](http://Baltica.energy.pl) project website to become acquainted with the presented materials and work progress as part of Baltica 2+3 project.

### 39. What visual communication materials will be useful in the project?

At the beginning of the collaboration project partners - PGE and Orsted - created a common brand for the largest wind farm project in the Polish territorial waters of the Baltic Sea. Common visual identification of the Baltica 2+3 project was developed by Orsted in consultation with PGE. The design combines the simplicity of Scandinavian design with colours of nature characteristic for the Polish Baltic coast. Visual communication materials are prepared on an ongoing basis for the purposes of the project, in line with the project demands

### 40. I have a question: will additional panels and meetings be organized, other than the meeting with suppliers? If so, when?

In 2022 the partners will carry out two meetings with potential suppliers and sub-suppliers. We invite you to follow the [baltica.energy.pl](http://baltica.energy.pl) website, where information about subsequent “Wind-driven Baltica 2+3 Workshops - dialogue with suppliers” will be published.