



# RFP Roadmap for the Commission for Management of State Capital toward Net-Zero Emission in Energy State-Owned Enterprises in VietNam



# Timelines



**21 Apr**

Tender launched

**28 Apr**

Pre-bid Meeting conducted

**6 May**

Deadline for clarification

6 May, 12 PM BKK Time

**13 May**

Deadline for submission

13 May , 5 PM BKK Time

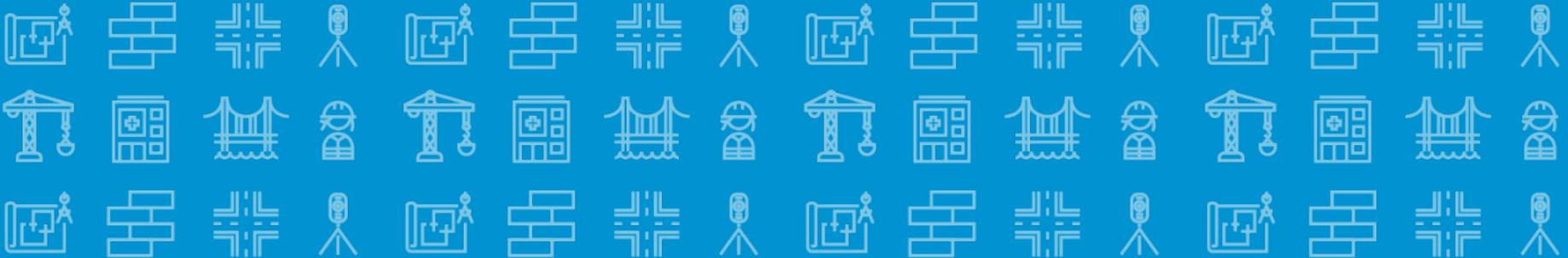
**27 May**

Contract preparation and Issuance



# 1

## EVALUATION CRITERIA



# Selection Criteria

1. Eligibility and Formal Criteria (Pass/Fail)
2. Qualification Criteria (Pass/Fail)
3. Technical Criteria (Numeric Score)
4. Financial Criteria (Numeric Score)

# 1. Eligibility and Formal Criteria

1. Offeror is eligible as defined in Instructions to Offerors, Article 4. In case of JV, all JV members should fulfill this requirement
2. Completeness of the Proposal. All documents and technical documentation requested in Instructions to Offerors Article 10 have been provided and are complete
3. Offeror accepts UNOPS General Conditions of Contract as specified in Section IV

## 2. Qualification Criteria

1. The company should have a minimum of 5 years of experience in delivering similar projects in the past with a track-record of success. In case of JV, the experience will be calculated as an accumulation of the experience of each of the JV members.
2. Offeror must provide a minimum of two (2) customer references from which similar services have been successfully provided, within any of the last 5 years. In case of Joint-Venture, the 3 references will be calculated as an accumulation of the references of all of the JV members.

# 3. Technical Criteria

1. Brief description of the organization, including the year and country of incorporation, and types of activities undertaken, including relevance of specialised knowledge and experience on similar engagements done in the past. Bidders partnering up with a Vietnamese entity to provide for the strategic consultation, translations; as well as the communications expertise is considered a valuable asset. (Max 4 pages written text plus Matrix 1) (Maximum Point for Criterion: 20 points)
2. General organizational capability which is likely to affect implementation: management structure, and project management controls. (Max 4 pages written text) (Maximum score for criterion : 5)
3. Description of the Offeror's approach, and methodology for meeting or exceeding the requirements of the Terms of Reference. (Max 5 pages written text) (Maximum score for criterion: 20)
4. Quality Assurance Plan. (Max 5 pages written text) (Maximum score for criterion : 5)
5. Implementation Timeline. (Maximum score for criterion : 5)
6. Qualifications of key personnel proposed. (Maximum score for criterion : 20)
7. The bidder shall provide a response that demonstrates its commitment to support gender equality through its operations. (Maximum score for criterion : 5)

The maximum number of points that a bidder may obtain for the Technical proposal is 80.  
To be technically compliant, Bidders must obtain a minimum of 56 points

*Minimum pass score: 70% of maximum 80 points = 56 points*



# Technical Scoring Breakdown

1.1 Brief description of the organization, including the year and country of incorporation, and types of activities undertaken, including relevance of specialised knowledge and experience on similar engagements done in the past. Bidders partnering up with a Vietnamese entity to provide for the strategic consultation, translations; as well as the communications expertise is considered a valuable asset. (Maximum score for criterion : 20)

Experience in projects of comparable size, type, complexity and technical specialty  
(Maximum score: 10 points)

Experience in providing similar services in the region, especially Vietnam (Max score: 5 points)

Understanding of local context, or partnering up with a Vietnamese entity to provide for the strategic consultation, translations; as well as the communications expertise (Max score : 5 points)

# Technical Scoring Breakdown

1.2 General organizational capability which is likely to affect implementation: management structure, and project management controls.

(Maximum score for criterion : 5)

Management structure, management controls, and extent to which any part would be subcontracted

(Maximum score: 3 points)

Financial Capacity/financial stability: Bidder should have minimum annual turnover of 150,000 USD in any of the past 2 years Liquidity / quick ratio should be minimum 1, in any of the past 2 years.

In case of a joint venture, annual turnover is calculated based on the total annual turnover of the JV members. In case of a joint-venture, at least one of the JV members should have 1 liquidity/quick ratio in any of the past 2 years.

(Maximum score: 2 points)

# Technical Scoring Breakdown

2. 1 Description of the Offeror's approach, and methodology for meeting or exceeding the requirements of the Terms of Reference

(Maximum score for criterion : 20)

Description of the offeror's approach to data collection which describes technical and financial conditions of the existing and planned coal-fired power plants (CFPPs)

(Max score : 10)

Description of the offeror's approach to development of coal abatement scenarios and coal phasing-down roadmap with technical and financial implications for CFPPs

(Max score : 10)

# Technical Scoring Breakdown

## 2.2 Quality Assurance Plan

(Maximum score for criterion : 5)

A plan outlining how the bidder intends to ensure oversight and quality assurance throughout the assignment. Quality Assurance plan should include discussion on risk-assessment and its mitigation plan

(Max score : 5)

# Technical Scoring Breakdown

## 2.3 Implementation Timeline

(Maximum score for criterion : 5)

Bidder submits a detailed implementation timeline which includes detailed activities to be undertaken during this assignment, and is completed with gantt chart

(Max score : 5)

# Technical Scoring Breakdown

3.1 Qualifications of key personnel proposed. (Maximum score for criterion : 20)

**Project Lead (max score : 10)**

**Qualification of the other proposed team members (max score : 10)**

3.2 The bidder shall provide a response that demonstrates its commitment to support gender equality through its operations (Maximum score for criterion : 5)

## 4. Financial Criteria

The maximum number of points that a bidder may obtain for the Financial Proposal is 20. The maximum number of points will be allocated to the lowest evaluated price bid. All other prices will receive points in reverse proportion according to the following formula:

Points for the Financial Proposal of a bid being evaluated =

$$\frac{[\text{Maximum number of points for the Financial Proposal}] \times \{\text{Lowest price}\}}{[\text{Price of proposal being evaluated}]}$$

**Financial proposals will be evaluated following completion of the technical evaluation.**

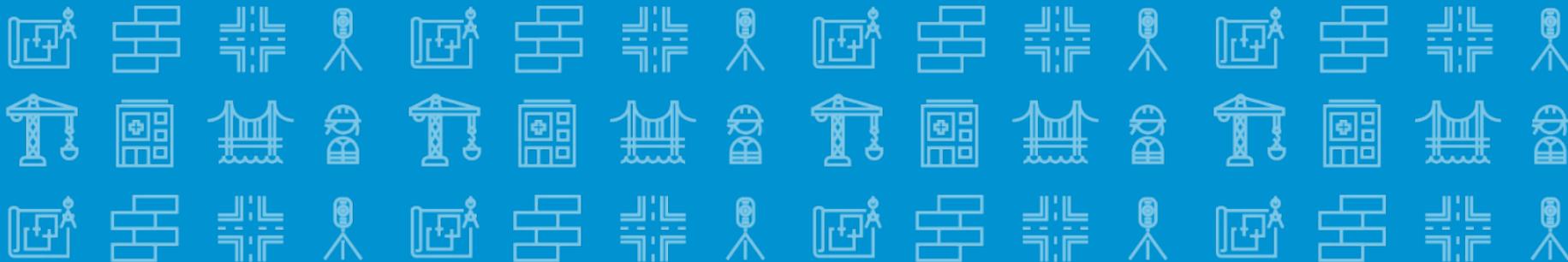
The bidder with the lowest evaluated cost will be awarded (20) points. Financial proposals from other bidders will receive prorated points based on the relationship of the bidder's prices to that of the lowest evaluated cost.

# Cumulative Analysis

1. To select the contractor, a combination of total Technical + total Financial Score will be used
2. The weight of technical : financial offer is 80:20

# 2

## PROJECT DETAIL



# Introduction of ETP



ETP Partners with governments, private sector and civil society to move to low carbon energy systems in SEA.

- ❖ **Encouraging** policy makers to promote the right investment environment, legal and regulatory frameworks that support rather than impede energy transition
- ❖ **De-risking** of finance and investments for businesses looking to make investments into clean energy; and
- ❖ **Expanding** grids to facilitate safely and surely variable renewable energy to consumption
- ❖ **Knowledge** to empower governments, private sector and civil society to underscore a demand for rapid transformation.

## Energy Transition Partnership (ETP):

A unique platform of government donors, philanthropies and partner governments that supports policies, de-risking of renewable energy projects and energy efficiency, and sustainable infrastructure for energy transition.

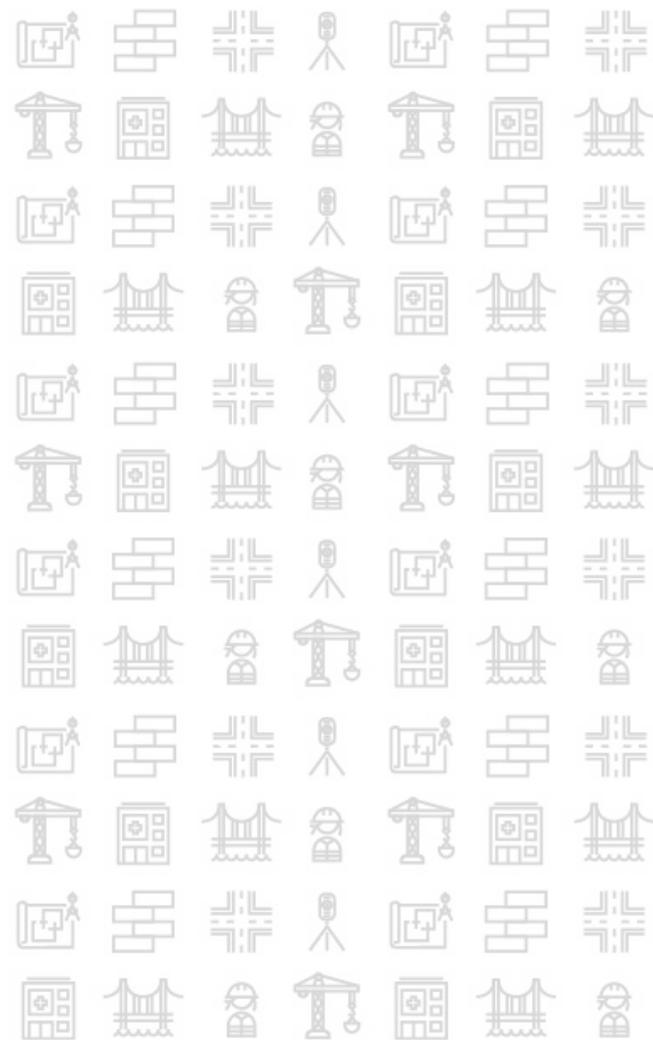
# Project Background

1. **NDC** : unconditional Greenhouse Gas (GHG) emission reduction targets by 2030 compared to its business as usual (BAU) scenario increased to 9% (previously 8%) and further 27% (previously 25%) with international support
2. **COP26**: Prime Minister Pham Minh Chinh announced strong commitments to tackle climate change. Vietnam will develop and implement strong emissions reduction measures to achieve net-zero emissions by 2050
3. **ETP Engagement**: will act as an innovative platform that will design and coordinate interventions aimed at:
  - a. Strengthening the alignment of policy environment with climate commitments;
  - b. Increasing public and private investments flow in EE/RE;
  - c. Increasing amount of RE integrated in smart grids; and
  - d. Strengthening human capital, knowledge and public awareness.

# Objectives

## The study will:

The cooperation between ETP and CMSC is in line with the commitment of the Government of Vietnam to renewable energy development and green-house gas reduction and net-zero target by 2050. ETP's support will facilitate the CMSC's management of state-owned energy enterprises toward coal phasing-down, better governance, profitable and sustainable business while facilitating a transparent and sustainable development of energy market and renewable energy



# Beneficiaries and Impacts

1. **CMSC:** A direct beneficiary of the ETP's support. CMSC will have a better understanding and vision of the energy SOEs development given the fact that coal abatement and net-zero are inevitable. ETP's studies and recommendations for improvements of the energy SOEs' performance will form the basis for CMSC's proposal to the central government.
2. **EVN, PVN and VINACONMIN:** ETP's recommendations for changes will pave the way for the three SOEs to perform better and access to appropriate financing sources for their investment needs.
  - a. For the EVN: a separation of state management and profit-making-business functions will release their potential and help them access financing sources without the Government's guarantee.
  - b. For the PVN: given their existing capacity with offshore works, if the government accepts their proposal to make investment in offshore wind farms, their potential will be released.
  - c. For the VINACONMIN: a viable coal phasing-down roadmap and transition to renewable energy will help them improve their cash-flow, invest more in renewable energy while maintaining jobs for their current employees.
3. **The Government of Vietnam:** ETP's support will improve the performance of CMSC in the context of the Government's commitment to the Net Zero Emissions' target by 2050. It will enable the SOEs benefit from a structured approach to reducing GHG emissions from its energy assets and thus foster national interests, energy security and sustainable national development.

# Specific Deliverables

1. Deliverable 1: A report which describes published technical and financial conditions of the existing and planned coal-fired power plants (CFPPs) under the SOEs' management, (for example: technology, output and generation time, emissions, industrial safety, labor and employment, financial potential, management mechanism and the power plant's role in the power system)
2. Deliverable 2: A report on coal abatement scenarios and coal phasing-down roadmap with technical and financial implications for CFPPs under the SOEs' management. Technical and financial solutions to fill in the gap left by phased-out CFPPs are included.
3. Deliverable 3: A list of recommended ETP's further technical assistance and capacity building for CMSC and SOEs to realise the identified coal abatement scenarios and coal phasing-down roadmap.

# Implementation Timeline

Phase 1 activities	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6
Mobilisation and Inception Report						
Report which describes technical and financial conditions of the existing and planned CFPPs under the SOEs' management, based on official and legal sources						
Draft Report: Coal abatement scenarios and coal phasing-down roadmap with technical and financial implications for CFPPs under the SOEs' management. Technical and financial solutions to fill in the gap left by phased-out CFPPs are included.						
Report review and comments						
Final report with recommended <u>ETP's</u> further TA and capacity building						
Report dissemination and final workshop						



**Q&A**

 /unops.org

 /company/unops

 /unops\_official

 /unops  
/unops\_es  
/unops\_fr