



RFP Wind Energy Development in Indonesia: Investment Plan

Timelines



7 Dec 2022

Tender launched

2 Feb 2023

Pre-bid Meeting
conducted

06 Feb 2023

Deadline for
clarification

06 Feb, 3:00 PM
BKK Time

15 Feb 2023

Deadline for
submission

15 Feb , 3:00 PM
BKK Time

28 Feb 2023

Contract
preparation and
Issuance



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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. Indonesia has set the targets for emission reduction and Net Zero Emissions by 2060 or sooner. By 2025, the share of renewable energy is targeted at 23% with an electrification ratio up to 100% in 2022.
2. **Wind is one of the biggest** renewable energy source in terms of estimated potential alternative energy source to help the country achieve the national energy mix target.
3. **The utilisation of wind energy** in the country is lagging behind its potential, with an installed capacity of around 147 MW.
4. **Limited availability of information** on the wind data and its energy potential is deemed as one of the key challenges in accelerating the development of wind energy power plants in Indonesia.
5. **ETP conducted a Wind Technical Working Group (TWG) in February 2022. It was determined through that meeting that ETP would proceed with technical assistance aimed at driving the wind sector forward, through a combination of coordination efforts and technical studies.**

Project Objectives and Outcomes

Objectives

- a. Gather, stocktake and compile previous studies and work with regards to the wind sector in Indonesia.
- b. Determine a stepwise roadmap for the development of the wind sector in Indonesia.
- c. Consolidate a selection of suitable sites with the highest potential for wind energy development
- d. Analyse the suitability and quality of selected sites for installation and long-term operation of a commercially viable wind power project
- e. Identify and develop a comprehensive report listing potential financing sources to support the pilots and requirements to access such financing.
- f. Inform improved policies and regulations and create a favourable business climate to attract investments

Outcomes

- a. Establish a wind sector development roadmap to guide the sectors development, highlighting gaps and impediments and offering a systematic approach that can be adopted by all stakeholders
- b. Encourage informed decision-making on the development of wind energy in Indonesia
- c. Streamline the permitting and regulatory processes for wind project development
- d. Attract donor and business investment through provision of preliminary feasibility analysis.

Deliverables: Inception Report

<p>Inception Report</p> <p>1 month after contract start date</p>	<ul style="list-style-type: none">❖ Detailing the project plans❖ The inception report will contain, as a minimum:<ul style="list-style-type: none">a. Introduction and project backgroundb. Scope of Servicesc. Methodology and Workplan, including approach, methodology and project gantt chartd. A detailed approach as to how each deliverable will be met and what each submission will containe. Mapping of key stakeholders and outreach/ communications and a donor coordination strategyf. Project management inclusive of organisational chart detailing key personnel, their roles and responsibilities, as well as their locations (in country project management is expected)g. Risks, mitigations and assumptionsh. Monitoring and Evaluation Framework, presented in the form of the ETP Results Based Monitoring Framework (RBMF)
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Deliverables: Milestone Report 1

Deliverable 2:
Milestone Report 1

4 months after
contract start date

- ❖ Provides a narrative summary of the project progress to date
- ❖ Demonstrates completion of Component 1
- ❖ Updates as to the status of the other tasks
- ❖ Includes an update of the Results Based Monitoring Framework.
- ❖ Include submissions of all MoM, reporting and presentations from the TWG and other stakeholder engagements.

Component 1: Stocktake and Sector Development Roadmap

- a. Working closely with the government, development partner agencies, and related stakeholders (association, academicians, etc) through various types of engagement such as Focus Group Discussion (FGDs), in-depth interviews, public consultation, and expert review.
- b. Reviewing previous initiatives and the collation of work done by GoI and development partners.
- c. Performing secondary data collection and analysis
- d. Conducting comparative studies
- e. Preparation of a document library and summary reports, the document library serving as a depository throughout the project
- f. Preparation of a stepwise roadmap to the development of the wind sector which will be widely shared and endorsed by GoI

Deliverables: Milestone Report 2

Deliverable 3:
Milestone
Report 2

7 months after
contract start
date

- ❖ Provides a narrative summary of the project progress to date,
- ❖ Demonstrates completion of Component 2, updates as to the status of the other tasks
- ❖ Includes an update of the Results Based Monitoring Framework.
- ❖ Include submissions of all MoM, reporting and presentations from the TWG and other stakeholder engagements.

Component 2 Permitting Assessment and Regulation Development Support

- Review of the permitting requirements (including land clearance issue), costs and timing to secure permits to develop and operate a wind facility on the site.
- Assess the current status and barriers in the permitting process and to engage with relevant stakeholders to support the upgrade and development of such policies.
- The output will be an analysis of the current conditions and set of detailed recommendations, including proposed analysis and upgrade of current policy and regulation, in order that if implemented, the barriers posed through permitting and regulations would have been removed.

Deliverables: Milestone Report 3

Deliverable 4: Milestone Report 3

13 months after contract start date

- ❖ Provides a narrative summary of the project progress to date
- ❖ Demonstrates completion of Component 3, updates as to the status of the other tasks
- ❖ Includes an update of the Results Based Monitoring Framework.
- ❖ Include submissions of all MoM, reporting and presentations from the TWG and other stakeholder engagements.

Component 3: Wind energy potential mapping, gap analysis and site selection

- Wind profile assessment: Compile all available wind resource data currently available and determine the scope required for further studies.
- Utility Interconnection and Transmission Feasibility Assessment of the likely interconnection scheme for the project, the available capacity, and the timing associated with this approach.
- Construction Assessment Construction costs and time will be assessed based on visual inspection and available data for geotechnical considerations.
- Technology Selection & Evaluation This activity will include the evaluation of potential wind turbine technologies that would be suitable to the wind resource and site conditions, and that are economically well suited to the location and market conditions.
- Economic Feasibility Analysis An economic model will be prepared to incorporate an estimated income, capital costs, and operating costs.
- Overview of social and environmental impact assessment General assessment of likely impact of the project to the environment and social configuration.

Deliverables: Phase 4

Deliverable 5: Milestone Report
4

15 months after contract start
date

- ❖ Provides a narrative summary of the project progress to date
- ❖ Demonstrates completion of Component 4
- ❖ Updates as to the status of the other tasks
- ❖ Includes an update of the Results Based Monitoring Framework.
- ❖ Include submissions of all MoM, reporting and presentations from the TWG and other stakeholder engagements.

Component 4 Investment Opportunities Guide for Indonesian Wind Projects and Access to Finance Report

Implementation and Timeline

Task	Timeline	Percentage Payment Corresponding to the Task
Inception Report	1 month after project start	10% from the total Lump sum Contract Amount
Milestone Report 1: Completion of Component 1	4 months after the project start	25% from the total Lump sum Contract Amount
Milestone Report 2: Completion of Component 2	7 months after the project start	25% from the total Lump sum Contract Amount
Milestone Report 3: Completion of Component 3	13 months after the project start	25% from the total Lump sum Contract Amount
Milestone Report 4 & Final Report: Completion of Component 4	15 months after the project start	15% from the total Lump sum Contract Amount

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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/consortium should have a minimum of 5 years of continuous experience in delivering similar projects in the past with a track-record of success.
In case of a JV, the experience is calculated from the cumulative experience 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 JV, the customer references of JV member can be combined.

3. Technical Criteria

1. Brief description of the organisation, 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 an Indonesian 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 points)
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 points)

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



3. Technical Criteria

4. Quality Assurance Plan. (Max 5 pages written text) (Maximum score for criterion : 5 points)
5. Implementation Timeline. (Maximum score for criterion : 5 points)
6. Qualifications of key personnel proposed. (Maximum score for criterion : 20 points)
7. The bidder shall provide a response that demonstrates its commitment to support gender equality through its operations. (Maximum score for criterion : 5 points)

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 organisation, 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 an Indonesian entity to provide for the strategic consultation, translations; as well as the communications expertise is considered a valuable asset. (Maximum score for criterion : 20 points)

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

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

Understanding of local context, and partnering up with an Indonesian 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 points)

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 350,000 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 points)

2.2 Quality Assurance Plan

(Maximum score for criterion : 5 points)

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 points)

Technical Scoring Breakdown

2.3 Implementation Timeline

(Maximum score for criterion : 5 points)

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 points)

Technical Scoring Breakdown

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

Project Lead
(max score : 8 points)

Team Member:
Wind power project development
(max score : 6 points)

Team Member:
**Wind power environmental,
social impact assessments**
(max score : 6 points)

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

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



Q&A



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Project Details

The study will:

- (i) Review the Government's early retirement plans and provide an evaluation of these with suggestions and alternatives for the Government's consideration in view of its NZE target;
- (ii) Develop a clear and quantitative analysis of the financial implications of the proposed early retirement roadmap at national financial and fiscal levels as well as identify implications for PLN as well as provide an assessment of the energy sector viability and pathways to enable a secure supply of energy in light of the demand forecast and consumption patterns;
- (iii) provide a sub-national assessment of the financial implications of the early retirement plans for those regions affected by the transition away from coal-fired power generation.

This study aims to support the Government of Indonesia in analyzing, evaluating and providing suggestions on the current and alternative coal abatement pathways with respect to their financial implications.

Objectives