

## Minutes of Pre-bid Meeting

RFP Energy Market Mechanisms Acceleration (EMMA)  
RFP/2022/44629

Date and Time	February 02nd, 2023; 14.00-15.00 BKK Time
Location	Google Meet
UNOPS Representative	John Robert COTTON Jonathan THALLA-JOEL Nadiyah NADIYAH Piska APRILIA Sirpa Helena JARVENPAA Linda THANAKETSAKUL Yu Chong NAM

### **Pre-bid Minutes:**

*UNOPS representative (Nadiyah) started the meeting by welcoming all participants and gave the floor to the ETP representative for welcoming the participant.*

### **1. Tender Outline Presentation**

UNOPS Procurement team (Nadiyah) shared the presentation and explained the tender timeline and evaluation criteria, then the ETP Representative (John) explained the project details (detailed presentation attached).

### **2.Q&A session**

**1st Question:** It's about partnering with a local entity. In our firm we have staff who speak Vietnamese, who are from Vietnam, Philippines and Indonesia. In the assessment criteria, item#1.1 it is stated that one of the assessment criteria is "Understanding of local context, and partnering up with an Indonesia, The Philippines and Vietnam entity to provide for the strategic consultation, translations; as well as the communications expertise"

In case we have this expertise within our own company, I wonder if that will be scored the same as having partnered with the local?

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**Answer :** Yes. The reason for inclusion of assessment criteria about partnering with local company is because we highlight 3 things :

- 1) Ability to communicate with partner in local language
- 2) Having the physical presence on the ground in the country to have more effective communication with the partner
- 3) Assess the policy, and documents in the native language and then deliver information in the local language

If a bidder can showcase that these 3 components are covered within their own organization, then it is assessed the same way as working with a local partner in the country.

**2nd Question :** **Is there any indication of the budget envelope for this piece of work?**

**Answer:** UNOPS cannot disclose its budget for any of its tenders. Just to highlight, that the weight of the technical versus financial is 80 to 20. We are looking for a strong, technical offer.

## **Closing**

UNOPS representative closed the meeting and thanked the vendor representative for attending the pre-bid meeting.