



RFP Energy Market Mechanism Accelerator (Diagnostic of Competitive Arrangement for Energy Transition (DCAT))

Timelines



16 Dec 2022

Tender launched

2 Feb 2023

Pre-bid Meeting conducted

6 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.

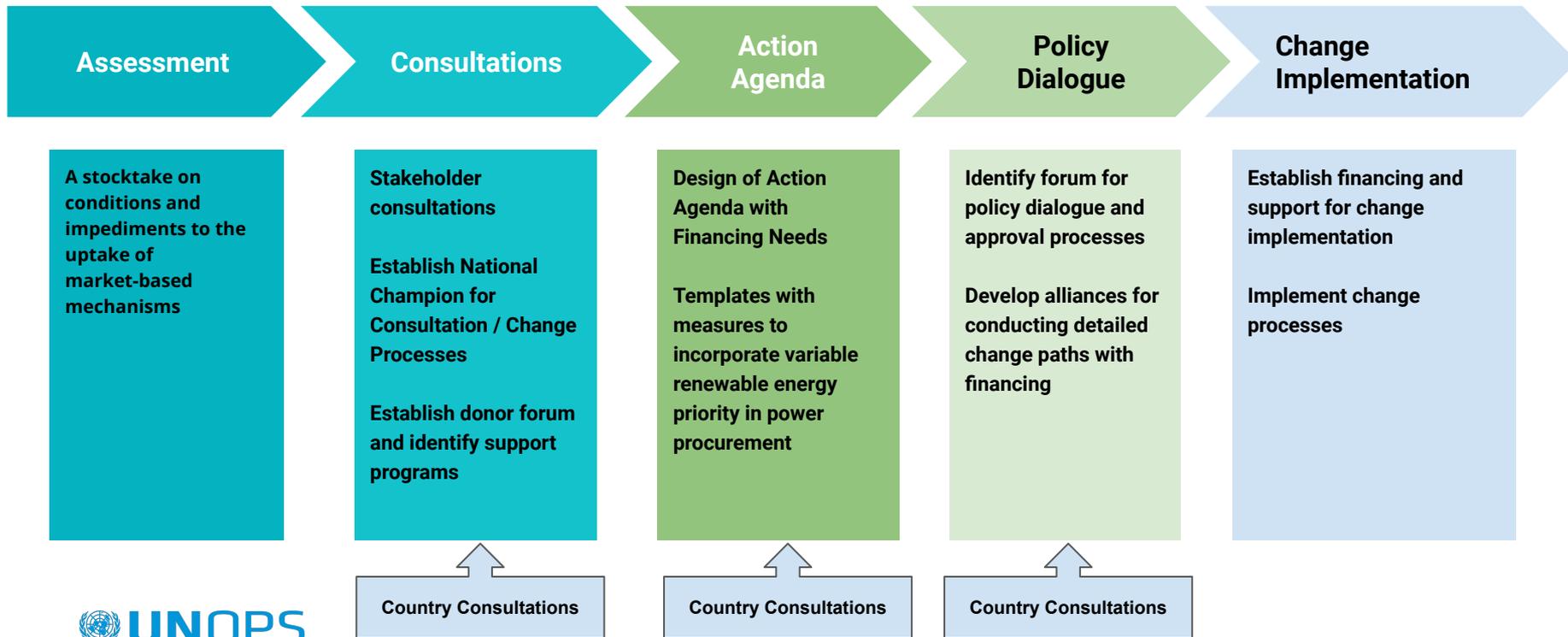
- ❖ **Encouraging** policy makers to promote the right investment environment, legal and regulatory frameworks that support rather than impede energy transition
- ❖ **De-risking** of finance and investments for businesses looking to make investments into clean energy; and
- ❖ **Expanding** grids to facilitate 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

EMMA: From Diagnostic to Adoption of Market Mechanisms for De-Risking Renewable Energy Investments



Project Background

RESOURCES FOR ENERGY TRANSITION IN SOUTHEAST ASIA



	Goal	NDC Conditional GHG Goal by 2030	Estimated Cost of Reaching Conditional GHG Target
Indonesia	GHG emission reduction 26% and 29% in 2020 and 2030 respectively compared with BAU level and 41% by 2030 with international support.	29%	USD\$ 247.2 billion Of which 96% energy and transport sectors
Philippines	NDC sets out a target of 2.71% reduction of GHG emissions as unconditional and 72.29% as conditional target , representing cumulative economy-wide emissions reduction of 3,340.3 MtCO _{2e} by 2030.	72.29%	USD\$ 12-30 billion from 2000-2030 (No data, est)
Viet Nam	GHG reduction of 9% unconditionally and 27% through international support - or 250.8 million tons of GgCO ₂ tq with international support	27%	USD\$ 21.1 billion (Add USD\$ 17.9 billion for reaching the unconditional target)

Source: UNFCCC and UNDP

Objectives

This project aims to empower the priority countries of **INO, PHI and VIE** to transition to an energy procurement systems that enable de-risking and increase RE in the primary energy supply

(i) Diagnose the legal, economic, financial and political economic conditions

--

that relate to exploring a greater use of competitive and transparent market mechanisms in place of the conventional and more stagnant power purchasing systems;

(ii) Conduct consultations, policy dialogue to develop action agendas --

for facilitating exposure, interest, and adoption of market mechanisms to integrate RE into the energy mix in the region;

(iii) Develop country-specific pathways, capacity building measures and templates --

- for approval and implementation of optimal market-based competitive arrangements,
- improving flexibility in power procurement mechanisms for enabling smooth and expeditious access to variable renewable energy sources.

Scope of Work

- i) Identify and deepen data, baseline and targets, current operations, challenges, needs and opportunities
- ii) Legal and regulatory assessment of the current conditions, analysis of any existing policies, impediments and opportunities to maximizing benefits of market mechanisms
- iii) Financial and fiscal identification of available financing, assessment of the impediments and opportunities,
- iv) Political economy assessment that identifies key stakeholders, estimates the size of participants, develops an understanding of stakeholder concerns and efforts as well as impediments and opportunities, and charting pathways
- v) Preparation of clear and concise, but comprehensive and detailed consultation materials,
- vi) Develop a roadmap for progressive dialogue with the relevant personnel for policy dialogue and identify forums and arrangements for progressive dialogues in the three countries
- vii) Development of PPA templates for application and expediting power procurement processes,
- viii) Consultations with stakeholders and donors through a conduct of in-country seminars and consultations. It will establish a stakeholder forum involving the country stakeholders in a constructive discussion on the current state of market mechanisms and opportunities for optimization
- ix) Develop a Monitoring and Evaluation framework for the initiative and report results under the program in alignment with and reporting to the ETP's Results-based Monitoring Framework.

Deliverables: Inception Report

Inception Report

14 days from contract start date

- ❖ Includes work plan and schedule for delivery of the terms of reference
- ❖ Provide detail on how the work and activities are organized and staged
- ❖ Ensures that work in Indonesia is staged first
- ❖ Provides detail on data collection methodology
- ❖ Outlines the timelines for the consultations
 - Including the kick off consultations
 - Analysis
 - Progressive consultation and a plan to country-level dialogues
- ❖ Includes monitoring and evaluation framework with target
- ❖ Includes indicators and baseline data for monitoring progress in alignment with ETP Results-based Monitoring Framework (RBMF)

Deliverables: Interim Report

Deliverable 2:
Interim Report

4 months from
contract start
date

- ❖ Data collected, a status analysis and preliminary directions for the recommendations under each of the areas of the project and diagnostics;
- ❖ A draft forward consultation process plan and policy dialogue agenda with suggestions on implementation of the consultations and policy dialogue process including outlines of the proposed action agendas and templates under discussion;
- ❖ Progress and meeting summaries for consultations under the project, and outline of views and contributions of the partner entities;
- ❖ An updated works plan;
- ❖ An updated monitoring and evaluation frameworks aligned with the ETPR RBMF.

Deliverables: Draft Final Report

Deliverable 3:
Draft final report

8 months from
contract start
date

- ❖ Full report on the data and status of current conditions, directions and details for the recommendations under each area of the diagnostic including drafted materials such as proposed action agenda and templates;
- ❖ Consultation processes, policy dialogue agenda with implementation suggestions;
- ❖ The proposed timelines and events for the consultations going forward, policy dialogue processes to build support for decision-making for adoption of enhanced market mechanisms for the energy sector operations, progress and meeting summaries for consultations under the project, summary of views and contributions of the partner entities;
- ❖ An updated work plan and monitoring and evaluation framework in alignment with ETP's RBMF.

Deliverables: Final Report

Deliverable 4: The Final Report

12 months from contract start date

- ❖ Incorporates comments received from the partnership on the Draft Final Report and provides a publishable report.
- ❖ Includes an updated and finalized RBMF, including a catchy powerpoint presentation on the recommendations and results.

Deliverables: Consultations and Capacity Assessment Workshops

Deliverable 5: The Consultations and Capacity Assessment Workshops

1st set of consultations by the end of the first quarter 2023

2nd set to conduct dialogue on the interim report

3rd set to conduct dialogue on the draft final report.

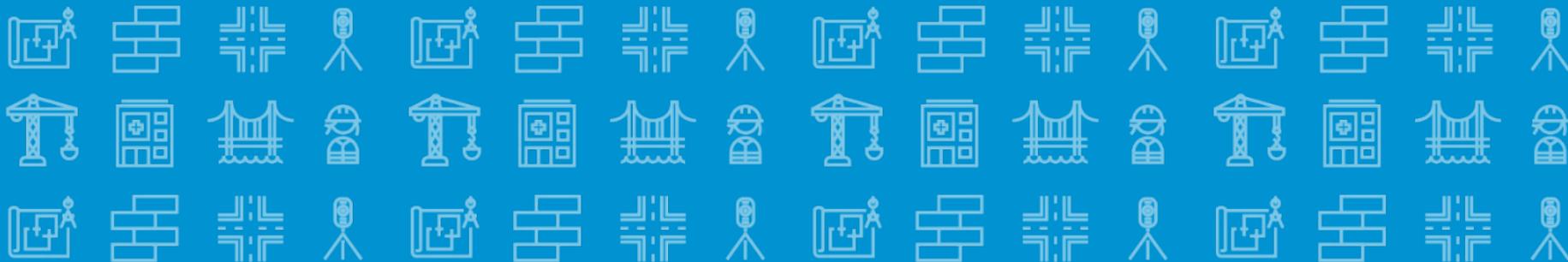
◆ The consultations and capacity assessment workshops will be conducted during the projects at least on three occasions in the three countries by the end of the first quarter 2023 with the resources of the partnership (ETP, CASE, SEACEF, GREENMAP).

Implementation and Timeline

Task	Timeline	Percentage Payment Corresponding to the Task
Inception Report	2 weeks from mobilization	20 % from the LS component of the Contract Amount
Interim Report	4 months from mobilization	30 % from the LS component of the Contract
Draft Final Report	8 months from mobilization	30% from the LS component of the contract
Final Report	12 months from mobilization	20% from the LS component of the contract
Consultations and Capacity Assessment Workshops	1st set of consultations by the end of the first quarter 2023 2nd set to conduct dialogue on the interim report 3rd set to conduct dialogue on the draft final report.	Payment will be made on a reimbursable method based on actual expenses

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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 should have a minimum of 2 years of continuous experience in delivering similar projects in the past with a track-record of success. In case of a Joint-Venture, the experience will be calculated as an accumulation of the experience of all 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 2 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 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)
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 specialized knowledge and experience on similar engagements done in the past. Bidders partnering up with an Indonesia, The Philippines and Vietnam 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 in Indonesia, the Philippines, and Vietnam
(Max score: 5 points)

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
(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 assess and quantify the status, political economy and legal perspectives for optimizing market mechanisms in the energy sector and procurement in Indonesia, the Philippines and Vietnam.

(Max score : 10)

Description of the offeror's approach to analyzing the current and future legal and political economy considerations and the opportunities for and pathways to increased use of market mechanisms in the energy sector to secure greater renewable energy in the energy mix in Indonesia, the Philippines and Vietnam.

(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)

Team Leader (max score : 6.5)

**Subject Matter Expert
(Indonesia)
(max score : 4.5)**

**Subject Matter Expert
(Philippines)
(max score : 4.5)**

**Subject Matter Expert
(Vietnam)
(max score : 4.5)**

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



Q&A

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