



## RFP ASEAN Power Grid Roadmap



# Timelines



**2 Feb 2023**

Tender launched

**13 Feb 2023**

Pre-bid Meeting  
conducted

**17 Feb 2023 will  
be extended to  
3 Mar 2023**

Deadline for  
clarification

06 Feb, 12:00 PM  
BKK Time

**15 Feb 2023 will  
be extended to  
10 Mar 2023**

Deadline for  
submission

15 Feb , 3:00 PM  
BKK Time

**10 April 2023**

Contract  
preparation and  
Issuance



# 1

## 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

## ASEAN Power Grid Program (APGP)

- ASEAN has long pursued the **ASEAN Power Grid** to promote power interconnection, trade and increasing the transmission capacity of interconnections in the Region.
- **ETP, CASE, and ESCAP**, are combining resources to collaborate with **ACE** to reinforce the ASEAN Power Grid under **APGP**.
- APGP aims to move APG systematically from “ current study stage to implementation” of a multilateral power trading mechanism -- that will **enhance market conditions and confidence in RE** and **reduce fossil fuel sources** in meeting the rising demand.



ENERGY  
TRANSITION  
PARTNERSHIP



ASEAN Centre for Energy  
One Community for Sustainable Energy



CASE  
for Southeast Asia

On behalf of:

Federal Ministry  
for the Environment, Nature Conservation  
and Nuclear Safety  
Of the Federal Republic of Germany



UNITED NATIONS  
ESCAP  
Economic and Social Commission for Asia and the Pacific

## Scope

### Output 1:

- Enhanced Coordination of APG

### Output 2:

- **APG Roadmap and Financing Framework**

### Output 3:

- Analytical Work

### Output 4:

- A Pilot Multilateral Power Trade Project

# Objectives

1. A concrete roadmap required to reinforce ASEAN Power Grid (APG) initiative with transparency and a monitorable progress-driven plan
2. The rationale for the APGP roadmap is derived from longstanding plans for a multicountry power grid to enhance renewable energy and reduce fossil fuels in the Region.
3. **Establish a staged roadmap, plan for undertaking the pending diagnostic and analysis, data collection among other work, including investments to be accomplished for implementation of the APG and identify decision making steps, necessary circulations and consultations accounting for the ASEAN plans including ASEAN Plan of Action for Energy Cooperation (APAEC) to implement the APG.**

# Program Partners



## ASEAN Centre for Energy (ACE)

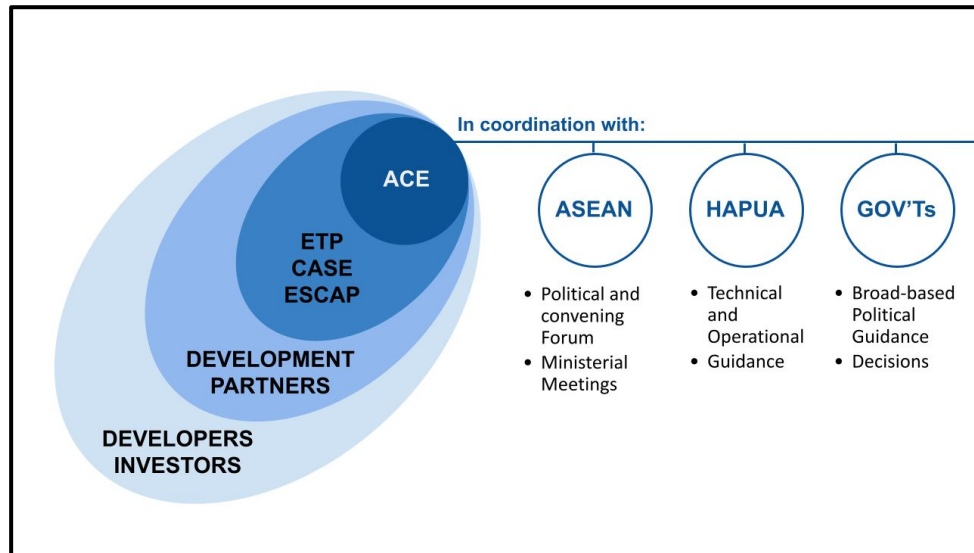
- ❖ an intergovernmental organization within ASEAN that represents the ASEAN Member States' interests in the energy sector;

## CASE for Southeast Asia

- ❖ aims to drive change in the Southeast Asian power sector towards an increased ambition through evidence-based solutions

## United Nations ESCAP

- ❖ supports sustainable development through analytical work and knowledge development, capacity building, regional agreements development



# Scope of Work

## Specific Activities

- a. **Data and information Collection** building thorough understanding of past/existing analysis on AMS Power Trading including LTMS-PIP, BIMP-PIP, GMS-MPT, among others.
- b. **Technical data requirements** a comprehensive set of data requirements for APGP Output 2 and 3; and a Data Collection Guidance Note
- c. **Identify analytical and diagnostic assessments** that require updating and remain to be accomplished for moving APGP
- d. **A staged timeline and stepwise plan for APG** for undertaking the pending diagnostic and analysis, data collection among other work.
- e. **Identify investments for physical interconnections** through identifying the planned/ existing multilateral power projects and review enabling conditions, risks & opportunities with recommended pathways for integration and harmonization
- f. **Legal steps** developing and recommending a carefully sequenced legal pathway to take analytical work toward implementation stage
- g. **Financing Plan** developed for each requirement and stage of the roadmap
- h. **Donor coordination** matrix and the related financing possibilities developed to fill the resource requirements under Financing Plan
- i. Review **organizational roles for decision-making** to assess strengthening requirements related to the institutional roles of entities relevant to the APG and APGP.
- j. Review **governance and organizational arrangements** of key ASEAN bodies at the decision-making level



# Scope of Work

## Cont'd

- k. **Output 3 detailed terms of reference** including their monitoring and evaluation (M&E) frameworks
- h. **Consultative partners forum** proposed and described for interaction on APG and APGP to ensure technical and financial success of multilateral power trading in ASEAN
- g. **Monitoring and Evaluation Framework** established for the roadmap with clear review breaks and milestones for decisions, pertaining to the management of the APGP.



# Deliverables

## Milestone 1: Inception Report

1 month after start date

- ❖ Executive Summary (max. 2 pages)
- ❖ Project methodology with timeline, processes, outputs, data collection and implementation framework to accomplish the tasks under para 5a-5m;
- ❖ Monitoring and evaluation framework in accordance with the ETP's Results-based Monitoring Framework (RBMF) for accomplishing the assignment under para 5m;
- ❖ Commentary on the comprehensiveness of the TORs under para 5d and propose adjustments as identified optimal.
- ❖ Powerpoint presentation of the inception report

This report will be circulated widely to the relevant authorities and coordinating bodies and will receive time-bound comments for correction and augmentation, which the selected entity will incorporate to improve the quality of the outputs.

# Deliverables

<p>Milestone 2: First Draft Report</p> <p>3 month after start date</p>	<ul style="list-style-type: none"><li>❖ Outline of the APGP Roadmap for implementation of the APG under a number of scenarios as deemed appropriate by the engaged entity addressing the tasks under para 5a-5g and 5j-5l; with</li><li>❖ Progress report that includes a review of the assignments and all of its aspects;</li><li>❖ Updated M&amp;E profile in accordance with the ETP's RBMF addressing the task under para 5m;</li><li>❖ Annex: detailed TOR of APGP Output 3 Analytical Work with data requirements and Data Collection Guidance Note and their M&amp;E frameworks addressing the task under para 5d; and</li><li>❖ Powerpoint presentation of the 1st Draft Report with Outline of the APGP Roadmap</li></ul> <p>This report will be circulated widely to the relevant authorities and coordinating bodies and will receive time-bound comments for correction and augmentation, which the selected entity will incorporate to improve the quality of the outputs.</p>
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# Deliverables

<p>Milestone 3: Second Draft Report</p> <p>6 month after start date</p>	<ul style="list-style-type: none"><li>❖ Draft of the APG Roadmap as well as the financing framework with estimates including the necessary breakdowns and contingencies, for implementation of the APG under a number of scenarios as deemed appropriate by the engaged entity addressing the tasks under 5a-5l; with</li><li>❖ Progress report that includes a review of the assignments and all of its aspects;</li><li>❖ Updated M&amp;E profile in accordance with the ETP's RBMF addressing the task under para 5m; and</li><li>❖ Powerpoint presentation of the 2nd Draft Report with Draft APG Roadmap and Financing Framework.</li></ul> <p>This report will be circulated widely to the relevant authorities and coordinating bodies and will receive time-bound comments for correction and augmentation, which the selected entity will incorporate to improve the quality of the outputs.</p>
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# Deliverables

## Milestone 4:

### Second Draft Report

7 month after start date

- ❖ Incorporates findings, recommendations, and conclusions
- ❖ Cover all the terms of references, and the detailed discussions as necessary in its appendices, the roadmap for implementation of APGP to bring APG to its fruition and the related financing framework. Specifically, it will include;
  - Final APG Report with the financing framework completing the tasks from 5a-5l;
  - Final M&E profile in accordance with the ETP's RBMF addressing the task under para 5k; and
  - Powerpoint presentation of the final APG Report with the financing framework

This report will be expected to be approved by the region's APG's relevant institutions and decision-making authorities and be vetted and used by all the coordinating entities. This report will be circulated widely to the relevant authorities and coordinating bodies and will receive time-bound comments for correction and augmentation, which the selected entity will incorporate to improve the quality of the outputs.

# Deliverables Timeline

Task	Timeline	Percentage Payment Corresponding to the Task
<b>Inception Report</b>	<b>1 month</b> after project starts	20% from the total contract amount
<b>First draft report</b>	<b>3 months</b> after project starts *1 month review process	30% from the total contract amount
<b>Second draft report</b>	<b>6 months</b> after project starts *1 month review process	30% from the total contract amount
<b>Final report</b>	<b>7 months</b> after project starts	20% from the total contract amount

# Indicative Implementation Timeline

Date	Milestone Targets against ASEAN Events
April, 2023	Deliverable 1. APG Roadmap Inception Plan
May, 2023	Presentation of the APG Roadmap Inception Plan in 41th SOME
End of June, 2023	Deliverable 2. First Draft APG Roadmap
July, 2023	Presentation of the Deliverable 2. First Draft APG Roadmap in <b>41th AMEM</b>
September, 2023	Presentation of the Deliverable 3. Draft APG Roadmap with Financing Framework in the <b>HAPUA Council Meeting</b>
October, 2023	Finalization of the APG Roadmap with Financing Framework
January, 2024	Approval of the APG Roadmap with Financing Framework in the <b>Special SOME Meeting</b>

# 2

## 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 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.
1. 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 2 references will be calculated as an accumulation of the references of all of the JV members.

### 3. Technical Criteria

Section number/description		Points Obtainable
1	Offeror's qualification, capacity and expertise	25
2	Proposed Methodology, Approach and Implementation Plan	30
3	Key Personnel proposed and Sustainability Criteria	25
Total Technical Proposal Points		80

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, relevance of specialized knowledge and experience of similar engagement in the past

(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  
(Max score: 5 points)

Understanding of the ASEAN stakeholder institutions and policies / regulations in the context of energy (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 500,000 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 developing the ASEAN Power Grid Roadmap in the context of the current challenge of progressing APG from study to implementation

(Max score : 10)

Description of the offeror's approach to developing the financing framework that can be monitored and used to ensure accountability and progress throughout the planning, preparation, and implementation processes.

(Max score : 5)

Description of the offeror's plan to coordinate with the relevant actors involved under ASEAN Power Grid Program (APGP)

(Max score : 5)

# 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)**

**International Power  
Sector Policy Expert  
(max score : 3.5)**

**International  
Transmission Expert  
(max score : 3.5)**

**Energy Economics  
and Finance Expert  
(max score : 3.5)**

**Energy Modeling  
Expert  
(max score : 3.5)**

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

# Common Issues from Previous Submissions

Common Issue	Tips to Avoid the Issue
Not listing relevant past experience	Ensure to include all relevant information as required in the tender document - 5 years of continuous experience in delivering similar projects
Not attaching financial statement in the proposal, incomplete personnel CV	Ensure to include all the documents per checklist
Including financial proposal in the technical envelope	This is a major issue and will result in automatic disqualification, hence, please ensure not to put any indication of financial offer in the technical envelope



**Q&A**



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