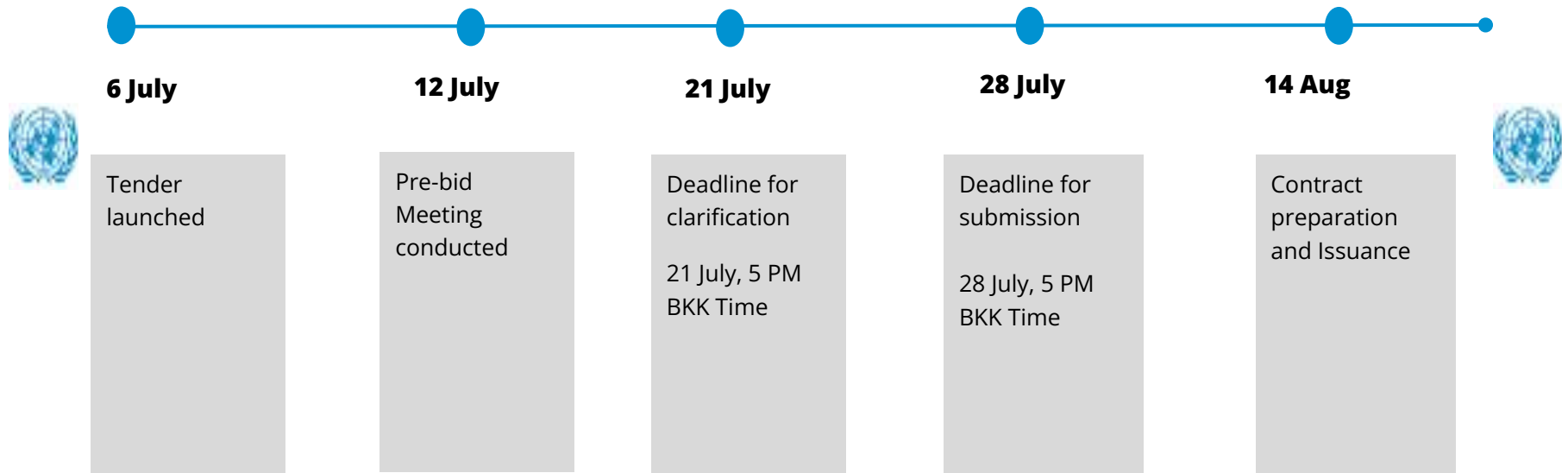




RFP Development of Vietnam Smart Grid Roadmap for period up to year 2030, with a vision to 2050

Timelines



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

1. [The Existing Smart Grid Development Roadmap of Vietnam](#): implemented in 2012 under Decision 1670/QD-TTg-2012, has not been updated to align with Viet Nam's policy changes.
2. [Updating Vietnam's smart grid](#): is crucial to reach the target of 47% renewable energy in electricity generation by 2030.
3. [The Green Growth Action Plan \(2021-2030\)](#): aims to enhance the transmission and distribution system quality amidst policy changes and renewable energy growth.
4. [A Smart Grid Development Roadmap until 2030](#): is subject to Decision 3019/QD-BCT, with ERAV leading and collaborating with a partner in its development.
5. [ETP Engagement](#): ETP was requested from ERAV to deliver a new roadmap that could best address current and future challenges facing the Vietnamese grid system.

Project Details

Major deliverables include:

- (i) Research and Study reports: A report studying the present state of smart grid development in Vietnam;
- (ii) Workshop: Arrange a half-day hybrid consultation workshop involving all key stakeholders to collect feedback on smart grid development in Vietnam and identify crucial aspects to consider when formulating a smart grid roadmap;
- (iii) Smart Grid Development Roadmap: Develop a comprehensive roadmap for smart grid development in Vietnam, encompassing the period up to 2030 with a long-term vision for 2050.

This study aims to submit a Smart Grid Development Roadmap to the Prime Minister for consideration and issuance of a decision. This roadmap must be for the period up to 2030, with a vision to 2050

Objectives

Outcomes

The outcome of the project is to enhance the operational efficiency of the power system, improve power quality, ensure a dependable electricity supply, and enable the integration of renewable energy sources in Vietnam, aligning with the objectives outlined in the National Action Plan on Green Growth and Power Development Plan VIII (PDP8). These efforts will play a vital role in supporting the country's net-zero commitment.

Deliverables

Deliverable 1 Inception Report

- ❖ Introduction and background
- ❖ Work plan and schedule
- ❖ Data requirements and collection strategy
- ❖ Mapping of key stakeholders, Ministries and Government Institutions by verifying and extending previous mapping efforts
- ❖ Communication Plan
- ❖ Reference of existing reference material
- ❖ Provide outline of activities mapped against ETP Results Based Monitoring Framework (RBMF) in a project-level monitoring and evaluation framework with indicators and baseline data.

1 month after start date

Deliverables

Deliverable 2

A study report on the current status of smart grid development in Vietnam

- ❖ Review and assess the current status of smart grid development in Vietnam, including policies and legal frameworks related to smart grid, current national power system and market, results, opportunities, and drawbacks of Phase 1 and Phase 2 under Decision 1670/QD-TTg, and needs of Vietnam.

2 months after start date

Deliverables

Deliverable 3

A study on international experience

- ❖ Conduct research on the international experiences of implementing smart grids, with a focus on level of maturity and trends in smart grid technologies and development, research directions, deployment roadmaps, policies, and legal regulations related to smart grids in various countries, best practices, recommendations and lesson learned for Vietnam

3 months after start date

Deliverables

Deliverable 4

Consultation workshop and post-workshop report

- ❖ Organize a hybrid, half-day consultation workshop with all key stakeholders to gather feedback on smart grid development in Vietnam and areas to take into consideration when developing a smart grid roadmap. The detailed agenda needs to be discussed with ETP. Gender consideration has to be taken into consideration in organising the consultation workshop. A minimum of 50 participants is required.
- ❖ One week after the workshop, the consultant is required to submit a workshop proceeding/ report that details background information (e.g., purpose), number and list of participants, points of discussion and answers, outcomes, etc.

3 months after start date

Deliverables

Deliverable 5

A draft of the Smart Grid Development Roadmap for period up to 2030, with a vision to 2050

- ❖ Draft a detailed roadmap for smart grid development in Vietnam for the period up to 2030, with a vision for 2050, including specific adjustments to phase 3 of the smart grid roadmap outlined in the Decision No. 1670/QD-TTg-2012, and considering policy, legal, economic, technical feasibility, and solutions for implementation.

5 months after start date

Deliverables

Deliverable 6

Final stakeholder workshop
and post-workshop report

- ❖ Organize a hybrid, half-day workshop with all key stakeholders to discuss the roadmap and to publicise the results of the project.
- ❖ The detailed agenda needs to be discussed with ETP. Gender consideration has to be taken into consideration in organising the consultation workshop. A minimum number of 75 participants is required.

6 months after start date

Deliverables

Deliverable 7

Final completion report with the Final version of the Smart Grid Development Roadmap for period up to 2030, with a vision to 2050

6 months after start date

- ❖ Grand final report with the Final version of the Smart Grid Development Roadmap taken into consideration stakeholder inputs

Implementation and Timeline

Task	Timeline
Inception Plan	1 month of the contract start date
A study report on the current status of smart grid development in Vietnam	2 months after the contract start date
A study on international experience	3 months after the contract start date
Consultation workshop and post-workshop report	3 months of the contract start date
A draft of the Smart Grid Development Roadmap for period up to 2030, with a vision to 2050	5 months of the contract start date
Final stakeholder workshop and post-workshop report	6 months of the contract start date
Final completion report with the Final version of the Smart Grid Development Roadmap for period up to 2030, with a vision to 2050	6 months of the contract start date

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EVALUATION CRITERIA



Evaluation Method

1. Preliminary Screening using Eligibility and Formal Criteria (Pass/Fail)
2. Technical Evaluation using Qualification Criteria (Pass/Fail)
3. Technical Evaluation using Technical Criteria (Numeric Score)
4. Financial Evaluation (Numeric Score)
5. Combined Analysis
6. Background Check/Due Diligence

1. Preliminary Screening - Eligibility & Formal Criteria

Criteria	Documents to establish compliance with the criteria
1. Offeror is eligible as defined in Instructions to Offerors, Article 4. In case of JV, all JV members should fulfill this requirement	<ul style="list-style-type: none">• Form A: Joint Venture Partner Information Form, all documents as required in the Form, in the event that the Proposal is submitted by a Joint Venture.• Form B: Proposal Submission Form
2. Completeness of the Proposal. All required Questionnaires (if any), Returnable Bidding Forms, and other documentation requested under the Document Checklist section have been provided and are complete	<ul style="list-style-type: none">• All documentation as requested under Instructions to Offerors Article 10, Documents Comprising the Proposals
3. Offeror accepts UNOPS General Conditions of Contract as specified in Section IV: Contract Forms	<ul style="list-style-type: none">• Form B: Proposal Submission Form

2. Technical Evaluation - Qualification Criteria

Criteria	Documents to establish compliance with the criteria
<p>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.</p> <p>In case of JV, at least one of the JV members should fulfil this criteria</p>	<ul style="list-style-type: none">• Certification of incorporation of the Offeror• Form F: Performance Statement Form
<p>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.</p> <p>In case of JV, the customer references of JV members can be combined</p>	<ul style="list-style-type: none">• Form F: Performance Statement Form

3. Technical Evaluation - Technical Criteria

Technical evaluation will be carried out to bids that pass the eligibility, formal and the qualification criteria, with requirements as follows:

- i. The maximum number of points that a bidder may obtain for the Technical proposal 80. To be technically compliant, Bidders must obtain a minimum of 56 points
- ii. Minimum pass score: 70% of maximum 80 points = 56 points

Technical proposal points allocation

<i>Section number/description</i>		<i>Points Obtainable</i>
1.	<i>Offeror's qualification, capacity and expertise</i>	20
2.	<i>Proposed Methodology, Approach and Implementation Plan</i>	35
3.	<i>Key Personnel proposed and Sustainability Criteria</i>	25
<i>Total Technical Proposal Points</i>		80

3. Technical Evaluation - Technical Criteria

Section 1: Offeror's qualification, capacity and expertise		Points	Sub-points
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 a Vietnamese entity to provide for the strategic consultation, translations; as well as the communications expertise is considered a valuable asset.	15	
	1. Experience in projects of comparable size, type, complexity and technical specialty		5
	2. Experience in providing similar services in the region, especially Vietnam		5
	3. Understanding of local context, and partnering up with a Vietnamese entity to provide for the strategic consultation, translations; as well as the communications expertise		5
1.2	General organizational capability which is likely to affect implementation: management structure, and project management controls. (Max 4 pages written text)	5	
	1. Management structure, management controls, and extent to which any part would be subcontracted		3
	2. Financial Capacity/financial stability: Bidder should have minimum annual turnover of 150,000 USD 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.		2
Total points for section		20	



3. Technical Evaluation - Technical Criteria

Section 2: Proposed Methodology, Approach and Implementation Plan		Points	Sub-points
2.1	Description of the Offeror's approach, and methodology for meeting or exceeding the requirements of the Terms of Reference	25	
	1. Description of the offeror's approach to identification of data sources, scenarios, issues for the deep-dive in the analysis and providing guidance to the government policy makers		5
	2. Description of the offeror's approach to assessment of the energy sector in Vietnam, International review of emission reduction technologies, demand assessment, supply-side assessment and scenarios		12
	3. Description of the offeror's approach to development of policy and technical recommendations including the number/type of actions that needs to be taken to support the net-zero emission of the energy sector in the interrelation with major energy consuming sectors, providing a structured, realistic, technologically and financially viable net-zero strategy for Vietnam		8
2.2	Quality Assurance Plan	5	
	1. 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		5
2.3	Implementation Timeline	5	
	1. Bidder submits a detailed implementation timeline which includes detailed activities to be undertaken during this assignment, and is completed with gantt chart		5
Total points for section		35	



3. Technical Evaluation - Technical Criteria

Section 3: Key personnel proposed and Sustainability Criteria		Points	sub-points
3.1	Qualifications of key personnel proposed aligned with the Terms of Reference	20	
	1. Project lead		8
	2. International Power Sector Experts		6
	3. Domestic Power Sector Experts		6
3.2	The bidder shall provide a response that demonstrates its commitment to support gender equality through its operations	5	
Total points for section		25	

4. Financial Evaluation

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. Only the proposals pass the minimum point in the technical evaluation, will be opened on this stage.

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.

5. Combined Analysis

Combination of total Technical + total Financial Score will be used to select the firm.

The weight of technical : financial offer is 80:20

6. Background Check/Due Diligence

Upon completion of the evaluation and prior to contract award, UNOPS shall conduct background checks/due diligence on the offeror recommended for award, to confirm that the offeror meets the criteria set forth in this RFP or as appropriate to the nature of the procurement process.

UNOPS may reject an offeror's proposal on the basis of the findings.

Common Issue with Past Submission based on Previous Tenders

No	Issue	Impact	Tips to prevent the issue
1.	Bidder fails to submit complete information. Critical documents such as price schedule, any components of the technical proposal is missing	Bidder will be disqualified	Please ensure you submit all the documents. Please double check the checklist of the document in the system prior to making submission
2.	Bidder submit the financial proposal along with the technical proposals and its supporting documents for RFP	Bidder will be disqualified	Please double check the checklist of the document in the system prior to making submission. There are different tabs under Vendor Submission tab to upload the financial offer for RFP tender
3.	Bidder fails to submit through the system, and submits the proposal through email	Bidder will be disqualified	UNOPS cannot accept submissions done outside the system. However, if you have difficulties in accessing the portal, please let us know so we can assist.
4.	Bidder has tried to submit through the system, but there was no sufficient time to submit and the deadline pass before bidder can click "submit"	Submission will not be accepted	Please start your submission process as early as possible. Start by checking whether your company is registered in UNGM. UNGM registration might take several days. We suggest you aim to submit at least 1 day before deadline



Q&A



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