



RFP - Development of the National Standards for Offshore Wind Power in Vietnam



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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

- ❖ **Vietnam's 3000 km coastline** offers a promising opportunity for offshore wind power (OWP) development to meet surging electricity demand sustainably. OWP could supply up to 12% of Vietnam's electricity by 2035 and contribute at least US\$50 billion to the economy, supporting sustainable development.
- ❖ **Despite the potential**, investment in wind power projects has been slow to materialize in Vietnam. This is partly due to the absence of specific national standards (TCVNs) for offshore wind power, which hinders the testing, manufacturing, endorsement, licensing, and operation of offshore wind projects in the country.
- ❖ **To accelerate progress**, it is crucial for Vietnam to develop mechanisms, policies, and regulatory frameworks that encourage investment in offshore wind power.

Objectives

- ❖ **The project** aims to establish comprehensive national standards for offshore wind power. These standards will ensure the standardization and protection of investments, constructions, and operations of OWP projects, facilitating a reliable and efficient energy system transition.
- ❖ **It will provide** a reliable platform for state authorities to integrate OWP into renewable energy projects, contributing to Vietnam's net-zero commitment.

Scope of Work

- ❖ The project's focus is to create a comprehensive set of TCVNs on offshore wind power following the standard process in Vietnam. These TCVNs will be submitted to MOST for promulgation, serving as a reliable platform for state authorities to study and integrate OWP into renewable energy projects in Vietnam.

Deliverables

	Deliverables
1	A comprehensive study and develop draft TCVNs for OWP;
2	Development of TCVNs in close consultation with STAMEQ based on at least two consultation workshops held in two regions of Vietnam by the consultant;
3	Organisations of seminars and consultation meetings;
4	Two trips to international labs and collaboration with them to evaluate the feasibility of the TCVNs;
5	Promulgation of the TCVNs with support from MOST; and
6	Set of recommendations to scale up OWP in Vietnam.

Indicative Implementation Timeline

	Deliverables	Target Delivery
1	Inception Report	Month 1
2	A comprehensive study report	Month 1
3	Draft of the National Standards (TVCN) for OWP according to the list agreed with STAMEQ	Month 6
4	Two hybrid-mode consultation workshops	Month 7-8
5	Trips to international labs in countries with strong experience in management of OWP	Month 6
6	Reports on testing principles, practicality of TCVNs, and categorisation of mandatory and optional standards	Month 7
7	Final draft of the TCVNs for OWP according to the comments and feedbacks from different stakeholders and in a close consultation with STAMEQ submitted to the Appraisal Council	Month 12
8	A full dossier of TCVNs on OWP to submit to MOST for promulgation	Month 15
9	Organization of Final stakeholder workshop and the final workshop report	Month 14
10	Final Report	Month 15

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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 Joint Ventures (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 five (5) years of continuous experience in delivering similar projects in the past with a track-record of success.
In case of JV, the experience will be calculated as accumulation of the experience of the JV members.
- 2) Offeror must provide a minimum of two (2) customer references from which similar services have been satisfactorily provided, within any of the last 5 years.
In case of JV, the customer reference can be accumulated from the JV members.

3. Technical Criteria

Part 1: Offeror's Qualification, Capacity and Expertise	25 points
Part 2: Proposed Methodology, Approach and Implementation Plan	30 points
Part 3: Key Personnel Proposed and Sustainability Criteria	25 points
Total Technical Proposal Points	80 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

Part 1: Offeror's Qualification, Capacity and Expertise		25 points
1.1	<p>Brief description of the organization, including the year and country of incorporation, and types of activities undertaken, including the relevance of specialized knowledge and experience on similar engagements done in the past.</p> <p>(Max 4 pages written text plus 1 Matrix)</p>	20
1.2	<p>General organizational capability which is likely to affect implementation: management structure, and project management controls.</p> <p>(Max 4 pages written text)</p>	5

3. Technical Criteria (cont.)

Part 2: Proposed Methodology, Approach and Implementation Plan		30 points
2.1	Description of the Offeror's approach and methodology for meeting or exceeding the requirements of the Terms of Reference	20
2.2	Quality Assurance	5
2.3	Implementation Timeline	5
Part 3: Key Personnel Proposed and Sustainability Criteria		25 points
3.1	Qualifications of key personnel proposed	20
3.2	The bidder shall provide a response that demonstrates its commitment to support and mainstream gender equality and social inclusion through its operations and project implementation activities.	5
Total Technical Proposal Points		80 points

3. Technical Criteria (cont.)

- 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 the relevance of specialized knowledge and experience on similar engagements done in the past.

(Max 4 pages written text plus 1 Matrix)

(Maximum score for criterion : 20 points)

Experience in projects of comparable size, type, complexity and technical specialty

(Max. score: 10 points)

Experience in providing similar services, especially in Vietnam and demonstration of good network and experience in engaging with diversified stakeholders and organizing trainings for industries in Vietnam
(Max. score: 5 points)

Understanding of local context and partnering up with a Vietnamese 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

(Max. score: 3 points)

Financial Capacity/financial stability: Bidder should have minimum annual turnover of 300,000 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.

(Max. 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)

Description of the offeror's approach to conduct the study and propose the TCVN set for OWP

(Max. score: 10 points)

Description of the offeror's approach to develop a full dossier of TCVNs on OWP to submit to MOST for promulgation in Vietnam

(Max. score: 10 points)

Technical Scoring Breakdown

2.2 Quality Assurance

(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 (please attach his/her CV using the format in Form E: Format for Resume of Proposed Key Personnel)

(Maximum score for criterion : 20 points)

- | | |
|---|-------------------|
| 1) Project Lead | (max. score: 4) |
| 2) Offshore Wind Power Expert | (max. score: 2.5) |
| 3) Energy Expert | (max. score: 1.5) |
| 4) Electrical / Electronic Expert | (max. score: 1.5) |
| 5) Oceanography Expert | (max. score: 1.5) |
| 6) Hydrology Expert | (max. score: 1.5) |
| 7) Hydropower Expert changed to
Energy System Operation Expert | (max score: 1.5) |
| 8) Meteorology Expert | (max score: 1.5) |
| 9) Standard Expert | (max score: 1.5) |
| 10) Conformity Certification Expert | (max. score: 1.5) |
| 11) Quality Management System Expert | (max. Score: 1.5) |

3.2 The bidder shall provide a response that demonstrates its commitment to support and mainstream gender equality and social inclusion through its operations and project implementation activities.

(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**

Procurement Timeline






Q&A

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