



RFP - Development of the National Standards for Battery Energy Storage System (BESS) 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 solar expansion** posed challenges in meeting renewable energy demand and building responsive transmission lines on time and within budget. Oversupply also threatens grid security, leading to wasteful solar project curtailment.
- ❖ **Battery energy storage systems (BESS)** can mitigate this issue as it can store excess energy generated by renewable energy (RE) sources and enhance their stability and efficiency. However, the lack of national standards for BESS in the field of RE in Vietnam is preventing its investment, growth, and the adoption of RE in the power system.
- ❖ **To address the issue**, the creation of a Vietnamese National Standards (TCVN) for BESS based on international standards and following government procedures will offer a framework to assess BESS products and their impacts aiming to enhance efficiency and quality in production, application, and usage.

Objectives

- ❖ **The goal of this project** is to assist the Government of Vietnam in developing a comprehensive collection of TCVN specifically focused on BESS-related operations in the country.
- ❖ **The TCVNs for BESS** will act as a platform to effectively and reliably manage the integration of BESS into renewable energy projects in Vietnam.
- ❖ **Once the TCVN** is promulgated, it will boost the deployment of renewable energy in line with the Power Development Plan VIII (PDP8) and contribute to achieving the net-zero commitment.

Scope of Work

- ❖ The primary focuses of the project are to create national standards and offer clear guidance to key beneficiaries, including the Directorate for Standards, Metrology and Quality (STAMEQ) under MOST. This guidance will encompass recommendations for establishing the necessary legal framework and institutional mechanisms to implement national standards for BESS.

Key deliverables

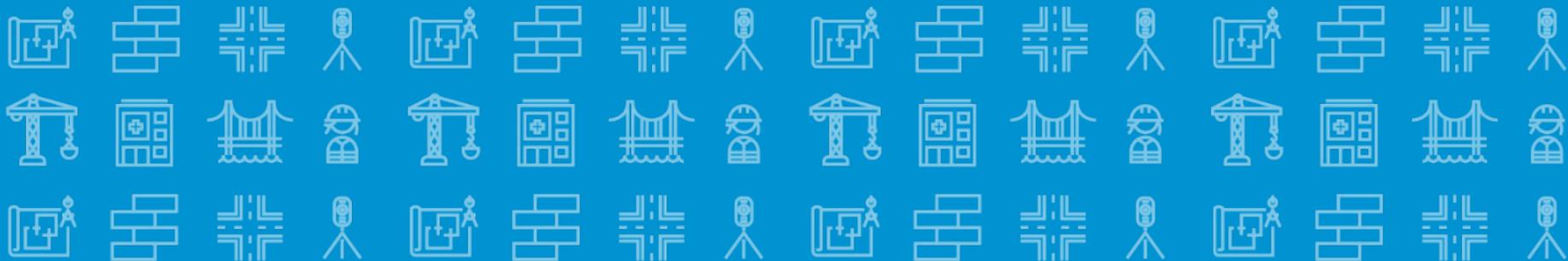
	Deliverables
1	A comprehensive study and develop draft TCVNs for BESS;
2	Development of TCVNs in close consultation with STAMEQ based on at least two consultation workshops held in two regions of Vietnam by the consultant;
3	Organisations of consultation workshops;
4	Two trips to international labs and 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 BESS in Vietnam.

Indicative Implementation Timeline

	Deliverables	Target Delivery
1	Inception Report	Month 1
2	A comprehensive study report for the development of the TCVN	Month 1
3	Draft National Standards (TVCN) for BESS according to the list agreed with STAMEQ	Month 6
4	Workshop organization* and post-workshop reports <i>(one week after each event)</i>	Month 8
5	Trips to international labs* in countries with strong experience in management of BESS and Reports including lessons learnt and recommendations for TCVNs in Vietnam	Month 7
6	Reports on testing principles, practicality of TCVNs, and categorisation of mandatory and optional standards	Month 11
7	Final version of the Vietnamese National Standards TCVNs for BESS	Month 13
8	A full dossier of TCVNs on BESS to submit to MOST for promulgation	Month 14
9	Final workshop organization* and post-workshop report	Month 14
10	Grand 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 BESS

(Max. score: 10 points)

Description of the offeror's approach to develop a full dossier of TCVNs on BESS 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

(Maximum score for criterion : 20 points)

- | | |
|-------------------------------------|-----------------|
| 1) Project Lead | (max. score: 4) |
| 2) Engineering Expert | (max. score: 2) |
| 3) Energy Expert | (max. score: 2) |
| 4) Energy Storage System Expert | (max. score: 3) |
| 5) Standard Expert | (max. score: 3) |
| 6) Conformity Certification Expert | (max. score: 3) |
| 7) Quality Management System Expert | (max. Score: 3) |

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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