**Section III: Returnable Bidding Forms - Financial Envelope**

**RFP Development of the National Standards for Battery Energy Storage System (BESS) in Vietnam**

**eSourcing reference:RFP/2023/48247**

Note to Offerors: The following returnable forms are part of this RFP and must be completed and returned by offerors as part of their Proposal. Instructions to complete each Form are highlighted in blue in each Form. Please complete the Returnable Bidding Forms as instructed and return them as part of your proposal by uploading them against their specific Document Checklist in the UNOPS eSourcing system. Please ensure that the financial information in your proposal is uploaded in the financial envelope checklist under the Financial Offer Details tab of the eSourcing system.

This Section comprises the following Returnable Bidding Forms:

* Form C: Financial Proposal Form

**Form C: Financial Proposal Form**

RFP reference no: [insert RFP reference No.]

Name of Offeror: [insert name of offeror]

The Proposer is required to prepare the Financial Proposal following the below format and be submitted in an envelope separate from the rest of the RFP as indicated in the Instruction to Offerors. Please ensure that this form is uploaded in the financial envelope checklist under the Financial Offer Details tab of the eSourcing system.

The financial proposal must be submitted in **USD**

The Financial Proposal must be filled in in both Tables 1 and 2 below (for which the total amount should match), including provision of a detailed cost breakdown. Provide separate figures for each functional grouping or category. The format includes specific expenditures under Table 2, which may or may not be required or applicable but are indicated to serve as examples. Offerors may adjust the name of expenditures under Table 2 if necessary.

**Table 1: Cost breakdown per deliverable/output**

| **Item No** | **Deliverables** | **Total Price**  **(Lump Sum, All Inclusive)** |
| --- | --- | --- |
| 1 | Completion of Deliverable 1  Inception Report | [Offeror to insert price] |
| **2** | Completion of Deliverable 2 A comprehensive study report for the development of the TCVN | [Offeror to insert price] |
| **3** | Completion of Deliverable 3  Draft National Standards (TVCN) for BESS according to the list agreed with STAMEQ | [Offeror to insert price] |
| **4** | Completion of Deliverable 4  Workshop organization\* and post-workshop reports  (one week after each event) | [Offeror to insert price] |
| **5** | Completion of Deliverable 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 | [Offeror to insert price] |
| **6** | Completion of Deliverable 6  Reports on testing principles, practicality of TCVNs, and categorisation of mandatory and optional standards | [Offeror to insert price] |
| **7** | Completion of Deliverable 7  Final version of the Vietnamese National Standards TCVNs for BESS according to the comments and feedbacks from different stakeholders and in a close consultation with STAMEQ submitted to the Appraisal Council | [Offeror to insert price] |
| **8** | Completion of Deliverable 8  A full dossier of TCVNs on BESS to submit to MOST for promulgation | [Offeror to insert price] |
| **9** | Completion of Deliverable 9  Final workshop organization\* and post-workshop report | [Offeror to insert price] |
| **10** | Completion of Deliverable 10  Grand Final Report | [Offeror to insert price] |
| **Total financial proposal (USD)** | | **[Insert total lump sum price]** |

\*All logistic costs associated with workshops and international trips will be reimbursable based on actual

costs.

**Table 2: Cost breakdown per component**

Offerors are requested to provide the cost breakdown for the above given prices based on the following format. UNOPS shall use the cost breakdown for the price reasonability assessment purposes as well as the calculation of price in the event that both parties agree to a contract amendment on the future.

| **Cost component** | **Qty**  **(number of days)** | **No. of Personnel** | **Remuneration per Unit**  **(daily rate)** | **Total Rate for the Period** |
| --- | --- | --- | --- | --- |
| **Personnel costs** |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |
| **Non personnel costs\*** |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |
| Other costs (provide details) |  |  |  |  |
| **Sub-total other expenses** | | | |  |
| **Total financial proposal (USD)** | | | |  |

\*Non-personnel costs will be charged at-cost and should be indicated as a ceiling amount. Payment will be made based on the actual amount during implementation.

The discounts offered, if applicable, and the methodology for their application are:

* **Discounts**: If our proposal is accepted, the following discounts shall apply. [Specify in detail each discount offered and the specific item of the Schedule of Requirements to which it applies, including if applicable discounts for accelerated payment.]
* **Methodology of application of the discounts**: The discounts shall be applied using the following method: [Specify in detail the method that shall be used to apply the discounts];

**List of subcontractors or suppliers**

Offeror must identify the names of all subcontractors/suppliers who will be providing good/services under this contract and the type of work being subcontracted, if applicable.

1. \_[Full legal name and address of subcontractors]\_\_\_\_\_\_\_\_\_\_\_
2. \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
3. \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

I, the undersigned, certify that I am duly authorized by [***insert full name of Offeror***] to sign this Proposal and bind [***insert full name of Offeror***] should UNOPS accept this Proposal:

Name : \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Title : \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Date : \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Signature : \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_