



## **RFP Enhancing Hydro Energy Storage Viability: De-risking pump storage hydro project development (RFP/2023/49768)**



# Timelines



**13 December 2023**

Tender launched

**19 December 2023**

Pre-bid Meeting conducted  
  
2 pm on 19 December 2023 (Manila, PH time)

**11 January 2024**

Deadline for clarification  
  
11 January 2024, 6 PM (Manila, PH Time) **Changed to 28 January 2024 at noon**

**19 January 2024**

Deadline for submission  
  
19 January 2024, 5 PM Manila, PH Time **Changed to 5 February 2024 at noon**

**18 March 2024**

Contract preparation and Issuance



# 1

## PROJECT DETAIL



# Introduction of ETP



The Southeast Asia Energy Transition Partnership (ETP) supports the transition towards modern energy systems that can simultaneously ensure economic growth, energy security, and environmental sustainability.

- 1 We provide high level technical advisory support to improve RE and EE policies and regulations, and **align it with climate action commitments.**
- 2 We aim to unlock large-scale RE and EE investments, by **de-risking RE and EE projects** and making them bankable.
- 3 We provide technical solutions to expand **smart grid** adoption
- 4 We support platforms to **foster knowledge, build capacity, and increase awareness among key stakeholders.**

## Energy Transition Partnership (ETP)

A unique platform that brings together governments and philanthropies to work with partner countries - Indonesia, the Philippines, and Vietnam - in the region.

# Project Background: Rationale

## Enhancing Hydro Energy Storage Viability: De-risking pump storage hydro project development (Work Package 1)

**Overview:** Provide support to the Philippines Department of Energy (DOE) in developing de-risking mechanisms for pump storage hydro (PSH) project development. The project will address the current PSH challenges through the following activities:

**Issue:** forgotten giant of low-carbon electricity despite the technology being mature and proven **Task:** Identify potential areas for PSH facilities

**Issue:** Low economic attractiveness due to long-term remuneration, low price for flexibility services, uncertainty over market price and conditions **Task:** Conduct market analysis and assessment to improve the business case for PSH and to encourage developers

**Issue:** Slow project deployment i.e. lengthy, costly, and risky environmental and social impacts assessment due to lack of clear and widely accepted sustainability standards **Task:** Develop and propose a PSH project development framework with the least sustainability risks and be able to maximise social, economic, and environmental advantages

**Issue:** Limited capacity on PSH project development **Task:** Capacity building workshops and information dissemination event

# Project Background: Scope

1. PSH as a viable long-term energy storage solution for grid systems with high variable renewable energy
2. PSH as stand alone energy storage system
3. Will consider both open-loop and closed-loop

# Project Background: Overview

## Component 1: Determine potential PSH sites

- Geolocate and characterise the potential sites for PSH projects. These sites shall be ranked/ prioritized based on the parameters defined together with the DOE
- Outputs: GIS map of the potential sites, Prioritisation Tool used, Capacity building for the DOE

## Component 2: Conduct Market Assessment Study

- Market assessment is carried out to enhance the business case/ economic attractiveness of PSH projects
- Outputs: Report on Market Assessment Study

## Component 3: Develop PSH Project Development Framework

- Focuses on developing a recommended project development framework that would set the environmental and social impact standards, and grid connectivity considerations. This will entail in-depth stakeholder engagement activities.
- Outputs: Report on recommended PSH Project Development Framework, information dissemination event

Multi-stakeholder Technical working group (TWG)  
Knowledge sharing sessions

# Project Background: Recommended Timeline

Deliverables	Proposed implementation timeline
Inception Report	Month 1
Preliminary list of potential PSH sites and Capacity Building	Months 2 to 6
Prioritisation Tool and Capacity Building	Months 7 to 10
Market Assessment Study Report and Capacity Building	Months 10 to 16
PSH Project Development Framework and Capacity Building	Months 10 to 17
Final Completion Report and Information Dissemination Activity	Month 18
<p><b>Contract Monitoring Monthly Progress Report:</b> In addition to the listed deliverables, the consultant will need to provide monthly progress reports as per the provided template. Failure to submit this report may result in the payments being withheld.</p>	Monthly

# 2

## EVALUATION CRITERIA



# Selection Criteria

1. Eligibility and Formal Criteria (Pass/Fail)
2. Qualification Criteria (Pass/Fail)
3. Technical Criteria (Numeric Score) = 80%
4. Financial Criteria (Numeric Score) = 20%

# 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.

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.

In case of Joint-Venture, the 3 references will be calculated as an accumulation of the references of all of the JV members.

### 3. Technical Criteria

1. Brief description of the organization, including the year and country of incorporation, and types of activities undertaken, including relevance of specialised knowledge and experience on similar engagements done in the past. Bidders partnering up with an Philippines entity to provide for the strategic consultation, translations; as well as the communications expertise is considered a valuable asset. (Maximum Point for Criterion: 15)
2. General organizational capability which is likely to affect implementation: management structure, and project management controls. (Max 4 pages written text) (Maximum score for criterion : 5)
3. Description of the Offeror's approach, and methodology for meeting or exceeding the requirements of the Terms of Reference. (Max 5 pages written text) (Maximum score for criterion: 22)

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

4. Quality Assurance Plan. (Maximum score for criterion : 5)
5. Implementation Timeline. (Maximum score for criterion : 5)
6. Qualifications of key personnel proposed. (Maximum score for criterion : 25)
7. The bidder shall provide a response that demonstrates its commitment to support and main stream gender equality and social inclusion through its project implementation activities. (Maximum score for criterion : 3)

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 organisation, including the year and country of incorporation, and types of activities undertaken, including relevance of specialised knowledge and experience on similar engagements done in the past. Bidders partnering up with a local entity to provide for the strategic consultation, translations; as well as the communications expertise is considered a valuable asset. (Maximum score for criterion : 15)

Experience in projects of comparable size, type, complexity and technical specialty  
(Maximum score: 5 points)

Experience in providing similar services in the region, especially in the Philippines (Maximum score: 5 points)

Understanding of local context, and partnering up with a Philippines-based entity to provide for the strategic consultation and, 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)

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 300,000 USD in any of the past 2 years.

In case of a JV, annual turnover is calculated based on the total annual turnover of the JV (Maximum score: 1 point)

Bidder should have liquidity /quick ratio should be minimum 1, in any of the past 2 years.  
In case of a JV, at least one of the JV member should have 1 liquidity ratio in any of the past 2 years  
(Max score : 1 point)

# Technical Scoring Breakdown

2.1 Description of the Offeror's approach including risk(s) and mitigation measure(s), and methodology for meeting or exceeding the requirements of the Terms of Reference. (Maximum score for criterion : 22)

Description of the offeror's approach to identification of data sources, scenarios, issues for the deep-dive in the analysis (Maximum score: 4 points)

Description of the offeror's approach to assessment, siting, and prioritisation of potential PSH sites. (Maximum score: 5 points)

Description of the offeror's approach to the market assessment study. (Max score : 5 points)

Description of the offeror's approach to the assessments for the PSH project development framework. (Max score: 5 points)

Description of the offeror's approach to providing guidance to the government policymakers. (Max score : 3 points)

# Technical Scoring Breakdown

2.2 Quality Assurance Plan. 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. (Maximum score for criterion : 5)

2.3 Implementation Timeline Bidder submits a detailed implementation timeline which includes detailed activities to be undertaken during this assignment, and is completed with Gantt chart. (Maximum score for criterion : 5)

# Technical Scoring Breakdown

3.1 Qualifications of key personnel proposed aligned with the Terms of Reference and Sustainability Criteria.  
(Maximum score for criterion : 28)

1. Team Lead (Maximum score: 3.5 points)
2. Industry Expert (Maximum score: 3.5 points)
3. GIS Specialist (Maximum score: 3.0 points)
4. Environmental Management Expert (Maximum score: 3.0 points)
5. Social Development Specialist (Maximum score: 3.0 points)
6. Policy Expert (Maximum score: 3.0 points)
7. Power Grid Expert (Maximum score: 3.0 points)
8. Energy Market Expert (Maximum score: 3.0 points)

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: 3.0 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



**Q&A**

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