

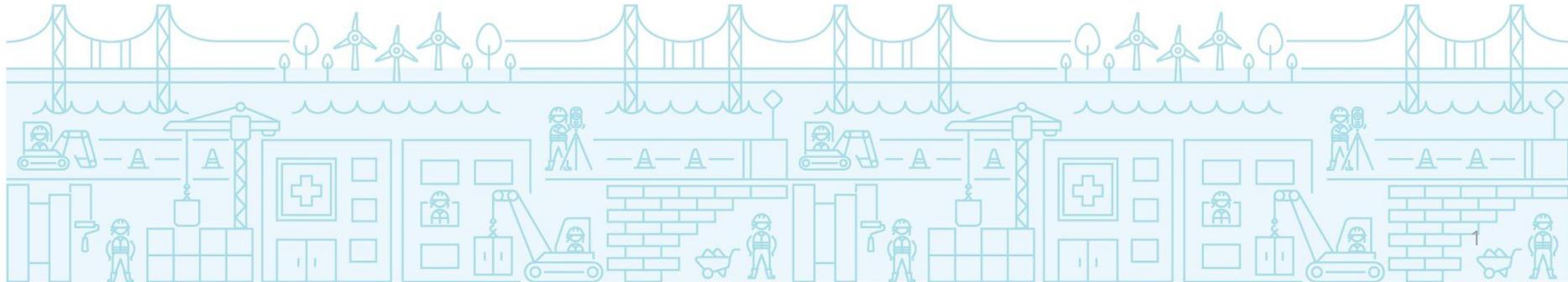


Pre-Bid Meeting

Tender Ref. RFP/2023/49906

Specialised Workforce Development to Support Energy Transition in Indonesia

09 January 2024



Outline

1. Project detail
2. Evaluation criteria
3. Procurement timeline
4. Returnable bidding forms
5. Q&A

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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



- Indonesia faces challenges in implementing energy transition due to **a lack of skilled workforce**.
- This workforce gap not only slows progress but also risks encountering **resistance from civil society**.
- The project aims to **create a roadmap and implementation plan** for workforce development in energy transition.
- Consultation with the Ministry of Energy and Mineral Resources (MEMR) and other relevant stakeholders is **essential**.

Objectives: Knowledge & Awareness Building

- The goal is to facilitate the achievement of the Paris Climate Goals, the Just Energy Transition Partnership target of 290 MtCO₂ peak in Indonesia, and the **Indonesian Net Zero Emissions (NZE) target by 2060**.
- The project serves as a vital pillar in energy transition by **meeting the demand for competent workers** in energy transition sector.
- Ensuring the availability of skilled labor will **guarantee the quality and timely completion of energy projects**.

Outcomes

- **Reskilling and upskilling of workforce**, with a focus on just energy transition.
- Development of a **human capacity pipeline** for RE workers.
- **Strengthened capacity of MEMR**, and related government agencies for a net-zero future.
- **Increased public interest** in RE and EE due to a skilled workforce.

Scope of Works

- Development of a comprehensive national roadmap for MEMR and MECRT to drive the development of a skilled workforce for the energy transition.
- Establishment of new professional certification programs in energy transition.
- Development of 30 training modules and educational curricula for RE and EE jobs, aligned with industry needs.
- Review of institutional roles and governance mechanisms to strengthen skills development for energy transition, including identifying championing organizations.
- Enhancement of the government's capacity, including accreditations and educational delivery, to prepare Indonesia's workforce for the energy transition.

Deliverables and Timeline

No.	DELIVERABLES	Month																							
		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24
1	Inception Report, including a communication plan	█																							
2	Review of institutional roles and governance mechanisms			█																					
3	A comprehensive national roadmap				█																				
4	Creation of 10 new professional certification programs												█												
5	30 training modules and educational curricula																					█			
6	Final Report																								█
7.1.	coordination meetings and dissemination workshops	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█
7.2	Capacity building program to enhance the government's capacity (indicative)											█								█			█		█
8	Stakeholder workshops and post-workshop (indicative)			█		█										█			█			█			█
Milestone		1	2	3									4								5			6	

Workflow

Develop the Roadmap

Review of current situation and past/existing roadmap. Fill the gaps, and provide a more detailed analysis, priority, and implementation plan

Establish the National Standards

Established the SKKNI and/or SKTTK for top priority profession. We envisioned it would be 2-3 SKKNI/SKTTK for 10 jobs.

Breakdown the skill requirements into curricula

Develop the training modules

Create 30 training modules based on the curricula developed. The training modules is expected to cover the newly established standards and curricula. However, it is possible to develop or update the training modules for existing standards/curricula, depending on the priority

FAQ

1. Q: would all the training modules developed aligned with the national certification standards (SKKNI/SKKTK)?

A: Yes. however, the training modules **can** covered the newly established standard under this project, and/or for existing standards. The priority will be based on the roadmap and discussion with the beneficiary
2. Q: Is the level of detail expected to align with a syllabus or curriculum?

A: Yes. the syllabus or curriculum has to be developed along with the creation of SKKNI or SKTTK.
3. Q: Would the outputs of Deliverable 5 (Training Modules) need to be agreed with stakeholders within the 2-year timeframe of the project?

A: Yes. therefore, we recommend the Implementing Partners to develop the modules in parallel.

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 the case of JV, all JV members should fulfil this requirement.
- 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.
- 3) Offeror accepts UNOPS General Conditions of Contract as specified in Section IV: Contract Forms.

2. Qualification Criteria

- 1) The company should have a minimum of 3 years of continuous experience in delivering similar projects in the past with a track-record of success.
In case of JV, at least one of the JV members should fulfil this criteria.
- 2) Offeror must provide a minimum of two (2) customer references from which similar services have been successfully provided, within any of the last 3 years.
In case of JV, the customer references of JV members can be combined

3. Technical Criteria

Part 1: Offeror's Qualification, Capacity and Expertise	20 points
Part 2: Proposed Methodology, Approach and Implementation Plan	35 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***

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

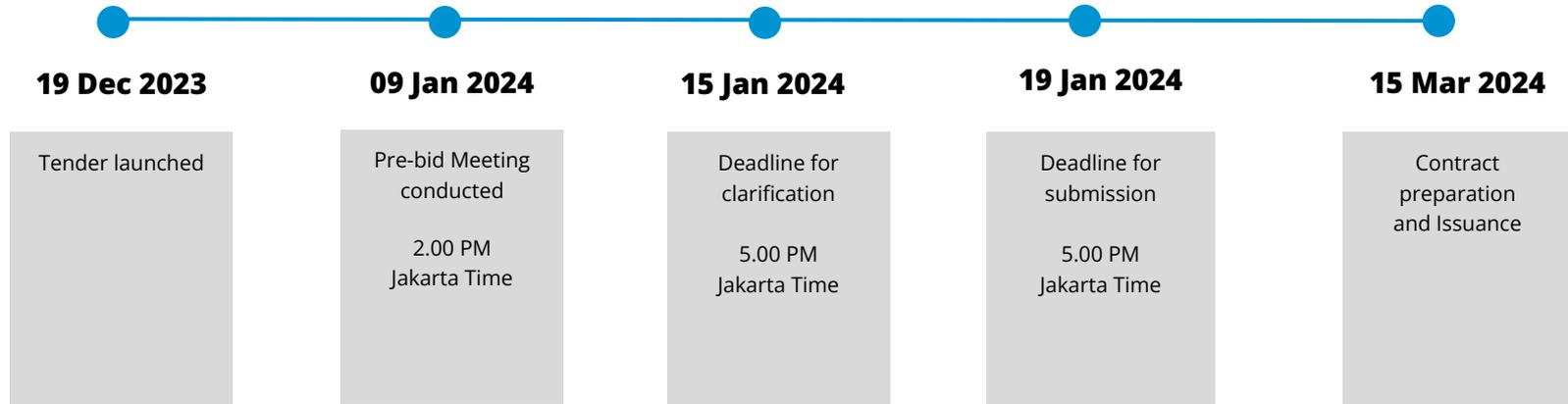
- 1) To select the contractor, a combination of **total Technical + total Financial Score** will be used
- 2) The weight of technical : financial offer is **80:20**

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PROCUREMENT TIMELINE

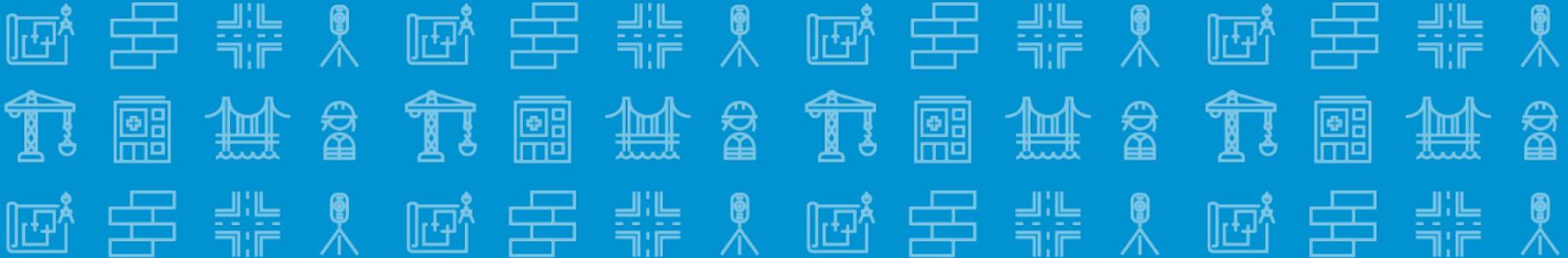


Procurement Timeline



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RETURNABLE BIDDING FORMS



Returnable Bidding Forms

Please refer to the **RFP_Section_III_Returnable Bidding Forms**

Checklist of documents to be submitted by bidders:

- Form A: Joint Venture Partner Information Form
- Form B: Proposal Submission Form
- Form C: Financial Proposal Form
- Form D: Technical Proposal Form
- Form E: Format for Resume of Proposed Key Personnel
- Form F: Performance Statement Form
- Corporate Registration Certificate
- Corporate Financial Statement



Q&A

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