

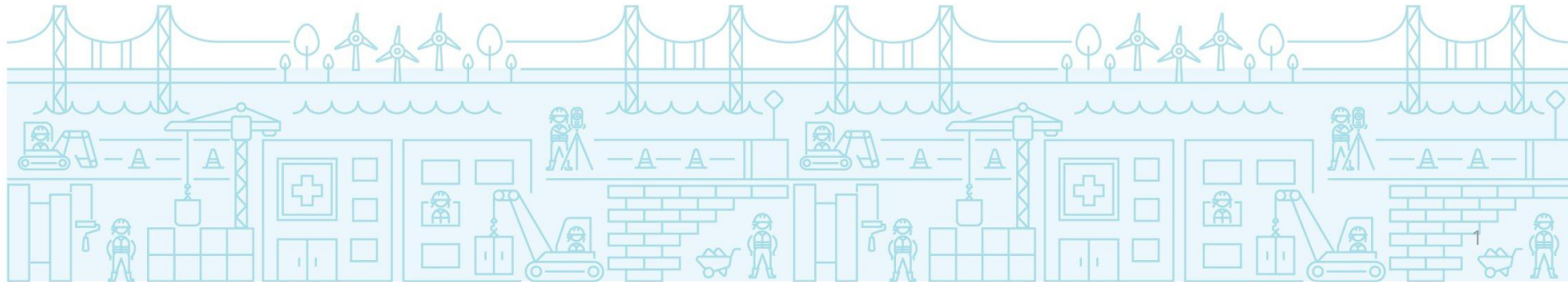


Pre-Bid Meeting

Tender Ref. RFP/2024/51178

Decarbonize Captive Power Market for Industrial Decarbonization (Indonesia)

28 March 2024



Outline

1. Project detail
2. Evaluation criteria
3. Procurement timeline
4. Returnable bidding forms
5. Common bidding issues
6. 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's captive power capacity stands at over 23 GW, with more than half sourced from coal-fired power plants (CFPP). In the absence of a shift in current patterns, this captive power sector is predicted to expand significantly to meet rising demand with 21.5 GW of new coal plants proposed.



Indonesia's economic objectives are tied to downstream industrialization, aiming to leverage local resources and enhance global value chain participation. However, current plans to expand energy-intensive industries rely heavily on emissions-intensive off-grid coal assets.



Without managing energy demand and transitioning to low-carbon options, this approach risks significant CO₂ emissions growth, posing market and financing risks amidst global sustainability concerns.

Objectives

The objective of this project is to accelerate Indonesia's energy transition by analyzing decarbonization strategies for captive power and supporting the establishment of a Net Zero Industrial Park (NZIP), including the development of a procurement framework for renewable energy to supply the NZIP.

Outcomes

The anticipated outcome is a set of actionable strategies, roadmaps, and frameworks designed to facilitate the transition towards a more sustainable, low-carbon industrial sector, while also addressing economic competitiveness and social responsibility concerns. The outcome contributes to Indonesia's energy transition goals, fosters environmental sustainability, and promotes the development of a greener industrial sector.

Major Deliverables

1. **Mapping the captive power market and its economic impact.** The project involves mapping and analyzing the captive power market, proposing decarbonization strategies, and examining economic impacts, including implications for industrial competitiveness, public finances, employment, and international supply chains.
2. **Sectoral and regional challenges and opportunities:** assessment of industrial processes and energy options across different sectors and regions. It describes key features of different off-grid industries, including their industrial processes, demand profiles (power and heat), opportunities for industrial clustering, grid connection and onsite renewables. Additionally, identifying viable renewable energy by assessing resource availability, technical feasibility, economic viability, environmental impact, and regulatory compliance.
3. **Site selection for the Net Zero Industrial Park (NZIP)** includes identifying suitable industrial sectors. The process integrates technical, legal, financial, social, and environmental considerations throughout, ensuring the NZIP development is sustainable, socially responsible, and economically viable.
4. **Competitive procurement framework** for the electricity supply to the NZIP. This encompasses bid solicitation, evaluation, supplier selection, and contract finalization, with clear criteria for factors like price, reliability, sustainability, and regulatory compliance.

Deliverables & Timeline

DELIVERABLES	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18
1. Inception Report including the outline of all main reports																		
2. Mapping the national captive power market and its economic impact																		
3. Site selection for Net Zero Industrial Parks (NZIPs) and identifying suitable industrial sectors.																		
4. Competitive procurement framework for the electricity supply to the NZIPs																		
5. Sectoral and regional challenges and opportunities: assessment of industrial processes and energy options across different sectors and regions.																		
6. Contribute and Provide Feedback on the Industrial Subsectors Decarbonization Roadmap																		
7. Final Report																		
8. Consultation workshops, meetings, and post-workshop report																		

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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 JV, all JV members should fulfill 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 5 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 5 years. In case of JV, the customer reference can be accumulated from the JV members.
- 3) Financial Capacity/financial stability: Bidder should have a minimum annual turnover of 350,000 USD 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.

3. Technical Criteria

Part 1: Offeror's Qualification, Capacity and Expertise	20 points
Part 2: Proposed Methodology, Approach and Implementation Plan	30 points
Part 3: Key Personnel Proposed and Sustainability Criteria	30 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

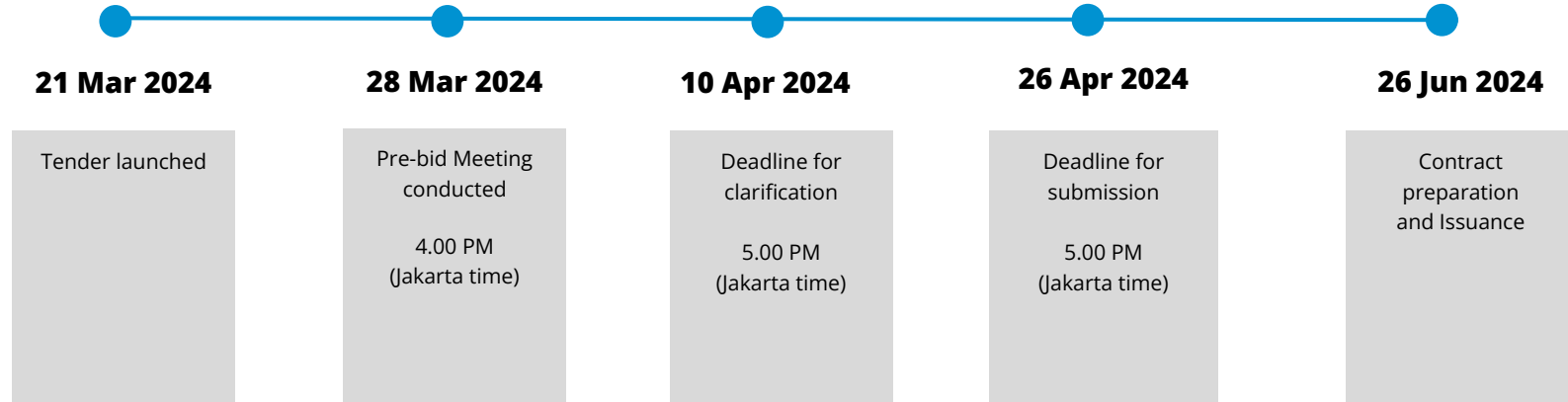
- 1) To select the contractor, a combination of **total Technical + total Financial Score** will be used
- 2) The weight of technical : financial offer is **80:20**

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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**

- Corporate Registration Certificate
- Corporate Financial Statement
- Form A: Joint Venture Partner Information Form (optional)
- 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
- Annex 1: Detailed Personnel Proposed
- DRiVE Supplier Sustainability Questionnaire (online questionnaire)

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COMMON BIDDING ISSUES



Common Issues in Previous Bid Submissions

No.	Common Issue	Implication	Suggestion
1	<ol style="list-style-type: none"> 1. Bidder proposes personnel who are not meeting the education / experience requirements 2. Bidders' CVs does not include complete information of the personnel's credentials and only listed the position and company they worked for 	<ol style="list-style-type: none"> 1. Bidder's technical score will be impacted 2. Evaluation panel are not able to verify if the personnel meets the requirements 	<ol style="list-style-type: none"> 1. Bidders are encouraged to double check the personnel's CVs and their requirements 2. Bidders are requested to complete <i>Annex 1- Detailed Personnel Proposed</i>
2	Bidder overestimated the personnel allocation, resulting in financial proposal being extremely higher than the estimate / available funds	The financial proposal is not as competitive, and might result in the proposal not being selected despite the strong technical component	<ol style="list-style-type: none"> 1. Bidders are suggested to propose personnel aligned with the Terms of Reference. 1-3 additional personnel might be added, but adding significant number of additional personnel tend to inflate the proposal significantly, making it much higher than it could be 2. UNOPS always announces the winner of the bid, as well as the contract value. Bidders are encouraged to check this information to understand how their financial proposal compares with the winning bid
3	Bidder discloses their financial offer in the technical proposal	The bid will be disqualified	Please only mention your financial offer in <i>Form C: Financial Proposal Form</i>



Q&A

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