



Pre-Bid Meeting

Tender Ref. RFP/2024/51109

Strengthening Implementation of Energy Conservation in Indonesia

03 April 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



About ETP





2018



2019

History



Fund
Manager

15

Years

2020-2035

Duration of the
Partnership



Indonesia



The Philippines

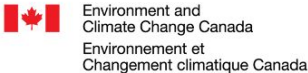


Vietnam

Countries of
Operations



Organization



ETP Strategic Outcomes



Policy alignment with climate commitments to achieve net zero emissions

We provide high level technical advisory support to improve RE and EE policies, regulations and laws. We work towards aligning energy policy targets with climate action commitments.



De-risking renewable energy and energy efficiency investments

We aim to unlock large-scale renewable energy investments by national and international financial institutions, while increasing de-risking of projects and making them bankable.



Expanding sustainable resilient infrastructure - smart grids

We provide technical solutions to expand smart grids, enable evidence-based planning for national grid systems, and provide capacity building for grid operators.



Knowledge, skills, awareness and capacity development

We developed a comprehensive platform to foster knowledge . We build technical and technology expertise through education programmes and establish state-of-the art centres of excellence.

Project Background

- The Government of Indonesia (GOI) introduced Government Regulation (GR) No. 33 of 2023 on Energy Conservation, which outlines a comprehensive framework for energy conservation, focusing on systematically conserving domestic energy resources while simultaneously improving their utilization efficiency.
- MEMR requested ETP to provide support for the working group (WG) activities under Directorate of Energy Conservation (DEC). This support involves coordinating efforts among various development partners to ensure a unified approach to implementing the regulation, maximizing its impact, and evaluating the results of the working group.
- In addition, MEMR plays important role in leading and implementing the 5th WG of the Just Energy Transition Partnership (JETP) Indonesia Secretariat. The primary focus of this WG is to promote Energy Efficiency and Electrification. To ensure the success of EE programs, alignment among the WG and its members are necessary, and comprehensive efforts are essential to guarantee synergy and coordinated EE implementation.

Objectives

The successful establishment of the energy conservation regulations and relevant program implementation through the activities of the MEMR Energy Conservation Working Group and JETP Indonesia Working Group on Energy Efficiency and Electrification (E3WG), it is expected to contribute to the emission reduction from the EE sector which create green jobs, and further promote sustainable economic growth and environmental responsibility.

Outcomes

The outcome of this project is to assist Indonesia in reducing energy intensity by 1%, achieve 17% energy savings by 2025, and decrease emissions from the EE sector by 132 million tons of CO₂ by 2030 respectively. These have been mandated by GR No. 79/2014 on National Energy Policy (KEN), Presidential Regulation 22/2017 on National Energy Plan (RUEN), and the enhanced Nationally Determined Contribution (NDC) 2022, respectively.

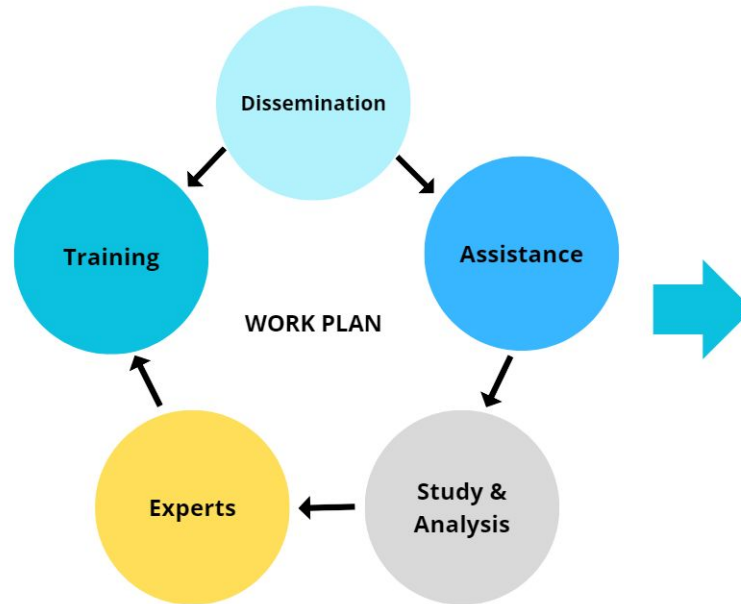
Scope of Work and Deliverables

No	Description of Deliverables
1	Inception report
2	Comprehensive gap analysis report
3	Consolidated energy efficiency and electrification pathway of JETP
4	Strategic implementation framework report
5	Action plan roadmap report
6	Draft of ministry regulations
7	Final report
8	Managing workshop and meeting

Scope of Work and Deliverables (2)

Current development partners supporting MEMR in implementing energy conservation programs

1. ETP-UNOPS
2. CLASP
3. UNDP
4. USAID-SINAR
5. ADLIGHT
6. GIZ-SETI
7. UK-PACT
8. IDEA
9. INDODEPP
10. UNEP



Program preparation



Technical and partnership assistance



Monitoring



Business development



Technology deployment

Scope of Work and Deliverables (3)

E3WG JETP will be led by ETP-UNOPS with 5 other members from International and National Organizations



Deliverables & Timeline

Deliverables	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
1. Inception Report including the outline of all main reports															
2. Comprehensive gap analysis report															
3. A report on Consolidated Energy Efficiency and Electrification Pathway of JETP															
4. Strategic implementation framework report															
5. Action plan roadmap report															
6. Draft ministry regulations															
7. Final 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 300,000 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	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.

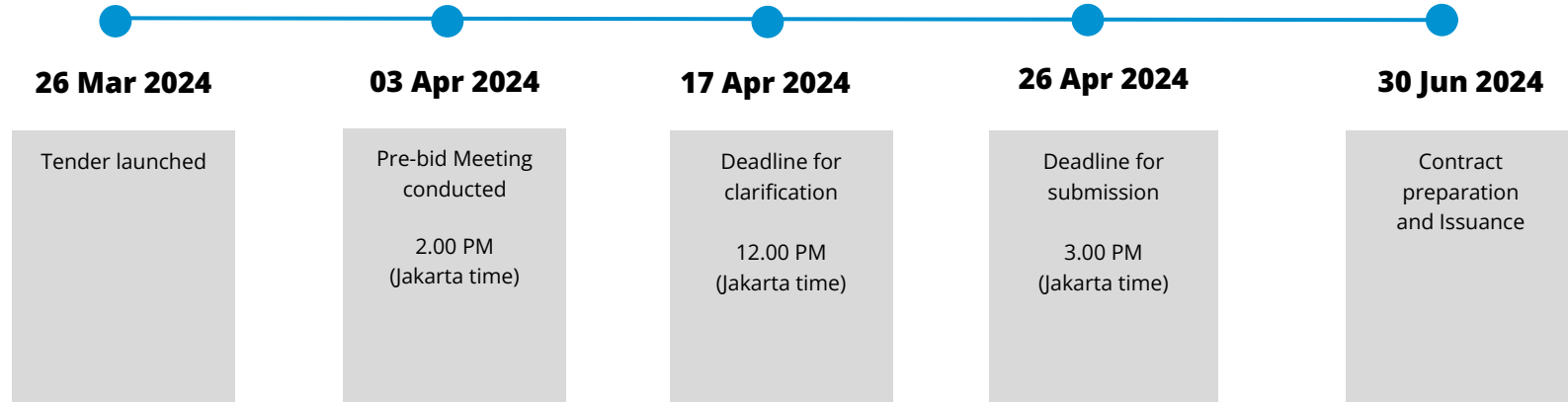
The bidder with the lowest evaluated cost will be awarded (20) points. Financial proposals from other bidders will receive prorated points based on the relationship of the bidder's prices to that of the lowest evaluated cost.

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**

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	Bidder has tried to submit through the system, but there was no sufficient time to submit and the deadline pass before bidder can click "submit"	Submission will not be accepted	Please start your submission process as early as possible. Start by checking whether your company is registered in UNGM. UNGM registration might take several days. We suggest you aim to submit at least 1 day before deadline.
3	Bidder fails to submit complete information. Critical documents such as price schedule, any components of the technical proposal is missing	Bidder will be disqualified	Please ensure you submit all the documents. Please double check the checklist of the document in the system prior to making submission.
3	<ol style="list-style-type: none"> Bidder proposes personnel who are not meeting the education / experience requirements 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"> Bidder's technical score will be impacted Evaluation panel are not able to verify if the personnel meets the requirements 	<ol style="list-style-type: none"> Bidders are encouraged to double check the personnel's CVs and their requirements Bidders are requested to complete <i>Annex 1- Detailed Personnel Proposed</i>
4	Bidder discloses their financial offer in the technical proposal	The bid will be disqualified	Please only mention your financial offer in Form C: Financial Proposal Form

Common Issues in Previous Bid Submissions

No.	Common Issue	Implication	Suggestion
5	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 be2. 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



Q&A



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