



## Pre-Bid Meeting

**Tender No. RFP/2024/51824**

# Specialised Workforce Development to Support Energy Transition in Indonesia

**(Retender)**

**21 May 2024**

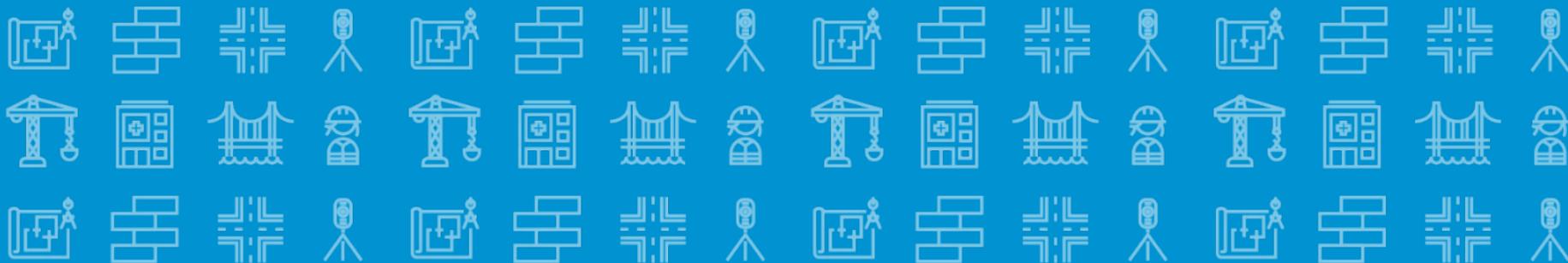


# Outline

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

# 1

## 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 MtCO<sub>2</sub> 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 & Timeline

No.	DELIVERABLES	Month																			
		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20
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											■									
	Formulations and verification meetings				■	■	■	■	■	■	■	■									
5	15 training modules and educational curricula (1)														■						
6	15 training modules and educational curricula (2)																	■			
7	a) Capacity building program to enhance the government's capacity (indicative)										■		■			■		■		■	■
	b) Final Report																				■
	c) Stakeholder workshops and post-workshop report (indicative)			■	■										■		■	■			■
Milestone		1	2	3							4		5		6		7				

# 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)?

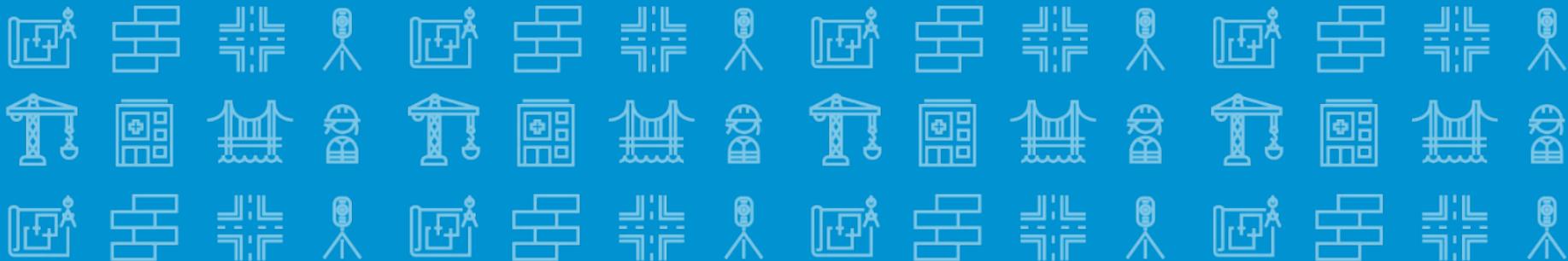
A: Yes. however, the training modules **can** covered the newly established standard under this project, and/or for existing standards. The priority will be based on the roadmap and discussion with the beneficiary
2. Q: Is the level of detail expected to align with a syllabus or curriculum?

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

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

# 2

## 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.
- 1) **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.
- 2) Offeror accepts **UNOPS General Conditions of Contract** as specified in Section IV: Contract Forms.

## 2. Qualification Criteria

- 1) The offeror should have a **minimum 3 years of experience** with **at least 02 similar contracts/projects** within the related sector. 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** (including name, email address and/ phone number of the focal point) within any of the **last 3 years**. In case of JV, at least one reference from the JV should be submitted.
- 3) Financial Capacity/financial stability: Offeror should have a **minimum annual turnover of USD 250,000** in any of the **past 2 years**. In case of a joint venture, the 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
<b>Total Technical Proposal Points</b>	<b>80 points</b>

- 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

- The weighting of the technical and financial proposal is **80% : 20%**
- Cumulative score = Technical score + Financial score
- The offeror obtaining the **highest cumulative score** will be selected

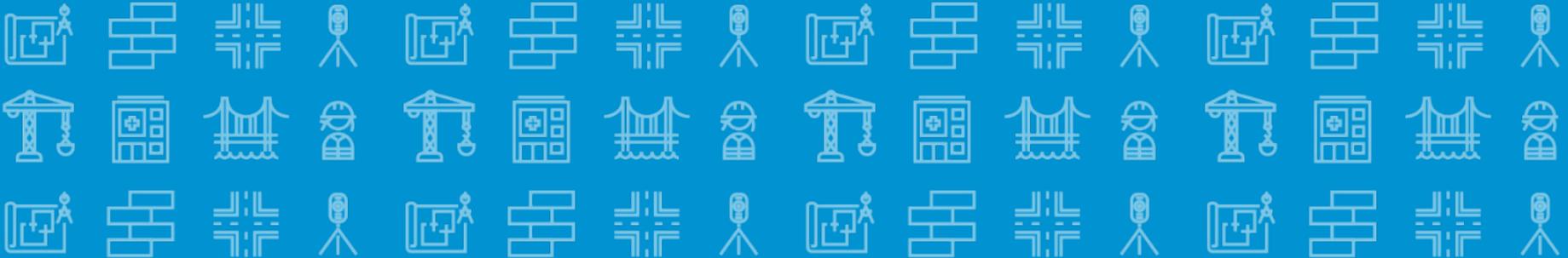


# Procurement Timeline



# 4

## 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 2: Detailed Personnel Proposed

# 5

## COMMON BIDDING ISSUES



# Common Issues in Previous Proposal Submissions

No.	Common Issue	Implication	Suggestion
1	Bidder proposes personnel who are not meeting the education / experience requirements	Bidder's technical score will be impacted	Bidders are encouraged to double check their personnel's CVs and UNOPS requirements
2	Bidders' CVs does not include complete information of the personnel's credentials and only listed the position and company they worked for	Evaluation panel are not able to verify if the personnel meets the requirements	The CVs should include in-depth information of each personnel's past experience, such as type of activities/tasks performed, degree of responsibilities, duration and location of employment, etc. Bidders are requested to complete <i>Annex 2 - Detailed Personnel Proposed</i> .
3	Bidder overestimates 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	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.  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.

# Common Issues in Previous Proposal Submissions

No.	Common Issue	Implication	Suggestion
4	Bidder does not elaborate on their relevant experiences	This impacts their technical score on understanding of local context	An in-depth details of the past experience should be provided, for example, scope of works, client name, project results & impacts, etc.
5	Bidder provides a general methodology, and sometimes, copies and pastes from the tender document	This impacts their technical/ methodology score	Bidder should provide a detailed methodology specifically tailored for this project to demonstrate their capability/capacity to deliver the services.
6	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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