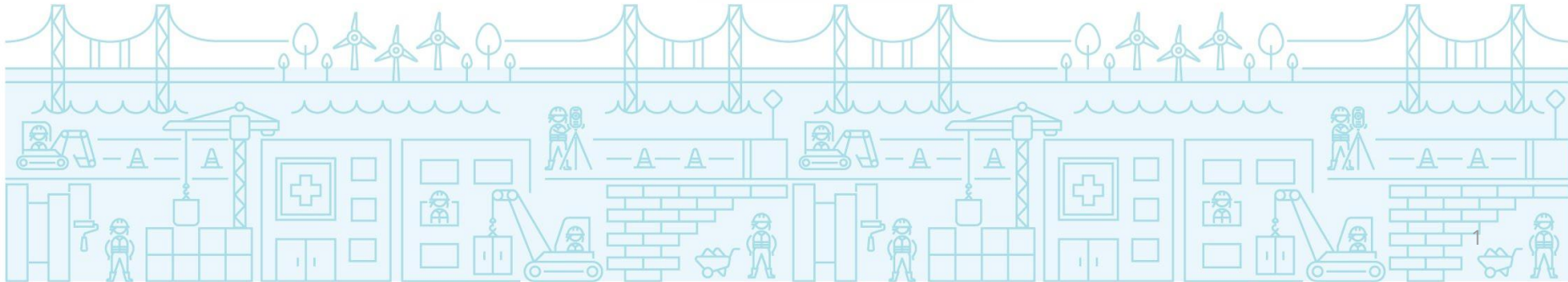




Pre-Bid Meeting

Tender No. RFP/2024/52418

Transition to End Coal (TRANSEND): Financial Advisory Services for the Early Retirement of a Coal-Fired Power Plant



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.

Rationale and Objectives



RATIONALE

To meet the Paris Agreement targets, global coal use must be reduced by 80% of the 2010 level by 2030, and phased out by 2040.

The policy direction of ETP's focus countries has been shifting to renewables with strong indications of a commitment to displace fossil fuel-based generation with renewables. However, there are no clear phase-out strategies.

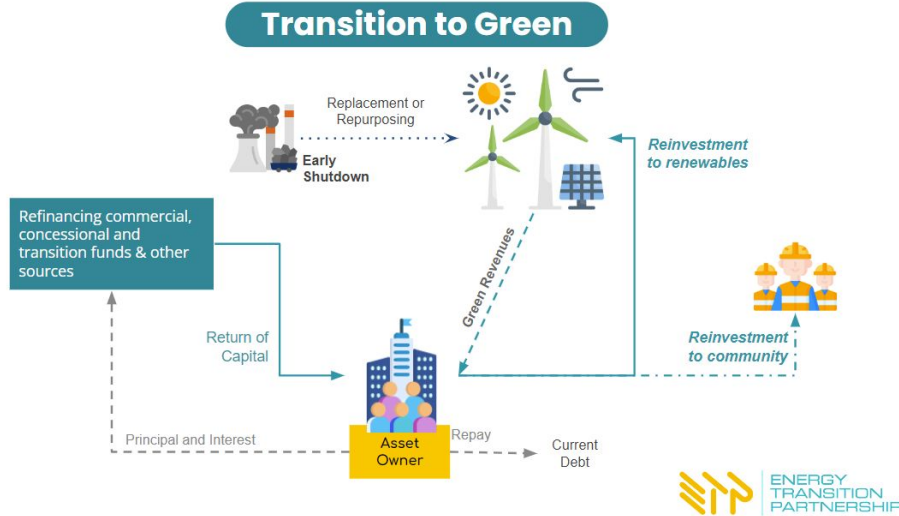
ETP implements the Transition to End Coal (TRANSEND) regional project to facilitate the early retirement of fossil fuel power plants, replacing them with more renewable energy, and ensuring a just process.

TRANSEND builds on ETP's continuing analytical work on coal phaseout in Indonesia, the Philippines, and Vietnam.

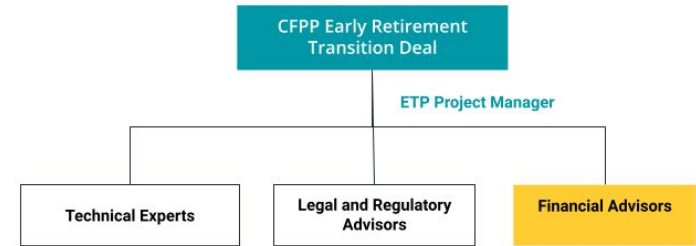
OBJECTIVES

- This assignment contributes to the broader objective of **facilitating a transition transaction** that can be a model for replication of the early retirement of fossil fuel-based power plants, to contribute to accelerating the energy transition in the region.
- The assignment intends to **analyze the fair market value of the CFPP, provide financial analysis and transaction support for refinancing a CFPP in the Philippines and reinvestment in a renewable energy alternative**. It intends to provide robust analysis and evidence for refinancing and reinvestment, and strategic advice and support until the end of the transition transaction.
- **The project's expected outcome is increased confidence in early retirement deals that will facilitate coal phase-out while increasing renewable energy generation.**

Implementation Modality



Implementation Teams



This tender is for the Financial Advisors, the other teams will be engaged separately.

Teams are expected to coordinate and work together to support this transition transaction.

Key Deliverables



Milestone	Expected Deliverables	Target delivery and payment date	% of payment
1	Deliverable 1: Inception Report	Month 1	10%
2	Financial and Valuation Analyses Report of the CFPP	Month 3	20%
3	Financial Modeling and Refinancing of the CFPP - Interim Progress Report #1 - Interim Progress Report #2 - Final Progress Report #3 (including the final results of the transition deal)	Month 3 to 12 (Maximum 10 months) Month 6 Month 9 Month 12	Total 60% divided into 3 transactions of 20% each 20% 20% 20%
4	Public-Facing Document on Transition Case Study	Month 12	10%
5	Ad-hoc Advisory Support	Month 13-18	Reimbursable
Contract Monitoring Requirement	Monthly Progress Report	Monthly	N/A

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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.
- 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 company should have a minimum of 3 years of experience in delivering similar projects in the past. What is considered as relevant experience are the following:
 - Experience with deals or transactions in the Philippines power sector
 - Experience in mergers and acquisitions, refinancing
 - Experience in energy transition deals (such as refinancing of coal plants for early shutdown/decommissioning, financing for the repurposing/conversion of decommissioned plants, and other similar initiatives)
- 2) Consultant/s, or an active organization within the applying consortium, must have an in-country presence.
- 3) Offeror must provide a minimum of two (2) customer references that have been successfully provided, within any of the last 3 years
- 4) Financial Capacity/financial stability: Bidder should have a minimum annual turnover of 200,000 USD in any of the past 2 years. In the case of a joint venture, annual turnover is calculated based on the total annual turnover of the JV members.
- 5) Liquidity / quick ratio should be a minimum of 1, in any of the past 2 years. In case of a joint-venture, at least one of the JV members should have 1 liquidity/quick ratio in any of the past 2 years.

3. Technical Criteria

Part 1: Offeror's Qualification, Capacity and Expertise	30 points
Part 2: Proposed Methodology, Approach and Implementation Plan	25 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

- 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

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PROCUREMENT TIMELINE



Procurement Timeline



4

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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