



RFP/2024/52399



# RFP for Studies on the Minimum Requirements for Multilateral Power Market and A Strategy to Establish A Multilateral Power Trade in ASEAN

## For the Southeast Asia Energy Transition Partnership (ETP)

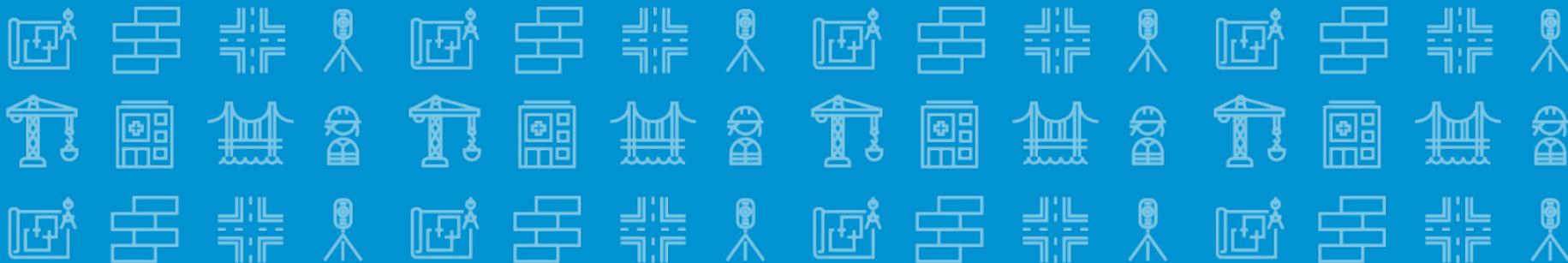


# Outline

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 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.

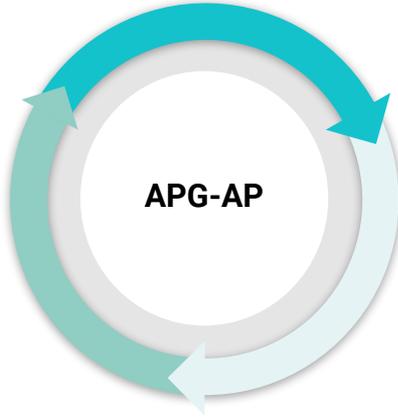
## Southeast Asia Energy Transition Partnership (ETP)

A unique platform of government donors, philanthropies, and partner governments that supports policies, projects that provide de-risking of renewable energy and energy efficiency, and smart grid, and capacity building for energy transition.

# About ASEAN Power Grid Advancement Program (APG-AP)



**ASEAN Centre for Energy**  
One Community for Sustainable Energy



**CASE**  
for Southeast Asia



## Overview of APG-AP



ASEAN has long pursued the **ASEAN Power Grid** to promote power interconnection and trade in the region.



APG-AP aims to **accelerate the achievement of a regional power trade** in ASEAN with more renewable supplies.



ACE, CASE, and ETP signed a **Partnership Agreement** to formalise the program.

# Rationale



Through the ASEAN Interconnection Masterplan Studies (AIMS III), various existing and potential interconnection projects have been identified. In its third phase or also referred to as AIMS III Phase 3, the focus is on the establishment of a **multilateral power trade arrangement**.



The **minimum requirements** will look into various technical and non-technical aspects of the cross-border power interconnections and their power trade arrangements with an increased demand for renewable energy.



In addition, there is a need for ASEAN to establish **a strategy to develop a multilateral power trade** in the region that covers the technical and non-technical specifications of the trading arrangements.



The study should be developed in close coordination with other parallel works of AIMS III Phase 3 under the **overall supervision of UNOPS-ETP in collaboration with APG-AP consortium, esp. ACE**.

## Output 3 of APG-AP: Analytical Work (AIMS III Phase 3)



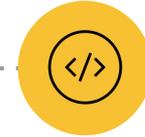
### Minimum Requirements and Strategy for MPT

- A study to define the minimum requirements for multilateral power market.
- Strategy to establish ASEAN Multilateral Power Trade (MPT).



### ASEAN-wide IRRP Method and Its Governance

- Proposed Methodology & and guidelines for ASEAN-wide Integrated Resource and Resilience Planning (IRRP)



### Grid Code and Technical Standards

- Proposed a harmonised grid-code/minimum operational technical standards for interconnection under the APG.



ASEAN Centre for Energy  
One Community for Sustainable Energy



ENERGY  
TRANSITION  
PARTNERSHIP



CASE  
for Southeast Asia



UNITED NATIONS  
ESCAP  
Economic and Social Commission for Asia and the Pacific

# Outputs and Outcome



The primary output of this project is to develop **two reports**, one on the Minimum Requirements for Multilateral Power Market Development in ASEAN and, one on the strategy to Establish ASEAN Multilateral Power Trade (MPT) and Its Institutional Arrangements.



The outcome of this project is to shift the APG from study phase to implementation through the necessary technical assistance in the form of analytical works as **a foundation for the multilateral power trade in ASEAN and pilot projects envisioned under the APG-AP.**

# Deliverables and Timeline

Milestone	Expected Deliverables	Timeline	% of payment
<b>1</b>	Deliverable 1 - Inception Report	Month 1	10%
<b>2</b>	Deliverable 2 - Part 1 Report on the Detailed Definition of Minimum Requirements for Establishing a Multilateral Power Market in ASEAN	Month 4	20%
<b>3</b>	Deliverable 3 - Part 2 Report on the Detailed Definition of Minimum Requirements for Establishing a Multilateral Power Market in ASEAN	Month 6	20%
<b>4</b>	Deliverable 4 - Final Report on the Detailed Definition of Minimum Requirements for Establishing a Multilateral Power Market in ASEAN	Month 8	20%
<b>5</b>	Deliverable 5 - Report on the Strategy to Establish ASEAN Multilateral Power Trade (MPT)	Month 11	30%
Non-personnel Reimbursable Costs	Consultations, communications, and dissemination	Months 1-8 (Tentative)	N/A, at cost
Continuous - Contract Monitoring Requirement	Monthly Progress Report	Monthly submission	N/A

# Scopes of work - Two Reports

## Report 1: Detailed Definition of Minimum Requirements for Establishing a Multilateral Power Market in ASEAN

- Part 1
1. Review of ASEAN Interconnection Status
  2. Review of existing AMS Structure of electricity markets and develop options for Multilateral Market Development
  3. Examine the political requirements which include analysis and/or recommendations related to specific intergovernmental agreements
- Part 2
4. Evaluate and analyse the existing AMS multilateral power trade and other international samples
  5. Develop the institutional market model design
  6. Develop a charter for a multilateral AMS regulatory body

## Report 2: Strategy to Establish ASEAN Multilateral Power Trade

1. Synthesis of the findings from the ongoing AIMS III Phase 3 studies
2. Coordination and cross-referencing of the work implemented by the other AIMS III Phase 3 consultants
3. Analysis of different models for regional power coordinators or other institutional frameworks from other jurisdictions
4. Analysis and recommendation of the specific institutional framework
5. Capacity gap analysis for ASEAN in implementing the APG

# Scopes of work - Consultations

## Participate and Present in:

- 1 Kick-off meeting** for AIMS III Phase 3 with ASEAN Member States
- 8 In-country consultations** for LTMS and BIMP countries with ESCAP & ACE
- 1 Coordination meeting** held by APG-AP to share progress of the studies and consult with member states
- 1 Final validation workshop** to share the findings to the member states and get their buy-in

### Note on Travel Entitlements

- **Flights:** Economy class airfare with the most direct route.
- **Subsistence:** Following the UN Daily Subsistence Allowance (**DSA**) i.e., the max ceiling rate proposed by the bidder to cover accommodations, meals, transportations, and incidentals.

# Scopes of work - Communications

No.	Communications Items	Quantity
1	<p><b>Social media posts</b>            The Consultant will provide texts (approx 100 words) and photos (minimum 2). The ETP team will publish the content on ETP's social media sites (<a href="#">LinkedIn</a>, <a href="#">Facebook</a>, <a href="#">Twitter</a>),</p>	1 post per platform per public workshop/event
2	<p><b>Press Releases</b>            The Consultant will compile texts (approx 500 words), following which the ETP team will publish the press release on ETP website.</p>	1 per public workshop/event
3	<p><b>Articles for ETP Website</b>            The Consultant will compile texts, following which the ETP team will publish the article on ETP website align with high quality photos.</p>	2 - including 1 by mid project, and 1 upon project completion
4	<p><b>Project wrap-up presentation</b>            A 15-20 minute recorded presentation (with slide deck) summarising key highlights of the project.            The recording will be featured on the ETP website as a knowledge item.</p>	1 upon project completion
5	<p><b>Database of project photographs from events/activities</b></p>	15-20 high-quality images per workshop/event/activity, inclusive of 'action shots' capturing key speeches, activities and participant engagement

# Proposed Personnel

- Core Team Composition:
  - Team Lead -  $\geq 10$  years experience
  - Transmission and Power Systems Operations Expert -  $\geq 7$  years experience
  - Power Market Development Expert -  $\geq 7$  years experience
  - Southeast Asia Legal, Regulatory, and Policy Expert (Power Sector Specific) -  $\geq 7$  years experience
- Bidders must identify at least one Jakarta based personnel:
  - Qualifications: Can be one of the core team, or an additional team with at least the same level of qualifications.
  - Arrangements: Work from ACE's office a few days a week.
  - Working permit: The bidders must ensure that the Jakarta-based personnel can legally work in Indonesia as an Indonesian national or otherwise.

# Coordination - AIMS III Phase 3

## Phase 3 Working Group – *core team*

- ACE,
- UNOPS-ETP,
- CASE,
- UNESCAP,
- Consultant
- Appointed AMS representatives from utilities, ministries, and regulators.

*(APG Task Force and extended experts)*

## Project Advisory Committee – *provide directives*

- AERN (& WG)
- HASEC,
- HWG 2&4,
- APGCC,
- LTMS Secretariat,

## Regional Advisory Committee – *provide regional guidance*

- REPP-SSN,
- RE-SSN,
- HWG 1, 3, 5,
- ASEC

## Technical Reviewer Group – *provide independent inputs*

- IEA,
- ERIA,
- USAID SPP,
- others

# AIMS III Phase 3 Work Package Clustering

## FOCUS 1: Minimum Requirements for Multilateral Market Development

1

Review ASEAN Interconnectivity Status

2

Review of existing AMS Structure of electricity markets and develop options for Multilateral Market Development

3

Evaluate and analysis the existing AMS multilateral power trade and other international samples

4

Develop the institutional market model design

5

Examine the political requirements which include analysis and/or recommendations related to specific intergovernmental agreements

## FOCUS 2: Regulatory Framework

6

Develop a charter for a multilateral AMS regulatory body

7

Develop a general methodology for ASEAN-wide Integrated Resource and Resilience Planning (IRRP) by accounting the management system for the increase in VRE development

## FOCUS 3: Grid Code and Technical Standards

8

Stepwise strategy for setting up grid code recommendations

9

Strategy to establish ASEAN Multilateral Power Trade (MPT)

### Work Packages (WP)

WP	Focus	Tasks	Main Product(s)
WP 1	Focus (1) Focus (2) Focus (3)	(1), (2), (3), (4), (5) (6), (9)	<ul style="list-style-type: none"> <li>A study to identify the minimum requirements for multilateral power market</li> <li>Strategy to establish ASEAN Multilateral Power Trade (MPT), including the proposed arrangement on regional power coordinator.</li> </ul>
WP 2	Focus (2)	(7)	<ul style="list-style-type: none"> <li>Proposed Methodology &amp; and guidelines for ASEAN-wide Integrated Resource and Resilience Planning (IRRP)</li> </ul>
WP 3	Focus (3)	(8)	<ul style="list-style-type: none"> <li>Proposed a harmonised grid-code/minimum operational technical standards for interconnection under the APG.</li> </ul>



# 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) Bidder is eligible as defined in Instructions to Offerors, Article 4. In case of Joint Ventures (JV), all JV members should fulfill this requirement.
- 2) Completeness of the Proposal. All documents and technical documentation requested in Instructions to Offerors, Article 10 have been provided and are complete.
- 3) Bidder accepts UNOPS General Conditions of Contract as specified in Section IV.

## 2. Qualification Criteria

1. The company should have minimum 5 years of experience with at least 2 similar contracts or projects within related sectors, what is considered as relevant experience are the following:
  - Regional power market and
  - system modelling/energy transmission and integration/relevant similar fields, particularly in ASEAN.
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 5 years.
3. Financial Capacity/financial stability:
  - **Minimum annual turnover:** USD 350,000.00
  - **Liquidity:** Sufficient liquidity demonstrable by at least one of the following:
    - A current ratio (current assets divided by current liabilities) of at least 1 in any of the past 2 years OR
    - Access to a line of credit or bank overdraft.
4. Other financial means to meet a working capital/cash flow requirement of USD 50, 000 (should the bidder be selected).

In case of a JV, annual turnover is calculated based on the total annual turnover of the JV members. In case of a joint-venture, at least one of the JV members should demonstrate sufficient liquidity.

### 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***

# 3. Technical Criteria

Part 1: Offeror's Qualification, Capacity and Expertise		20 points
1.1	<p>Brief description of the organization, including the year and country of incorporation, and types of activities undertaken, including the relevance of specialized knowledge and experience on similar engagements done in the past.</p> <p>(Max 4 pages written text plus 1 Matrix )</p>	15
1.2	<p>General organizational capability which is likely to affect implementation: management structure, management controls and extent to which any part would be subcontracted</p> <p>(Max 4 pages written text)</p>	5

## 3. Technical Criteria (cont.)

Part 2: Proposed Methodology, Approach and Implementation Plan		35 points
2.1	Description of the Offeror's approach including risk(s) and mitigation measure(s), and methodology for meeting or exceeding the requirements of the Terms of Reference	25
2.2	Quality Assurance Plan	10
2.3	Implementation Timeline	5
Part 3: Key Personnel Proposed and Sustainability Criteria		25 points
3.1	Qualifications of key personnel proposed	22
3.2	The bidder shall provide a response that demonstrates its commitment to support and mainstream gender equality and social inclusion through its operations and project implementation activities.	3
<b>Total Technical Proposal Points</b>		<b>80 points</b>

## 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**

# 3

## PROCUREMENT TIMELINE



# Anticipated Timeline for the procurement





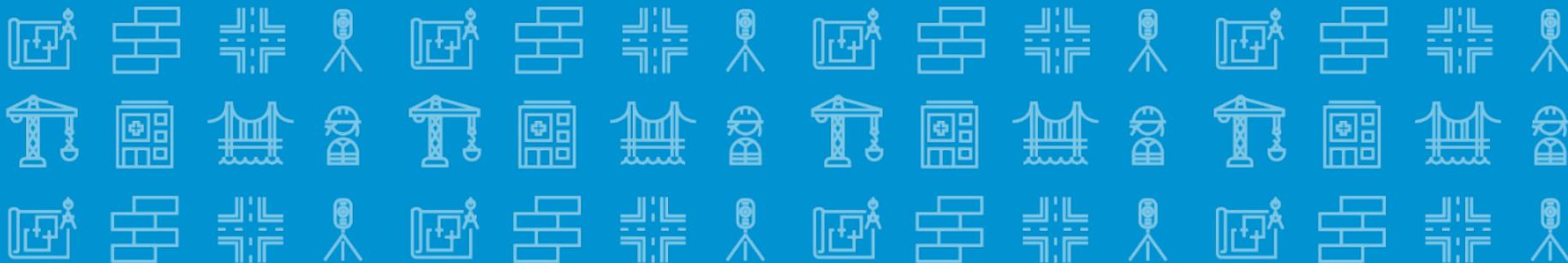
# Returnable Bidding Forms

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)

# 5

## COMMON BIDDING ISSUES



# Common Issues in Previous Proposal 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 your proposal at least 1 day before deadline.
2	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	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
4	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 1 - Detailed Personnel Proposed</i> .

# Common Issues in Previous Proposal Submissions

No.	Common Issue	Implication	Suggestion
5	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	<p>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.</p> <p>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.</p>
6	Bidder does not elaborate on their relevant experiences	This impacts their technical score on understanding of local context	<p>An in-depth details of the past experience should be provided, for example, scope of works, client name, project results &amp; impacts, etc.</p> <p>This information should be indicated in Returnable <b>Form F: Performance statement form</b></p>
7	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.

# Common Issues in Previous Proposal Submissions

No.	Common Issue	Implication	Suggestion
8	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> .
9	Bidder does not accept UNOPS General Conditions of Contract, or Added Additional Conditions or Special Conditions of Contract	The bid will be disqualified	Please ensure that you review the detailed UNOPS Conditions of Contract and complete your internal clearance to confirm you accept the Conditions of Contract as it is.



**Q&A**

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