



Pre-Bid Meeting

Tender No. RFP/2024/52616 - RFP for Consulting Services

A Study to Develop a Proposed Methodology and Guidelines for ASEAN-wide Integrated Resource and Resilience Planning (IRRP) (Regional)



Agenda

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.

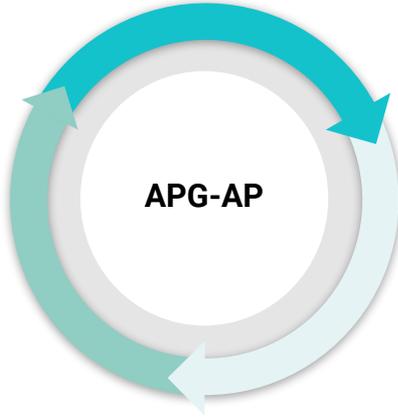
Energy Transition Partnership (ETP)

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



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**.



In doing so, **a robust planning is required** to ensure that the power systems have sufficient resources to generate power and meet the increasing demands from the cross-border power trade.



With the diverse socio-technical landscape of the energy sector across all ASEAN countries, there is a need for **a harmonised approach in power sector planning** that will also **inform the stakeholders if and how to optimise renewable energy penetration in the power systems**.



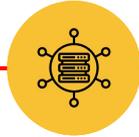
The study should be developed in close coordination with other parallel works of AIMS III Phase 3 under the **overall supervision of UNOPS-ETP in collaboration with APG-AP consortium, esp. ACE**.

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



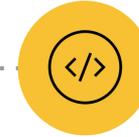
Minimum Requirements and Strategy for MPT

- A study to identify 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 **one report on the proposed methodology and guidelines for ASEAN-wide IRRP**. The report will cover the technical specificities and steps to do a robust IRRP for the whole ASEAN while identifying the appropriate institution to coordinate the update of the IRRP across all member states.



The outcome of this project is to shift the APG from study phase to implementation. Specifically, it will lead to **an improved power sector planning that is necessary for the APG** by allowing the APG stakeholders to make an informed decision on which cross-border interconnections to pursue, particularly those with high renewable energy potentials.

Deliverables and Timeline

Milestone	Expected Deliverables	Timeline	% of payment
1	Deliverable 1 - Inception Report	Month 1	10%
2	Deliverable 2 - First Draft Report on the Proposed Methodology and Guidelines for ASEAN-wide IRRP	Month 3	20%
3	Deliverable 3 - Second Draft Report on the Proposed Methodology and Guidelines for ASEAN-wide IRRP	Month 6	30%
4	Deliverable 4 - Final Report on the Proposed Methodology and Guidelines for ASEAN-wide IRRP	Month 8	40%
Non-personnel Reimbursable Costs	Consultations, communications, and dissemination	Months 1, 2, 5, 8 (TBC)	N/A, at cost
Continuous - Contract Monitoring Requirement	Monthly Progress Report	Monthly submission	N/A

Scopes of work - Report

Part 1 - Proposed Methodology and Guidelines for ASEAN-wide Integrated Resource and Resilience Planning (IRRP)

1. Review and analyse the resource and resilience planning from each ASEAN member state
2. Assessment on the governance set-up for ASEAN to facilitate the update of IRRP regularly

Part 2 - Proposed Methodology and Guidelines for ASEAN-wide Integrated Resource and Resilience Planning (IRRP)

1. Develop the ASEAN-wide IRRP methodology
2. Identify opportunities for additional multilateral exchanges and the transmission to support

Scopes of work - Consultations

Participate and Present in:

- 1 **Kick-off meeting** for AIMS III Phase 3 with ASEAN Member States
- 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 - Workshop Organisation

Organise a two-day workshop:

- Total participants: 50 people (meeting venue capacity must accommodate this number)
- Location: Jakarta or one of the ASEAN capital cities, except Singapore (TBC)
- Duration: 2 days
- Tentative Date: September 2024
- Travel sponsorship: 30 people (3 from each ASEAN Member State) with entitlements covering economy class return flights and UN Daily Subsistence Allowance (DSA) (2 days). The remaining 20 participants will be self-funded.

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>Social media posts 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 (LinkedIn, Facebook, Twitter),</p>	1 post per platform per public workshop/event
2	<p>Press Releases 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>Articles for ETP Website 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>Project wrap-up presentation 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>Database of project photographs from events/activities</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 - ≥ 10 years experience
 - Southeast Asia Legal, Regulatory, and Policy Expert (Power Sector Specific) - ≥ 7 years experience
 - Power Sector Expert - ≥ 7 years experience
 - Integrated Resource Planning Expert (International and ASEAN) - ≥ 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"> A study to identify the minimum requirements for multilateral power market Strategy to establish ASEAN Multilateral Power Trade (MPT), including the proposed arrangement on regional power coordinator.
WP 2	Focus (2)	(7)	<ul style="list-style-type: none"> Proposed Methodology & and guidelines for ASEAN-wide Integrated Resource and Resilience Planning (IRRP)
WP 3	Focus (3)	(8)	<ul style="list-style-type: none"> Proposed a harmonised grid-code/minimum operational technical standards for interconnection under the APG.

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 a joint venture (JV), all JV members should fulfil 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 **minimum 5 years of experience** with **at least 2 similar contracts or projects** within related sectors, such as regional power market and system modelling/energy transmission and integration/relevant similar fields, particularly in ASEAN. In case of a joint venture (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 5 years**. In case of a JV, at least one reference from the JV member should be submitted. UNOPS may contact the customer reference when the bidder is awarded the contract.

2. Qualification Criteria (con't)

3) Financial Capacity/financial stability:

- **Minimum annual turnover:** USD 300,000 in any of the past 2 years
- **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.
 - Access to a line of credit or bank overdraft.
 - 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
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**

3

PROCUREMENT TIMELINE

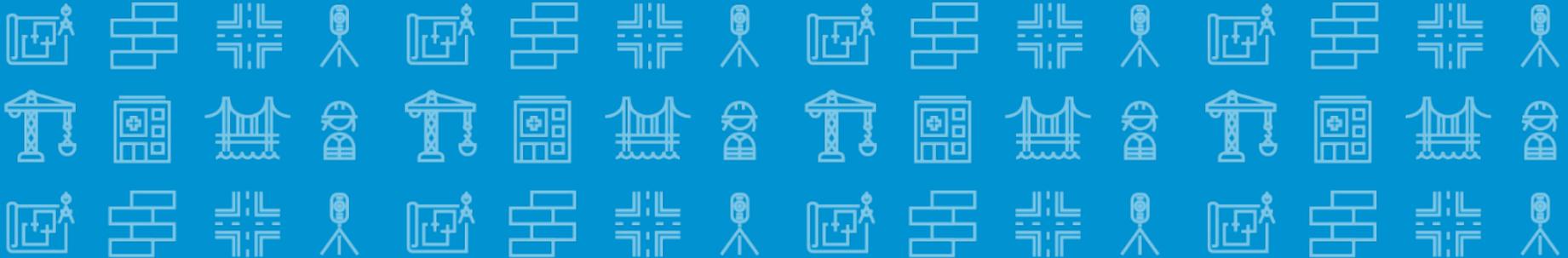


Anticipated Timeline for the procurement



4

RETURNABLE BIDDING FORMS



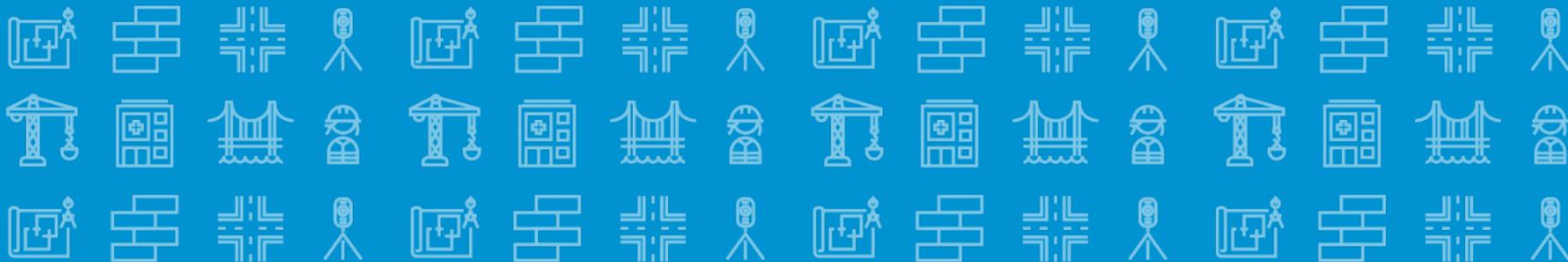
Returnable Bidding Forms

Please refer to the **RFP_Section_III_Returnable Bidding Forms**

- Certificate of Incorporation/ Business License
- Audited 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

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 1 - Detailed Personnel Proposed</i> .
3	Bidder overestimates the personnel allocation, resulting in financial proposal being extremely higher than the other bidders / 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 via www.unqm.org . 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> .
7	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

 /unops.org

 /company/unops

 /unops_official

 /unops
/unops_es
/unops_fr