



RFP/2025/55640



RFP for Pilot Energy Investment and Planning for Industrial Parks and Economic Zones Project in Vietnam

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.

Project Background



Industrial parks (IPs) and economic zones (EZs) have become pillars of Viet Nam's rapid socio-economic development over the past two decades.



Industrial zones are responsible for approximately 15% of Vietnam's total electricity consumption, with demand projected to increase, intensifying risks of greenhouse gas emission (GHG) rises. These underscore a need for sustainable energy transitions within industrial zones to align with Vietnam's climate and energy security objectives.



Given the existing gaps in renewable energy integration and investment in sustainable energy infrastructure within industrial zones, this project aims to conduct an in-depth analysis of a selected IP - Thang Long II.

Objectives

The objective of this TA is to contribute to VietNam's GHG emission reduction and sustainable development in the industrial sector.

Outcomes and Outputs

The anticipated outcome is to enable TLIP II to effectively integrate renewable energy solutions and draw in further renewable energy investment within the IP.

The primary outputs of this project are:

- a. Assessment of electricity supply, demand, and use of TLIP II.
- b. Recommendations for renewable energy integration, investment, and industrial symbiosis.

Major Deliverables

Milestone	Deliverables	Target delivery date	% of payment
1	Inception Report	Month 1	25%
2	Assessment of Electricity Supply, Demand, and Use	Month 3	25%
3	Investment Plan: Recommendations for Renewable Energy Integration, Investment, and Interconnected Industrial Opportunities	Month 5	25%
4	Pilot Study Report (Final Report): Energy Optimisation and Industrial Sustainability	Month 6	25%
Contract Monitoring Requirements	<ul style="list-style-type: none"> - Monthly progress update - Quarterly RBMF data update 	Submission in the ETP's provided template	N/A

Deliverables & Timeline

Proposed timeline of the project's deliverables
(light colour: proposed progress; dark colour: submission date)

DELIVERABLES	Month1	Month 2	Month 3	Month 4	Month 5	Month 6
1).Inception Report						
2) Assessment of Electricity Supply, Demand, and Use						
3) Investment Plan: Recommendations for Renewable Energy Integration, Investment, and Industrial Symbiosis						
4) Pilot Study Report: Energy Optimisation and Industrial Sustainability (Final Report)						

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) 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 a minimum of 5 years of continuous experience in delivering similar projects in the past with a track-record of success.
 2. Offeror must provide a minimum of two (2) customer references from which similar services have been successfully provided (including name, email address and/ phone number of the focal point), within any of the last 5 years. In the case of JV, at least one reference from the JV membered can be combined.
 3. Financial Capacity/financial stability: Bidder should have a minimum annual turnover of 50,000 USD in any of the past 2 years. The bidder has sufficient liquidity, demonstrated by:
 - The ratio of “average current assets / current liabilities” over the last [two (2)] years which must be equal to or greater than one (1) or
 - the bidder has access to a line of credit or bank overdraft
 - or other financial means to meet a working capital/cash flow requirement of USD 25,000 (should the bidder be selected).
- In case of a JV, annual turnover is calculated based on the total annual turnover of the JV members and or 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	28 points
Part 3: Key Personnel Proposed and Sustainability Criteria	22 points
Total Technical Proposal Points	70 points

- The maximum number of points that a bidder may obtain for the Technical proposal is **70**.
- To be technically compliant, Bidders must obtain **a minimum of 49 points**
- ***Minimum pass score: 70% of maximum 70 points = 49 points***

3. Technical Criteria

Part 1: Offeror's Qualification, Capacity and Expertise		20 points
1.1	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.	16
1.2	General organizational capability which is likely to affect implementation: management structure, management controls and extent to which any part would be subcontracted	4

3. Technical Criteria (cont.)

Part 2: Proposed Methodology, Approach and Implementation Plan		28 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	2
2.3	Implementation Timeline	1
Part 3: Key Personnel Proposed and Sustainability Criteria		22 points
3.1	Qualifications of key personnel proposed	20
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.	2
Total Technical Proposal Points		70 points

4. Financial Criteria

The maximum number of points that a bidder may obtain for the Financial Proposal is **30**. 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 (30) 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 **70:30**

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**

- Corporate Registration Certificate
- Audited Financial Statement for the last 02 years
- 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
- Form G: Self Disclosure 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 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. This information should be indicated in Returnable Form F: Performance statement form
6	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.
7	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
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



/unops.org



/company/unops



/unops_official



/unops

/unops_es

/unops_fr