ENERGY TRANSITION PARTNERSHIP

Powering Prosperity and Enabling Sustainability in South East Asia

The Southeast Asian Energy Transition Partnership (ETP) is a multi-donor Forum that brings together government donors, philanthropies, and Southeast Asian governments to accelerate the energy transition in Southeast Asia.

Legal Support to the Development of Power Generation Projects (Vietnam)

UNOPS AFD Federal Ministry for Economic Affairs and Climate Action Environment and Climate Change Canada Environnement et Changement climatique Canada Department for Business, Energy & Industrial Strategy CIFF CHILDREN'S INVESTMENT FUND FOUNDATION IKEA Foundation WINDWARD Fund

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I. Introduction

1. The Southeast Asia Energy Transition Partnership (ETP) brings together governments and philanthropies to work with partner countries in the region. ETP supports the transition towards modern energy systems that can simultaneously ensure economic growth, energy security, and environmental sustainability. To contribute to the achievement of the UN's Sustainable Development Goals (SDGs) and the Paris Climate Agreement objectives, ETP works in Southeast Asia, with a focus on three priority countries, namely Indonesia, the Philippines, and Vietnam. ETP's strategy is built around four inter-related pillars of strategic engagement that are squarely aligned to address the barriers to energy transition. These are (i) policy alignment with climate commitments, (ii) de-risking energy efficiency and renewable energy investments, (iii) extending smart grinds, and (iv) expanding knowledge and awareness building.

II. Summary

2. The Project Legal Review and Support the Development of Power Generation Projects is designed based on the written request of the Electricity and Renewable Energy Authority (EREA), Ministry of Industry and Trade (MOIT) to the ETP. The project is expected to review the current legal framework, international best practices and to assist the EREA to develop a new legal framework for approval of investment on new renewable energy projects and transmission grid in Vietnam according to the revised Electricity Law. The new legal framework, in turn, will unlock investment in renewable energy which is estimated at up to $143 billion in the 2021-2030 period[1].

3. There are two phases for the development of the legal framework. Phase I will focus on supporting the EREA to review current legal framework, analysing international experience, current impediments and identifying the key point for improvements. Phase II will focus on supporting the EREA to develop a new legal framework. This Concept Note is for Phase I only.

III. Project Details

A. Rationale and Impact

3. The Electricity and Renewable Energy Authority (EREA), the Ministry of Industry and Trade (MOIT) of Vietnam requested the ETP to provide technical assistance for assessment of existing legal framework for development of power generation projects in Vietnam. Given the fact that the government of Vietnam committed to achieve net-zero green-house gas emissions by 2050

[1] Draft Power Development Plan VIII, version 23 September 2022.

the development of new energy sources, particularly renewable energy, are important. However, there has not been a specific regulatory framework for energy project development. The ETP's support is expected to provide evidence-based recommendations for improvements of the current legal practices and to support the EREA to propose a list of key points for a new legal framework on procurement modalities applicable for selection of developers of power generation projects in Vietnam based on the analysed international experience.

4. The project will remove the impediments for investment in new power generation projects and the associated grid connectivity, particularly the renewable energy projects. Due to the expiry of the Feed-in-Tariff (FIT) mechanism in late 2021 and the lack of a legal framework for development, review and approval of investment projects, the country is exposed to the risk of electricity shortage in the coming years while huge resources (both public and private) are locked.

5. The project will create intensive impacts on the energy sector of Vietnam and accelerate the energy transition process through enabling an effective review and approval process of new power generation projects. The government of Vietnam, Ministry of Industry and Trade, the private sector and the entire economy of Vietnam will benefit a lot from this project.

B. Objectives

6. The consultant will be responsible for providing assistance to the EREA on:

   (i) analysing existing legal context and various procurement modalities applicable for the selection of developers of power generation projects in Vietnam;

   (ii) assessing legal gaps and providing recommendations for improvement in order that the process of developing renewable energy projects is streamlined and made more efficient;

   (iii) identifying the key legal conditions for implementation of auction mechanism for power generation and grid connectivity development; and

   (iv) providing technical comments for development of the auction mechanism for power source development.

C. Outputs and Specific Activities

7. The study will produce the following deliverables to achieve the above objectives:

   i. Draft Review Report on current legal framework, which identifies impediments and recommendations for change

ii. A list of key legal terms for auction mechanism (objectives, general structure, chapters and articles (titles and short description only) based on international experience
iii. Draft Report on legal recommendations for design and implementation of auction mechanism
iv. Draft Report on assessment of expected impacts of the proposed new policy
v. Final Report on Legal Recommendations
vi. Coordination meeting (if requested)

8. The key **outputs** under the project include the following:

i. Review current legal framework, identify impediments and recommendations for change

ii. International experience shared with the EREA on key legal terms for auction mechanism (objectives, general structure, chapters and articles (titles and short description only)

iii. Report on legal recommendations for design and implementation of auction mechanism, which clarifies the necessity, purposes, legal basis, mainstream concept, subjects and scope of the policy, key policies and expected outputs of the proposal for the new policy, intended solutions to realise the policy and rationale of the policy development; expected timeline for Government's approval, projected resources and conditions for the policy implementation.

iv. Report on assessment of expected impacts of the proposed legal recommendations, which identifies problems to be addressed, solutions for implementation; pros and cons of the legal recommendations, costs and benefits of the solutions, analysis of costs and benefits of the solutions, recommended solutions and reason for the recommendations; assessment of administrative impacts and gender impacts

v. Justify and improve the legal recommendations based on the relevant ministries' consultation/comments

vi. Coordinate the consultation meetings among the EREA/MOIT with donors and meetings with line ministries (upon request)

D. Reporting Timeline and Payment Schedule

9. The Reporting Timeline and the Payment Schedule is the following:

Reporting Requirement	Tentative Time Frame	Payment Percentage	Notes
First Report - First Draft of Output i-iv	6 Weeks after project start; actual timeline to be determined	40% from the total Lump sum Contract Amount	Payment will be made within 30 days after the invoice is received by UNOPS,

	with Government Stakeholders		upon acceptance of the report
Final Report Finalization of all Outputs (Output i-vi)	7 months after the project start.	60% from the total Lump sum Contract Amount	Payment will be made within 30 days after the invoice is received by UNOPS, upon acceptance of the report

Notes: Detailed timeline will be finalized upon kick-off meeting after signature of the contract

i. Timeline for the Project

10. The project will require 6 months, which is divided into the following stages and deliverables.:
    i. A first draft of outputs i-iv within 6 weeks of the project kick-off; actual timeline to be determined with Government Stakeholders
    ii. Finalisation of all outputs within 7 months of the project kick-off

11. All of the project deliverables will be submitted in English and Vietnamese, with catchy powerpoint presentations in both languages. All deliverables will receive comments from stakeholders and will be revised accordingly to reflect the comments and suggestions.

i. Sustainability and Gender Diversity

12. The Project is committed to the promotion, enhancement and development of gender sensitivity of its implementation activities. The Project shall also ensure gender balance among the officials designated into the inter-departmental committee. Emphasis shall be given to policy measures that shall not discriminate or marginalize any personalities and groups based on gender.

IV. Implementation Arrangements

13. ETP requires the services of an experienced consultant team with strong international and local experience in policy consultation and development, especially with proven successful records of working with the government of Vietnam at different levels (from central to grassroot). In addition, the expertise in different aspects of energy transition, including renewable energy, renewable energy project development, energy generation technologies, grid development combined with a strong background in Vietnam's energy policies and a strong network with enterprises and governmental authorities, is a must.

14. The procurement method of Request for Proposals (RFP) will be employed. This RFP will be published on the UN Global Marketplace website (UNGM) for a minimum of 21 days, upon which an evaluation panel, including the required expertise, will review and select the related bids. After internal approval by the UNOPS contracts committee, this process will result in a contract for services to the selected bidder.

V. Stakeholders and Donor Activities

15. The stakeholders in this project include:

i. **The Ministry of Industry and Trade** (**MOIT**) plays the most important role at the state level regarding policies, support mechanisms for power plants in terms of development, decommissioning safety and environment, grid planning and investment, and quality control.

ii. **Electricity and Renewable Energy Authority (EREA)** is a MOIT-managed agency that performs advisory functions, assists MOIT in the implementation of state management tasks in relation to electricity, new energy, and renewable energy.

iii. **Electricity Regulatory Authority of Viet Nam (ERAV)** is a MOIT-managed agency (same level as EREA). It monitors the operation of the power sector, ensures power supply security, works out price mechanisms, grants operating licences for power projects, assists in the development of standards and certifies energy-saving products.

iv. **Commission for the Management of State Capital at Enterprises (CMSC)** is designated by the Government to exercise rights and take on duties as the owner's representative to wholly state-owned enterprises such as EVN, PVN, TKV and their subsidiaries. Play the leading role and collaborate with the Ministry of Planning and Investment, the Ministry of Finance, and relevant authorities in requesting the Prime Minister to approve master plans for the restructuring of enterprises of which CMSC acts as the owner's representative.

v. **The Ministry of Finance** (**MoF**) is a state management unit, responsible for examining and developing national financial strategies and financial policies, and for producing national economic and financial analysis/ forecasts. MoF does not have any department that specialises in Energy or Industry. According to specific requirements like price valuation as stipulated in documents on Coal abatement scenarios, MOF would establish a working group of various relevant department representatives to provide opinions on MOIT-drafted mechanisms/policies, with a focus on the appraisal of economic-financial efficiency of large projects as prescribed in the legal framework.

vi. **Ministry of Planning and Investment** (**MPI**) is a government agency performing state management functions regarding planning, investment for development and statistics, including consolidation of national socio-economic development strategies and plans;

development planning and general financial management mechanisms/policies; domestic investment, foreign investment in Vietnam and Vietnam's overseas investment

vii. **Vietnam Electricity** (**EVN)** was formed in 1995 as a vertically integrated, state-owned corporation responsible for Vietnam's power subsector. In mid-2006, EVN became a holding group. EVN is still the leading actor in the power subsector with wholly-owned subsidiaries: three power generation corporations (GENCOs); the National Power Transmission Corporation (NPT) responsible for power transmission; and the five-power corporation (Hanoi Power Corporation, Northern Power Corporation, Central Power Corporation, Southern Power Corporation, and Ho Chi Minh City Power Corporation) responsible for power distribution. EVN owns the National Load Dispatch Centre, which serves as the system and market operator (SMO). It also owns strategic power plants, including multipurpose hydropower plants (HPPs), the Electric Power Trading Company (EPTC). It is the majority shareholder of partially privatised power plants in the Vietnam Competitive Generation Market (VCGM).

viii. **Power Generation Corporation (GENCO)'s** essential role in ownership, investment funding in the electricity market; three Power Generation Corporation companies (GENCO 1,2,3). They play an extremely important role in the country's socio-economic development and national security. EVN owns 100% capital in these big power generation corporation companies. The Power Generation Corporation 3 (GENCO 3) started to equitize in 2017 and GENCO 1 and 2 in 2018. The GENCOs will continue to participate in the competitive wholesale power market after their equitization.

16. There are various development partners with activities related to energy transition. Mapping of the international development partners' activities is an integral part of the project to ensure that there is not an overlap among the interventions. The below table shows the initial mapping of the development partners' activities in the field.

Development Partners activities (Relevant to the key stakeholders of the project)	
Development Partners	**Description**
Kreditanstalt Für Wiederaufbau	KfW have provided some TA support for renewable energy, energy efficiency
The World Bank	WB have provided some project support for renewable energy, energy efficiency, power market reform, energy access, energy data and statistics; and coal retirement mechanism

	In 2019, World Bank and GIF supported the Government of Vietnam to Mobilise Private Investment in Solar Pilot Auction Program.[2]
Asian Development Bank	Most of the projects supported by ADB focus on electricity access and coal retirement mechanism In 2019 Asian Development Bank developed the bidding mechanism for floating solar power[3] together with the EREA.
GIZ	In 2018, GIZ supported the MOIT a technical assistance activity on the Applicability of Wind Energy Auction for Vietnam – A Comprehensive Overview[4]
Vietnam Sustainable Energy Alliance Vietnam Clean Energy Association	These associations carry out policy research activities and support the transfer of energy technologies with an independent approach.
Non-government Organisations	There are some NGOs actively working on renewable energy, energy conservation and green growth, e.g.VCCI, WWF, SNV, etc.

17. During the project implementation, ETP, together with the acceptance of the EREA, will consult with the development partners on technical issues to ensure the coordination of the interventions.

VI. Qualification of the Service Provider

General requirements

18. The company should have a minimum of 3 years of experience in delivering similar projects in the past with a track-record of success. What is considered as relevant experience are the following:
    - Proven experience of legal procedures for development of new policies, including development of new decree and revision of Law.
    - Proven experience of the electricity market, system modelling of power sources and transmission grid, which is useful for development of technical bidding documents and calculating ceiling rates for auction rounds for power generation and transmission grid projects.

[2] https://documents1.worldbank.org/curated/en/949491579274083006/pdf/Vietnam-Solar-Competitive-Bidding-Strategy-and-Framework.pdf

[3] https://vietnamnet.vn/en/auction-could-determine-future-of-solar-initiatives-595237.html

[4] http://gizenergy.org.vn/media/app/media/GIZ-ESP_Wind%20Auction%20Report_ENG_Small_Final.pdf

- Proven experience in analysis, forecasting policy impacts on different targeted groups of beneficiaries, which helps identify the optimal policy solution.
- Proven experience in review and provide policy consultation for improvement based on market needs, particularly in the energy sector.

19. The consultant's project team should demonstrate the capacity to execute the works and should include all essential roles filled with personnel with relevant experience. CVs of the personnel proposed should be used to verify this information.
20. Offeror must provide a minimum of two (2) customer references from which similar services have been successfully provided, within any of the last 3 years

Requirements for the Project Lead

21. The lead individual should have the following qualification:
    i. Education: Master Degree or higher education in Laws, Energy, Economics or related fields is required.
    ii. Work Experience
        - A minimum of 10 years of experience in Laws, Energy sector; experience in providing advice and technical support for formulating national policies and regulations of energy sector;
        - Strong experience in organize seminars to collect comments on the development of laws and decrees in order to implement the enacted laws;
        - Good experience in leading and conducting reports proposing amendments to the law or formulating a bidding decree for the implementation of power grid and source development projects;
        - Previous successful involvement with, and good knowledge of, donor, government in energy sector is expected;
        - Depth understanding of the auction mechanism of power market, energy technologies and business drivers;
        - Excellent report-writing and management skills.

Requirements for the project team

22. The overall team should have the following qualification:
    - Extensive experience in energy policies, regulatory institutional advisory in the power market and the process of organising tenders and/or negotiating electricity prices.
    - Extensive experience in assessing the technical and financial feasibility of investment and development projects to build new power sources.
    - Extensive experience in technical and financial assessment of grid connectivity investment as well as the process of implementing and building the connections to the transmission grid.
    - Knowledge of bidding and/or price negotiation process

- Knowledge of energy technologies, initiatives, policies in the energy transition to implement the Paris Agreement.
- Advanced skills with the use of MS Office, Google Drive, IT platforms, and technologies.

Team Requirements

Position	Minimum Requirement	Preferred Requirement
1. Power market expert	Master degree in energy, economic engineering or relevant subject. Additional three years of similar experience with a Bachelor Degree is considered equivalent. - Computer literacy in Microsoft packages (MS Word, MS Excel, MS Access, MS Power Point) is required.	7 years of experience in training and capacity building, experience in power market, power system, energy technologies, grid system is preferable.
2. Power system modelling	Master degree in power system, energy, engineering or relevant subject. Additional three years of similar experience with a Bachelor Degree is considered equivalent.	7 years of experience in the energy sector with professional experience and specific experience with power system modelling.
3. Grid capacity modelling	Master degree in power system, energy, engineering or relevant subject. economic, management or relevant subject. Additional three years of similar experience with a Bachelor Degree is considered equivalent.	7 years of experience and technical knowledge and demonstrated experience of grid capacity modelling
4. Energy Policy expert	Master degree in power system, energy, public policies or related field. Additional three years of similar experience with a Bachelor Degree is considered equivalent.	7 years of experience in development of policies and stakeholder consultation in energy, environment, and climate change; Working experience with the GoV in Vietnam.

5. Environment expert	Master degree in environment, engineering subject. Additional three years of similar experience with a Bachelor Degree is considered equivalent.	3 years of experience in environment related to energy sector;

23. Considering the importance of close coordination with stakeholders in Vietnam, it is expected that the team proposed consists of consultant(s) who understands the local context in competitive electricity market development, FIT pricing, power generation and transmission grid project development process.

24. The bidder should also assign a Contract Manager who would liaise on the non-technical part of the contract implementation, including coordination, liaising with key counterparts, liaising with UNOPS on submission of invoice and payment-related documents.

VII. Evaluation Criteria

25. Eligibility and Formal Criteria

The criteria contained in the table below will be evaluated on Pass/Fail basis and checked during Preliminary Examination of the proposals.

Criteria	Documents to establish compliance with the criteria
1. Offeror is eligible as defined in Instructions to Offerors, Article 4. In case of JV, all JV members should fulfill this requirement	● Form A: Joint Venture Partner Information Form, all documents as required in the Form, in the event that the Proposal is submitted by a Joint Venture. ● Form B: Proposal Submission Form
2. Completeness of the Quotation. All required Questionnaires (if any), Returnable Bidding Forms, and other documentation requested under the Document Checklist section have been provided and are complete	● All documentation as requested under Instructions to Offerors Article 10, Documents Comprising the Proposals
3. Offeror accepts UNOPS General	● Form B: Proposal Submission Form

Conditions of Contract as specified in Section IV	

26. Qualification Criteria

The criteria contained in table below will be evaluated on Pass/Fail basis and checked during Qualification Evaluation of the proposals.

Criteria	Documents to establish compliance with the criteria
1. The company/consortium should have a minimum of 3 years of continuous experience in delivering similar projects in the past with a track-record of success. In case of a JV, the experience is calculated from the cumulative experience of the JV members	● Certification of incorporation of the Offeror ● Form F: Performance Statement Form
2. Offeror must provide a minimum of two (2) customer references from which similar services have been successfully provided, within any of the last 3 years. In case of JV, the customer references of JV member can be combined	● Form F: Performance Statement Form

27. Technical Criteria

Technical evaluation will be carried out to bids that pass the eligibility, formal and the qualification criteria, with requirements as follows:

- 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

Technical proposal points allocation:

Section number/description		Points Obtainable
1	Offeror's qualification, capacity and expertise	25
2	Proposed Methodology, Approach and Implementation Plan	30

3	Key Personnel proposed and Sustainability Criteria	25
Total Technical Proposal Points		80

Section 1

Section 1: Offeror's qualification, capacity and expertise		Points	Sub-points
1	Brief description of the organisation, including the year and country of incorporation, and types of activities undertaken, including relevance of specialised knowledge and experience on similar engagements done in the past. Bidders partnering up with a Vietnamese entity to provide for the strategic consultation, translations; as well as the communications expertise is considered a valuable asset. (Max 4 pages written text plus 1 Matrix)	20	
	Experience in projects of comparable size, type, complexity and technical specialty		10
	Experience in providing similar services in the region, especially Vietnam		5
	Understanding of local context, and partnering up with a Vietnamese entity to provide for the strategic consultation, translations; as well as the communications expertise		5
2	General organisational capability which is likely to affect implementation: management structure, and project management controls. (Max 4 pages written text)	5	
	1. Management structure, management controls, and extent to which any part would be subcontracted		3
	2. Financial Capacity/financial stability: Bidder should have minimum annual turnover of 150,000 USD in any of the past 2 years. Liquidity / quick ratio should be minimum 1, in any of the past 2 years.		2

	In case of a joint venture, 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 have 1 liquidity/quick ratio in any of the past 2 years.		
Total points for section		25	

Section 2

Section 2: Proposed Methodology, Approach and Implementation Plan		Points	Sub-points
1	Description of the Offeror's approach and methodology for meeting or exceeding the requirements of the Terms of Reference	20	
	1. Description of the offeror's approach to assess and quantify the work to develop legal documents guiding law enforcement		10
	2. Description of the offeror's approach to analysing the implications and provide recommendations on the policy options and the design of procurement of new power generation and transmission system in Viet Nam		10
2	Quality Assurance	5	
	A plan outlining how the bidder intends to ensure oversight and quality assurance throughout the assignment. Quality Assurance plan should include discussion on risk-assessment and its mitigation plan		5
3	Implementation Timeline	5	

	Bidder submits a detailed implementation timeline which includes detailed activities to be undertaken during this assignment, and is completed with gantt chart		5
Total points of the section		30	

Section 3 Key personnel proposed and Sustainability Criteria

Number	Description	Sub-points	Points (Total)
3.1 Qualifications of key personnel proposed	a) Project lead/Legal adviser	6	20
	b) Power market expert	4	
	c) Power system modelling	3	
	d) Grid system modelling	3	
	e) Energy Policy expert	2	
	f) Environment expert	2	
3.2 The bidder shall provide a response that demonstrates its commitment to support gender equality through its operations		5	5
Total points for section			25

Scoring Matrix for Key Personnel

Title	Minimum Qualification	Preferred experience	Marking	Max points

Team Lead/ Legal adviser	- Master's Degree or higher education in Laws, Energy, Economics, Energy Policies - Knowledge of the energy sector, energy transition, political, economic and social situation in Vietnam is desired; - Computer literacy in Microsoft packages (MS Word, MS Excel, MS Access, MS Power Point) is required.	- Minimum of 10 years of experience in policy development; - Professional experience in providing advice and technical support for formulating national policies and regulations on the energy sector. - Previous successful involvement with, and good knowledge of, organising energy policy dialogues, high-level meetings, seminars, consultation workshops desired.	Related Experience: * More than 10 years: 6 points. * 9 – 10 years: 4 – 5 points. * 4 – 8 years: 2 – 3 points.	6
Power market expert	Master degree in energy, economic engineering or relevant subject. Additional three years of similar experience with a Bachelor Degree is considered equivalent. - Computer literacy in Microsoft packages (MS Word, MS Excel, MS Access, MS Power Point) is required.	7 years of experience in training and capacity building, experience in power market, power system, energy technologies, grid system is preferable.	Related Experience: * 7 and more than 7 years: 4 points. * 5-6 years: 3 points. * 3–4 years: 2 – 2.5 points. * 1–2 years: 1 – 1.5 points.	4
Power system modelling	Master degree in power system, energy, engineering or relevant subject. Additional three years of similar experience with a Bachelor Degree is considered equivalent.	7 years of experience in the energy sector with professional experience and specific experience with power system modelling.	Related Experience: * 7 and more than 7 years: 3 points. * 4 – 6 years: 2 – 2.5 points. * 1 –3 years: 1 – 1.5 points.	3

Grid capacity modelling	Master degree in power system, energy, engineering or relevant subject. economic, management or relevant subject. Additional three years of similar experience with a Bachelor Degree is considered equivalent.	7 years of experience and technical knowledge and demonstrated experience of grid capacity modelling	Related Experience: * 7 and more than 7 years: 3 points. * 4 – 6 years: 2 – 2.5 points. * 1 –3 years: 1 – 1.5 points.	3
Energy Policy expert	Master degree in power system, energy, public policies or related field. Additional three years of similar experience with a Bachelor Degree is considered equivalent.	- 7 years of experience in development of policies and stakeholder consultation in energy, environment, and climate change; - Working experience with the GoV in Vietnam.	Related Experience: * 7 and more than 7 years: 3 points. * 4 – 6 years: 2 – 2.5 points. * 1 –3 years: 1 – 1.5 points.	2
Environment expert	- Master degree in environment, engineering subject. - Additional three years of similar experience with a Bachelor Degree is considered equivalent.	- 3 years of experience in environment related to energy sector;	Related Experience: - 3 and more than 3 years: 2 points. - 1 – 2 years: 1 – 1.5 points.	2

28. Financial Criteria (20 maximum points)

The financial part of those proposals that are found to be technically compliant will be evaluated as follows.

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 =

[Maximum number of points for the Financial Proposal] x {Lowest price]

[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.

Formula for computing points: Example

Points = (A/B) Financial Points
Bidder A's price is the lowest at $20.00. Bidder A receives 20 points
Bidder B's price is $40.00. Bidder B receives ($20.00/$40.00) X 20 points = 10 points

The total score obtained in both Technical and Financial proposals will be the final score for the proposal, with 80% allocated to the Technical proposal and 20% to the Financial proposal. The proposal obtaining the overall highest score will be considered as the winning proposal. This proposal will be considered to be the most responsive to the needs of UNOPS in terms of value for money.

The selection of the preferred bidder will be based on a cumulative analysis, analysing all relevant costs, risks and benefits of each proposal throughout the whole life cycle of the services and in the context of the project as a whole. The lowest priced proposal will not necessarily be accepted.

VIII. Results Based Monitoring Framework and Risks

A. Results Based Monitoring Framework

29. The Results of the Project are monitored through the following Framework in Table 1. All reports will update the achievement of the indicators.

Table 1. Monitoring and Evaluation Framework

ETP Outcome	Project Output(s)	Indicator	Target	Data Source and Means of Verification
Strategic Outcome 1. Strengthened RE and EE policy enabling environment				

Increased flow of public and private investments to RE and EE projects in the power and end-user sectors	Output 1: Outline of a new policy for the development of new power generation projects and connecting transmission line investments is produced.	Indicator 1.1: # of policy recommendations Indicator 1.2: # of policies documents supported	Indicator 1.1: 10 Indicator 2.1: 1	Reports to be delivered as part of this project

B. Risks and Mitigation Measures

30. The ETP team and the EREA had discussions on the technical assistance activities and confirmed that there is no risk of overlapping with activities implemented by other donors in Vietnam. On the other hand, during the project design and development stage, ETP and EREA will work closely to ensure that the Project addresses the needs of EREA and is in line with the Government's regulations. The two teams will jointly provide proper justifications to any questions from the relevant authorities, securing the Project's timely approval. ETP is implementing the project upon written request of the EREA.