

Pilot Energy Investment and Planning for Industrial Parks and Economic Zones: Initial Study for Thang Long II Industrial Park (Viet Nam)

Terms of Reference | 12 November 2024

Vietnam's industrial parks (IPs) and economic zones (EZs) have been essential to the nation's socio-economic growth, with 425 IPs and over 1,000 industrial clusters contributing roughly 50% of export turnover. Heavily supported by foreign direct investment (FDI), which accounts for 70-80% of the registered capital in the manufacturing and processing sector, these zones provide employment for 4.18 million workers and significantly drive economic output. However, FDI has not focused on renewable energy, and IPs and EZs represent high electricity demand, consuming 15% of the nation's total electricity and contributing to greenhouse gas emissions.

This Technical Assistance project, in collaboration with the Ministry of Planning and Investment, seeks to foster sustainable development within Vietnam's IPs and EZs. The project will first focus on Thang Long II, one of the largest industrial parks in Hung Yen Province. By assessing its electricity supply, demand profiles, and existing energy investments, the project will offer strategic recommendations for energy planning and investment in the area, focusing on renewable energy integration, low-carbon technologies, and enhanced industrial symbiosis, to promote a greener industrial future. This aligns with Vietnam's green growth and energy transition goals in the Vietnamese National Energy Development Strategy through 2030, with a vision towards 2045.



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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 Agreement objectives, ETP works in Southeast Asia, with a focus on three priority countries, namely Indonesia, the Philippines, and Vietnam. ETP works through four interrelated Strategic Objectives. These are (i) policy alignment with climate commitments, (ii) de-risking renewable energy and energy efficiency investments, (iii) sustainable and resilient infrastructure, and (iv) just transition.

II. Summary

2. This project seeks to increase renewable energy integration and sustainable investments in industrial parks and economic zones by assessing their energy demand and supply, reviewing current energy infrastructure, and providing strategic recommendations for low-carbon solutions and resource-sharing. The initial study will focus on Thang Long II Industrial Park, a major industrial zone in Vietnam. By aligning industrial growth with sustainable practices, the initiative supports Vietnam's economic, climate and energy security goals.

III. Project Details

A. Rationale

3. Industrial parks (IPs) and economic zones (EZs) have become pillars of Viet Nam's rapid socio-economic development over the past two decades. Vietnam currently has 425 established industrial and export processing zones, covering approximately 89,200 hectares of industrial land, with 299 of these zones fully operational. According to recent data from the Ministry of Planning and Investment (MPI), IPs and over 1,000 industrial clusters together account for around 50% of the country's export turnover, with foreign direct investment (FDI) in these zones making up 35-40% of Vietnam's total registered FDI. Within manufacturing and processing, FDI in IPs and EZs constitutes 70-80% of the sector's registered capital, underscoring the critical role these areas play in economic development. By the close of 2023, IPs had attracted over 11,200 foreign investment projects, equating to nearly 252 trillion VND, along with approximately 10,600 domestic projects amounting to 2.67 quadrillion VND, collectively providing employment to 4.18 million workers¹.
4. This rapid expansion has also brought forth significant ecological and social challenges. Issues such as limited social services, gaps in social security, and a lack of industrial symbiosis, both within and among IPs, have emerged, with sustainable and green energy solutions remaining

¹ Bộ Kế hoạch và Đầu tư. 2024. [Chuyển đổi và phát triển các khu công nghiệp mới theo định hướng tăng trưởng xanh, phát triển bền vững](#)

limited in these zones. Importantly, industrial zones are responsible for approximately 15% of Vietnam's total electricity consumption, with demand projected to increase, intensifying risks of greenhouse gas emission² (GHG) rises. These underscore a need for sustainable energy transitions within industrial zones to align with Vietnam's climate and energy security objectives.

5. As of now, Decree No. 82/2018/ND-CP and later on Decree No. 35/2022/ND-CP on the Management of Industrial Parks and Economic Zones in Vietnam provide a framework to transform traditional industrial zones into eco-IPs. Yet, specific guidelines for this transition remain in development, restricting current investors to preliminary planning without clear implementation pathways. Recently issued decrees, including the Decree No. 80/2024/ND-CP on Direct Power Purchase Agreement (DPPA), and Decree No. 135/2024/ND-CP promoting the development of self-generated and self-consumed rooftop solar power, are creating momentum for sustainable energy adoption in Vietnam. However, these do not address IPs and EZs directly. There is still a need for clear guidelines on renewable energy integration and implementation within IPs, industrial symbiosis, initial investment costs, and ensuring that energy infrastructure is adaptable to high-demand industrial environments. In the meantime, MPI is in the process of completing a dedicated 'Law on Industrial and Economic Zones' to streamline regulations across multiple areas, promote eco-IPs, and create conditions for building large IPs, meeting the requirements of supply chain development and green and digital economic development³.
6. 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. This IP covers an area of 525.7 hectares and accounts for over 100 projects with a combined registered FDI investment of more than USD 3 billion, representing nearly half of the Hung Yen province's total FDI, and creating jobs for over 30,000 workers. Thang Long II Industrial Park (TLIP II) is actively advancing green and renewable energy initiatives, including rooftop solar projects, in line with government support and encouragement. Looking ahead, TLIP II aims to 100% meet its energy needs through green energy.
7. This project will focus on assessing the TLIP II's electricity supply and demand profiles, evaluating current energy investments, and formulating recommendations for renewable energy integration, low-carbon solutions, and enhanced industrial symbiosis. This initiative seeks to set a model for renewable energy integrated EZs that can be replicated at the provincial and national scale and provide a strategic pathway to advance Vietnam's sustainable development and further investment in the industrial sector.

²Lao động. [Cần quy định mức giá tối thiểu với lượng điện mặt trời mái nhà dư thừa](#)

³Báo Đầu Tư. 2024. [Luật khu công nghiệp, khu kinh tế sẽ thúc đẩy phát triển khu công nghiệp sinh thái](#)

B. Impact

8. Aligned with Resolution 55-NQ/TW on Vietnam's National Energy Development Strategy through 2030, with a vision toward 2045, the project supports Vietnam's renewable energy and energy security goals, while also promoting sustained economic growth and job creation for a sustainable future. By highlighting environmental sustainability and advancing a greener, more resilient industrial sector, this initiative aims to systematically reduce GHG emissions in IPs and EZs while attracting greater FDI in renewable energy.

C. Objectives, Outcomes and Outputs

9. The objective of this TA is to contribute to VietNam's GHG emission reduction and sustainable development in the industrial sector.
10. The anticipated outcome is to enable TLIP II to effectively integrate renewable energy solutions and draw in further renewable energy investment within the IP.
11. 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.

D. Sustainability and Gender Mainstreaming

12. ETP is committed to promoting and supporting gender mainstreaming in its project implementation. The Project shall be inclusive of the invited stakeholders during the consultation and seek a balanced representation of women. The implementing partner should identify the implications, its outputs and contributions to gender equality in the project activities. This task shall be accomplished through a clear methodology and approach.

IV. Project Deliverables

13. Table 1 outlines the key deliverables that are expected in this project. Additional details on associated activities for each deliverable follow Table 1.

Table 1. Key deliverables and implementation timeline

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%

Milestone	Deliverables	Target delivery date	% of payment
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

Deliverable 1: Inception Report

14. The consultant must develop and submit a detailed inception report detailing the workplan and organize an inception workshop, ensuring the expectations of ETP are aligned with the understanding of the project from the consultant.
15. The inception report should contain, as a minimum:
 - a. Introduction and project background
 - b. Scope of services
 - c. Methodology and workplan, including approach, methodology and project Gantt chart
 - d. A detailed approach as to how each deliverable will be met and what each submission will contain
 - e. Audience mapping
 - f. A donor coordination strategy
 - g. Project management inclusive of organisational chart detailing key personnel, their roles and responsibilities, as well as their locations (strong in country team and project management is expected)
 - h. Risks, mitigations and assumptions
 - i. Monitoring and evaluation framework, presented in the form of the ETP Results-Based Monitoring Framework (RBMF)

Deliverable 2: Assessment of Electricity Supply, Demand, and Use

16. This deliverable focuses on analysing and visualising the electricity load patterns of TLIP II). By understanding the temporal dynamics of electricity demand and supply, both peak and off-peak periods, this assessment will provide insights essential for integrating renewable energy solutions and optimising energy management within the park. To complete this deliverable, the consultant is responsible for liaising with relevant stakeholders and collecting the necessary data (including electricity generation sources, grid capacity, etc.), and conducting on-site audits of facilities to evaluate energy use practices.⁴ One of the important exercises within this deliverable is to create a graphic visualisation of the electricity load patterns. The

⁴ The consultant should propose non-personnel ceiling costs in the financial proposal relating to on-site audits. This will be paid on a reimbursable basis.

visualisation should include at a minimum: daily load profile, weekly load patterns, load duration curves, etc.⁵

17. The deliverable should encompass at a minimum the following components:

- a. **Executive summary:** A concise summary of the deliverable's key findings
- b. **Introduction to the site:** Brief overview of the selected industrial park
- c. **Electricity supply assessment:** The consultant is required to provide an evaluation on the existing electricity supply infrastructure, including the sources of electricity, grid reliability, and capacity constraints. A focus should be on the existing degree of renewable energy integration.
- d. **Electricity demand analysis:** The consultant is tasked with analysing historical electricity consumption data to understand current demand trends, identifying peak and off-peak usage patterns across different facilities and sectors within the park.
- e. **Use analysis:** The consultant provides a description and analysis of how energy is utilised across various operations, assessing energy efficiency measures in place, and identifying opportunities for renewable energy integration and demand-side management to optimise energy consumption.
- f. **Visualisations of the electricity supply and demand patterns:**
 - i. Daily load profile (electricity consumption patterns and electricity origin)
 - ii. Weekly load pattern
 - iii. Load duration curve
 - iv. Peak demand chart
 - v. Time series graph (electricity demand over time)
- g. **Peak and off-peak analysis:** The consultant provides a detailed assessment of peak demand periods and their implications on energy costs, energy management, and infrastructure strain. The consultant should also evaluate opportunities for shifting loads to off-peak times to optimise energy costs and align with renewable energy availability.
- h. **Recommendations:** The consultant provides recommendations on the following fronts:
 - i. **Integration strategies:** Recommendations for integrating renewable energy sources based on load patterns (e.g., solar PV installations during peak sunlight hours).
 - ii. **Energy management practices:** Energy management practices to reduce consumption during peak periods and enhance overall energy efficiency.
 - iii. **Industrial symbiosis opportunities:** Identify potential synergies with other industries within the park to utilise waste heat or excess energy
- i. **Conclusion and next steps**
- j. **Annex:** Description of data collection and analysis methods used to assess electricity load patterns, stakeholder consultation, etc.

⁵ The consultant should factor in costs associated with software in the financial proposal, if necessary.

Deliverable 3: Investment Plan: Recommendations for Renewable Energy Integration, Investment, and Interconnected Industrial Opportunities

18. This deliverable will build on findings from previous assessments to provide concise, targeted recommendations on the front of renewable energy integration, potential investment into the IP, and interconnected industrial networks.
19. The deliverable should encompass at a minimum the following components:
- a. **Executive summary:** A concise summary of the deliverable's key findings
 - b. **Viable renewable energy options:**
 - i. **Feasibility of renewable technologies:** Identify specific renewable technologies suitable for the park (e.g., solar PV, wind turbines, biomass), including site-specific feasibility assessments that consider local resource availability, site characteristics, and grid connectivity.
 - ii. **Integration strategies:** Develop strategies for integrating identified renewable technologies into the existing energy systems, including potential microgrid configurations or direct grid connections.
 - c. **Investment Strategies:**
 - i. **Inventory of energy investments:** The consultant is required to map out current energy-related investments in the selected IP, which should include renewable energy installations and energy-efficient technologies
 - ii. **Gaps analysis:** Identify gaps in energy infrastructure or technology that may hinder energy efficiency or renewable integration, such as outdated systems or lack of smart technologies.
 - iii. **Funding sources identification:** Identify available financial incentives, grants, and financing options for renewable energy projects, focusing on both public and private funding mechanisms.
 - iv. **Business models:** Propose business models for renewable energy projects, including power purchase agreements, leasing options, or cooperative models that could facilitate investment.
 - d. **Interconnected industrial opportunities:**
 - i. **Symbiosis mapping:** Map out potential interconnected industrial opportunities, where energy or materials could be shared between facilities to optimise resource use, such as heat recovery systems or shared energy storage solutions.
 - e. **Implementation roadmap:** The consultant develops a detailed implementation plan that outlines steps for moving forward with recommendations, including timelines, responsible parties, and required regulatory approvals.
 - f. **Conclusions**

Deliverable 4: Pilot Study Report: Enhancing Energy Optimisation and Industrial Sustainability

20. This deliverable consolidates the findings from Deliverables 2 and 3 into a public-facing document. Its purpose is to present the key outcomes of the pilot study in a concise and engaging format, aimed at policymakers, industry stakeholders, and international audiences.
21. The report submitted to ETP/UNOPS will encompass **at a minimum** the following:
- a. **Executive summary:** A concise summary of the deliverable's key findings
 - b. **Introduction and pilot project's background:** This section outlines the objectives, scope, and relevance of the pilot study, alongside a summary of the energy landscape within the selected IP.
 - c. **Optimisation of electricity demand, supply, and use:** The core findings from Deliverable 2 will be summarised here. The analysis will highlight opportunities to optimise energy use and integrate renewable energy and energy storage solutions effectively while ensuring alignment with the current grid capacity.
 - d. **Opportunities for renewable energy and interconnected industrial opportunities:** Drawing from Deliverable 3, this section examines strategies for implementing renewable energy and energy storage solutions. It also highlights ways to foster interconnected industrial connection, promoting resource efficiency and sustainability.
 - e. **Investment potentials and benefits:** Drawing insights from the previous deliverables, this section highlights key investment opportunities.
 - f. **Broader context and implications:** The findings will be contextualised within broader trends, exploring their relevance for similar industrial projects in Vietnam and internationally. This section discusses the scalability and adaptability of the methodologies developed in the pilot study.
 - g. **Recommendations and next steps:** This forward-looking section will outline practical steps for scaling and replicating the pilot study's methodologies, particularly to the provincial and later on national scale. It will include a roadmap for implementation, detailing the actions required to build on the study's successes.
 - h. **Annex** (supporting materials)

Contract Monitoring Requirements

22. In addition to the listed deliverables, the consultant is required to submit progress updates on a monthly basis and the RBMF data update on a quarterly basis. Failure to do so may result in the payments being withheld.
23. The monthly progress updates include a concise narrative (in short bullet points) of the completed activities contributing towards the milestones and the indicative next steps. It serves as the monitoring report between the implementing partner and ETP.
24. The monthly progress updates include the following standard items:
- a. General progress update
 - b. Updated Gantt chart

- c. Risk identification and mitigation
 - d. Communications activities and materials
25. The final monthly progress updates will include the above items and the followings:
- a. Summary of lessons learned from the project implementation
 - b. Recommendations on potential next steps to build on this project
26. On a quarterly basis, the consultant is required to update the RBMF data in a provided template. The data must be gender-disaggregated, where applicable.
27. The templates (Excel spreadsheet) for both the progress updates and RBMF will be shared at the project kick-off stage.

Other key information:

- All public-facing deliverables are expected to be professionally formatted after the content is approved. It is therefore required that the project team contain the skills of graphic design, copy editing, and desktop publishing.
- A public-facing, publishable Executive Summary (approximately 2 pages) in professional English and Vietnamese, and a public-facing, catchy PowerPoint presentation highlighting key information must be submitted with each deliverable.
- The consultant will be required to deliver and record a presentation on Deliverable 4 for communications purposes.
- All project deliverables and presentations must be submitted in English and Vietnamese.
- All deliverables are subject to review by ETP, and beneficiary entity(ies) where applicable, before approval. If there are comments and suggestions, the deliverables need to be revised accordingly before payment is released.
- The consultant must consider and highlight specific gender considerations in their proposal.
- The consultant must be available to attend 1 in-person workshop with the ETP secretariat in the region. The bidders are not required to budget this component in the current submission as the detailed requirement will be communicated to the selected contractor during the implementation stage.
- The consultant, or an active organisation within the applying consortium, must have a full-time in-country presence.

V. Project Timeline

28. The project will require 6 months. The actual project timeline will be presented by the consultant and agreed upon in the Inception Report.

Table 2. Proposed timeline of the project's deliverables
(light colour: proposed progress; dark colour: submission date)

DELIVERABLES	1	2	3	4	5	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)						

VI. Key Beneficiaries

29. The key beneficiaries of this project are provided in Table 3.

Table 3. List of project beneficiaries

Beneficiary	Explanation
The Government of Vietnam	As the primary regulatory body, the government benefits from the project through strengthened capacity to meet national energy and climate goals, including GHG emissions reduction. This initiative supports Vietnam's policy objectives for sustainable industrial development and energy security, aiding in the transition toward eco-industrial parks and aligning with national commitments under international climate agreements.
Ministry of Planning and Investment (MPI)	Pursuant to the Government's Decree No. 89/2022/ND-CP, dated October 28, 2022, the MPI serves as the primary agency responsible for overseeing EPs nationwide. This includes managing IPs, export processing zones, coastal EZs, border EZs, specialised EZs, and other EZ types across the country. MPI's mandate encompasses proposing models, mechanisms, and policies to support the development of EZs, organising the appraisal process for establishing, expanding, and adjusting their boundaries, and evaluating investment policies for construction and infrastructure projects within IPs and export processing zones under its jurisdiction.

	This TA will directly support MPI in advancing the greening of IPs and EZs, with a focus on transitioning toward renewable energy sources and drawing further investment into these zones.
Industrial parks and economic zones actors	Key stakeholders, such as IP/EZ management boards and operators, play a critical role in implementing sustainable practices and energy planning strategies. Enhancing energy infrastructure aligns with their operational goals and promotes eco-friendly growth.
Investors	Investors, particularly those interested in renewable energy and sustainable infrastructure, benefit from clearer guidelines and investment pathways. The project supports informed decision-making for sustainable investments, increasing long-term profitability and compliance with environmental goals.
Local people and workers	The project contributes to create a cleaner, safer working and living environment by reducing emissions and increasing energy efficiency. In addition, if there is effective energy investment and planning, there can be further social benefits such as job creation, improved energy access, and enhanced public health, directly benefiting local communities and the workforce.

VII. Results-Based Monitoring Framework

30. The results of the project are monitored through the following RBMF in Table 5. All reports will update the achievement of the indicators.

Table 5. Results-Based Monitoring Framework Outline

Pilot Energy Investment and Planning for Industrial Parks and Economic Zones: Initial Study for Thang Long II Industrial Park

IMPACT

- GHG Emissions avoided or reduced – estimates of fossil fuel mix replaced in % (Coal, Natural Gas, Oil)
- Share of renewable energy (RE) in the total final energy consumption (TFEC)

OUTCOME

2. De-risking Renewable Energy and Energy Efficiency Investments
3. Sustainable and Resilient Infrastructure

OUTPUT

- 2.2 De-risked project finance is accessible via financial institutions generating a pipeline of large-scale EE/RE projects
- 3.1 National energy strategy and sectoral plans involve evidence-based planning for an improved national-smart-grid system along with related infrastructure and innovative technologies
- 4.1 Stakeholders (relevant Government entities, Public sector companies, Financial institutions, Private entities, Academia, and Consumers) involved in the RE/EE value chain, are knowledgeable and better informed to advance the energy transition agenda⁶

INDICATOR	TARGET
IN 2.2-01 - No. of new and existing, national and international, financing options / instruments de-risked and opened for private and blended financing	1 Investment Plan: Recommendations for Renewable Energy Integration, Investment, and Interconnected Industrial Opportunities
IN 3.1-02 - No. of technical design, demo, modelling projects supported for smart infrastructure	1 Assessment of Electricity Supply, Demand, and Use
IN 4.1-01 – No. of studies, research, new evidence gathered and published, for raising awareness, improving knowledge base, driving decisions, and dissemination	1 study (Pilot Study Report: Enhancing Energy Optimisation and Industrial Sustainability) to be published

⁶ Government entities, Public sector companies, Financial institutions, Private entities, Academia, and Consumers.

IN 4.1-04 - Total no. of entities supported through Technical Assistance

At least 2 entities supported (governmental agency and private sector)

ACTIVITIES

- An analysis of the energy profile of a selected IP, including current capacity, sources, and future growth projections.
- Visualise the electricity load of the park.
- Develop strategies and pathways for renewable energy investment and decarbonisation, considering alternative energy sources.

31. The results are reported with additional supporting information and evidence where applicable and necessary.

VIII. Qualification and experience of the service provider and evaluation criteria

A. Qualification and Experience of the Service Provider

32. The consultant's project team should demonstrate the capacity to execute the work and should include all essential roles filled with personnel with relevant experience. CVs of the personnel proposed should be used to verify this information.

33. The following are the **minimum positions** that should be included on the team. Bidders should make an assessment of the additional positions needed (if any) to complete the assignment as per the Terms of Reference:

- Team Lead (1 member)
- Energy Specialist (1 member)
- Investment Specialist (1 member)
- Industrial Park and Economic Zone Specialist (1 member)

39. The minimum requirements per position are stated in the Evaluation Criteria, under Technical Criteria section 3.

40. Considering the importance of close coordination with stakeholders in Viet Nam, it is expected that the team proposed consists of consultant(s) who understand the local context in Viet Nam.

41. 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 the submission of invoice and payment-related documents.

B. Evaluation Criteria

Eligibility and Formal Criteria

42. 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	<ul style="list-style-type: none"> 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 Proposal. All required Questionnaires (if any), Returnable Bidding Forms, and other documentation requested under the Document Checklist section have been provided and are complete	<ul style="list-style-type: none"> All documentation as requested under Instructions to Offerors Article 10, Documents Comprising the Proposals
3. Offeror accepts UNOPS General Conditions of Contract as specified in Section IV: Contract Forms	<ul style="list-style-type: none"> Form B: Proposal Submission Form

Qualification Criteria

43. 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 should have a minimum of 5 years of continuous experience in delivering similar projects in the past with a track-record of success. In case of JV, at least one of the JV members should fulfil this criteria	<ul style="list-style-type: none"> 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	<ul style="list-style-type: none"> Form F: Performance Statement Form

Criteria	Documents to establish compliance with the criteria
<p>have been successfully provided, within any of the last 5 years.</p> <p>In case of JV, the customer references of JV members can be combined</p>	
<p>3. Financial Capacity/financial stability:</p> <ul style="list-style-type: none"> • Minimum Annual Turnover: USD 50,000 in any of the past 2 years. • Liquidity: Sufficient liquidity demonstrable by at least <u>one</u> of the following: <ul style="list-style-type: none"> - A current ratio (current divided assets 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 25, 000 (should the bidder be selected). <p>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.</p>	<ul style="list-style-type: none"> • Audited Financial statements or documents authorised by the local government authorities of the country of registration of the bidder.

Technical Criteria

44. 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 70.
 - Minimum pass score: 70% of maximum 70 points = 49 points
45. Technical proposal points allocation

Section number/description		Points Obtainable
1.	Offeror's qualification, capacity and expertise	20
2.	Proposed Methodology, Approach and Implementation Plan	28
3.	Key Personnel proposed and Sustainability Criteria	22
Total Technical Proposal Points		70

Section 1: Offeror's qualification, capacity and expertise

Section 1: Offeror's qualification, capacity and expertise		Points	Sub-points
1.1	Brief description of the organization, including the year and country of incorporation, and types of activities undertaken, including relevance of specialized knowledge and experience on similar engagements done in the past.	16	
	Bidders partnering up with a local entity to provide for the strategic consultation, translations; as well as the communications expertise is considered a valuable asset.		
	1. Experience in projects of comparable size, type, complexity and technical specialty		6
	2. Experience in providing similar services in the region, especially Vietnam		5
	3. 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
1.2	General organisational capability which is likely to affect implementation: management structure, and project management controls. (Max 4 pages written text)	4	
	Management structure, management controls, and extent to which any part would be subcontracted.		4

Section 1: Offeror's qualification, capacity and expertise		Points	Sub-points
	In case of JV, there should be a clear designation of roles and responsibilities between the JV members.		
Total points for section		20	

Section 2: Proposed Methodology, Approach and Implementation Plan

Section 2: Proposed Methodology, Approach and Implementation Plan		Points	Sub-points
2.1	Description of the Offeror's approach including risk(s) and mitigation measure(s), understanding of the assignment, and methodology for meeting or exceeding the requirements of the Terms of Reference	25	
	1. Description of the offeror's approach to D.2. Assessment of Electricity Supply, Demand, and Use.		13
	2. Description of the offeror's approach to D.3. Investment Plan: Recommendations for Renewable Energy Integration, Investment, and Interconnected Industrial Opportunities		12
2.2	Quality Assurance Plan	2	
	1. 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		2
2.3	Implementation Timeline	1	
	1. Bidder submits a detailed implementation timeline which includes detailed activities to be undertaken during this assignment, and is completed with Gantt chart		1
Total points for section		28	

Section 3: Key personnel proposed and Sustainability Criteria

Section 3: Key personnel proposed and Sustainability Criteria	Points	sub-points
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3.1	Qualifications of key personnel proposed aligned with the Terms of Reference	20	
	<p><u>Team Lead</u></p> <p>Education: A Master's Degree in Electrical Engineering, Energy, Engineering, Economics, Climate Change, Development or related field. OR A Bachelor's Degree with 2 years of relevant experience is considered as an equivalent.</p> <p>Experience:</p> <ul style="list-style-type: none"> • A minimum of 10 years of relevant experience in similar role, with a minimum 2 years of leadership experience • Proven expertise in managing complex projects, particularly those related to the power system, renewable energy, industrial park development, and industrial sector decarbonization. • Proven experience working on projects encompassing energy systems, renewable energy technologies, and decarbonization strategies. • Experience in stakeholder management and engagement skills, including working with Vietnamese governmental entities, industry stakeholders, and local communities. • Experience as advisor in international development cooperation projects (i.e. GIZ, WB, ADB, UNDP, etc.). • Experience in policy advocacy and policy brief preparation for policymakers in the energy and industrial development sectors. • Proven experience dealing with multi-stakeholder projects encompassing public and private sector stakeholders 	7	<p>Education: 1</p> <p>Experience: 6</p>

	<p><u>Energy Specialist (Industry)</u></p> <p>Education: A Master's Degree in Energy Management, Renewable Energy, Electricity Engineering, Mechanical Engineering, Industrial Engineering, or a related field is required.</p> <p>OR</p> <p>A Bachelor's Degree with 2 years of relevant experience is considered as an equivalent.</p> <p>Experience:</p> <ul style="list-style-type: none"> • A minimum of 10 years of experience in energy, with a specific focus on the industrial sector. • Proven expertise in identifying and assessing energy projects and solutions within industrial facilities. • Proven expertise with energy management systems and tools for industrial energy optimization. • Experience to develop and implement energy integration strategies tailored to industrial processes. • Experience in project management and overseeing energy efficiency initiatives in industrial settings. • Knowledge of Vietnamese industrial practices and regulations. <p>Additional requirement:</p> <ul style="list-style-type: none"> • Considered an asset if based in Vietnam but not strictly required. 	5	<p>Education: 1</p> <p>Experience: 4</p>
	<p><u>Investment Specialist</u></p> <p>Education: A Master's Degree in Investment, Economics, Finance, Accounting, Business Administration, or a related field.</p> <p>A Bachelor's Degree with 2 years of relevant experience is considered as an equivalent.</p> <p>Professional certifications such as Chartered Financial Analyst (CFA) or Certified Public Accountant (CPA) are considered an asset.</p> <p>Experience:</p> <ul style="list-style-type: none"> • A minimum of 7 years of experience in investment analysis, portfolio management, or strategic financial planning, preferably in the renewable energy or industrial sector. • Experience in evaluating investment opportunities, conducting due diligence, and recommending investment strategies. • Proficiency in financial analysis, valuation techniques, and risk assessment. 	4	<p>Education: 1</p> <p>Experience: 3</p>

	<ul style="list-style-type: none"> • Experience in identifying and analysing potential investment risks and opportunities in various sectors. • Past work linked to regulatory requirements and compliance standards related to investment activities. • Past work linked to sustainable investment principles and the integration of environmental, social, and governance (ESG) factors into investment decision-making. <p>Additional requirement:</p> <ul style="list-style-type: none"> • Considered an asset if based in Vietnam but not strictly required. 		
	<p><u>Industrial Park and Economic Zone Specialist</u></p> <p>Education:</p> <p>A Master's Degree in Industrial Engineering, Economics, Environmental Sciences, Environment Management.</p> <p>Specialized coursework or training in energy economics, industrial economics, or environmental economics is preferred.</p> <p>OR a Bachelor's Degree with 2 years of relevant experience is considered as an equivalent.</p> <p>Experience:</p> <ul style="list-style-type: none"> • A minimum of 7 years of experience in industrial park development, economic zone management, or a related field • Proven track record of successfully managing at least 5 projects within industrial parks or economic zones. • Experience working with government agencies, private sector stakeholders, and local communities (a minimum of 3 projects with governmental entities). • Knowledge of and experience with Vietnamese regulatory frameworks and policy implications related to industrial parks and economic zones, energy markets and industry dynamics. • Experience with at least 3 industrial park-related projects in Vietnam. 	4	<p>Education: 1</p> <p>Experience: 3</p>
	The bidder shall provide a clear statement, approach and methodology that demonstrates its commitment to support and mainstream gender equality through its operations and project implementation activities.	2	
Total points for section		22	

C. Financial Criteria

2. The financial part of those proposals that are found to be technically compliant will be evaluated as follows.
3. 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:
4. Points for the Financial Proposal of a bid being evaluated =

$$\frac{[\text{Maximum number of points for the Financial Proposal}] \times \{\text{Lowest price}\}}{[\text{Price of proposal being evaluated}]}$$

5. 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 30 points
Bidder B's price is \$40.00. Bidder B receives (\$20.00/\$40.00) X 30 points = 15 points

6. The total score obtained in both Technical and Financial proposals will be the final score for the proposal, with 70% allocated to the Technical proposal and 30% 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.
7. 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.