

**To:** Respondents  
**Date:** September 30, 2021  
**From:** USAID Vietnam Urban Energy Security; Implemented by DAI Global, LLC  
**Subject:** Expression of Interest USAID Vietnam Urban Energy Security: Innovation Challenge Fund for pilots/ demonstrations of advanced, distributed urban energy systems in Vietnam  
**Deadline** **6:00PM ICT on December 15, 2021**

**for Receipt of EOIs:**

Dear Prospective Partner:

Through this Expression of Interest (EOI), USAID Vietnam Urban Energy Security (the Project) is offering support for organizations seeking to pilot/ demonstrate new products, business models or financing models for advanced, distributed urban energy systems in Danang and/ or Ho Chi Minh City, through participation in an Innovation Challenge Fund (ICF). This activity is based on the theory of change that IF the innovative technologies, practices and financing models for advanced, distributed urban energy systems are piloted/ demonstrated, AND successful solutions are supported through an Accelerator or receive other project support, THEN innovations can be commercialized leading to wide scale adoption.

Organizations that are registered in Vietnam, particularly female-led organizations, (including US and local non-governmental organizations, universities, private for-profit organizations, technology suppliers/ developers, and training institutions) with bold ideas across but not limited to the following sectors are encouraged to apply:

1. Transportation.
2. Building efficiency (industry and household).
3. Electricity generation.
4. Electricity delivery and management.
5. Water efficiency.

To be considered, firms should submit an EOI that outlines their interest in participating in the ICF including the current stage of their pilot/ demonstration, their engagement with investors to-date (if applicable), and the potential impact they seek from participating in this activity.

Organizations that are selected because of their EOI will be invited to submit a more detailed Technical and Cost Proposal.

***Potential and interested partners are requested to submit an Expression of Interest following the instructions below.***

## **Expression of Interest Summary**

*For more details on the Expression of Interest process, submission requirements, and evaluation details, please see corresponding sections in the document below.*

### **Submission Requirements**

#### **1. Organization profile:**

- Type of organization e.g. university; CSO; for-profit etc.; years of operation; ownership structure; location; business model;
- Products and services offered (drawing attention to advanced, distributed energy solutions);
- Current state: market share, revenues and investment received during the last 3 years;
- Description of organization's presence in Danang and/ or Ho Chi Minh City, Vietnam;
- Office locations, and number of staff.

#### **2. Proposed pilot/ demonstration information:**

- Advanced distributed energy solutions type/technology; if innovative or new to Vietnam, please elaborate, including risks and opportunities;
- Description of the product, business model or financing model;
- Intended location of the pilot/ demonstration (name of city (or cities) and description of the site(s) within the city/ cities e.g. factory);
- At what stage of development the product, business model or financing model is at;
- Expected duration of pilot/ demonstration;
- Estimated annual renewable energy that could be generated or energy saved in MWh equivalent or TOE equivalent from the proposed pilot product, business model or financing model and the method explaining how it has been estimated;
- Estimates on the extent to which the product, business model or financing model can be scaled or commercialized in the Vietnam market.

#### **3. Funding Sought:**

- Value of funding sought from the Project and what the main cost components are;
- Contribution, by type (and its value) provided by the organization.

#### **4. Purpose of Funding:**

- Explanation of why Innovation Challenge Funding is necessary, and how it will help in moving the product, business model or financing model forward.

#### **5. Additional information:**

- Additional information on the applicant's company, e.g. gender inclusion strategies (if applicable).

### **Written Q&A**

Organizations may seek clarifications prior to submitting an EOI. Questions may be submitted in English and must be submitted electronically by no later than **6:00 PM ICT on Monday, November 15, 2021** via email to [YUESActivityFund@dai.com](mailto:YUESActivityFund@dai.com).

Organizations who do not have specific questions but wish to have a copy of questions submitted by other organizations and answers provided by the Project, should send their contact details to [YUESActivityFund@dai.com](mailto:YUESActivityFund@dai.com) no later than **6:00 PM ICT on Monday, November 15, 2021**. Contact details should include name, email address, position and phone number.

### **Deadline for EOI Submissions**

EOIs are due by 6:00 PM ICT on **Wednesday, December 15, 2021**

- They should be sent to [YUESActivityFund@dai.com](mailto:YUESActivityFund@dai.com).
- The email subject line should read: [Firm Name], Submission under EOI – Innovation Challenge Fund – Round 2”.

EOIs must be in English. Please limit file submissions to 10 megabytes.

## EXPRESSION OF INTEREST - USAID Vietnam Urban Energy Security

### **Innovation Challenge Fund for pilots/ demonstrations of new products, business models or financing models for advanced, distributed urban energy systems in Danang and/ or Ho Chi Minh City (Vietnam)**

#### **Introduction**

As Vietnam experiences steep increases in energy demand and rising air pollution challenges, there is growing recognition that cleaner, more reliable sources of energy are needed and greater capital investment is necessary. USAID Vietnam Urban Energy Security works closely with the Government of Vietnam (GVN) at multiple levels to improve enabling frameworks, mobilize investment, and increase the adoption of innovative solutions for advanced, distributed energy.

The overall goal of the project is “advanced, distributed energy solutions deployed to improve urban energy resilience and energy security” in Vietnam. At its completion, USAID Vietnam Urban Energy Security aims to achieve the following high-level results:

1. At least 400 megawatts (MW) of advanced, distributed energy systems deployed in the cities of Danang and Ho Chi Minh City.
2. At least \$600 million in public and private investment mobilized for advanced, distributed urban energy systems.
3. At least 20 innovative solutions to address urban energy and environment issues demonstrated and/or commercialized.

#### **Objectives**

To support the achievement of result three, the Project has established an Innovation Challenge Fund (ICF) to fund promising pilots/ demonstrations. The ICF aims to help Vietnam cut its growth in greenhouse gas emissions and contribute to Sustainable Development Goal 13 (Climate Action). The ICF also directly contributes to achieving one of four USAID/ Vietnam Development Objectives outlined in its Country Development Cooperation Strategy, namely “Environmental security improved” (DO3).

#### **Benefits to Successful Applicants**

The Innovation Challenge aims to fund 20 pilots and/or demonstrations of new products, business models or financing models for advanced, distributed urban energy systems. These solutions can contribute to the goal of greater urban energy resilience and energy security, however, there is likely resistance to their uptake for reasons that include:

- proof of concept has not yet been demonstrated;
- potential customers do not know solutions exist and are therefore unaware of the potential benefits.

Through the Innovation Challenge, the Project aims to support the piloting and/or demonstration of innovative ideas in Danang and/or Ho Chi Minh City that have the potential to achieve scale and commercialization. Organizations that are registered in Vietnam, particularly female-led organizations (including US and local non-governmental organizations, universities, private for-profit organizations, technology suppliers/developers, and training institutions) with bold ideas across the following categories

will be encouraged to apply: transportation, building efficiency, electricity generation, electricity delivery and management, and water efficiency.

**Purpose and Selection Process**

There are four funding Rounds, with each round supporting an average of five pilots/demonstrations that are envisaged to last up to six months, exceptions are possible. The amount of funding available will be up to USD 100,000 per pilot/ demonstration. Spreading the funding rounds over a two-year period will allow the Project to manage the associated workload and attract new innovations that may arise over the period.

Pilots/ demonstrations for Round 1 are likely to start in September/ October 2021. Examples of pilots/ demonstrations that are being considered for Round 1 funding are shown in the table below. Whilst these are technological products, the Project will welcome other types of pilot/ demonstration such as business and financing models etc.

Name of solution	Description
<b>Battery Energy Storage System</b>	A state-of-the-art energy storage system; Encourages energy efficiency, balances load curves and reduces CO2 emissions; Can be applied in multiple sectors including commercial and industrial sectors.
<b>Cooling storage system</b>	An innovative thermal energy storage solution for use in cooling systems; Reduces peak power load curves & greenhouse gas (GHG) emissions; Applicable in the commercial & industrial sectors.
<b>Smart air-compressor control system</b>	A control panel to help manage existing air compressor; Reduces peak power load curves and GHG emissions; Applicable in the industrial sector.
<b>Eco-power meters</b>	An innovative power metering solution in lighting equipment, air conditioners, and production equipment; Reduces GHG emissions; Applicable in buildings, industrial zones, shopping malls, schools, hospitals etc.
<b>EPoint</b>	An application for consumers to view electricity consumption data and other information that aims to motivate energy saving behavior; Applicable for all types of electricity consumer.

There will be up to three funding rounds between September 2021 and March 2023. Pilots/ demonstrations for Round 2 are likely to start in January 2022.

This Expression of Interest aims to attract applications for Round 2 from a diverse set of organizations with innovative ideas that have the potential to achieve scale and commercialization and thereby contribute to a reduction in Vietnam’s growth in greenhouse gas emissions and contribute to Sustainable Development Goal 13 (Climate action).

Projects / activities must be implemented in Danang and/ or Ho Chi Minh city, Vietnam.

For the purposes of this Call for Expressions of Interest, we consider the following definitions:

*Distributed energy* is defined as energy generated at point of, or near to point of consumption, and encompasses a diverse array of distributed energy assets (i.e. generation, storage, etc.), digital services, electric vehicles (dynamic charging), management solutions and value-added services including financing. They reduce costs, improve reliability, and offer monetization of energy assets.

*Advanced energy solutions* are defined as solutions/systems encompassing technologies and services, both emerging and established that make the energy systems secure, high-performing, clean, and affordable. It is a dynamic and complex combination of resources, technologies, and services working together to collectively meet the evolving energy needs, including electricity generation, electricity delivery and management, energy efficiency, and transportation.

*Who May Respond?*

Organizations that are registered in Vietnam, particularly female-led organizations, (including US and local non-governmental organizations, universities, private for-profit organizations, technology suppliers/developers, and training institutions) with bold ideas across, but not limited to the following sectors are encouraged to apply:

- electricity generation;
- electricity delivery and management;
- building efficiency;
- water efficiency;
- transportation.

### **Evaluation of EOIs**

The following criteria will be applied to all Expressions of Interest. Submissions are not evaluated against other submissions, but solely against the following evaluation criteria:

1. Potential contribution of the proposed innovation to meet GVN, Danang and/ or Ho Chi Minh City stated clean energy objectives, if scaled or commercialized.
2. Proposed innovation has the potential to be scaled/ commercialized after project support.
3. Potential contribution of proposed innovation to the following Project results:
  - 400 MW of advanced, distributed energy systems deployed;
  - \$600 million in public and private investment mobilized.
4. The degree to which the innovation offers a new technology or approach to achieving GVN, Danang and/ or Ho Chi Minh City stated clean energy objectives.
5. Offeror demonstrates clear approach and ability to achieve deliverables.

## **Submission and Formatting Instructions**

Expressions of Interest must be submitted no later than **6:00 PM ICT on Wednesday, December 15, 2021**. Submissions must:

- Be in English;
- Be submitted via email to the following email address: [YUESActivityFund@dai.com](mailto:YUESActivityFund@dai.com);
- Use 12 point font or larger, with legible graphics;
- Include two attachments in the submission email, one in .ppt and one in .pdf format; and
- Include a title slide (not counted against slide limit) with the following information: Respondent Organization Name; Contact Information; Partner Organization(s); Response Title; and Date of Submission;
- Be no longer than ten (10) PowerPoint slides in length and include the following (please note that the title slide does not count toward the slide limit):

### **1. Organization profile:**

- Type of organization e.g. university; CSO; for-profit etc.; years of operation; ownership structure; location; business model;
- Products and services offered (drawing attention to advanced, distributed energy solutions);
- Current state: market share, revenues and investment received during the last 3 years;
- Description of organization's presence in Danang and/ or Ho Chi Minh City, Vietnam;
- Office locations, and number of staff.

### **2. Proposed pilot/ demonstration information:**

- Advanced distributed energy solutions type/technology; if innovative or new to Vietnam, please elaborate, including risks and opportunities;
- Description of the product, business model or financing model;
- Intended location of the pilot/ demonstration (name of city (or cities) and description of the site(s) within the city/ cities e.g. factory);
- At what stage of development the product, business model or financing model is at;
- Expected duration of pilot/ demonstration;
- Estimated annual renewable energy that could be generated or energy saved in MWh equivalent or TOE equivalent from the proposed pilot product, business model or financing model and the method explaining how it has been estimated;
- Estimates on the extent to which the product, business model or financing model can be scaled or commercialized in the Vietnam market.

### **3. Funding Sought:**

- Value of funding sought from the Project and what the main cost components are;
- Contribution, by type (and its value) provided by the organization.

### **4. Purpose of Funding:**

- Explanation of why Innovation Challenge Funding is necessary, and how it will help in moving the product, business model or financing model forward.

## 5. Additional information:

- Additional information on the applicant's company, e.g. gender inclusion strategies (if applicable).

### **Broader Development Impacts**

In addition to renewable energy objectives, USAID is also interested in advancing social economic, and gender inclusion. The applicant should describe the population that would benefit from increased access to energy, and include potential economic and local market development impacts the project would have. Additionally, include any information on how your company's practices demonstrate a commitment to social inclusion, for example recruiting and retaining women and other traditionally underrepresented groups, a focus on investing in underserved communities, or other relevant information about your firm.

### **Questions and Answers (Q&A)**

Organizations may seek clarifications prior to submitting an EOI. Questions may be submitted in English and must be submitted electronically by no later than **6:00 PM ICT on Monday, November 15, 2021** via email to [YUESActivityFund@dai.com](mailto:YUESActivityFund@dai.com).

Organizations who do not have specific questions but wish to have a copy of questions submitted by other organizations, and answers provided by the Project should send their contact details to [YUESActivityFund@dai.com](mailto:YUESActivityFund@dai.com) no later than **6:00 PM ICT on Monday, November 15, 2021**. Contact details should include name, email address, position and phone number.

### **Selection Process**

The Project will review all Expressions of Interest received in accordance with the guidelines and criteria in this solicitation. The Project reserves the right to exclude EOIs that do not meet the guidelines. Please note that the Project is unable to provide detailed feedback on EOIs that are not selected.

**Step 1:** USAID Vietnam Urban Energy Security will review all submitted EOIs and will make a shortlist. Unsuccessful respondents will be notified. Selected organizations may be contacted by Project staff seeking further information or clarifications on the EOI, or with information and instructions on the next steps.

**Step 2:** Shortlisted organizations are invited to submit a Technical and Cost Proposal in MS Word and MS Excel format respectively. A Technical Evaluation Committee will select innovations to receive funding based on a set of pre-determined and advertised selection criteria.

**NOTE:** *While the Project is looking for advanced, distributed energy projects to be fully realized, firms are under no obligation to move forward with their project if it is no longer viable.*

### **Protection of Information**

The Project requests that EOIs be free of any intellectual property that the applicant wishes to protect. Should offerors wish to include proprietary intellectual property that they believe would be helpful for the Project or USAID, please note the proprietary nature of such information. Costing information will be kept confidential and will not be shared beyond the Project and USAID.

*Issuance of this EOI does not constitute a commitment, award, or engagement on the part of DAI nor does it commit DAI to any future commitment, award, or engagement.*