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Date: 27 June 2013

INDIVIDUAL CONSULTANT PROCUREMENT NOTICE

for individual consultants and individual consultants assigned by consulting firms/institutions

Country:	Viet Nam
Description of the assignment:	International financial and policy expert - An assessment of steel production in Vietnam with focus on energy efficiency and reduction of Greenhouse Gases (GHG) emissions.
Project name:	CCII project
Period of assignment/services (if applicable):	15 Aug 2013 to latest March 2014

1. Submissions should be sent by email to: procurement.vn@undp.org no later than: **17.00 hrs., 11 July 2013 (Hanoi time)**.

With subject line: International financial and policy expert – CCII project

Submission received after that date or submission not in conformity with the requirements specified this document will not be considered.

Note: Maximum size per email is **7 MB**.

Any request for clarification must be sent in writing, or by standard electronic communication to the address or e-mail indicated above. Procurement Unit – UNDP Viet Nam will respond in writing or by standard electronic mail and will send written copies of the response, including an explanation of the query without identifying the source of inquiry, to all consultants.

2. Please find attached the relevant documents:

- [Terms of Reference \(TOR\)](#)..... (Annex I)
- [Individual Contract & General Conditions](#)..... (Annex II)
- [Reimbursable Loan Agreement](#) (for a consultant assigned by a firm) [& General Conditions](#) (Annex III)
- [Insurance Coverage Table](#)..... (Annex IV)
- [Vendor Form](#) (Annex V)
- [Guidelines for CV preparation](#)..... (Annex VI)
- [Format of financial proposal](#)..... (Annex VII)

3. Interested individual consultants must submit the following documents/information **(in PDF Format)** to demonstrate their qualifications:

- a. Technical component:
 - Signed Curriculum vitae
 - Copy of 1-3 publications/writing samples.
 - Reference contacts of past 4 clients for whom you have rendered preferably the similar service
- b. Financial proposal **(with your signature)**:

- The financial proposal shall specify a total lump sum amount in **US Dollar** including consultancy fees and all associated costs i.e. airfares, travel cost, meal, accommodation, tax, insurance etc. – see format of financial offer in Annex VII.
- Please note that the cost of preparing a proposal and of negotiating a contract, including any related travel, is not reimbursable as a direct cost of the assignment.
- If quoted in other currency, prices shall be converted to US Dollar at UN Exchange Rate at the submission deadline.

Please note: For the consultancy firm/institution/organization, please provide the above information **of the assigned consultant (only ONE) for this service**, not the experience and information of **YOUR firm**. The documents must be submitted by the assigned consultant.

4. Evaluation:

The technical component will be evaluated using the following criteria:

Consultant's experiences/qualification related to the services		
	Criteria	Maximum Points
1	Post graduate degree in economics, finance or similar fields	100
2	Comprehensive financial knowledge and working experience with steel production and implementation of GHG mitigation technologies at steel production. Hand-on experiences from finance options and finance streams within steel production in Vietnam or SEA is an advantage.	250
3	Comprehensive and in-depth working knowledge of economic and financial analysis for identifying cost efficient energy and GHG mitigation options in heavy industries together with MAC assessments. This must also include policy development and recommendation the GHG mitigation options. Experiences from Vietnam or SEA is an advantage.	350
4	Experience and working knowledge of Vietnamese policies and regulations for industrial energy efficiency and GHG mitigation.	100
5	Experiences from working on UNDP (or other international organizations) supported projects.	100
6	Proven writing skills in English for technical reports	100
	TOTAL	1000

A two-stage procedure is utilized in evaluating the submissions, with evaluation of the technical components being completed prior to any price proposals being opened and compared. The price proposal will be opened only for submissions that passed the minimum technical score of 70% of the obtainable score of 1000 points in the evaluation of the technical component.

The technical component is evaluated on the basis of its responsiveness to the Term of Reference (TOR).

Maximum 1000 points will be given to the lowest offer and the other financial proposals will receive the points inversely proportional to their financial offers. i.e. $S_f = 1000 \times F_m / F$, in which S_f is the financial score, F_m is the lowest price and F the price of the submission under consideration.

The weight of technical points is 70% and financial points is 30%.

Submission obtaining the highest weighted points (technical points + financial points) will be selected.

An interview with the candidate given the highest combined score may be held before contract awarding, if deemed necessary.

8. Contract

“Lump-sum” Individual Contract will be applied for freelance consultant (Annex II)

“Lump-sum” RLA will be applied for consultant assigned by firm/institution/organization (Annex III)

Documents required before contract signing:

- Personal History
- International consultant whose work involves travel is required to complete the course on Basic Security in the Field and submit certificate to UNDP before contract issuance.

Note: The Basic Security in the Field Certificate can be obtained from website:

<https://training.dss.un.org/consultants>. The training course takes around 3-4 hours to complete. The certificate is valid for 3 years.

- Full medical examination and Statement of Fitness to work for consultants from and above 62 years of age and involve travel. (This is not a requirement for RLA contracts).
- Release letter in case the selected consultant is government official.

9. Payment

UNDP shall effect payments to the consultant (by bank transfer to the consultant’s bank account provided in the vendor form (Annex V) upon acceptance by UNDP of the deliverables specified the TOR.

1st payment: 20% of total contract value will be paid upon submission of detailed implementation plan of the assignment and the proposed step-wise methodology

2nd payment: 40% of total contract value will be paid upon UNDP’s receipt and acceptance of the draft Reception Report

3rd and final payment: 40% of total contract value will be paid upon submission and UNDP satisfactory acceptance of full Final Inception Report.

If two currencies exist, UNDP exchange rate will be applied at the day UNDP instructs the bank to effect the payment.

10. Your proposals are received on the basis that you fully understand and accept these terms and conditions.



TERMS OF REFERENCE (TOR)

International financial and policy expert

An assessment of steel production in Vietnam with focus on energy efficiency and reduction of Greenhouse Gases (GHG) emissions.

COUNTRY OF ASSIGNMENT: Viet Nam

1) GENERAL BACKGROUND

Viet Nam is among the countries most vulnerable to climate change. The Government has made significant efforts in responding to this challenge with both domestic resources and international support. Viet Nam is taking an active approach to climate change mitigation with the recently released National Climate Change Strategy, committing to take “both mitigation and adaptation actions to deal effectively with climate change, with a focus on adaptation during the first phase”. Furthermore, the Green Growth Strategy takes three strategic directions: low-carbon development trajectories; green production and restoring of natural assets; and the stimulation of green lifestyles. The Green Growth Strategy provides Viet Nam’s voluntary emission reduction targets and assists to transform current development patterns towards sustainable development.

In addition to this, the Government of Viet Nam has developed and adopted a number of policy frameworks relating to climate change and the industry sector. These include: the National Target Programme to Respond to Climate Change (NTP-RCC), a National Cleaner Production Strategy in Industry until 2020, the National Energy Conservation Law 2010, and the Viet Nam Energy Efficiency Programme (VNEEP). Such policies provide principles and guidance for ministries and agencies, directly engaged with relevant climate change responses, to create their own policies and associated implementation plans to achieve national level targets.

In 2010, Ministry of Industry and Trade (MOIT) developed and approved the "Action Plan in Response to Climate Change (AP-RCC)" under the NTP-RCC, which requires all twenty industrial sub-sectors under MOIT’s mandate to implement specific actions. Implementation is underway, but further efforts are needed to address the challenges posed by climate change.

In July, 2012, the UNDP Project entitled “Strengthening capacity on climate change initiatives in the Industry and Trade sectors” (CCIT) was signed by the Prime Minister of Viet Nam. It is designed for a period of four years. This project will assist MOIT, as well as other relevant ministries and industry stakeholders, to raise awareness about climate change, undertake analysis of the current environment in which industry operates and work to address the challenges posed by climate change and take advantage of the potential opportunities it offers.

The CCIT project has the objective *to strengthen the capacity of policy makers and stakeholders in the industry sector to reduce GHG emissions, enhance climate resilience and exploit associated green trade opportunities*. The activities and findings from this assignment will serve as technical and economic foundation for building a NAMA framework at MOIT together with a NAMA project submission to the UNFCCC registry. Besides a significant focus on reducing GHG emissions from the industries the project aims at removing barriers that are restricting industrial enterprises in Viet Nam from adopting technologies to improve resource efficiency and productivity, business and trade practices to improve resource efficiency, productivity and competitiveness in national and international markets.

2) OBJECTIVES OF THE ASSIGNMENT

For the CCIT project’s main research activity, the project is now seeking a combined financial and policy expert to assist a GHG reduction assessment at the Vietnamese steel industry together with policy advice to address the reductions under a NAMA framework.

The assessment and analysis must include a review of the current policy and regulations for energy use and GHG emissions, a detailed baseline/reference level description of the current steel production processes and related energy and GHG intensity of steel. This is combined with technical descriptions and application possibilities for a number of Best Available Technologies (BAT) within Vietnamese steel production and estimates of the energy and GHG Marginal Abatement Costs (MACs) for each BAT. The assessment of BATs

must also include other co-benefits beside energy and GHG reductions. Other non-financial barriers for BAT implementation must also be include in the analysis.

The findings from the combined BAT and MAC analysis will lead to a number of policy recommendations aimed at MOIT for addressing the GHG reduction potential and NAMA formulation. It also enables MOIT to build up a framework for NAMA development and implementation in the steel sector.

The financial and policy expert will work under an international assessment leader and will be supported by a team of national experts (separate TORs) who will conduct the majority field visits, collection of data, calculate emissions, review policy options etc.

The assessment will be based on empirical case studies and on-site assessments at a number of Vietnamese steel producers. The data collection and findings from the case studies will be combined and complemented by national production data from the MOIT, other relevant ministries and research units. The number of empirical case studies and method for collecting national production data will be decided together with the Project Management Unit and UNDP.

The scope and boundaries of this assignment include extraction of iron ore and processing of relevant material inputs, transport for input materials for steel production, steel production and related processes, use of other embodied energy, transport of intermediate and final steel products, and recovery processes and mechanism for collecting and utilizing scrap steel.

3) SCOPE OF WORK

3.1 General scope

The project focuses specifically on energy efficiency and reduction of GHG emissions from Vietnamese production of steel and chemical fertilizer. The project consists of three main components: i) Policy and market barriers for the steel and fertilizer industries for pursuing commercially viable ways to reduce GHG emissions, enhance climate resilience and exploit associated green trade opportunities are identified; ii) Increased knowledge and capacity of policy makers at MOIT and other relevant ministries have enabled the Government to develop evidence-based policy measures to promote sustainable industrial development and iii) Greater knowledge of sustainable industrial production and capacity of financial institutions and consulting firms has improved the investment environment for industrial enterprises in target industry sub-sectors to reduce GHG emissions and increase resilience to climate change impacts.

This assignment will only focus on steel production and the results will serve as the main research component for the remaining project activities hereunder NAMA development.

3.2 Specific tasks and activities

The financial and policy expert will work and assist the assessment leader on the following tasks. Main responsibility, time and focus should be on the financial and policy aspects of the tasks.

Task 1: Presentation of current production of steel in Vietnam

- Brief description and presentation of steel production in Vietnam including updated figures on national production volume, energy use, resources and energy efficiency, GHG emissions, import/export, domestic consumption and GDP added by steel production. Data collection for this task will be based on existing national data and literature reviews.

Task 2: Review of policies and requirements for steel production

- Review of existing policies and legal requirements for steel production in Vietnam. The review should focus on policies and legislation for building new plants, retrofitting existing plants, legislation for environmental protection and pollution control GHG emissions, legislation on the use minerals, legislation on energy use and legislation on energy from non-fossil sources. The review should cover all national, regional and selected provincial laws and legislations.
- Review of policies, requirements, standards and labeling for international trade of input and output materials affecting Vietnamese steel production.

Task 3: Collect data on production and economic parameters from steel production in Vietnam

- Collect technical and financial on-site and empirical data for steel production in Vietnam. The data should cover the overall production of steel and should be categorized into main production/process steps. It also includes the extraction and processing of input materials and processes for output materials. The data should include material flows, energy use at the main production steps, use of

embodied energy, GHG emissions, other sources of pollutants and financial costs and flow each for the main production steps.

Potential site visits must be expected under this task.

Task 4: Review the material flows and related technical processes of steel production in Vietnam

- Review the main processes and technology steps for steel production and related energy use/GHG emissions from each process step. It also includes the processes for material input and use of embodied energy.
- Review material flows, related energy consumption and GHG emissions of steel production in Vietnam – mainly by transport of input materials, process of steel making and main areas for transport of intermediate or final products.

Task 5: Development of baseline reference levels for the current steel production in Vietnam

- Based on the findings from task 1 – 4 develop a baseline reference level for the current steel production in Vietnam. The baseline reference level must include a description of the most common technologies, energy sources together with energy and GHG intensity per output of steel or other relevant intermediate steel product.

Task 6: Review of international experiences and technologies for energy efficiency, GHG mitigation, resources efficiency, cleaner production and increased sustainable industrial production

- Identify approximately 20 of the most common Best Available Technologies (BATs) for energy efficiency and GHG reduction applicable for Vietnamese steel producers. The BATs should cover all production processes as described in task 4.
- Technical (ability of reduce energy consumption, reduce GHG emissions or reduce other sources of pollution) and financial data must be collected to calculate the MAC in net present value for each BAT. Both technical and financial data of the BATs must be supported by actual application and production data from steel producers in Vietnam or other related production facilities.
- Other environmental, development and social benefits from the BATs should also be included and described.
- Review of non-financial barriers for implementation BATs in Vietnamese steel production. The review must be based on factual findings at the case studies and be supported by relevant literature studies.

Task 7: Conduct an analysis focused on GHG emissions for steel production with related MAC for app. 40 BATs. The assessment should also include other environmental, development and social benefits of the analyzed BATs.

Production steps and its relevant processes	Production volume, energy use, energy efficiency GHG emissions etc.	BATs and MACs	Co-benefits from the BATs	Non-financial barriers and risks for implementation of BATs
Description of production step and process. This should also include processes for materials input and output, transport of inputs/outputs.	Description of material flows at each step, energy use and GHG emissions.	Description of each BAT and how it can be implemented. Calculate the energy and GHG reduction potential for each BAT. Calculate the net present value for each BAT and related net present cost of GHG reductions.	Describe co-benefits from the BATs such as environmental and social benefits, increase in human capacity and other development benefits.	Describe all non-financial barriers for implementing the BATs.

Task 8: Compile Marginal Abatement Cost curve for all BATs.

- Calculate the MACs in present value and GHG reduction potential for each BAT and compile a complete MAC curve with all analyzed BATs.

- Make a sensitivity analysis on the MAC curve for a number of input variables. The variables should as a minimum include energy prices (electricity, coal and gas), current and scenario policies for steel production and use of conventional/renewable energy, price of steel, discount rate.
- Highlight and describe in the details the ten most cost efficient BATs for Vietnamese steel industry in terms of energy/resources efficiency and GHG reductions. The highlighted BATs should be technically/financially feasible for majority of steel producers in Vietnam.
- Describe in details the co-benefits of the ten most cost efficient and technically feasible BATs
- Highlight and describe in details any non-financial barriers for implementing the ten most cost efficient and technically feasible BATs. This should include a description on how to mitigate the identified non-financial barriers and the estimated costs of this.

Task 9: Policy recommendations, GHG reduction potential and finance options for implementing the BATs on a national level.

- Policy development and recommendations for broad sector implementation at least ten of the most cost efficient and technically feasible BATs for GHG reductions. Furthermore, the BATs should be identified and selected based on MOIT's political mandate and ability to make appropriate policies which will enforce the implementation of the BATs and thereby reduce GHG emissions. Stakeholders from MOIT and other relevant ministries should be consulted during the formulation of the policy recommendations.
- The policy recommendations must include a mixture of various policy instruments such as: command and control, market based mechanisms, standards and quality criteria for the production, labeling, import/export regulations and performance standards.

Task 10: Compile the findings in Task 9 and prioritize ten most cost efficient and technically feasible BATs.

- This should include the analysis of findings in Task 9, give scores to ten most cost efficient and technically feasible BAT and rank it accordingly. It is based on set of criteria such as cost-efficiency, low risk at implementation, feasibility etc.

Task 11: Propose a Monitoring, Reporting and Verification system

- Propose a Monitoring, Reporting and Verification (MRV) methodology and system for the ten most cost efficient BATs together with the relevant policies as identified and described in task 8 to 10.

Task 12: Presentation of the proposed methodologies and findings at two workshops during the assignment.

- The financial and policy expert must present the proposed methodologies and analytical framework in the beginning of the assignment for a stakeholder consultation. Also, draft findings and the draft report should be presented to stakeholders at the end of the assignment. At both presentations, relevant comments from stakeholders must be included in the assessment.

The financial and policy expert will work together with and under the international assessment leader and together with 3-4 national experts. The national experts will have competences and experiences within energy efficiency, technical GHG mitigation options, MAC development and policy development for industries. The majority of data collection and site visits will be conducted by national experts.

The financial and policy expert will report directly to and work under the supervision of the international assessment leader, Project Management Unit (PMU) under MOIT and the UNDP Programme Officer.

Furthermore, the financial and policy expert is responsible for securing a high quality of tasks and outputs related to economic and financial assessment and policy development.

4) DURATION OF ASSIGNMENT, DUTY STATION AND EXPECTED PLACES OF TRAVEL

The scheduled starting date for the assignment is the 15th of August, 2013 and the assignment must be finalized by March 2014. The estimated work load is 40 working days for the international financial and policy expert.

The assignment will be organized in three working phases: 1) Formulation of analytical framework and methodology, 2) data collection and data processing, 3) and writing and final presentation. The financial and policy expert must expect at least three missions to Vietnam (Hanoi and/or production sites) under the three phases. The duration of each mission will be eight working days. The CCIT project will arrange the domestic transportation and cover the cost from Hanoi to the sites.

5) DELIVERABLES:

During the assignment consultant shall deliver the following:

1. A detailed implementation plan of the assignment and the proposed step-wise methodology shall be submitted to and confirmed by the PMU and UNDP. The implementation plan and step-wise methodology must be submitted to and confirmed by the PMU and UNDP no later than 30th of August, 2013.
2. Milestone deliveries: After completion of Task 1-3, a report of intermediately findings from task 1 – 3 must be compiled and delivered to UNDP by 1st of October, 2013.
3. Participate and present findings in at least two meetings and seminars
4. Full assessment draft report with tasks 1 - 12 and all findings by 1st of February 2014.
5. Final assessment report containing tasks 1 - 12 and all findings by 1st of March, 2014.

6) PROVISION OF MONITORING AND PROGRESS CONTROLS

The consultant will work under supervision of the assessment team leader, the National Project Director and Project Coordinator of the CCIT project together with UNDP Programme Officer. Administrative support will be provided by personnel of Project Management Unit. UNDP Programme Officer will support the consultants on general issue and oversee the consults on the completion of the assessment.

Meetings and progress reports should be conducted with PMU and UNDP staff as requested.

Quality management:

Qualitative criteria: PMU and UNDP staff will be quality reviewers of the ongoing assessment and the draft and final assessment report.

7) DEGREE OF EXPERTISE AND QUALIFICATIONS

The consultant must have the following experiences and expertise:

Consultant's experiences/qualification related to the services		Max points
1	Post graduate degree in economics, finance or similar fields	100
2	Comprehensive financial knowledge and working experience with steel production and implementation of GHG mitigation technologies at steel production. Hand-on experiences from finance options and finance streams within steel production in Vietnam or SEA is an advantage.	250
3	Comprehensive and in-depth working knowledge of economic and financial analysis for identifying cost efficient energy and GHG mitigation options in heavy industries together with MAC assessments. This must also include policy development and recommendation the GHG mitigation options. Experiences from Vietnam or SEA is an advantage.	350
4	Experience and working knowledge of Vietnamese policies and regulations for industrial energy efficiency and GHG mitigation.	100
6	Experiences from working on UNDP (or other international organizations) supported projects.	100
7	Proven writing skills in English for technical reports	100
	Total	1000

8) ADMINISTRATIVE SUPPORT AND REFERENCE DOCUMENTS

Arrangement of meetings and interviews:

The PMU and UNDP will assist the consultants in carrying assessments, interviews and meetings with proposed stakeholders.

9) ADMINISTRATIVE REVIEW TIME REQUIRED AND PAYMENT TERM

Payments shall be settled based on the following milestones:

- 20% upon acceptance of the detailed implementation plan of the assignment and the proposed step-wise methodology
- 40% upon acceptance of the draft Reception Report
- 40% upon acceptance of a full Final Inception Report.

Annex VI

GUIDELINES FOR PREPARING CV

WE REQUEST THAT YOU USE THE FOLLOWING CHECKLIST WHEN PREPARING YOUR CV:

Limit the CV to 3 or 4 pages

NAME (First, Middle Initial, Family Name)

Address:

City, Region/State, Province, Postal Code

Country:

Telephone, Facsimile and other numbers

Internet Address:

Sex, Date of Birth, Nationality, Other Citizenship, Marital Status

Company associated with (if applicable, include company name, contact person and phone number)

SUMMARY OF EXPERTISE

Field(s) of expertise (be as specific as possible)

Particular development competencies-thematic (e.g. Women in Development, NGOs, Privatization, Sustainable Development) or technical (e.g. project design/evaluation)

Credentials/education/training, relevant to the expertise

LANGUAGES

Mother Tongue:

Indicate written and verbal proficiency of your English:

SUMMARY OF RELEVANT WORK EXPERIENCE

Provide an overview of work history in reverse chronological order. Provide dates, your function/title, the area of work and the major accomplishments include honorarium/salary. References (name and contact email address) must be provided for each assignment undertaken by the consultant that UNDP may contact.

UN SYSTEM EXPERIENCE

If applicable, provide details of work done for the UN System including WB. Provide names and email address of UN staff who were your main contacts. Include honorarium/salary.

UNIVERSITY DEGREES

List the degree(s) and major area of study. Indicate the date (in reverse chronological order) and the name of the institution where the degree was obtained.

PUBLICATIONS

Provide total number of Publications and list the titles of 5 major publications (if any)

MISCELLANEOUS

Indicate the minimum and maximum time you would be available for consultancies and any other factors, including impediments or restrictions that should be taken into account in connection with your work with this assignment.

Please ensure the following statement is included in the resume and that it is signed and dated:

I CERTIFY THAT ALL INFORMATION STATED IN THIS RESUME IS TRUE AND COMPLETE TO THE BEST OF MY KNOWLEDGE. I AUTHORIZE UNDP/UNOPS OR ITS AGENT TO VERIFY THE INFORMATION PROVIDED IN THIS RESUME.

(Signature)

