

December 10, 2020

Subject: Request for Qualifications (RFQ)

Reference: Vietnam Low Emission Energy Program II (V-LEEP II) Project

In an effort to promote a broader engagement with local partners, V-LEEP II is looking to expand the involvement of the Vietnam-based organizations in the technical delivery of V-LEEP II Project. **Deloitte Consulting LLP** invites interested Vietnamese firms to submit responses related to the services associated with this Request for Qualifications (RFQ). Please refer to Enclosure 1 – “Request for Qualifications” for the information requested. Deloitte will use responses to this RFQ to select qualified local organizations for further discussions and potentially to respond to the next phase Request for Proposals (RFP).

Please submit your response via email to Subcontracts Manager, Omar Zobair at ozobair@deloitte.com no later than **December 31, 2020 at 17:00 Hanoi Time**. Note that all submissions will be kept confidential and no hardcopy versions are needed.

All questions related to this RFQ are due by **December 17, 2020 at 17:00 Hanoi time** and should be addressed to Omar Zobair. Deloitte will endeavor to provide responses to the questions.

Sincerely,

Deloitte Services LP



Omar Zobair
Subcontracts Manager
Government and Public Services Contracts
Subcontracts and Purchasing

Enclosures:
Request for Qualifications (RFQ)

Request for Qualifications (RFQ)

1. Description

This Request for Qualifications (RFQ) is issued for the purposes of identifying **interested and qualified Vietnam-based and legally registered organizations in Vietnam** to provide services to Deloitte Consulting LLP (“Deloitte”) under the USAID-funded Vietnam Low Emissions Energy Program II (V-LEEP II). Deloitte will use this information to select qualified local entities for further discussion, including a formal request for the submission of technical and/or financial proposals for services based on the issuance of a Request for Proposals (RFP). Deloitte will be solely responsible for making such selection and determinations.

This is a Request for Qualifications only. This RFQ is an opportunity for Deloitte to obtain information from interested parties regarding the Program Description below. Responses to this RFQ are strictly voluntary and Deloitte will not pay respondents for the information provided and time spent in response to this RFQ. Responses to this RFQ will not be returned and respondents will not be notified of the result of the review. If a Request for Proposals (RFP) is issued, it will be released to selected organizations on the basis of this RFQ and all such parties will be requested to respond to that RFP announcement separately from any response to this announcement. Notwithstanding, this RFQ does not restrict Deloitte’s acquisition approach on any future Solicitations.

2. Program Background

The USAID/Vietnam Low Emission Energy Program II (V-LEEP II), implemented by Deloitte Consulting LLP is a five-year program (2020 – 2025) that will assist the Government of Vietnam (GVN) to continue its transition to a clean, secure and market-based energy sector.

V-LEEP II works with the Ministry of Industry and Trade (MOIT) to increase the deployment of advanced energy systems by supporting the development and implementation of enabling policies, regulations, and planning for electricity and natural gas sectors. V-LEEP II will also assist in the mobilization of private sector investment, support project design for clean energy developers and provide technical assistance to sponsors and lenders for clean energy investment. V-LEEP II will support GVN to improve energy planning and operations practices to enhance energy sector performance. As Vietnam prepares to launch its Eighth National Power Development Plan (PDP-8), V-LEEP II will provide technical assistance for implementation of PDP-8, and support for grid integration and dispatch of variable renewable energy.

V-LEEP II will help MOIT with the establishment and evaluation of the Direct Power Purchase Agreement (DPPA) Pilot Program. V-LEEP II will also engage in workforce and provincial government capacity building and other similar competitive procurement mechanisms. Recognizing the power of the innovation through the private sector, local organizations and academia, V-LEEP II will likely provide grants that support innovative approaches to mobilize

private investment in advanced energy systems, facilitate incubation and acceleration programs, and support empowerment for women energy professionals.

Anticipated Performance Period for Required Services

February 2021 – July 2025

Performance Location

Most of the services are anticipated to take place in Hanoi, Vietnam. Some of the V-LEEP II activities and required services may also occur in other cities and provinces across Vietnam.

3. Requested Information

Deloitte requests the following information from respondents. Respondents may use any formats and as noted below must make their submission in an Adobe Acrobat pdf file. Please minimize and clearly mark any proprietary information.

- **Part I – Organizational Overview:**

- Provide an overview of your organization that succinctly summarizes its history and background; years of experience; geographic presence in Vietnam; clientele; market offerings; and staff profile.

- **Part II – Organizational Experience & Capabilities:**

- Provide an overview of your organization’s experience and capabilities serving foreign and domestic clients in the past five years, particularly international donor organizations, GVN and/or MOIT.
- Provide a current or recent list of clients and/or client types; brief description of the services provided and accomplishments; and range of contract sizes.
- Provide brief biographies of key staff who could support V-LEEP II technical activities. Respondents can provide CVs in lieu of biographies (see Part III below).

- **Part III – Subtask Response:**

Organizations are requested to provide information on their specific capabilities to support individual subtasks within V-LEEP II. Organizations shall clearly indicate the specific subtask(s) listed in the Statement of Work (see Section 6) for which they are demonstrating capabilities. For each subtask chosen, please provide:

- A summary of one or more recent projects that demonstrate your capability in that subtask area.
- Provide up to two CV’s of illustrative staff that can perform the expected work in that subtask area. Note: Organizations can submit the same staff across multiple subtasks.

Note: Deloitte is interested in receiving Organizational Overview (Part I) and Organizational Experience & Capabilities (Part II) from organizations that opt not to provide a subtask response (Part III). Deloitte will retain the submitted documents for a potential future work.

4. Submission Requirements

The submission must be written in clear English and submitted as an Adobe Acrobat pdf file. Please ensure that submitted materials are legible and well-organized.

Response submissions and any questions are due by the date and time indicated in the cover letter. Submissions shall be addressed to:

Omar Zobair
Subcontracts Manager
E-mail Address: ozobair@deloitte.com

Late submissions will be noted as late and will be considered at Deloitte’s discretion. Questions submitted late will be responded to at Deloitte’s discretion. Please note that responses to questions submitted will be distributed to all organizations participating in this process.

5. Evaluation of Responses

Deloitte will evaluate the information received based on these two criteria, listed below, both of which are considered significant based:

1. Organizational Overview and Organizational Experience & Capabilities (submission Parts I and II), including but not limited to:
 - a. Years of experience, along with depth and breadth of relevant experience
 - b. Technical and management experience in working with GVN and MOIT
 - c. Technical and management experience in working with USAID’s and other donors
 - d. Experience in working effectively with the private sector
2. Subtask Response (Part III): Demonstrated past performance on projects and illustrative CVs of relevance to the subtasks of interest for your organization, including but not limited to:
 - a. Depth, quality and relevance of project experience to the designated subtask
 - b. Depth of relevant experience of provided CVs to the designated subtask

6. V-LEEP II Statement of Work

Objective 1: Increase the deployment of advanced energy systems through improving enabling policies, laws, and regulations and mobilizing private investment.	
<i>Task 1.1: Support implementation of policy and regulations on Liquefied Natural Gas (LNG) infrastructure development</i>	<u>Subtask 1.1.1</u> : Provide direct technical assistance to the Coal, Oil and Gas Department (COGD), Ministry of Industry and Trade (MOIT) in policy development and rulemaking for the natural gas sector.
	<u>Subtask 1.1.2</u> : Assess the implications of potential changes in Government of Vietnam (GVN) policies, regulations and standards on the viability and attractiveness of large-scale foreign and domestic private sector projects in the upstream, midstream and downstream segments of the natural gas sector.

<i>Task 1.2: Provide one-on-one transactional support for advanced clean energy developers</i>	<u>Subtask 1.2.1</u> : For LNG and gas-to-power generation (upstream, midstream and downstream) provide direct technical assistance to major private sector companies, financial institutions, and projects on leading international and domestic practices for project structuring; due diligence; financing and financial modeling, tax and accounting; regulatory compliance and investment regulations; and enterprise resource management
	<u>Subtask 1.2.2</u> : For large-scale advanced energy systems (e.g., smart grid solutions; battery energy storage systems; electric vehicles; and energy management, data storage and protection solutions) provide direct technical assistance to major private sector companies, financial institutions, and projects on leading international and domestic practices for project structuring; due diligence; financing and financial modeling, tax and accounting; regulatory compliance and investment regulations; and enterprise resource management.
Objective 2: Improve energy sector performance through improving planning and operation practices.	
<i>Task 2.1: Support the eighth national Power Development Plan (PDP-8) development and inclusion of stakeholder inputs</i>	<u>Subtask 2.1.1</u> : Provide capacity building, training, and direct technical assistance to MOIT’s Electricity and Renewable Energy Authority (EREA) and its Modeling Working Group on the refinement, application and analysis of advanced power system models using tools such as the PLEXOS™ simulation system.
	<u>Subtask 2.1.2</u> : Assist EREA with the refinement and finalization of PDP-8, including facilitation and incorporation of stakeholder comments.
<i>Task 2.2: Support Electricity Regulatory Authority of Vietnam (ERAV), National Load Dispatch Center (NLDC), and National Power Transmission Corporation (NPTC) with grid integration and dispatch of Renewable Energy</i>	<u>Subtask 2.2.1</u> : Provide capacity building and training to ERAV, NLDC, and NPTC to implement a portfolio of medium-term mitigation measures to directly address Vietnam’s grid planning/operational risks and variable renewable energy (vRE) grid integration challenges.
	<u>Subtask 2.2.2</u> : Provide direct technical assistance to GVN power sector entities on vRE, including the preparation of detailed technical/engineering reports on 1) capacity limits for selected substations; 2) frequency and ramping reserve needs for the next ten years; and 3) recommendations on ramp rate management and frequency stabilization.
Objective 3: Increase energy sector competition by promoting transparent procurement practices and increasing the availability of advanced energy skilled workforce, products, and services.	
<i>Task 3.1: Support financial close of Direct Power Purchase Agreement (DPPA) projects</i>	<u>Subtask 3.1.1</u> : For large-scale solar and wind projects that may participate in a pilot or full-scale DPPA program, provide direct technical assistance to buyers, sellers, and investors on leading international and domestic practices for

	<p>project structuring; due diligence;; financing and financial modeling, tax and accounting considerations; regulatory compliance and investment regulations; and enterprise resource management.</p> <p><u>Subtask 3.1.2</u>: Provide direct technical assistance across elements of Electricity Vietnam – including its regional power companies and the National Load Dispatch Center (NLDC) – for the operationalization and scale-up of the DPPA pilot program. This will include assessing and providing detailed recommendations on utility operations and management systems; costing, cost allocation, transfer pricing and rate-setting; financial, tax and audit considerations; billing and collection systems; and enterprise resource management.</p>
<i>Task 3.2: Build provincial government capacity to adopt competitive procurement processes to select investors</i>	<u>Subtask 3.2.1</u> : Prepare detailed technical deliverables including 1) an assessment of the enabling environment for competitive procurements and 2) procurement plans for selected “model” provinces.
	<u>Subtask 3.2.2</u> : Plan and deliver trainings related to competitive procurement and an accompanying guide to competitive procurement processes for all other provinces.
<i>Task 3.3: Strengthen the business ecosystem for clean energy entrepreneurs</i>	<u>Subtask 3.3.1</u> : Develop curricula on clean energy and embed it into Vietnamese higher education and training institutions.
<i>Task 3.4: Create new generation of women energy professionals and leaders</i>	<u>Subtask 3.4.1</u> : Lead the organization of a high-level leadership forum on women in energy. This will include securing sponsorship and participation from leading foreign and domestic businesses, associations, and business leaders.
Cross-Cutting Areas	
<i>Cross-Cutting Support</i>	<p><u>Subtask C.C.1</u>: Provide engineering and engineering design services across relevant Subtasks.</p> <p><u>Subtask C.C.2</u>: Provide support for the application and analysis of geospatial tools and geospatial modeling across relevant Subtasks.</p> <p><u>Subtask C.C.3</u>: Provide technical assistance services relevant for developing new laws, policies, and regulations across relevant Subtasks.</p>