

To: Offerors

Date: May 13, 2021

From: Procurement and Partnerships Team, INVEST Project; Implemented by DAI Global LLC

Subject: Request for Proposals (RFP) INVEST-085: Wind data and investment-grade financial analysis, optimized WTG placement using CFD, and Owner’s Engineer during tender process for two onshore wind projects in Gia Lai, Vietnam

Due: 1:00 PM Eastern Daylight Time (EDT) on **June 18, 2021**

Dear Offerors:

Enclosed is a Request for Proposals (RFP) to support the implementation of DAI’s INVEST project funded by the United States Agency for International Development (USAID). DAI invites firms to submit a proposal to support work under USAID/Vietnam’s Renewable Energy Transaction Assistance Fund.

I. RFP Process and deadlines: This solicitation will result in the award of a firm fixed price subcontract. We anticipate issuing a single subcontract award expected to be up to \$300,000 resulting from the implementation of this agreement.

- a. Submission of Questions – Questions must be submitted no later than **1:00 PM EDT on May 21, 2021** via email to INVEST_Procurement@dai.com.
- b. Submission of Proposal – Proposal must be submitted no later than **1:00 PM EDT on June 18, 2021** via email to INVEST_Procurement@dai.com, copying Carly_Gorelick@dai.com and Matthew_Mitchell@dai.com. The subject line of the email should be your organization name, followed by “Submission under RFP INVEST-085: Gia Lai Onshore Wind Projects.” Please certify in your submission email a validity period of 60 days for the price(s) provided and include your organization’s DUNS number. Please limit file submissions to 10 megabytes or less.

II. Composition of Proposal: The proposal should comprise the following submission documents. The Technical Proposal and Cost Proposal should be prepared as separate files for independent evaluation, as follows below. Technical proposals should be submitted as a ten (10) slide presentation, using 12-point standard font size. Graphics may be included, so long as text is clearly legible. If text or graphics are of poor resolution, the information provided may be excluded from consideration. Submissions in PowerPoint or PDF are acceptable, although PDF is preferred along with an accompanying PowerPoint document. Please provide a copy of your cost proposal in Excel format; offerors should use the attached cost/budget template.

Part 1 – Technical Proposal

The technical proposal is composed of the following three (3) sections:

1. **Technical Approach** – Offerors will detail their approach to fulfilling the accompanying Statement of Objectives (SOO). The approach will clearly indicate how the proposed activities will result in the successful completion of all deliverables and milestones.
2. **Institutional Capacity** – Offerors should provide details about the experience, expertise, and capacity of their firm (or firms if partners are proposed) to implement the proposed approach and complete the work as described. This should also include past performance information for similar activities.
3. **Management Plan/Staffing Structure** – Offerors should include details of personnel who will be assigned to activities as proposed in the technical approach, as well as a clear management plan in narrative form for the development, review, and submission of all associated deliverables, including a milestone schedule. Offerors are permitted to engage in partnering arrangements if it will aid in providing best value to USAID. If a partnering arrangement is being proposed, please describe the nature of the arrangement, the specific technical value being contributed by each member of the team, and the appropriate management controls to ensure successful delivery.

In addition to the above, please include the following inputs, which will not be counted as part of the 10-slide limit and format may be PDF or Word:

- Two (2) examples of past performance (i.e., case studies) relevant to this activity (limited to two (2) pages per example)
- CV(s) of any individuals proposed in the staffing plan to conduct this activity (limited to two (2) pages per individual).

A cover page will be considered a non-counting page, should offerors choose to include one. No additional annexes or documentation are requested nor should be submitted.

Part 2 – Cost Proposal

The contract type for the presumptive work will be Fixed Price, awarded as a subcontract by DAI Global, LLC. The cost proposal should not exceed \$300,000.

Please include your total proposed fixed price along with details for specific deliverable pricing. Offerors must also include a cost breakdown of the hourly rates for proposed personnel, any other direct costs, indirect costs, and fees if applicable, with a build-up to their total proposed price or include substantiating price reasonableness documentation/justification. Cost breakdowns included will be utilized to determine price reasonableness. Offerors may use the attached cost/budget template, but are not required to as long as the cost criteria is met; please limit file submissions to 10 megabytes or less.

- III. **Evaluation of Proposal:** DAI will use best value determination for the award of this Request for Proposals. A best value determination means that, in DAI’s estimation, the selected offer will provide the greatest overall benefit to USAID in response to the requirements stated in this RFP. DAI may also exclude an offer from consideration if it

determines that an Offeror is "not responsible," i.e., that it does not have the management and financial capabilities required to perform the work required. DAI reserves the right to check the past performance, references, and other pertinent offeror information in making award decisions. Proposals will be evaluated against a stated number of factors including: the overall proposed approach, past performance, specific qualifications in the identified approach and sectors, and other evidence substantiating the bidder's ability to deliver, including budget and time frame considerations.

1. Technical Proposal: The Technical Proposal will be scored and evaluated separately from the cost proposal. Technical panel reviewers will evaluate offerors on the following factors, consistent with the offerors' technical proposal. The Technical Proposal will be evaluated against the following criteria:

- a. Technical Approach (30 Points):** Points for this section will be awarded based on the information presented in the technical approach. The offeror will be scored based on its presentation of a clear approach which reflects the requirements of this specific activity but also incorporates the offeror's competencies. The technical approach should clearly set forth how offerors will conduct the development phase activities as soon as feasibly possible and then provide the procurement phase activities and other owner's engineer pre-construction services to the Owner (TSV), as outlined in the SOO.
- b. Institutional Capacity (40 Points):** Points for this section will be awarded based on information presented in the corresponding section and any submitted case studies (i.e., examples of past performance). Preference will be given to firms and/or consortia that have past performance in timely and successful delivery of similar services and/or relevant experience with wind energy farm projects, as well as experience and local presence in Vietnam. Preference will be given to firms with in-country experience and on-going operations in Vietnam. Offerors should clearly demonstrate experience supporting the development and procurement phases of onshore wind projects, conducting met mast wind campaigns, and providing services as an Owner's Engineer. Offerors should demonstrate any knowledge and technical experience that will support their ability to perform the requirements of the SOO in an efficient and effective manner.
- c. Management Plan/Staffing Structure (30 Points):** Points for this section will be awarded based on the qualifications of proposed staff, clear delineation of the roles and responsibilities of each proposed staff and each proposed firm (if firms are partnering), and the demonstrated efficacy and clarity of the management plan. Proposals should provide a clear management plan in narrative form for the development, review, and submission of all associated deliverables, including a proposed milestone schedule. If the offeror is submitting a proposal with partners, the proposal should describe the nature of the arrangement (i.e. added technical value), the division of labor among the partners, and the

appropriate management controls to ensure successful delivery. Offerors should clearly demonstrate that they can work in Vietnam physically. If any portion of the team or consortium will be remote, offerors should demonstrate how they will effectively supplement the work on the ground. Offerors should demonstrate an established physical presence in Vietnam, or propose at least one partner of their consortium with a physical presence in Vietnam (if partnering), and include proposed staff already located in Vietnam.

2. **Cost Proposal:** Cost and associated cost build-up will be evaluated separately from the technical approach, with due consideration for realism, price reasonableness, and allowability consistent with U.S. government cost principles. Evaluation for this section will be dependent upon all information presented by the Offeror in their deliverable table and supporting cost information, as well as its alignment with the proposed technical approach.

IV. Offeror's Agreement with Terms and Conditions: The completion of all RFP requirements in accordance with the instructions in this RFP and submission to DAI of the technical and price proposals will constitute an offer and indicate the Offeror's agreement to the terms and conditions in this RFP and any attachments hereto. DAI is not required to accept and/or evaluate proposals that do not conform to the instructions of the RFP, and additionally, DAI may reject all proposals and not award a subcontract for this RFP. DAI reserves the right to award a subcontract without discussion and/or negotiation; however, DAI also reserves the right to conduct discussions and/or negotiations, which among other things may require an Offeror(s) to revise its proposal (technical and/or price). By submitting an offer, Offerors agree to comply with the general terms and conditions for an award, including [Representations and Certifications](#) compliance. Offerors must provide full, accurate, and complete information in response to this solicitation. By submitting an offer, Offerors certify that they have not/will not attempt to bribe or make any payment to DAI employees in return for preference. Issuance of this RFP in no way obligates DAI to award a subcontract, nor does it commit DAI to pay any costs incurred by the Offeror in preparing and submitting the proposal. DAI reserves the right to award a subcontract to one organization or to issue multiple awards to different organizations based on the results of our evaluation.

Thank you,
DAI INVEST Procurement and Partnerships Team
[INVEST Procurement@dai.com](mailto:INVEST.Procurement@dai.com)

Questions and Answers

RFP INVEST-085

- 1. Refer to Land area item in Table 1. Stated "Total Project Envelope = 1,740 ha; Connection to 220kv station: ~4.5km; Possible to increase capacity in next stages." So for Phase 1 - Development, will the optimization of the turbine placement with the capacity of 175MW be done on this overall 1740ha area OR the capacity of 175MW is optimized on a limited boundary with consideration of capacity increase for the next phase?**

Answer: For optimized WTG placement, the Project envelope is for the entirety of 175MW, no more. There are no other farms close enough to cause any further wind loss. See attachments location .kml and preliminary WTG placement.

- 2. Refer to sub item 1 -Determine specifications for geotechnical and topographical survey and foundation design support stated in Phase 2 – Procurement (page 3) and item 3.1 and 3.2 in table 2 (page 4):**
 - a. To item 3.1 Specification and review of the geotechnical and topographical survey**
 - i. Is the determination and review of technical specifications for geotechnical and topographic surveys and foundation design support made on the basis of the survey report provided by Owner (TSV)?**
 - b. To Item 3.2 Foundation Design Support:**
 - i. Is this work under scope of offeror?**
 - ii. If it is under scope of offeror, which stage will be done (FS, technical design or detailed design stage)?**

Answer: (a.i.) TSV will make use of local vendors to complete the geotechnical and topographical survey with the Offeror providing the specification of the survey. The Offeror will then assess the survey for completeness and correctness. The survey will be done as part of the Feasibility Study.

(b.i.) The Offeror is expected to review the Foundation Design report completed by a third party.

(b.ii.) The Foundation Design Support will be provided during the Feasibility Study stage.

- 3. Item 3.3 Tendering services - Phase 1 –Technical specifications & contract preparation: Technical specifications of Tendering documents will be composed based on the technical specifications of FS report. Will the offeror be provided with the FS's documents (including Technical specifications) to perform the work under Phase 1 and compose the tendering documents?**

Answer: Yes. The Feasibility Study will be done in accordance to the highest standards of local Vietnamese energy institutes and/or consultants and provided to the successful Offeror. It is expected the Offeror will build upon that information, the Offeror's value engineering, and the Offeror's wind assessment for the optimal electro-mechanical selection in order to achieve the highest financial performance of the Project.

- 4. Statement of Objectives under RFP INVEST-085-Deliverables: "The successful offeror will propose deliverables based on their technical approach that will result in the successful**

delivery of the above described services for each of the two wind farms. Deliverables will be of high quality and in English.” Please clarify if all the deliverables are *ONLY* in English?

Answer: Contractual deliverables will be submitted only in English.

5. FS report prepared by INVEST is in English?

Answer: The Owner TSV will prepare the feasibility study report (see SOO Table 2, Line Item 2.2) in English.

6. Please clarify the enclosed “FFP Budget Build-up Template”. We understand that in the “Breakdown” sheet: All the Deliverable items (for example: Optimized WTG layout design +Value Engineering for WTG Evaluation (3 WTG models; ‘best in class’) +Preliminary and Finance-grade energy yield assessment +Specification and review of the geotechnical and topographical survey +Foundation Design Support +Tendering Services) must be filled out with “the hourly rates for proposed personnel, any other direct costs, indirect costs, and fees if applicable, with a build-up to their total proposed price or include substantiating price reasonableness documentation/justification” (as mentioned in Page 2-RFP INVEST-085 USAID Vietnam RETA Fund.pdf)?

- a. **And the number of deliverables is not limited and can be composed as long as the work item followed the RFP?**
- b. **It is kindly requested to clarify the meaning of LOE, ODC mentioned below**

Answer: (a.) The number of deliverables is not limited. Offerors should propose deliverables based on their technical approach that will result in the successful delivery of the services listed in the SOO for each of the two wind farms.

(b.) LOE stands for Level of Effort, meaning the number of days personnel are estimated to work. ODC stands for Other Direct Costs, meaning direct costs that are not labor, such as travel and communication expenses, for example.

7. In the following table, all the costs for deliverable items computed in “Breakdown” sheet are summarized?

Deliverable Name	Description	Due Date	Total Price
1 Name	Description	XX/YY	\$9,500
2 Name	Description	XX/YY	\$9,500
3 Name	Description	XX/YY	\$9,500
4 Name	Description	XX/YY	\$9,500

Answer: Correct. Offerors should provide a detailed breakdown of the costs for the buildup of each proposed deliverable in the Breakdown tab including daily rates, expected level of effort, direct costs, etc. Then present the total for each deliverable in a simplified format in the “Deliverable Table” tab.

8. Tendering documents:

- a. **Tendering documents is composed based on any specific form provided by USAID? Or it can be composed with acceptable forms used in Vietnam**

- b. Does Tendering documents cover for i) the whole power plant (Turbines and BOP), ii) 220kV substation and iii) 220kV transmission line OR only for i) power plant (Turbines and BOP)**

Answer: (a.) The tendering documents will be chosen in consultation with the Owner TSV and INVEST and could potentially be composed with acceptable forms used in Vietnam. USAID tendering documents will not be used as it is not a USAID procurement.

(b.) The tendering documents cover either a two-way split contract (WTG/BOP) or a three-way contractual split (WTG/Electrical/Civil). Substation and transmission line is to be included.

- 9. The review of Determine specifications for geotechnical and topographical survey: Is it performed for all stage of project (FS, Technical design stage)?**

Answer: Yes.

- 10. Line 1.7: Value Engineering for WTG Evaluation (3 WTG models; "best in class"). Will the offeror perform pricing or develop unit prices for turbines?**

Answer: Value Engineering should include the review of products (3 WTG models) during the design phase to reduce costs and increase functionality.

- 11. Line 1.8: Preliminary and Financial - grade energy yield assessment.**

- a. Will The offeror make the total investment for all the project items and make economic and financial analysis for the project or just make the estimate cost for the turbines?**
- b. Will the economic and financial analysis for the project follow Vietnam's regulations or the guidance of the funding organization?**

Answer: (a.) The successful offeror will – in consultation with TSV – project the financial performance of the entire project using WTG pricing and local costs as understood by both Offeror and TSV. The model should be refined and upgraded as actual costs are discovered through bidding.

(b.) The economic and financial analysis for the project should be conducted in a manner that is consistent with international standards and is commonly understood by Renewable Energy investors and their financial institutions

- 12. Line 3.2: Foundation Design Support. Will the offeror perform foundation design or only review the design performed by another party?**

Answer: The successful offeror will review the design performed by another party.

- 13. Line 3.3: Tendering Service. Will the offeror perform the tendering service for WTG only or for whole project including substation and transmission line? Will the offeror provide the tendering service for foundation construction and installation of WTG ?**

Answer: The offeror will perform tendering service for the whole project including substation, transmission line, foundation construction and installation.

- 14. Investment-grade financial analysis: In the assignment's title, it is mentioned "Investment-grade financial analysis". Could you please clarify whether or not this is referring to EYA only or any additional tasks.**

Answer: The "Investment-grade financial analysis" referred to in the assignment's title refers to the preliminary and finance-grade energy yield assessment (EYA), coupled with the value engineering of the mechanical elements and its application to the financial performance of the entire project.

- 15. Finance-grade pre-construction energy yield assessment: How many assessments are expected: one per WTG model or only 1 assessment with the selected WTG?**

Answer: One finance-grade pre-construction energy yield assessment for the selected WTG is expected.

- 16. Finance-grade pre-construction energy yield assessment: We understand that this assessment will only be performed with the final optimized site layout. Please let us know if we misunderstood that element.**

Answer: Yes, one finance-grade pre-construction energy yield assessment is expected for the final selected WTG / layout.

- 17. Geotechnical and topographical surveys: Based on the specifications to be prepared by the OE related to Geotechnical and topographical surveys, could you please clarify if the tender documents are also to be prepared (by OE)?**

Answer: The Owners Engineer is expected to deliver the specifications that allow for the procurement of the best geotechnical and topographical vendor and/or standards for the geotechnical and topographical survey to follow in the production of the survey and the assess the reporting thereafter for correctness and completeness..

- 18. Geotechnical and topographical surveys: For procuring Geotechnical and topographical survey firms, could you please clarify the expected scope of services from OE.**

Answer: The Owners Engineer is expected to deliver the specifications that allow for the procurement of the best geotechnical and topographical vendor and/or standards for the geotechnical and topographical survey to follow in the production of the survey and the assess the reporting thereafter for correctness and completeness.

- 19. Foundation design support / report: Foundation design support is cited, and Foundation design report is mentioned as deliverable. Please clarify (i) who is in charge of foundation design, (ii) the expected scope of services for OE related to foundation design.**

Answer: (i.) The local vendor in charge of the foundation design will be selected through a procurement based on the chosen procurement program (either a two-way split contract (WTG/BOP) or a three-way contractual split (WTG/Electrical/Civil)).

(ii.) The successful offeror will review the foundation design performed by another party.

20. Procurement phase: In order to prepare the Technical specifications for Balance of Plant, do you expect the OE to prepare a basic plant design?

Answer: In order to prepare specifications, a basic plant design would be part of the work (in conjunction with optimal WTG layout). There is already a basic WTG placement.

21. Procurement phase: We understand that there will be no prequalification rounds for the procurement phase. Could you please confirm.

Answer: This is correct.

22. Procurement phase: Will TSV provide a list of potential bidders? Alternatively, we can propose a list of potential bidders in our discussions with TSV during the assignment.

Answer: The offeror may propose a list of potential bidders in discussions with TSV during the assignment.

23. Procurement phase: It is our understanding that the Tender will be designed as per best international practices. Please confirm.

Answer: Yes, this understanding is correct.

24. Procurement phase: We understand that TSV will lead the tendering process; could you please confirm?

Answer: TSV will lead the tendering process with support from the Offeror.

25. Language: It is assumed that all discussions with TSV will be in English. Can you please confirm that this will be the case?

Answer: Confirmed. Most commercial conversations with TSV will be in English, however, interaction and activities on the ground will require Vietnamese speakers.

26. Language: It is assumed that all discussions with, and documents provided by the WTG suppliers, will be in English. Can you please confirm that this will be the case?

Answer: Confirmed. Assumed as TSV will only consider best in class suitable for international investors and their financial institutions. All discussions with, and documents provided by the WTG suppliers, will be in English.

27. Language: We noted that all deliverables shall be in English, which is fine. However, based on our experience, some documents such as the agreements with the BOP contractors may be in Vietnamese. Would that be acceptable to the USAID?

Answer: Some documents may potentially be developed in Vietnamese as agreed upon by TSV and INVEST; however final versions of contractual deliverables should be submitted in English by the Offeror.

28. Activity objectives: As per the Statements of Objectives, there is no requested technical support related to grid connection and site electrical infrastructures. Could you please confirm that this is covered by TSV?

Answer: The tendering documents cover either a two-way split contact (WTG/BOP) or a three-way contractual split (WTG/Electrical/Civil). 220kV substation and 220kV transmission line is to be included. In so far as grid connection has to be contemplated to accomplish the bidding for such connection, grid connection is included.

29. Activity objectives: Please confirm that all Environment, Social and Governance topics (based on international standards) are not covered by this assignment.

Answer: Confirmed. Environment, Social and Governance topics are not covered by this assignment. TSV will be responsible for the environmental assessment, not the Offeror.

30. Request for proposals: Can you please provide the Terms and Conditions applicable to the RFP? We did not identify them in the information provided.

Answer: The DAI Global LLC subcontract template, with complete Terms and Conditions, will be provided to the successful offeror. The subcontract template will be provided for review and negotiations prior to subcontract signature. However, offerors may review standard Terms and Conditions they will be subject to by visiting the [INVEST Procurement website](#) News and Resources section (scroll to 'Terms and Conditions').

31. Request for proposals: Can you please confirm which entity will pay our invoices so that we can assess the applicable taxes?

Answer: As the prime implementer for the USAID INVEST project, DAI Global LLC is the entity that will pay invoices to the successful offeror. DAI Global LLC is registered in the United States.

32. Request for proposals: What is the expected payment schedule and payment conditions (requirements for invoicing, payment terms...)?

Answer: Offerors should propose a deliverables table and payment schedule that best aligns with their business model and approach. As a firm fixed price subcontract, it is expected that offerors will propose deliverables with corresponding payment amounts. If an offeror is successful, DAI will negotiate a final deliverables table and payment schedule with the organization. DAI standard terms are Net 30 from deliverable completion and invoice submission.

33. As this project is financed by USAID , are European based companies eligible to participate.

Answer: Yes, European-based companies are eligible to participate. INVEST is subject to Geographic Code 935, meaning goods and services from any area or country including the cooperating country (Vietnam), but excluding Prohibited Countries (Cuba, Iran, Syria, North Korea, and Sudan) are allowed.

34. The budget limit is 300K , we assume this is for the two projects considering they run in parallel. If there is a delay in one of the projects can an additional budget be considered.

Answer: Cost proposals from offerors should not exceed \$300,000 to complete the whole scope of work for both wind farm projects. Additional budget cannot be considered.

35. The technical proposal is limited to 10 pages as a PPT presentation (pdf converted) does this include also the Staff members CV's, planning, and firm qualifications?

Answer: Technical proposals should be submitted as a ten (10) slide presentation, using 12-point standard font size. The technical proposal is composed of three sections: technical approach, institutional capacity, and management plan/staffing structure. A cover page is considered a non-counting slide.

In addition to the 10-slide technical proposal, offerors should include two (2) examples of past performance (i.e., case studies) relevant to this activity (limited to two (2) pages per example) and CVs of any individuals proposed in the staffing plan to conduct this activity (limited to two (2) pages per individual).

36. Management Plan/Staffing Structure (Page 2 of 4): Offerors should include details of personnel who will be assigned to activities as proposed in the technical approach. Please advise whether there are any specific binding requirements for the proposed personnel?

Answer: Offerors should propose personnel who best satisfy the qualifications included in the statement of objectives. Should an offeror be successful, it is expected that the proposed staff will implement the activity as described in the proposal. Given the subcontract will be firm-fixed price, there may be flexibility during implementation to change personnel as needed and the INVEST management team will work with the successful offeror to accommodate those requests on an as needed basis.

37. Phase 2 – Procurement (Page 3 of 5): Support the procurement process once it has gone live by responding to questions, providing clarifications for interested bidders, and working closely with TSV on the evaluation of proposals to ensure the best value contractor is selected. We understand that TSV will take the major responsibilities in this procurement process. Please confirm.

Answer: Confirmed. TSV will take the major responsibilities in this procurement process. The selected Offeror will support TSV as needed as noted in the SOO.

38. Line #3 - Table 2: Activity Objectives for INVEST RFP-085 (Page 4 of 5): Scope of Work – Owner’s Engineer During Pre-Construction Phase. Please clarify whether consultant’s role in Scope 3 “Owner’s Engineering” includes project management consultant under the Vietnam Construction Law No. 50/2014/QH13?

Answer: It is the offeror’s responsibility to ensure compliance with all applicable local laws and regulations. Offerors should ensure that all compliance requirements are incorporated into your technical and cost proposals.

39. Line #3.2 - Table 2: Activity Objectives for INVEST RFP-085 (Page 4 of 5): Foundation Design Support. We understand that the scope of work is for the foundation of WTGs only, without the BOPs. Is it correct? Please provide more details for this scope.

Answer: Correct.

40. Is there a draft construction schedule for the site works?

Answer: No.

41. How many site visits and face-to-face client meetings are anticipated?

Answer: The number of site visits and face-to-face meetings will depend on the technical approach proposed by each offeror.

42. To what extent is the OE expected to support on designing the foundations?

Answer: The successful offeror will review the foundation design performed by another party.

43. Is the OE to ‘sign off’ on civil and electrical designs?

Answer: The Owner's Engineer (OE) is expected to ‘sign off’ to TSV as to the appropriateness and suitability for the intended uses. Official signing off to authorities will be by the contractor’s engineer.

44. Is there a requirement for future support during construction?

Answer: There is no requirement for future support during construction. The requirements are limited to what is included in the RFP SOO.

45. Will the wind farms have the same technology and contractors?

Answer: It is assumed that they will likely have the same technology and contractors as they are in the same general area with similar wind and topographical profiles, unless there is an overriding need to separate them as identified through the activities of this assignment.

46. Could we see a copy of the proposed engagement contract? Or a summary of the key terms and conditions?

The DAI Global LLC subcontract template, with complete Terms and Conditions, will be provided to the successful offeror. The subcontract template will be provided for review and negotiations prior to subcontract signature. However, offerors may review standard Terms and Conditions they will be subject to by visiting the [INVEST Procurement website](#) News and Resources section (scroll to 'Terms and Conditions').

47. What is the nature of the sites in terms of topographic complexity? What is the current land use? Are the sites forested?

Answer: Current land use is mixed farming and scrub. There are no large forested areas. Similar wind farms are already in operation in the area.

48. What is the anticipated hub height, generator size and rotor diameter of the proposed wind turbines? What specific models are under consideration?

Answer: The anticipated hub height is 120 meters or higher. Generator size and rotor design are to be chosen according to the scope of work of the program. Specific models are 'best in class' according to international financial institutions requirements and availability in Vietnam.

49. How many meteorological masts are installed at each site? Are there any other data collection devices, such as SODAR or LIDAR?

Answer: One (1) meteorological mast is installed at each site. 120 m height. There are no SODAR or LIDAR collection devices.

50. Is a site visit required or recommended during the execution of the engagement?

Answer: Yes. Offerors should propose the amount and timing of site visits as part of the technical approach of the proposal.

51. In relation to Line 3.2 "Foundation design support", will the successful offeror be required to develop detailed foundation designs? If so, will these be relied upon for construction purposes?

Answer: No, the successful offeror will not be required to develop detailed foundation designs.

52. In relation to Line 3.3 Phase 1 "Tender specifications & contract preparation", we assume that only the technical annexes and technical clauses of contracts will be required, rather than full contracts which would typically form part of a lawyer's scope. Is this correct?

Answer: Correct, the offeror will provide support and guidance on technical scope, but is not expected to develop or inform contract language or provide legal guidance.

53. Would it be possible for us to have a map of site location, site boundary and met mast locations of each project in KMZ file such that we could accurately evaluate the effort required for the Offeror?

Answer: See attachments.

54. Would our proposal still be considered, should we wish to exclude the scope of WTG foundation preliminary design?

Answer: No, offerors are expected to provide proposals that cover the full spectrum of services requested in the Statement of Objectives.

55. The project boundary area dimensions is needed for Offerors' costing purposes – can the client provide a google earth kmz file of both projects containing either project area or WTGs/masts?

Answer: See attachments.

56. Will there be any need for modelling of neighboring wind farm(s)?

Answer: No, Offerors are only expected to complete those activities needed to meet the objectives in the RFP SOO.

57. Is it expected to site visit for EYA?

Answer: Offerors should propose the amount and timing of site visits as part of the technical approach of the proposal.

58. In terms of timing, when does the successful offeror start the procurement support and how long it will last?

Answer: The Selected Offeror should propose a timeline for the implementation of activities that aligns with their proposed approach. It is anticipated that the procurement support will begin once the development phase has been successfully completed

59. Can we have a macro project planning showing key steps like Geotech, Foundation design, phase of contract negotiations.

Answer: Not available at this time.

60. Can you share us the team of TSV and your team involved to this project? In particular any competencies involve in the procurement and negotiation phase so we can align with our resources.

Answer: While TSV is experienced in Vietnam with two completed wind projects and others under construction, the successful offeror is expected to provide the required competencies necessary to fully support the procurement and negotiation phase of the wind farm projects as outlined in the SOO.

61. Do we have to organize the site visit with EPC company?

Answer: While it is typical that the contractors and vendors will have to visit the site, the offeror will not be responsible for organizing this visit

62. How many bidders to be evaluated for each package?

Answer: There is no set requirement. All viable bids will be reviewed and evaluated.

63. We understood that the value engineering study incl. optimized WTG layout is considered to be used for the Feasibility Study TSV intends to prepare as part of the permitting process. Please confirm.

Answer: Yes, this is correct.

64. Since Table 2 Line # 1.8 indicates a “Preliminary and Finance-grade energy yield assessment” do you consider to conduct the yield assessment in stages?

Answer: Correct, clarification is also noted above in Q16 regarding the full assessment to be done on the selected WTG.

65. Since specifications and review of the geotechnical and topographical survey are being listed prior to the tendering process, do you consider to execute:

- a. a comprehensive survey (e.g. covering all WTG locations) or
- b. a preliminary survey fit for tender purposes?

Answer: There is already a preliminary WTG layout that should be suitable for tendering process.

66. Since a multi-contract procurement scheme is being proposed, may we ask if project implementation on a full EPC turnkey basis (one contractor) would be considered?

Answer: Project implementation on a full EPC turnkey basis (one contractor) is not being considered.

67. It is being understood that the Offeror shall support the tender process (Phase 2) from a technical perspective. Legal advice (if any) would need to be provided by a third party consultant. Please confirm.

Answer: Correct. The offeror will not be expected to provide any legal advice, and will only provide technical input and guidance.

68. Since the total capacity of 175 MW per project is being listed, do you consider to implement the projects in phases (e.g. to comply with potential grid connection constraints?)

Answer: There are two phases, and their roll-out may be constrained by the grid. However, for selection purposes, a single full project scope is contemplated.

69. Has TSV already conducted a preliminary grid connection study?

Answer: The pre-feasibility study was completed with a preliminary grid connection included and submitted to the provincial DOIT and peoples committee and approved.

70. Has these two projects been conducted by the Feasibility Study (FS) Report?

Answer: TSV has completed a pre-feasibility study and will conduct the full feasibility study.

71. Will the successful offeror be provided with the geotechnical and topography report?

Answer: The successful Offeror will support the geotechnical vendor selection and reporting standards and receive and review the final report.

72. Is successful offeror requested to conduct any geotechnical surveys at site?

Answer: No, the Offeror will not conduct any geotechnical surveys at site. The Offeror will support the geotechnical vendor selection and reporting standards.

73. How many types of foundation does the offeror need to propose?

Answer: To be determined in discussion with TSV.

74. Could you please explain more about the scope of “Foundation Design Support”? What is successful offeror requested to do in detail?

Answer: Provide the standards on which the foundation contractor will complete the work based upon the results of the topography and geotechnical survey and assist/support the foundation engineer in the design.

75. How long has the Project Owner conducted the wind measurement for these two projects?

Answer: 3 years total through May 2021.

76. Would you be potentially open to splitting the work tasks into Phase 1 and Phase 2?

Answer: We are looking for the selected offeror to provide all services requested in order to achieve the objectives stated in the RFP SOO. We recognize not all firms can provide all services and encourage firms to consider a consortium approach when appropriate. If a partnering arrangement is being proposed, please describe the nature of the arrangement, the specific technical value being contributed by each member of the team, and the appropriate management controls to ensure successful delivery.

Statement of Objectives under RFP INVEST-085:

USAID/Vietnam Renewable Energy Transaction Assistance Fund

Wind data and investment-grade financial analysis, optimized WTG placement using CFD, and Owner's Engineer during tender process for two onshore wind projects in Gia Lai, Vietnam

Introduction

In 2017, the U.S. Agency for International Development (USAID) awarded DAI Global LLC to implement the INVEST project. The successful offeror to this Request for Proposal will be subcontracted by DAI Global LLC.

Through INVEST, USAID seeks to unlock the potential of foreign direct investment to drive high value job creation. Increasingly, multinational companies are looking to new emerging markets for relocation and new market opportunities. Encouraging investment in high-impact areas requires new forms of collaboration between USAID and the international investment community. Specifically, USAID can leverage its resources—grants, technical assistance, and convening power—to help raise awareness of investment opportunities, lower transaction costs, and mitigate the risk of investments that generate positive social, economic, and environmental impact.

Through INVEST's flexible buy-in mechanism, USAID Missions and Operating Units can access an unprecedented network of firms and individuals that have the range of technical expertise needed to identify opportunities and effectively mobilize private capital toward development priorities. Using a lean approach tailored to high potential opportunities, relevant parts of the network will come together to research, develop, and build specific solutions that align private capital with development needs.

Background

USAID Vietnam engaged INVEST to explore and facilitate private investments in the renewable energy sector through the Renewable Energy Transaction Assistance Fund. The Renewable Energy Transaction Assistance Fund is designed to offset transaction costs and reduce the risk profiles of renewable energy projects for firms who are hesitant to invest or unable to secure investment in the current climate. USAID and INVEST believe that with the right incentives and support, renewable energy companies will be more likely to invest in renewable energy projects to help Vietnam meet its energy needs via sustainable sources.

Under INVEST solicitation *INVEST EOI-002: Vietnam Renewable Energy Transaction Assistance Fund*, energy development firms submitted an Expression of Interest (i.e., concept note) detailing their renewable energy projects and proposals for how USAID/Vietnam could provide them with assistance. With these concept notes, USAID/Vietnam and INVEST shortlisted renewable energy projects for support from the Vietnam Renewable Energy Transaction Assistance Fund and developed scopes of work that detail the discrete tasks and services to be subcontracted by INVEST with service providers on behalf of the energy developers.

Renewable Energy Transaction Assistance Fund: Recipient and Project Details

Based on a competitive evaluation process of Expressions of Interest submitted by firms under the *INVEST EOI-002: Vietnam Renewable Energy Transaction Assistance Fund*, Vietnam INVEST selected **TSV Investments Joint Stock Company¹ (TSV)**, in partnership with **Asia Renewables & Electric**, to

¹ <http://tsvinvest.com/m/index.html>

receive services that further advance their renewable energy projects: **two (2) onshore wind projects in the Gia Lai Province.**

Masts at both sites have been operational for three years with near 100% collection rate on all sensors during the entire wind campaign. Preliminary wind data analyses have been conducted using only first year data for licensing purposes.

The Owner (TSV) has successfully achieved commercial operation for several wind projects in Vietnam in the past and has a procurement policy of ‘best in class’.

Table 1: Wind Farm Project Details

	Cu Anh (175 MW)	Kong Yang (175 MW)
Type of Project	Onshore wind park	Onshore wind park
Location	K’Bang District and Dak Po Districts, Gia Lai, Vietnam	Kong Cho District, Gia Lai, Vietnam
Development Stage	The People’s Committee of Gia Lai has submitted the Wind Policy Report (pre-feasibility study plus provincial recommendations) of both Projects to Minister of Industry and Trade (MoIT) and the Prime Minister’s office for inclusion in the National Power Development Plan #8 (PDP8) which is to be released imminently.	
Total Investment	Assuming EPC at US\$ 1.35 million/MW: Electro-mechanical investment is approximately US\$ 236,250,000 each project	
Land Area	Total Project Envelope = 1,740 ha Connection to 220kv station: ~4.5km Possible to increase capacity in next stages	Total Project Envelope = 2,100 ha Connection to 220kv station: ~10.5km Possible to increase capacity in next stages
Wind Speed	Proprietary met mast at 120m, wind speed mean 7.63 and MoMM 7.63 (m/s).	Proprietary met mast at 120m, wind speed mean 7.935 and MoMM 7.935 (m/s).
MW	175 MW	175 MW
Year 1 Expected Generation	Ready to Build March 2022	Ready to Build March 2022
Feed in Tariff (FIT)	Less than the current US\$.085/kWh	Less than the current US\$.085/kWh

Objectives and Activities

Under this scope of work, the successful offeror will work closely with INVEST and TSV through the development and procurement phase of the two wind farm projects. The successful implementation of this activity will result in a set of high-quality reports and analyses necessary to move the project to the construction phase, and the development of procurement documents that result in the selection of qualified contractors, either in the form of two separate contracts for the supply of Wind Turbine Generators (WTGs) and the Balance of Plants (BOPs) or three separate contracts for WTGs, electrical and civil scopes.

Phase I – Development

For the first phase, the successful offeror will:

1. Produce an optimized WTG layout design

2. Provide value engineering for the evaluation of WTGs, looking at up to three models and resulting in ‘best in class’ electro-mechanical selection
3. Conduct a finance-grade pre-construction energy yield assessment

Phase 2 – Procurement

For the second phase of this activity, focused on the procurement support, the successful offeror will provide Owner’s engineer pre-construction services for the preparation of pre-construction documentation and the development of the necessary tendering package for construction.

The successful offeror’s support will include the following:

1. Determine specifications for geotechnical and topographical survey and foundation design support
2. Advise the Owner (TSV) on determining the best procurement path forward between:
 - a. A dual tender for the Wind Turbine and Balance of Plant scopes, or
 - b. A three-part tender for Wind turbine, Electrical and Civil scopes
3. Develop tendering packages, after the procurement approach decision has been made, including technical specifications for bid documents, development of evaluation criteria, and other inputs required to ensure a clear and effective procurement process
4. Assure that the wind tender package includes:
 - a. WTG manufacture
 - b. WTG transportation
 - c. Installation
 - d. Commissioning
 - e. Term maintenance
5. Support the procurement process once it has gone live by responding to questions, providing clarifications for interested bidders, and working closely with TSV on the evaluation of proposals to ensure the best value contractor is selected

Table 2 below summarizes the objectives of this activity and the activities to be undertaken by the selected offeror (*highlighted in yellow*).

Table 2: Activity Objectives for INVEST RFP-085

Line #	Description	Cu An	Kong Yang
1	Scope of Work for Met Mast Wind Campaign - Key Phases and Main Tasks		
1.1	Met Mast and Equipment	Completed	Completed
1.2	Pre-installation: Design review	Completed	Completed
1.3	Site verification of the met equipment installation & commissioning	Completed	Completed
1.4	Wind Data Management - Monitoring of wind measurement campaign	Completed	Completed
1.5	Daily data download, processing, and inspection	Completed	Completed
1.6	Optimized WTG layout design	INVEST RFP-085	INVEST RFP-085
1.7	Value Engineering for WTG Evaluation (3 WTG models; 'best in class')	INVEST RFP-085	INVEST RFP-085
1.8	Preliminary and Finance-grade energy yield assessment	INVEST RFP-085	INVEST RFP-085
2	Scope of Work - Governmental Submissions		
2.1	Pre-feasibility (Wind Survey Policy)	Completed	Completed
2.2	Feasibility Study	TSV Responsible	TSV Responsible
2.3	Environmental Assessment	TSV Responsible	TSV Responsible
3	Scope of Work - Owner's Engineer During Pre-Construction Phase		
3.1	Specification and review of the geotechnical and topographical survey	INVEST RFP-085	INVEST RFP-085
3.2	Foundation Design Support	INVEST RFP-085	INVEST RFP-085
3.3	Tendering Services	INVEST RFP-085	INVEST RFP-085
	Phase 1 – Technical specifications & contract preparation		
	Phase 2 – Evaluation and Clarification		
	Phase 3 – Contract Negotiation Advisement for Client		

Deliverables

The successful offeror will propose deliverables based on their technical approach that will result in the successful delivery of the above described services for each of the two wind farms. Deliverables will be of high quality and in English. The resulting deliverables for each wind farm engagement will likely be:

- Work Plan
- WTG layout design
- Value engineering analysis with three models and recommendation for “best in class”
- Pre-construction finance grade energy yield assessment
- Specifications of geotechnical and topographical survey
- Foundation design report
- Tendering package
- Responses to clarification questions and negotiation advisement
- Final report detailing the work completed, including presentation upon request

Period and Place of Performance

The engagement is anticipated to commence in July or August 2021 taking place over a period of 10-11 months. The activities for each wind farm project should be completed in tandem. Offerors should propose a timeline in line with their proposed approach that delivers the first phase of the scope of work as soon as feasibly possible.

Work for this activity is expected to take place primarily in Vietnam with remote work supplementing the on the ground implementation if necessary. Given the global Covid-19 pandemic and impacts on travel, offerors should propose at least one partner of their consortium with a physical presence in Vietnam and include proposed staff already located in Vietnam. The successful offeror will demonstrate that they can work in Vietnam physically and will demonstrate how any remote portions of work will supplement the on the ground implementation.

Role of INVEST

INVEST will work closely with the selected offeror(s) during all stages of this work. DAI will subcontract the selected offeror directly and provide review and oversight throughout the life of the activity. The INVEST team will administer periodic check-ins, reporting, deliverable review prior to client presentation and approval, and manage an ongoing monitoring, evaluation, and learning (MEL) framework.

- *Subcontractor Onboarding*: INVEST will provide the successful offeror(s) with all necessary context, and work with the successful offeror(s) to develop the work plan.
- *Project Implementation*: The successful offeror(s) will implement the work as prescribed by the work plan(s). INVEST will provide management support and ensure periodic check-ins/reporting.
- *Ongoing Monitoring, Evaluation, and Learning*: INVEST will define indicators during the subcontracting process, collect and review M&E data from subcontractors for requisite reporting to USAID and will conduct data quality assessments as necessary.