To: Offerors

Date: June 1, 2021

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

Subject: Request for Proposals (RFP) INVEST-087: Feasibility Studies and Environmental and Social Impact Analyses for two offshore wind parks in Tra Vinh and Ca Mau Vietnam

Due: 1:00 PM Eastern Daylight Time (EDT) on **July 9, 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 the Vietnam Renewable Energy Transaction Assistance Fund for USAID/Vietnam.

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 June 8, 2021** via email to INVEST_Procurement@dai.com.
b. Submission of Proposal – Proposal must be submitted no later than **1:00 PM EDT on July 9, 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-087: Vietnam Offshore 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 feasibility studies and environmental and social impact analyses that meet international standards for both offshore wind park projects, 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., example 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 in-country as well as experience and local presence in Vietnam. Offerors should clearly demonstrate experience conducting feasibility studies and environmental and social impact analyses in accordance with international standards in Vietnam. 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. The offeror should clearly demonstrate that they can work in Vietnam physically. The Management

Plan should clearly outline where staff are located and, 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 or at least one partner in their consortium should demonstrate a physical presence in Vietnam, 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

Statement of Objectives under RFP INVEST-087:

USAID/Vietnam Renewable Energy Transaction Assistance Fund

Feasibility Studies and Environmental and Social Impact Analyses for two offshore wind parks in Tra Vinh and Ca Mau 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*, interested firms were requested to submit an Expressions of Interest (i.e., concept note) detailing the proposed renewable energy projects for which they seek support and their ideas for assistance from USAID/Vietnam. With these concept notes, USAID/Vietnam and INVEST shortlisted proposals 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 the successful respondents' behalf.

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 **BCG Energy** to receive services that advance their renewable energy project: **two offshore wind parks in the Tra Vinh and Ca Mau Provinces.**

BCG Energy, a subsidiary of Bamboo Capital Group, was established in 2017 with a focus on renewable energy projects. BCG Energy is currently developing two wind farm projects—Dong Thanh 1,2 (200MW) and Khai Long 1,2,3 (300MW)—that are currently in the feasibility stage and projected to reach the construction phase around 2021-2022.

Table 1: Wind Farm Project Details

	Dong Thanh 1,2	**Khai Long 1,2,3**
Type of Project	Offshore wind park	Offshore wind park
Location	Dong Hai Commune, Duyen Hai District, Tra Vinh Province, Vietnam	Khai Long, Dat Mui Commune, Ngoc Hien District, Ca Mau Province, Vietnam
Development Stage	Phase 1: 02/2021 – 10/2022 Phase 2: 08/2021 – 12/2022	Phase 1: 02/2021 – 03/2022 Phase 2 & 3: 08/2021 – 10/2022
Total Investment	US $419.1M	Phase 1: US $207.5M Phase 2: US $207.5M Phase 3: US $207.5M
Land Area	2,968 ha in Tra Vinh province	7,235 ha in Ca Mau province
Wind Speed	7.0 – 7.5 m/s	6.0 – 6.5 m/s
MW	200 MW	300 MW
Year 1 Expected Generation	Phase 1: 214,230 MWh Phase 2: 320,650 MWh	919,800 MWh
Feed in Tariff	US $9.80 cent/kWh	US $9.80 cent/kWh

Objectives and Activities

Under this scope of work, the successful offeror will conduct feasibility studies and environmental and social impact assessments (ESIA) of the two wind farm projects described above that meet international standards[1] in order to assist BCG Energy as they seek international financing.

BCG Energy has conducted a gap analysis comparing the company's current systems to international standards, which will be made available to the successful offeror upon subcontract execution. The successful offeror will review and validate the gap analysis and reflect the necessary steps to closing the gap and producing an ESIA in accordance with international standards in their work plan deliverable.

Feasibility Studies

The successful offeror will conduct thorough feasibility studies on two wind park projects to understand market conditions, available technologies, challenges, and risks. BCG Energy conducted feasibility studies to comply with local requirements, however the adaptation of international standards will help open more opportunities domestically and internationally for the company.

The feasibility studies will include the following components:

- Wind power potential: recommendations with respect to the most appropriate scale and location of turbines for the site

[1] IFC Performance Standards: https://firstforsustainability.org/risk-management/implementing-ifc-environmental-and-social-requirements/establish-and-maintain-an-esms/ifc-environmental-and-social-performance-requirements/ifc-performance-standards/

- Technical assessment of design and engineering regarding the type of turbines and equipment to be used, physical and planning constraints, and initial issues that may affect the viability of the project
- Initial assessment of project costs, payment, and return on investment
- Project Schedule: the schedule for development studies, installation and construction, grid connection work, and for related payments
- Analysis of technical risks, such as production loss and failure, and financial risks

Environmental and Social Impact Assessments

The successful offeror will conduct environmental and social impact assessments (ESIAs) that meet official international standards. BCG Energy has a standardized environment and social (E&S) framework to comply with local requirements, however, since there is currently no or limited guidance from the government on offshore wind policies, it will be beneficial to adopt international standards for the offshore wind projects. Once the international standards are met, it is more likely for the project to secure investor confidence in Vietnam and incentivize additional investment domestically and internationally.

The selected offeror will complete ESIAs with the following services:

- Identify potential E&S risks and issues associated with the site location, with regards to the planned development of the site for the project
- Engage relevant stakeholders in the assessment and document the engagement
- Identify and assess any E&S safeguard issues associated with the site's current and historical use
- Identify any potential E&S issues associated with the planned development, construction, and operation of the proposed Project
- Detail a risk mitigation and management plan
- Develop a final E&S report in compliance with international standards, including an executive summary
- Assist BCG Energy in implementing a disclosure and consultation process for receiving stakeholder comment and finalizing the report

Deliverables

The successful offeror will propose deliverables based on their technical approach that will result in the successful delivery of the above described services. The successful offeror will submit deliverables in both English and Vietnamese. The resulting deliverables will likely be:

- Work Plan with Rapid Gap Analysis Report
- Feasibility Studies for both wind projects
- Environmental and Social Impact Assessments for both wind projects

Period and Place of Performance

The engagement is anticipated to commence in July or August 2021 taking place over a period of 8-12 months. The activities at the two sites should be completed in tandem. Offerors should propose a timeline that aligns with their proposed technical approach.

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 regular 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.

Q&A

RFP INVEST-087: Feasibility Studies and Environmental and Social Impact Analyses for two offshore wind parks in Tra Vinh and Ca Mau Vietnam

1. **Wind power potential: will be made on the basis of the actual measured wind data set (over 1 year) provided by the Investor?**

   Answer: Please refer to folder 1. Raw wind data for more information.

2. **Please let us know the capacity of each phase for each project?**

   Answer:

   - Khai Long Project
     - Khai Long phase 1: 100MW
     - Khai Long phase 2: 100MW
     - Khai Long phase 3: 100MW
   - Dong Thanh Project
     - Dong Thanh 1: 80MW
     - Dong Thanh 2:120MW

3. **Will the FS document be prepared for the entire project for each province or prepared for each separate phase for each project?**

   Answer: One feasibility study will be prepared for each project (two total).

4. **What is the current status of the project construction survey (including topography and geography site survey)? When is the survey report expected to be available to us?**

   Answer:

   - Khai Long phase 1: completed survey report, hydrographic topography for technical design
   - Khai Long phase 2 and 3: surveying for Feasibility Study
   - Dong Thanh 1&2: completed survey report, hydrographic topography for Feasibility Study

5. **The agreement documentations with authorities (for example Power grid connection report, Protection relays system report etc) is included under scope of FS or not? If included, please list out the type of agreement reports to be composed by Offeror.**

   Answer: BCG Energy is currently conducting feasibility studies for their wind projects under local standards as required by local authorities for licenses and approvals only. Agreement documents with the authorities are being worked on by a local consulting contractor and are not part of this SOO. For the purpose of fundraising and financing for projects from international lenders and investors, BCG Energy needs to have feasibility studies prepared in accordance with international standards.

6. **Are all of FS documentations in Vietnamese?**

   Answer: The successful offeror will submit contract deliverables, including the feasibility studies, in English and Vietnamese.

7. **Please clarify the meaning of "Work Plan with Rapid Gap Analysis Report" mentioned in the Deliverables**

   Answer: Offerors should propose deliverables based on their technical approach that will result in the successful delivery of the above described services.

   It is envisioned that the work plan report will outline the offerors' plans for how they will implement the project and can include a written overview of the project with targets/objectives, detailed timeline and/or Gantt chart with milestones, description of activities, staff roles/responsibilities, potential risks and mitigation strategies, etc.

   Rapid Gap Analysis Report: BCG Energy conducted a gap analysis comparing its current analysis to international standards. The successful offeror will review and validate the gap analysis and reflect the necessary steps to closing the gap and producing an ESIA in accordance with international standards in their work plan deliverable.

8. **ESIA is under scope of work. Please confirm the EIA must be composed by Offeror or not. In case EIA is composed by other Agent, please clarify the situation of completion of EIA.**

   Answer: Only the ESIAs will be required.

9. **Have regulatory EIAs been conducted for the projects**?

   Answer:

   - Khai Long phase 1 has had an environmental impact assessment report.
   - Khai Long phase 2 & 3 have signed contracts to prepare an environmental impact assessment report (not yet implemented).
   - Dong Thanh 1 & 2 are conducting an environmental impact assessment report (not yet submitted).

   However, please note that BCG Energy is currently working on feasibility studies and EIA as required by local authorities. Agreement documents with the authorities are being worked on by a local consulting contractor. However, BCG Energy is looking for feasibility studies and environmental and social impact analyses for their wind projects in accordance with international standards.

10. **Status of Local EIA (ĐTM) for each Project or any environmental and social surveys conducted to date?**

Answer: Please see response to question #9.

11. Please provide boundary of project (kmz), project location.

Answer: Please refer to folder 62. Boundary and layout for more information

12. For the feasibility studies, the approach to determine the wind power potential largely depends on the availability of wind data. Are there existing on-site measurements? If so, how many and measurement period? It would be the most clear if a kmz file with the measurements and project boundary can be shared.

Answer: Please find in the attached file at folder 12. Met mast location.

Wind measurement time:

- Khai Long: 05/2018 - 3/2020;
- Dong Thanh: 01/2019 - 12/2019

13. Is there a Met Mast or LIDAR system installed for each project? How long have you been performing wind measurements? How many years of measurement data are available until now?

Answer: See response to question #12.

14. Please provide the Decision of Investment Policy for the project.

Answer: Please find in the attached file at folder 13. IRC

15. Will the deliverables for these 2 projects be submitted into two separate dossiers (i.e., each dossier will fully include a FS report; an ESIA report and a Rapid Gap report for separately), or be all included in a sole dossier?

Answer: Offerors will propose deliverables based on their technical approach that will result in the successful delivery of the objectives described in the SOO. Offerors should include the deliverables that they will submit and how they will be structured and delivered.

16. The Project's "Supplementation to the Master Plan" documents would be required for the Consultant to consider and propose proper technical solutions.

Answer: Please find in the attached file at folder 15. Supplementation to the Master Plan.

17. **Report of wind measurement carried out within 12 months, as minimum, will also be required, for the Consultant' preparation of the FS report.**

Answer: Wind data is purchased from a third party so there is no wind measurement report. But there will be wind data assessment report made by DNV GL company.

18. **Are natural condition surveys (geological, topographic, meteo-hydrological, etc.) in these two project clusters included in the Consultant's technical proposal? As they are not mentioned in SOO - Vietnam RETA RFP-087.**

Answer: These surveys are not part of this SOO.

19. **For the purpose of the FS report, is it the Bid Solicitor to determine the fundamental of wind turbines, or the Consultant to propose the turbine fundamentals based on the wind measurement map provided in the wind measurement report of the project?**

Answer: BCG Energy is currently working with contractors for turbines for Khai Long 1, Dong Thanh 1 & 2. Khai Long 2 & 3 turbines are not yet decided.

20. **Could you please let us know the average distance of each project site from the shore?**

Answer: Please find in the attached file at folder 62. Boundary and layout.

21. **Please provide the distance of the wind parks from the coastline and the extent / area of installation in the sea.**

Answer: Please find in the attached file at folder 62. Boundary and layout and folder 12. Met mast location.

22. **Please advise roughly how far offshore the projects are and in approximately what water depth.**

Answer: Please find in the attached file at folder 39. Bathymetric map.

23. **Kindly let us know the relative distance from shore to the offshore turbine area for each Project. We assume that the land areas noted in the RFP (i.e. 2,968 ha and 7,235ha, respectively) are for offshore wind turbines areas and connecting cables, not for onshore land requirement. Kindly let us know if this assumption is correct. If possible, kindly provide the layout (e.g. in Google Earth or kml. File), if available at this stage. Also, the status of sea handover permit.**

Answer: Please find in the attached file at folder 62. Boundary and layout.

- Khai Long phase 1 has decided to allocate the sea area and is adjusting;

- Khai Long phase 2 & 3, Dong Thanh 1 & 2 has not yet decided to assign the sea area

24. Will the successful Offeror be required to conduct site visits during Feasibility Studies?

Answer: Offerors should propose the number and timing of site visits as part of the technical approach of the proposal. If offerors do not include site visits as part of their technical approach, it is recommended to specify how the objectives outlined in the SOO will achieved remotely.

25. A gap analysis has been conducted by BCG Energy. Could you please tell us which areas of performance have been evaluated, e.g. organizational capacity, technical performance, financial performance, quality control, etc.?

Answer: The following areas have been evaluated as part of the gap analysis conducted by BCG Energy.

Performance Standard Gap Analysis:

PS1. Assessment and Management of Environmental and Social (E&S) Risks and Impacts
1. E&S Risk and Impact Management Systems
2. Management Programs
3. Organizational Capacity and Competency
4. Emergency Preparedness and Response
5. Monitoring and Review
6. Stakeholder Engagement
7. External Communications and Grievance Mechanisms

PS2. Labour and Working Conditions
1. Occupational, Health and Safety
2. Workers engaged by third parties

PS4: Community Health, Safety and Security
PS6: Biodiversity Conservation and Sustainable Management of Living Natural Resources
PS7: Indigenous Peoples
PS8: Cultural Heritage

26. Can a skeleton of the gap analysis conducted to date be provided?

Answer: Please see response to question #25.

27. Please confirm that Environmental and Social Impact Assessments (ESIAs) shall be conducted in accordance with both international standards and Vietnam's technical regulations.

Answer: The Environmental and Social Impact Assessments (ESIAs) shall be conducted in accordance with international standards.

28. **The location of the windfarm projects: The RFP has included commune, district and province. Please kindly let us know if turbines, offshore cable routes, onshore transmission line and substation layout or coordinates, or centre area if available at this stage as this would give us better screening of the environmental and social sensitive receptors around the Project sites for accurate quotation/proposal.**

Answer: Project location:

- Khai Long phase 1, 2, 3: Khai Long Hamlet, Dat Mui Commune, Ngoc Hien District, Ca Mau Province;
- Dong Thanh 1&2: Dong Hai commune, Duyen Hai district, Tra Vinh province.

29. **For the purpose of quotation, we assume that Dong Thanh 1,2 are considered as one Project and Khai Long 1,2,3 as one Project. As such, only two ESIAs are required rather than five individual ESIAs. Let us know if the assumption is correct.**

Answer: Correct. Dong Thanh 1,2 are considered one project and Khai Long 1,2,3 are considered one project, meaning that only two ESIAs are expected.

30. **Length of onshore transmission line and location from substations to EVN's receiving substation (e.g. Google Earth kml. file if possible)**

Answer: Please find in the attached file at folder 31. Substations.

31. **Land footprint: Kindly let us know the total onshore land required (e.g. for substation, operation house, transmission line safety corridor). As above, kindly provide the layout is available at this stage.**

Answer:

(unit: ha)	Khai Long phase 1	Khai Long phase 2&3	Dong Thanh 1&2
Substation	0.79	2.0	3.2
35kV cable systems	18	Not currently available	Not currently available
Operating Roads	0.2	0.4	0.2
Other items	Not currently available	Not currently available	foundation for transmission line 220kV: 0.6

32. Could further details of the projects' components (substations, transmission lines, etc.) be provided at this stage?

Answer:

1. Khai Long phase 1:
   - Substation: 35/110 kV – 2x63 MVA located at Khai Long 1 power plant;
   - Transmission line:
     - 110kV double-circuit line 2x330 ACSR connecting from Khai Long 1's substation to the end anchor tower of 110kV transmission line.
     - 110kV double-circuit line 330 AC of 25km connecting from the end anchor tower near Khai Long 1's substation to Rach Goc – Nam Can 110kV transmission line.
2. Khai Long phase 2&3:
   - Substation: 35/110kV - 2x63MVA (each phase)
   - Transmission line: 110kV dual-circuit transmission line 25km long to 220kV Nam Can station.
3. Dong Thanh 1&2:
   - Substation: 220kV, Dong Thanh 1 2x63MVA, Dong Thanh 2 2x75MVA
   - Transmission line: 220kV dual-circuit transmission line 24km long to 500kV Duyen Hai station.

33. Status of land acquisition: if available, kindly provide information such as,
- **% land acquired to date,**
- **mechanism for land acquisition (government-led or Project Company-led),**
- **estimate of number of affected households**

Answer:

1. Khai Long phase 1: had the certificate of LURC for the substation
2. Khai Long phase 2&3: The substation will be built on the land of phase 1;
   Land acquisition for the 110kV transmission line has not been done yet
3. Dong Thanh 1&2: land acquisition has not yet been done yet.

- The mechanism for land acquisition Project Company-led;
- Number of affected households is still under investigation.

34. What is the current status of land use?

Answer: See response to question #33.

35. Is it possible to know projects' determination of land acquisition and resettlement required for the projects components?

Answer: See response to question #33.

36. International standards applicable for the ESIA is IFC Environmental and Social Performance Standards as noted in the RFP. Is Equator Principles IV also applied?

Answer: The IFC Standards are the benchmark for international standards and should be applied for the ESIAs under this SOO. The Equator Principles are based on the IFC standards.

37. The RFP requires the reports to meet international standards, with a footnote to the IFC performance standards. Are we required to meet only IFC standards or are there any other international standards we need to meet, e.g Equator Principles etc.?

Answer: See response to question #36.

38. ESIA study initialization and completion timeline?

Answer: The project is anticipated to commence in July or August 2021, taking place over a period of 8-12 months. Offerors should propose a timeline in line with their technical approach and experience.

39. What are the water depths in offshore areas?

Answer: Please find in the attached file at folder 39. Bathymetric map.

40. Please provide Ground Condition Information.

Answer: See response to question #4.

41. What is the Grid Connection Status?

Answer: BCG Energy is processing Grid Connection procedures for all projects.

42. Are there any environmental / permitting constraints on the technical envelope?

Answer: Offerors should refer to BCG Energy's shared documents for further information on applicable regulations and requirements.

43. Are there any project milestones that can be provided (commercial / permitting / financing / construction / COD / etc.)?

Answer: Please find table below for tentative timeline for BCG Energy's projects:

	Khai Long phase 1	Khai Long phase 2&3	Dong Thanh 1	Dong Thanh 2
Construction	7/2021 - 1/2022	8/2021 - 1/2022	8/2021 - 8/2022	8/2021 - 1/2022
COD	11/2022	12/2022	9/2022	11/2022

44. Will wind profile data (measurement or simulation) at two sites be provided the client (i.e. BCG Energy or DAI)? or the offeror/contractor can use published wind data (e.g. Wind Atlas) if available?

Answer: Please find in the attached file at folder 1. Raw wind data.

45. **What will be the expected (or client's assumed) contract term of the Feed in Tariff US $9.80 cent/kWh provided in the SOO?**

    Answer: The FiT price of 9.8 US cent/kWh will be subject to changes depending on decision by the Vietnamese government to approve the recently proposed new FiT rates 7.02 US cent/kWh for onshore wind and 8.47 US cent/kWh for intertidal/nearshore wind.

46. **What will be client's preferred interest? Given the interest rate for energy projects in Vietnam as high as 10-12%.**

    Answer: BCG Energy's preferred interest rate is expected to be around 7-8%.

47. **What will be the future rate for sea leasing at sites? Provided that the current rate in Vietnam may change soon.**

    Answer: According to Article 34 of Decree No. 11/2021/ND-CP dated February 10, 2021, Fees for use of sea areas for exploitation of energy of such types as oceanic wind, waves, tides, currents and other activities (group 6) range from VND 3,000,000/ha/year to VND 7,500,000/ha/year.

48. **Will BCG Energy provide the electricity market forecasting study for the 2022 to 2032/2037 (typical plant lifecycles) period?**

    Answer: Please refer to the document on National Electricity Development Planning for 2021-2030 and Vision to 2045 under folder 48 for document by Institute of Energy, an agency under the Ministry of Industry and Trade for more information on the electricity market forecasting. BCG Energy only has a version in Vietnamese at this time.

49. **Can client specify in more detail the financial risks that are to be explored?**

    Answer: BCG Energy can discuss in greater detail with the selected offeror once onboarded.

50. **Partnering arrangement: If an offeror is planning to work with a local consultant in Vietnam, is it mandatory to form a consortium with the local consultant, or are we allowed to lead the project with the local consultant as a sub-consultant to us?**

    Answer: Offerors are permitted to engage in partnering arrangements. If a partnering arrangement is being proposed, please describe the nature of the arrangement, including which partner will lead the project, the specific technical value being contributed by each member of the team, and the appropriate management controls to ensure successful delivery. The offeror may propose who will lead the project; it is not mandatory for the local partner to lead the project.

51. **Table 1 in the SOO document states the land area for each offshore wind park. We would like to check if the land area refers to the onshore facilities.**

    Answer: Please refer to question #23.

52. **Page 3 of the SOO document states that "The resulting deliverables will likely be …"**
    a. **We would like to clarify if there are any other deliverables expected besides what is listed?**

Answer: Offerors should propose deliverables based on their technical approach that will result in the meeting the objectives outlined in the SOO.

b. **Please confirm two separate feasibility study reports to be prepared for two sites or we can submit one report covering two sites.**

Answer: Two separate Feasibility Studies should be completed.

c. **Please confirm two separate ESIA reports to be prepared for two sites or we can submit one report covering two sites.**

Answer: Two separate ESIA reports should be completed.

d. **Will there also be a separate environmental feasibility study to be conducted?**

Answer: BCG Energy is currently working on separate feasibility studies as required by local authorities. Agreement documents with the authorities are being worked on by a local consulting contractor. However, BCG Energy is looking for feasibility studies and environmental and social impact analyses for their wind projects in accordance with international standards.

e. **Please confirm if submission of ESIA and feasibility study reports to local authorities for local permitting based on local Vietnamese requirement is required as part of this RFP scope.**

Answer: The submission of ESIA and feasibility study reports to local authorities is not part of this RFP scope.

53. Feasibility Study: please confirm whether we need to conduct energy yield assessment or we can consider the energy yield provided in Table 1 of the SOO document for feasibility analysis.

Answer: An energy yield assessment is not part of this RFP scope.

54. Is it expected to make a wind energy yield assessment (EYA) in line with international standards?

Answer: A wind energy yield assessment (EYA) is not part of this RFP scope.

55. Will the consultant select the wind turbine model to be undertaken for the feasibility studies?

Answer: The turbine supplier has not yet been selected. BCG Energy is currently working with

contractors for turbines for Khai Long 1, Dong Thanh 1 & 2. Khai Long 2 & 3 turbines are not yet decided.

56. Are the feasibility studies intended to be submitted for Vietnam approval purposes (MOIT / DOIT)?

Answer: BCG Energy is currently working on feasibility studies as required by local authorities. Agreement documents with the authorities are being worked on by the local consulting contractor. For purposes of this assignment, BCG Energy is looking for feasibility studies and environmental and social impact analyses for their wind projects in accordance with international standards, not for Vietnam approval purposes.

57. We understand that a local ESIA has been completed. In our experience the local ESIA are very limited, should we budget a full ESIA respecting international standard? If not, can you share the gap analysis to finetune the scope of work of the new ESIA?

Answer: Yes, a full ESIA meeting international standards is expected.

58. Can we provide our offer under our standard legal terms and conditions, as long as we comply with the broader requirements as outlined in the RFP?

Answer: The DAI Global LLC subcontract template will be used to subcontract the successful offeror. Offerors may review standard Terms and Conditions they will be subject to by visiting the INVEST Procurement website (https://invest-procurement.com/news) News and Resources section (scroll to 'Terms and Conditions').

59. Can the technical and ESIA scopes be split if bidders would prefer to bid only for one scope? Or will a single bidder be selected to deliver the whole package.

Answer: DAI anticipates issuing a single subcontract award to a firm or consortium of firms (if a partnering agreement is proposed) to complete the entire scope of work as outlined in the Statement of Objectives. Offerors should propose a firm or consortium of firms that can provide all services as outlined in the SOO.

60. Does the vendor need to provide both the Feasibility and EIA services?

Answer: Yes. See response to question #59.

61. Are we correct in assuming that work to date is only desk based and that no physical investigations, e.g. wind speed measurements, metocean conditions, geotech conditions, have been conducted to date? We assume if such investigations have not yet been done they would not form part of this scope but would be a recommendation for further work?

Answer: Offerors are only expected to complete those activities needed to meet the objectives in the RFP SOO.

62. What has been done in the way of desktop assessments so we know what does not need to be included in this proposal's scope of work? E.g. Energy yield, metocean, geotech, grid connection, ports, concept design, environmental, etc

Answer:

- The power output assessment report of all projects will be completed when the turbine type is officially selected;
- metocean, geotech: please see response to question #4.
- Design:
    - Khai Long 1: is implementing the technical design and PPA agreements
    - Khai Long phase 2&3, Dong Thanh 1&2: is implementing (FS)
- EIA: See response to question #9

63. Could you please provide approximate project coordinates of the project locations and ideally a layout map to assist in pricing?

Answer: Please find in the attached file at folder 62. Boundary and layout.

64. We understand that the offered price by Offeror is only the cost for composing documentation. Other cost such as lobby cost and other cost will be bear by the Owner. Please clarify.

Answer: DAI Global LLC anticipates issuing a single subcontract award up to US$300,000 for the implementation of activities outlined in the SOO. All costs associated with this assignment should be included in the proposed budget.

65. Is there any requirement for the dimensions of PowerPoint slides that will be submitted as a technical proposal, e.g. maximum width & height in inches / millimeters, <u>OR</u> any slide size can be used by the Offeror?

Answer: Technical proposals should be submitted as a ten (10) slide presentation, using 12-point standard font size and default (10 inches by 7.5 inches) slide presentation dimensions. 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.