

**REQUEST FOR PROPOSALS (RFP)**  
**RFP/2019/015**

Studies on biomass strategy for sustainable bioenergy production in Southeast Asia -  
Bioenergy from agriculture sector

**International Renewable Energy Agency**  
**Abu Dhabi, UAE**

*The International Renewable Energy Agency (IRENA) does not charge a fee at any stage of the procurement process (e.g. vendor registration, bid submission or any other stage). In the event that you have any reason to suspect that any activity purporting to be made on behalf of IRENA may be fraudulent, please contact [procurement@irena.org](mailto:procurement@irena.org).*

**11 November 2019**

## Section 1: Letter of Invitation

Abu Dhabi, United Arab Emirates  
11 November 2019

Dear Madam or Sir,

The International Renewable Energy Agency (IRENA) hereby invites you to submit a Proposal to this Request for Proposal (RFP) for the following consultancy service for – **“Studies on biomass strategy for sustainable bioenergy production in Southeast Asia – Bioenergy from agriculture sector”**.<sup>1</sup>

1. This RFP includes the following documents:

- Section 1 – This Letter of Invitation
- Section 2 – Instructions to Proposers, including the Data Sheet
- Section 3 – Terms of Reference, including technical evaluation criteria
- Section 4 – Proposal Submission Form
- Section 5 – Documents Establishing the Eligibility and Qualifications of the Proposer
- Section 6 – Technical Proposal Form
- Section 7 – Financial Proposal Form
- Section 8 – General Terms and Conditions for Professional Services
- Section 9 – Form for Performance Security
- Section 10 – Form of Bank Guarantee for Advance Payment
- Section 11 – Form of Contract

2. Your offer comprising a Technical and Financial Proposal, in separate sealed envelopes, should be submitted in accordance with the Data Sheet.
3. You are kindly requested to submit an acknowledgment letter to IRENA via the following email address: [procurement@irena.org](mailto:procurement@irena.org), or to the following postal address:

Procurement Office  
International Renewable Energy Agency  
IRENA Headquarters, Masdar City, P.O. Box 236  
Abu Dhabi, United Arab Emirates

4. The letter should be received by IRENA no later than **19 November 2019**; 16.00 H Gulf Standard Time (GST). The same letter should advise whether your company intends to submit a Proposal. If your company decides not to submit a proposal, we would appreciate it if you would kindly indicate the reason for our records.
5. Should you need further clarification, kindly communicate with the contact person indicated in the attached Data Sheet as the focal point for queries relating to this RFP.

We look forward to receiving your Proposal and thank you in advance for your interest in IRENA procurement opportunities.

Yours sincerely,

Bruce Neese  
Director  
Administration and Management Services

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<sup>1</sup> See Data Sheet Page 14 (DS # 5) for bid submission details.

## Section 2: Instruction to Proposers

### Definitions of Terms

- a) “*Contract*” refers to the agreement that will be signed by and between the IRENA and the successful Proposer and all the attached documents thereto, including the General Terms and Conditions for Professional Services (GTC) and the Appendices.
- b) “*Country*” refers to the country in which the Services are to be performed as indicated in the Data Sheet.
- c) “*Data Sheet*” refers to such part of the Instructions to Proposers used to reflect conditions of the tendering process that are specific for the requirements of the RFP.
- d) “*Day*” refers to calendar day.
- e) “*Instructions to Proposers*” (Section 2 of the RFP) refers to the complete set of documents which provides Proposers with all information needed and procedures to be followed in the course of preparing their Proposals.
- f) “*LOI*” (Section 1 of the RFP) refers to the Letter of Invitation being sent by IRENA to the Proposers.
- g) “*Material Deviation*” refers to any content or characteristic of the Proposal that is significantly different from an important aspect or requirement of the RFP, substantially alters the scope and quality of the requirements, limits the rights of IRENA and/or the obligations of the Proposer, or compromises the competitive position of other Proposers or otherwise adversely impacts the fairness and principles of the procurement process.
- h) “*Proposal*” refers to the Proposer’s response to the RFP, including the Proposal Submission Form, Technical and Financial Proposal and all other documentation attached thereto as required by the RFP.
- i) “*Proposer*” refers to any legal entity that may submit, or has submitted, a Proposal for the provision of Services requested by IRENA through this RFP.
- j) “*RFP*” refers to the Request for Proposals consisting of instructions and references prepared by IRENA for the purposes of selecting the best service provider to perform the Services described in the Terms of Reference.
- k) “*Services*” refers to the entire scope of tasks and deliverables requested by IRENA under the RFP.
- l) “*Supplemental Information to the RFP*” refers to a written communication issued by IRENA to prospective Proposers containing clarifications, responses to queries received from prospective Proposers, or changes to be made to the RFP, before the deadline for the submission of Proposals.
- m) “*Terms of Reference*” or “*TOR*” refers to the document included in this RFP as Section 3 which describes the objectives, scope of services, activities, tasks to be performed, responsibilities of the Proposer, expected results and deliverables and other data pertinent to the performance of the range of duties and services expected of the successful Proposer.

## **A. GENERAL**

1. IRENA hereby solicits Proposals in response to this RFP. Proposers must strictly adhere to all the requirements of this RFP. No changes, substitutions or other alterations to the provisions stipulated in this RFP may be made or assumed unless approved in writing by IRENA in the form of Supplemental Information to the RFP. However, whilst fully complying with the RFP requirements, Proposers are encouraged to provide any suggestions and solutions that may achieve a more cost-effective and value-for-money approach to fulfilling the requirements of this RFP.
2. Submission of a Proposal shall be deemed to constitute an acknowledgement by the Proposer that all obligations stipulated in this RFP shall be met and that, unless specified otherwise, the Proposer has read, understood and agreed to all the instructions provided in this RFP.
3. Any Proposal submitted will be regarded as an offer by the Proposer and shall not constitute or imply the acceptance of any Proposal by IRENA. This RFP does not commit IRENA to award a contract. The Proposal submitted by the successful Proposer will be the basis for negotiations which may lead to conclusion of a Contract with the successful Proposer.
4. IRENA implements a policy of zero tolerance on proscribed practices, including fraud, corruption, collusion, and unethical practices. IRENA is committed to preventing, identifying and addressing all acts of fraud and corrupt practices against IRENA as well as third parties involved in IRENA's activities.
5. Proposers shall not be in any position of conflict of interest arising from their current or future work with respect to IRENA. All Proposers found to have a conflict of interest shall be disqualified. Without limitation on the generality of the above, Proposers shall be considered to have a conflict of interest if they:
  - 5.1 are or have been associated in the past, with a firm or any of its affiliates which have been engaged with IRENA to provide services for the preparation of the design, specifications, Terms of Reference and other documents to be used for the procurement of the Services;
  - 5.2 were involved in the preparation and/or design of the programme/project related to the Services;
  - 5.3 have owners, officers, directors, controlling shareholders, or key personnel who are related to IRENA personnel involved in procurement functions; or
  - 5.4 are found to be in conflict for any other reason, as may be established by and at the discretion of IRENA.
6. Proposers shall disclose in their Proposal their knowledge of any other circumstances that could potentially lead to actual or perceived conflict of interest, collusion or unfair competition practices. Failure of such disclosure may result in the rejection of the proposal or proposals affected by the non-disclosure.
7. More than one Proposal from any company, either in its own name or as part of a joint venture, consortium or partnership, shall not be considered. If any Proposer submits or participates in more than one Proposal in response to this RFP, all such Proposals shall be disqualified and rejected. If IRENA has reasons to believe that collusion exists between Proposers, all such Proposers shall be disqualified.

## **B. CONTENTS OF PROPOSAL**

### **8. Sections of Proposal**

Proposers are required to complete, sign and submit in the number of copies indicated in the **Data Sheet** (DS no. 18) the following documents:

- 8.1 Proposal Submission Form (see Section 4 of this RFP);
- 8.2 Documents Establishing the Eligibility and Qualifications of the Proposer (see Section 5 and the **Data Sheet** (DS no. 24) of this RFP);
- 8.3 Technical Proposal Form (see Section 6 of this RFP);
- 8.4 Financial Proposal Form (see Section 7 of this RFP); and
- 8.5 Any attachments and/or appendices to the Proposal, including those specified in the **Data Sheet** (DS no. 24 & 25).

### **9. Clarification of Request for Proposals**

Proposers may request a clarification of any of the RFP documents no later than the deadline for the submission of requests for clarification indicated in the **Data Sheet** (DS no. 20). Any request for clarification must be sent in writing or by electronic means to the IRENA address indicated in the **Data Sheet** (DS no. 17). IRENA will respond in writing or by electronic means and will send written copies of the response (including an explanation of the query but without identifying the source of inquiry) to all Proposers who have provided confirmation of their intention to submit a Proposal.

IRENA shall endeavour to provide such responses to clarifications in an expeditious manner, but any delay in such response shall not cause an obligation on the part of IRENA to extend the submission date of the Proposals, unless IRENA deems that such an extension is justified and necessary.

### **10. Amendment of Request for Proposals**

At any time prior to the deadline for submission of Proposals, IRENA may for any reason, such as in response to a clarification requested by a Proposer, make changes to the RFP in the form of a Supplemental Information to the RFP. All Proposers who have provided confirmation of their intention to submit a Proposal will be notified in writing of all amendments to the RFP.

In order to afford prospective Proposers reasonable time to consider the amendments in preparing their Proposals, IRENA may, at its discretion, extend the deadline for submission of Proposals, if the nature of the amendment to the RFP justifies such extension.

## **C. PREPARATION OF PROPOSALS**

### **11. Cost of Proposal**

The Proposer shall bear any and all costs related to the preparation and/or submission of the Proposal, regardless of whether its Proposal is selected or not. IRENA shall in no case be responsible or liable for those costs, regardless of the conduct or outcome of the process.

## 12. Language of Proposal

The Proposal, as well as all related correspondence exchanged by the Proposer and IRENA, shall be written in the English language, unless a language other than English has been specified in the **Data Sheet** (DS no. 4). Any printed literature furnished by the Proposer written in a language other than the language specified in the **Data Sheet** (DS no. 4) must be accompanied by a translation into the language specified in the **Data Sheet** (DS no. 4). For the purposes of interpretation of the Proposal and in the event of any discrepancy or inconsistency in meaning, the version translated into the language specified in the **Data Sheet** (DS no. 4) shall prevail.

## 13. Proposal Submission Form

Proposers shall submit their Proposals using the Proposal Submission Form furnished in Section 4 of the RFP.

## 14. Technical Proposal Format and Content

Unless otherwise stated in the **Data Sheet** (DS no. 24), the Proposer shall structure the Technical Proposal in the format provided in Section 6 and in accordance with the following:

- 14.1 Expertise of Firm/Organisation – this section shall provide details regarding the management structure of the Proposer, organisational capability/resources, the experience of the Proposer, the list of projects/contracts (both completed and ongoing, both domestic and international) which are related or similar in nature to the requirements of the RFP, and proof of financial stability and adequacy of resources to complete the Services (see Clause 15 of this Section 2 for further details).
- 14.2 Proposed Methodology, Approach and Implementation Plan – this section should demonstrate the Proposer’s response to the Terms of Reference by: identifying the specific components proposed, how the requirements shall be addressed, as specified, point by point; providing a detailed description of the essential performance characteristics proposed; identifying the works/portions of the work that will be subcontracted; and demonstrating how the proposed methodology meets or exceeds the specifications, while ensuring appropriateness of the approach to the local conditions and the rest of the project operating environment. This methodology must be laid out in an implementation timetable that is within the duration of the Contract as specified in the Terms of Reference.
- 14.3 Management Structure and Key Personnel – This section should include the comprehensive curriculum vitae (CVs) of key personnel that will be assigned to support the implementation of the proposed methodology, clearly defining the roles and responsibilities vis-à-vis the proposed methodology. CVs should establish competence and demonstrate qualifications in areas relevant to the TOR.

In complying with this sub-section 14, the Proposer assures and confirms to IRENA that the personnel being nominated are available to implement the Services within the duration of the Contract indicated in the Terms of Reference. If, at any time prior to award of the Contract, any of the key personnel listed in the Technical Proposal become unavailable, except for unavoidable reasons such as death, medical incapacity or delay in the implementation of the Services through no fault of the Proposer, IRENA reserves the right to consider the Proposal non-responsive. Any substitution of personnel arising from unavoidable reasons shall be made only with IRENA’s approval of the justification for the substitution and with IRENA’s approval of the replacement, who shall be of either equal or superior credentials to the one being replaced and which shall not involve any additional cost to IRENA.

The Technical Proposal **shall not include any financial information**. A Technical Proposal containing any form of financial information that could lead to the determination of the price offer may be declared non-compliant.

#### 15. **Financial Proposals**

The Financial Proposal shall be prepared using the attached standard form provided in Section 7. It shall list all major cost components associated with the services, and the detailed breakdown of such costs. All outputs and activities described in the Technical Proposal must be priced separately on a one-to-one correspondence. Any output and activities described in the Technical Proposal but not priced in the Financial Proposal, shall be assumed to be included in the prices of other activities or items, as well as in the final total price.

#### 16. **Currencies of Proposals**

All prices from Proposers shall be quoted in the preferred currency indicated in the **Data Sheet** (DS no. 15).

16.1 Should the Proposer submit a Financial Proposal in a currency that is different from the preferred currency specified in the **Data Sheet** (DS no. 15), IRENA will convert the currency quoted in the Proposal to the preferred currency in accordance with the prevailing United Nations operational rate of exchange on the deadline for submission of Proposals; and

16.2 In the event that the Proposal that is found to be the most responsive to the RFP requirements is quoted in a currency different from the preferred currency indicated in the **Data Sheet** (DS no. 15), IRENA reserves the right to award the Contract in the preferred currency specified in the **Data Sheet** (DS no. 15) using the conversion method specified in sub-section 16.1 above.

#### 17. **Documents Establishing the Eligibility and Qualifications of the Proposer**

The Proposer shall furnish evidence of its status as an eligible and qualified vendor, using the forms provided in Section 5 of this RFP, with such eligibility and qualifications to be documented to IRENA's satisfaction. This evidence shall include, and must demonstrate, the following:

17.1 That, in the case of a Proposer offering to supply goods under the Contract which the Proposer did not manufacture or otherwise produce, the Proposer has been duly authorised by the goods' manufacturer or producer to supply the goods in the country of final destination; and

17.2 That the Proposer has the financial, technical, and production capability necessary to perform the Contract.

#### 18. **Joint Venture, Consortium or Association**

If the Proposer is a group of legal entities that will form or have formed a joint venture, consortium, or association at the time of the submission of the Proposal, all of the members of the joint venture/consortium/association shall submit, along with the Proposal, a duly notarised agreement confirming that they have designated one member to act as the lead entity duly vested with the authority to bind the members of the joint venture/consortium/association jointly and severally, and that if their Proposal is selected, the Contract shall be negotiated and entered into between IRENA and the designated lead entity who shall be acting for and on behalf of all the members of the joint venture/consortium/association.

- 18.1 After the Proposal has been submitted to IRENA, neither the lead entity nor the composition or constitution of the joint venture/consortium/association shall be altered without the prior consent of IRENA.
- 18.2 The organisation of the joint venture/consortium/association must clearly define the role of each of its component/member entities in the course of performing the Services.
- 18.3 Where a joint venture/consortium/association is presenting its track record and experience in a similar undertaking as those required in the TOR, it should present such information in the following manner:
- Those that were undertaken together by the joint venture/consortium/association; and
  - Those that were undertaken by the individual members of the joint venture/consortium/association expected to be involved in the performance of the Services.
- 18.4 Previous contracts completed by individual experts working privately but who are permanently or were temporarily associated with the joint venture/consortium/association or any of its members cannot be claimed as the experience of the joint venture/consortium/association or those of any of its members, but should only be claimed by the individual experts themselves in their presentation of their credentials.

## 19. Alternative Proposals

Unless otherwise specified in the **Data Sheet** (DS no. 6), alternative proposals shall not be considered. Where alternative proposals are allowed in the **Data Sheet** (DS no. 6), IRENA reserves the right to award a Contract based on an alternative proposal when the conditions for its acceptance are met.

## 20. Period of Validity

Proposals shall remain valid for the period specified in the **Data Sheet** (DS no. 8), commencing on the deadline for submission also indicated in the **Data Sheet** (DS no. 20). A Proposal valid for a shorter period shall be immediately disqualified and rejected by IRENA.

In exceptional circumstances, prior to the expiration of the proposal validity period, IRENA may request Proposers to extend the period of validity of their Proposals. The request and the responses shall be made in writing, and shall be considered integral to the Proposal.

## D. SUBMISSION AND OPENING OF PROPOSALS

### 21. Submission and Opening of Proposals

- 21.1 The Technical Proposal and the Financial Proposal envelopes must be completely separate and each of them must be submitted sealed individually and clearly marked on the outside as either “TECHNICAL PROPOSAL” or “FINANCIAL PROPOSAL”, as appropriate. Each envelope MUST also bear the name of the Proposer. The outer envelopes shall:
- bear the name and address of the Proposer
  - be addressed to IRENA as specified in the **Data Sheet** (DS no. 19); and
  - bear a warning that states: “**DO NOT OPEN BEFORE** [insert the time and date for Proposal opening specified in the **Data Sheet** (DS no. 21)]”.

The Proposer shall assume the responsibility for the misplacement or premature opening of Proposals due to improper sealing and labelling.



- 21.2 Proposers must always submit their Proposals by mail/courier or by hand delivery.
- 21.3 Proposers shall enclose the original and each copy of the Proposal, in separate sealed envelopes, duly marking each of the envelopes as “Original Proposal” and “Copy of Proposal” as appropriate. The two envelopes shall then be sealed in an outer envelope. The number of copies required shall be as specified in the **Data Sheet** (DS no. 18). In the event of any discrepancy between the original and a copy of the Proposal, the original shall prevail. The original of the Proposal shall be signed or initialled on every page by the Proposer or a person duly authorised to commit the Proposer and all copies shall be made from the signed original.
- 21.4 Proposers must be aware that the mere act of submission of a Proposal, in and of itself, implies that the Proposer accepts the General Terms and Conditions for Professional Services in full as attached hereto as Section 8.

## 22. **Deadline for Submission of Proposals and Late Proposals**

- 22.1 Proposals must be received by IRENA at the address and no later than the date and time specified in the **Data Sheet** (DS nos. 19 and 20).
- 22.2 IRENA shall not consider any Proposal that arrives after the deadline for submission of Proposals. Any Proposal or modification of a Proposal that is received by IRENA after the deadline for submission of Proposals shall be declared late, rejected, and returned unopened to the Proposer.

## 23. **Withdrawal, Substitution, and Modification of Proposals**

- 23.1 Proposers are expected to have sole responsibility for taking steps to carefully examine in detail the full consistency of their Proposals to the requirements of the RFP, keeping in mind that material deficiencies in providing information requested by IRENA or a lack of clarity in the description of services to be provided may result in the rejection of the Proposal. IRENA shall not assume any responsibility regarding erroneous interpretations or conclusions made by the Proposer in understanding the RFP.
- 23.2 A Proposer may withdraw, substitute or modify its Proposal after it has been submitted by sending a written notice in accordance with Clause 21.1 of this Section 2, duly signed by an authorised representative, and shall include a copy of the authorisation (or a Power of Attorney). The corresponding substitution or modification of the Proposal must accompany the written notice. All notices must be received by IRENA prior to the deadline for submission of Proposals and submitted in accordance with Clause 21.1 of Section 2 (except that withdrawal notices do not require copies). The respective envelopes shall be clearly marked “WITHDRAWAL,” “SUBSTITUTION,” or “MODIFICATION”.
- 23.3 Proposals requested to be withdrawn shall be returned unopened to the Proposers.
- 23.4 No Proposal may be withdrawn, substituted, or modified in the interval between the deadline for submission of Proposals and the expiration of the period of proposal validity specified by the Proposer on the Proposal Submission Form or any extension thereof.

## **24. Proposal Opening**

- 24.1 IRENA will open the Proposals in the presence of an ad-hoc committee of at least two (2) members formed by IRENA.
- 24.2 The Proposers' names, withdrawals, substitutions and modifications, the condition of the labels/seals of the envelope, the presence or absence of required documents, and such other details as IRENA may consider appropriate will be announced at the opening. No Proposal shall be rejected at the opening stage, except for late submission, for which the Proposal shall be returned unopened to the Proposer.

## **25. Confidentiality**

- 25.1 Information relating to the examination, evaluation, and comparison of Proposals and recommendation of contract award shall not be disclosed to Proposers or any other persons not officially concerned with such process, even after publication of the contract award.
- 25.2 Any effort by a Proposer to influence IRENA in the examination, evaluation and comparison of the Proposals or contract award decisions may, at IRENA's decision, result in the rejection of its Proposal.
- 25.3 In the event that a Proposer is unsuccessful, the Proposer may seek a meeting with IRENA for a debriefing. Such debriefing shall be limited to discussing the strengths and weaknesses of the Proposal of said Proposer in order to assist the Proposer in improving future proposals to IRENA. The content of other Proposals, their evaluation and how they compare to the Proposer's Proposals shall not be discussed.

## **26. Clarification of Proposals**

To assist in the examination, evaluation and comparison of Proposals, IRENA may, at its discretion, ask any Proposer for a clarification of its Proposal.

IRENA's request for clarification and the response shall be in writing. Notwithstanding the written communication, no change in the prices or substance of the Proposal shall be sought, offered, or permitted, except to provide clarification, and confirm the correction of any arithmetic errors discovered by IRENA in the evaluation of the Proposals, in accordance with Clause 30 of this Section 2.

Any unsolicited clarification submitted by a Proposer in respect to its Proposal, which is not a response to a request by IRENA, shall not be considered during the review and evaluation of the Proposals.

## **E. EVALUATION AND COMPARISON OF PROPOSALS**

### **27. Preliminary Examination of Proposals**

- 27.1 IRENA shall examine the Proposals to determine whether they are complete, whether the documents have been properly signed, and whether the Proposals are generally in order. IRENA reserves the right to reject any Proposal after preliminary examination of the Proposal, if IRENA finds a reason for such rejection, including but not limited to the discovery of significant or material deviation, conflict of interest or fraud, among others.
- 27.2 IRENA shall reject the Proposal of any Proposer found to appear in a United Nations Security Council sanctions list or such ineligibility lists as may be established or recognised by IRENA in accordance with its applicable rules, policies and procedures.

## 28. Evaluation of Proposals

- 28.1 IRENA shall examine the Proposal to confirm that the **IRENA General Terms and Conditions for Professional Services** and any Special Conditions of the RFP have been accepted by the Proposer without any deviation or reservation.
- 28.2 In the first stage, the evaluation committee shall review and evaluate the Technical Proposals on the basis of their responsiveness to the Terms of Reference and other requirements in the RFP, applying the evaluation criteria, sub-criteria, and point system specified in the **Data Sheet** (DS no. 23-Special Note). Each responsive Proposal will be given a technical score. A Proposal shall be rendered non-responsive at this stage if it does not substantially respond to the RFP, and particularly the Terms of Reference, or if it fails to achieve the minimum technical score indicated in the Terms of Reference. No changes shall be made by IRENA to the criteria, sub-criteria and point system indicated in the **Data Sheet** (DS no.5 & 23) after all Proposals have been received.
- 28.3 In the second stage, only the Financial Proposal of those Proposers that achieve the minimum technical score will be opened for evaluation (DS no. 22). The Financial Proposals corresponding to Technical Proposals that did not meet the minimum passing technical score shall be returned to the relevant Proposers unopened. The overall evaluation score will be based either on a combination of the technical and financial scores, or on the lowest evaluated financial proposal of the technically qualified Proposers. The evaluation method that applies for this RFP shall be as indicated in the **Data Sheet** (DS no. 22).
- 28.4 IRENA reserves the right to undertake a post-qualification exercise aimed at determining to its satisfaction the accuracy, authenticity and validity of information provided by the Proposer through verification and reference checking, among other means that it deems appropriate, at any stage within the selection process.
- 28.5 When the **Data Sheet** (DS no. 22) specifies that the evaluation method to be used shall be the **combined scoring method**, the formula for evaluating the Proposals shall be as follows:

$$p = y (x/z)$$

where:

p = weighted percentage points for the Financial Proposal being evaluated

y = maximum weighted percentage number of points for the Financial Proposal, as indicated in the **Data Sheet** (DS no. 22)

x = price of the lowest priced Proposal

z = price of the Proposal being evaluated based on a combination of the technical and financial scores

## 29. Responsiveness of Proposal

- 29.1 IRENA's determination of a Proposal's responsiveness is to be based on the contents of the Proposal itself.
- 29.2 A substantially responsive Proposal is one that conforms to all the terms, conditions, and specifications of the RFP without material deviation, reservation, or omission.

29.3 If a Proposal is not substantially responsive, it shall be rejected by IRENA and may not subsequently be made responsive by the Proposer by correction of the material deviation, reservation, or omission.

### 30. **Nonconformities, Errors and Omissions**

30.1 Provided that a Proposal is substantially responsive, IRENA may waive any non-conformities or omissions in the Proposal that do not constitute a material deviation.

30.2 Provided that a Proposal is substantially responsive, IRENA may request the Proposer to submit the necessary information or documentation, within a reasonable period of time, to rectify nonmaterial nonconformities or omissions in the Proposal related to documentation requirements. Failure of the Proposer to comply with the request may result in the rejection of its Proposal.

30.3 Provided that the Proposal is substantially responsive, IRENA shall correct arithmetical errors on the following basis:

30.3.1 If there is a discrepancy between the unit price and the line item total that is obtained by multiplying the unit price by the quantity, the unit price shall prevail and the line item total shall be corrected, unless in the opinion of IRENA there is an obvious misplacement of the decimal point in the unit price, in which case the line item total as quoted shall govern and the unit price shall be corrected;

30.3.2 If there is an error in a total corresponding to the addition or subtraction of subtotals, the subtotals shall prevail and the total shall be corrected; and

30.3.3 If there is a discrepancy between words and figures, the amount in words shall prevail, unless the amount expressed in words is related to an arithmetic error, in which case the amount in figures shall prevail subject to the above.

30.4 If the Proposer does not accept the correction of errors made by IRENA, its Proposal shall be rejected.

## **F. AWARD OF CONTRACT**

### 31. **Right to Accept, Reject, or Render Non-Responsive Any or All Proposals**

IRENA reserves the right to accept or reject any Proposal, to render any or all Proposals as non-responsive, and to annul the solicitation process and reject all Proposals at any time prior to award of Contract, without thereby incurring any liability to the affected Proposer(s), or any obligation to inform the affected Proposer(s) of the grounds for IRENA's action. Furthermore, IRENA shall not be obliged to award the Contract to the Proposer that submitted the lowest priced Proposal.

### 32. **Award Criteria**

Prior to the expiration of Proposal validity, IRENA shall award the Contract to the qualified Proposer with the highest score based on the evaluation method indicated in the **Data Sheet** (DS no. 22).

### 33. **Contract Signature**

Within fifteen (15) days from the date of receipt of the Contract negotiated between IRENA and the successful Proposer, the successful Proposer shall sign and date the Contract and return it to IRENA.

#### 34. **Performance Security**

- 34.1 A performance security, if required, shall be provided in the amount and form and by the deadline indicated in the **Data Sheet** (DS nos. 9 and 10), as applicable.
- 34.2 Failure of the successful Proposer to comply with the requirement of RFP Clause 33 or RFP Clause 35 shall constitute sufficient grounds for the annulment of the award and forfeiture of the performance security if any, on which event IRENA may award the Contract to the Proposer with **the second highest rated Proposal or call for new Proposals.**

#### 35. **Right to Vary Requirements at the Time of Award**

At the time of award of Contract, IRENA reserves the right to vary the quantity of services and/or goods, by up to a maximum ten per cent (10%) of the total offer, without any change in the unit price or other terms and conditions.

#### 36. **Bank Guarantee for Advance Payment**

Except when the interests of IRENA so require, it is IRENA's policy to make no advance payment(s) on contracts. In the event that the Proposer requires an advance payment and if such request is duly accepted by IRENA, and the said advance payment exceeds 20% of the total proposal price or the amount of \$30,000, IRENA shall require the Proposer to submit a bank guarantee in the same amount as the advance payment and in the form provided in Section 10.

#### 37. **Proposer's Conference**

When appropriate, a pre-proposal conference will be conducted at the date, time and location specified in the **Data Sheet** (DS no. 7). All Proposers are encouraged to attend. Non-attendance, however, shall not result in disqualification of an interested Proposer. Minutes of the Proposers' conference will be either posted on the IRENA website or disseminated to the individual firms that have registered or expressed interest in the RFP, whether or not they attended the conference. No statement made during the conference shall modify the terms and conditions of the RFP unless such statement is issued as an amendment in the form of a Supplemental Information to the RFP.

#### 38. **Vendor Protest**

The IRENA vendor protest procedure provides an opportunity for appeal to those persons or firms not awarded a purchase order or contract through a competitive procurement process. This procedure is not available to Proposers whose Proposals were rejected. In the event that you believe you have not received fair treatment; the following email provides further details regarding IRENA vendor protest procedures: [awardreview@irena.org](mailto:awardreview@irena.org).

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**Instructions to Proposers**

**DATA SHEET**

The following data for the services to be procured shall complement, supplement, or amend the provisions in the Instruction to Proposers. In the case of a conflict between the Instruction to Proposers and the Data Sheet, the provisions in the Data Sheet shall prevail.

<b>DS. No.</b>	<b>Data</b>	<b>Specific Instructions</b>
1.	Reference number:	<b>RFP-2019-015</b>
2.	Title of Services/Work:	Studies on biomass strategy for sustainable bioenergy production in Southeast Asia – Bioenergy from the agriculture sector.
3.	Country(s):	<i>see TOR – attached in Section 3</i>
4.	Language of the Proposal:	English only
5.	Conditions for submitting Proposals for parts or sub-parts of the TOR	<input type="checkbox"/> Allowed <input checked="" type="checkbox"/> <b>Not allowed</b>
6.	Conditions for submitting alternative Proposals	<input checked="" type="checkbox"/> <b>Shall not be considered</b> <input type="checkbox"/> Shall be considered A Proposer may submit an alternative Proposal, but only if it also submits a Proposal that meets the base case. IRENA shall only consider the alternative Proposals offered by the Proposer whose Proposal for the base case was determined to be the Proposal with the highest evaluated score.
7.	A pre-proposal conference will be held:	<input checked="" type="checkbox"/> <b>No</b> <input type="checkbox"/> Yes Venue: <i>[insert]</i>
8.	Period of Proposal validity commencing on the deadline of submission of Proposals	<input checked="" type="checkbox"/> <b>90 days</b> <input type="checkbox"/> 120 days
9.	Performance security	<input type="checkbox"/> Required <span style="float: right;"><input checked="" type="checkbox"/> <b>Not required</b></span>
10.	Acceptable forms of performance security	<input type="checkbox"/> Bank guarantee (See Section 9 for template) <input type="checkbox"/> Managers cheque/cahiers cheque/certified cheque <input type="checkbox"/> Others [please specify] <input checked="" type="checkbox"/> <b>Not applicable</b>

11.	Validity of performance security	[N/A] days from the last day of Proposal submission
12.	Proposal prices shall be subjected to taxation	<input type="checkbox"/> Yes, please submit Proposal prices inclusive of all applicable taxes <input checked="" type="checkbox"/> <b>No, please submit Proposal prices exclusive of all taxes</b>
13.	Advanced payment upon signing of contract	<input type="checkbox"/> Allowed up to a maximum of ____% of the contract price <input checked="" type="checkbox"/> <b>Not allowed</b>
14.	Liquidated damages	<input checked="" type="checkbox"/> <b>Will not be imposed</b> <input type="checkbox"/> Will be imposed under the following conditions:
15.	Preferred currency of Proposal and method for currency conversion	<b>USD</b>
16.	Deadline for submitting requests for clarifications/questions	<b>Four (4) working</b> days before the submission date.
17.	Contact Details for submitting clarifications/questions	Focal Person in IRENA: Arjuna Kadirgamar, Procurement Officer  Address: <i>IRENA HQ, Masdar City, PO Box236 Abu Dhabi, UAE.</i> E-mail address dedicated for this purpose: <a href="mailto:Procurement@IRENA.Org">Procurement@IRENA.Org</a> or <a href="mailto:AKadirgamar@IRENA.Org">AKadirgamar@IRENA.Org</a>
18.	No. of copies of Proposal that must be submitted	(a) Original: - <b>One hard copy</b> (b) Electronic Copies: - <i>PDF document provided on a CD – ROM or USB drive.</i> Technical and Financial proposal to be submitted in <u>separate, sealed envelopes</u> . Each envelope to be clearly labelled with its contents as “ <b>Technical Proposal</b> ” or “ <b>Financial Proposal</b> ”. Both proposals placed in a larger envelope.
19.	Proposal submission address	Procurement Office International Renewable Energy Agency, IRENA Headquarters Masdar City, PO Box 236; Abu Dhabi, United Arab Emirates  <b>Note – for this RFP/2019/015:</b> Separate <b>Technical &amp; Financial</b> proposals are required for each of the <b>four (4)</b> components as identified <b>DS 2 / Page 14-</b> submitted as separate files.
20.	Deadline of submission of Proposals	<b>Date: 3 December 2019                      Time: 14.00H GST</b>
21.	Date, time and venue for opening of Proposals	<b>Date 3 December 2019;                      Time: 16.00H GST</b> <b>Venue:    IRENA HQ, Abu Dhabi, UAE</b>
22.	Evaluation method to be used in awarding the contract	<input checked="" type="checkbox"/> Award to the <b>technically compliant, lowest priced proposal</b> . To be deemed compliant – the technical proposal must meet / exceed the cut-off score of <b>70%</b> .

23	<p>Required documents that must be submitted to establish qualification of Proposers (In “Certified True Copy” form only)</p> <p><i>[Check all that apply, delete those that are not required.]</i></p>	<p><input checked="" type="checkbox"/> Company profile, which should <u>not</u> exceed forty (40) pages, including CVs of all personnel that shall be performing the Services, projects implemented, and details relevant to the Services being procured.</p> <p><input checked="" type="checkbox"/> Valid certificate of registration of the business, including Articles of Incorporation or equivalent document if Proposer is not a corporation.</p> <p><input checked="" type="checkbox"/> Quality certificate (e.g., ISO, etc.) and/or other similar certificates, accreditations, awards and citations received by the Proposer, if any.</p>
	<p>Other information related to the RFP</p>	<p><i>[All other instructions and information not yet mentioned so far in this Data Sheet but that are relevant to the RFP must be cited here, and any further entries that may be added below this table row. If there is no other information to be included here, please write “Not applicable”.]</i></p>
23.	<p>Expected date for commencement of Contract</p>	<p><i>[To be announced later]</i></p>
24.	<p>Criteria for the evaluation of Proposals</p>	<p>As specified in the TOR. <b>Important note:</b> The specified points are only suggested and may be modified based on the nature and demands of the TOR. However, <b>ABSOLUTELY NO CHANGES</b> to this table may be made by IRENA after the deadline (close of) of submission of Proposals.</p>

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## Section 3

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### RFP/2019/015

### Terms of Reference (TOR) and Evaluation Criteria

### Biomass Strategy for Sustainable Bioenergy Production in Southeast Asia

## 1. BACKGROUND

### 1.1. ABOUT IRENA

The International Renewable Energy Agency (IRENA) is an intergovernmental organisation that supports countries in their transition to a sustainable energy future, and serves as the principal platform for international cooperation, a centre of excellence, and a repository of policy, technology, resource and financial knowledge on renewable energy. IRENA promotes the widespread adoption and sustainable use of all forms of renewable energy, including bioenergy, geothermal, hydropower, ocean, solar and wind energy in the pursuit of sustainable development, energy access, energy security and low-carbon economic growth and prosperity.

IRENA Innovation and Technology Centre (IITC) is responsible for the provision of the means for an accelerated renewable energy technology uptake, considering national conditions of resource endowment, social and economic frameworks. In accordance with the IRENA Statute, activities in this field include analysis of renewable energy technology policies; dissemination of information and increased awareness; technologies and equipment overview and assessment of success- failure factors; improved pertinent knowledge and technology transfer, and joint RD&D and provision of information about the development and deployment of national and international technical standards in relation to renewable energy.

### 1.2. PROJECT BACKGROUND

Achieving the well-below 2 degrees Celsius temperature goal set out in the Paris Agreement requires accelerated deployment of renewables across all energy end-use sectors. Bioenergy is expected to play a vital role in this energy transition building on its versatile applications for power, heat as well as transport fuels. IRENA's Roadmap to 2050 on Global Energy Transformation (REmap) foresees the four-fold increase of primary modern bioenergy supply from around 30 EJ in 2016 to 125 EJ in 2050<sup>2</sup> with significant scale-up of bioenergy deployment particularly in transport and industry sectors while the traditional use of biomass for cooking in the residential sector will be phased out.

Southeast Asia is one of the fastest growing regions in the world in terms of GDP, population, demand for food and energy. With economic growth exceeding 4% annually, Southeast Asia's energy consumption has doubled since 1995 and the energy demand is expected to continue growing at 4.7% per year through 2035. Yet some 65 million people in the region still lack reliable electricity access, while more than 250 million rely on traditional biomass for cooking. Such energy landscape poses twofold challenges for the region as a proving ground toward decarbonizing the ever-growing economy while modernizing the energy system currently dependent on traditional biomass for their livelihoods. The Member States of the ASEAN have set a regional aspirational target of securing 23% of their primary energy from modern, sustainable, renewable sources including large scale hydropower but

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<sup>2</sup> In 2016 an additional 27 EJ of primary biomass was deployed in traditional uses outside the modern energy sector.

excluding traditional biomass by 2025. IRENA has actively engaged with ASEAN to provide support for better policy framework on renewables with several flagship reports, e.g., *Renewable Energy Market Analysis Southeast Asia*, *Renewable Energy Outlook for ASEAN* and *Biofuel Potential in Southeast Asia*. Furthermore, IRENA and ASEAN signed a memorandum of understanding (MoU) on the side-lines of the 36th ASEAN Ministers on Energy Meeting in October 2018 to forge a new partnership aimed at scaling up renewable energy deployment and advancing the transition to a sustainable energy future.

Bioenergy is the most common renewable energy application in the region as fuels for industry, buildings and transport as well as sources for power supply. And yet huge potential for further deployment of bioenergy exists. IRENA's survey on *Biofuel Potential in Southeast Asia: Raising food yields, reducing food waste and utilizing residues* provides a basis for assessing how much bioenergy could be produced with biomass that is surplus to projected food needs without carbon-releasing land use change.

Building on these achievements and with funding from the Ministry of Agriculture, Forestry and Fisheries of Japan, this project aims to further showcase possible pathways for scaling up the use of modern bioenergy with robust business case of bioenergy production and enhanced private sector investment.

## 2. TECHNICAL SCOPE

IRENA has conducted several studies to assess the theoretical potential of biomass feedstock for biofuels in Southeast Asia. The results of these studies are summarised or incorporated in, inter alia, "*Biofuel Potential in Southeast Asia: Raising food yields, reducing food waste and utilizing residues* (IRENA, 2017)", "*Renewable Energy Prospects: Indonesia* (IRENA, 2017)" and "*Renewable Energy Outlook: Thailand* (IRENA, 2017)". The objective of this project is to build on those theoretical findings and further provide insights into pragmatic applicability of various types of biomass feedstocks based on their economic viability and technical feasibility. The basic concept of this study is illustrated below:

- 3.1. The study should cover as many types of biomass feedstock as possible. These may include residues and by-products of agricultural crops and forest products, livestock waste, bamboo, palm trees, non-agricultural plants such as natural rubber and other organic waste as well as dedicated energy crops such as miscanthus, napier grass and jatropha, which can be generated across various stages of the whole supply chains from harvesting through processing, retail, consumption and to disposal.
- 3.2. The target countries to be studied are Indonesia, Thailand and Viet Nam, but should also include Malaysia and Myanmar for the study on bioenergy from the forestry sector.
- 3.3. The focus of the study should be to develop a strategy for scaling up biomass deployment in the target countries based on economic case of feedstock availability and affordability, conversion technologies and substitution potential in end-use market.

3.4. Success factors and challenges to be overcome for the commercialization of bioenergy technologies should be well illustrated taking into consideration the tasks specified below.

3.3.1. The ways in which harvest and process residues are disposed, recycled or traded locally for conventional uses should be studied, e.g. plowing-in to maintain soil organic matter, demand for conventional uses and opportunity cost when paid for disposal.

3.3.2. Due to low density of agricultural residues, costs of road transport and other factors such as seasonality of production and small-scale land ownership patterns limit the feasible area for collecting and transporting feedstocks to certain distances from the refinery site and/or processing plant depending on the feedstock properties. These factors should be carefully reviewed based on solid cost analysis when assessing the practical applicability of biomass for bioenergy feedstocks.

3.3.3. The potential of dedicated energy crops (e.g. jatropha, miscanthus, napier grass) should be assessed building on the findings of research and outcomes of pilot projects undertaken so far and in the context of policy directions with the aim to promote them under well-coordinated land use planning.

3.3.4. With varying requirements and specifications for bioenergy feedstocks for different energy end-use sectors, e.g. bioliquid for transport sector, solid biofuels for industrial process heat and biogas for power generation, economic case of bioenergy feedstocks should be evaluated with possible bioenergy conversion pathways for each route to different end-use sectors. Assessing techno-economic potentials in such a manner should be based on an explicit geo-spatial analysis to understand where exactly the different types of biomass are coming from and what it takes to make them available to end-uses at the right time and within the quality requirements.

3.3.5. Demand side responses should also be studied especially for bioenergy applications in the industry sector, e.g. to what extent bioenergy could be substituted for fossil fuels in the production of process heat by which forms of feedstocks (charcoal, pellets, briquette, chips, etc.).

3.3.6. Enablers for the scaling up of bioenergy production such as the marketability of the whole supply chains, investment needs, existing and prospected technical advancement and innovations, policy support and incentive mechanism, among others, may be factored in.

3.3.7. In areas where high dependence on traditional biomass for cooking and heating continues to be a driving force for deforestation and forest degradation, possible pathways to mitigate the pressures on forest resources through efficiency improvement and make a transition from traditional biomass to modern bioenergy or other renewables should be explored.

- 3.3.8. The possible deployment of short rotation woody crops grown on degraded land for energy purposes, where applicable, should be explored.
- 3.3.9. Advice may be sought from various partners including the donor (Ministry of Agriculture, Forestry and Fisheries of Japan), Japan International Research Center for Agricultural Sciences (JIRCAS), Association of Southeast Asian Nations (ASEAN) secretariat, the ASEAN Center for Energy (ACE), United Nations entities, international consultants, development partners and research institutions.
- 5) The scope of the study will be further discussed and refined with the contractor at the kick-off meeting to ensure effective work and the achievement of the expected milestones.

### 3. SCOPE OF WORK

The work will consist of the following two activities:

- 1) Drafting a document to showcase possible pathways for decarbonising the economy through accelerated deployment of bioenergy.

The document should be designed to inform policy makers of the best available data on the economic potential of bioenergy applications thus helping the governments setting or upgrading national renewable energy targets and national decarbonisation strategies including Nationally Determined Contributions as appropriate. It should be also aimed at providing a solid basis for the private sector making investment decisions for the scaling up of bioenergy deployment.

The structure of the document should include an executive summary and an introduction followed by the findings of the study and recommendations for future-looking possible way forward.

- 2) Preparing at least two case studies which showcase the development process of bioenergy application in the industry sector (mining and quarrying, construction and/or manufacturing)  
The case studies should assess the potential of bioenergy applications for industrial heat, either through increased deployment of bioenergy or substituting fossil fuels in use today. The focus of the study would be cost, availability, viability of retrofit/substitution and life-cycle footprint. Country visits to accomplish this task will be required.

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## 4. DELIVERABLES AND TIMELINES

The consulting service provider is expected to provide the required deliverables according to the timelines specified in the table below.

<b>Deliverable</b>	<b>Indicative Description</b>	<b>Latest Completion date after Notice to Proceed (NTP)</b>
<b>D1. Conceptual framework D1.1 Draft concept note and kick-off meeting D1.2 Conceptual framework</b>	The draft concept note corresponds to the document explaining the basic framework of the study with adequate descriptions of feedstock, conversion pathways, logistics and end use applications. The conceptual frame corresponds to the document integrating all comments from the draft concept note.	NTP n°1 + 5 weeks
<b>D2. Setting up stakeholder consultation platform</b>	Setting up communication networks (consultation platform) with dedicated focal points in relevant ministry(ies) of the target countries and other key stakeholders. The conceptual framework should be further revised with inputs from members of the consultation platform.	NTP n°2 + 2 weeks
<b>D3. First draft</b>	The first draft refers to the summary of the structure of the main document with adequate description for each sub-section.	NTP n°3 + 4 weeks
<b>D4 Final draft</b>	The final draft refers to the documents delivered by the contractor after incorporating the required improvements mentioned in point d) of the quality compliance requirements mentioned in section 5.	NTP no4 + 5 weeks

**Note:** These estimated figures do not include waiting times. The actual duration of the quality control process may vary depending on review process.

- The consulting service provider shall provide a copy of the electronic source files for maps, figures or photographs in parallel to the deliverables. The files must be of sufficiently high resolution for printing. No graphic may be reproduced from an external source without clear copyright permission.
- The recommended concept and timeframe are open to different offers and proposals as long as the objectives are achieved.

## 5. PERFORMANCE CRITERIA

During the assignment, the consulting service provider is expected to provide the required deliverables covering the scope of work presented in section 3 & 4 of these Terms of Reference.

The consulting service provider will be required to regularly discuss and report progress by telephone conference or electronic means of communication with the project team at the IRENA Innovation and Technology Centre (IITC).

One-day online kick-off meeting with the aim to introduce the team, assign roles and responsibilities, present the base elements of the project and clarify the scope of the work should be budgeted. The contractor shall bring a draft concept note outlining the scope of the study, which will be a starting point for the discussion. The output of the kick-off meeting will be a conceptual framework document. The objective of the document is to set out the consultant's approach to the required work and describe their proposed methodology.

All deliverables should be delivered in excellent English and requiring little to no linguistic editing. Furthermore, no graphic may be reproduced from an external source without clear copyright permission. Document that do not meet these standards will be returned to the commissioned writer or partner entity with a request for revision. IRENA reserves the right to withhold payment to a commissioned writer or partner entity until any such revision is satisfactorily undertaken.

### ***Quality compliance requirements***

After the first draft of the document is submitted by the consulting service provider, the document will go through IRENA's standard quality control process:

- a) IRENA's internal and cross-divisional review, followed by a new version by the contractor incorporating the required improvements;
- b) External peer-review and IRENA's technical review by IRENA's dedicated technical reviewer followed by a new version by the contractor incorporating the required improvements;
- c) Editorial review by IRENA's Publications Office, followed by a new version by the contractor incorporating the required improvements;
- d) Final approval by division director, followed, if necessary, by a new version by the contractor (Final draft) incorporating the required improvements.

### ***INREA/OECD style requirements***

Documents, working papers or other documents prepared for IRENA must conform to IRENA/OECD style requirements. These requirements are outlined in IRENA's style guide (IRENA Publications: A Short Guide – PDF attached) and further elaborated in successive editions of the OECD Style Guide. All IRENA publications must strive for clarity and accuracy, consistent with building an evidence-based narrative in line with the mandate to promote renewable energy worldwide. Crucial style details include English-UK spelling, Harvard-style source citations, and full explanation of abbreviations or acronyms. IRENA provides a template Microsoft Word document (attached) for the drafting of documents and papers in a suitable format for IRENA-branded publications. Texts that do not meet IRENA's stipulated style requirements will be returned to the commissioned writer or partner entity with a request for revision. IRENA reserves the right to withhold payment to a commissioned writer or partner entity until any such revision is satisfactorily undertaken.

### ***Anti-plagiarism compliance requirements***

Plagiarism will not be tolerated whatsoever in IRENA publications. Any document, working paper or other document prepared for IRENA must constitute original work, in which all sources for information or data receive complete and accurate attribution. Passages taken from prior publications or other works must either

be presented as direct quotations (marked “...”) or paraphrased, with the source clearly stated in a Harvest-style citation in either case.

IRENA uses plagiarism-detection software to review all draft publications. Passages found to resemble existing publications too closely may require rewriting and more explicit source citation. Passages copied from prior publications (by IRENA or other publishers) cannot be accepted as original work and may be returned to the commissioned writer or partner entity for further revision. IRENA reserves the right to withhold payment to a commissioned writer or partner entity until any such revision is satisfactorily undertaken. Plagiarism, including either copy-and-paste text production or failure to cite sources, may result in rejection of the draft with no financial obligation on the part of IRENA.

## 6. EVALUATION CRITERIA

IRENA requires a consulting service provider with proven experience and capacity to provide the required tasks and outputs/deliverables as described above. In order to assess best value for money the qualitative evaluation of the request for proposals (RFP) will be based on:

Criteria	Criteria details	Weight (%)
A. Team Capabilities and Experience	The team, led by a <b>senior consultant/technical</b> staff with more than 15 years of experience in bioenergy related research and/or field activities with decent knowledge of renewable energy landscape in Southeast Asia, shall be composed of at least <b>one technical staff</b> with at least 5 years of relevant experience in bioenergy related research and/or field activities.	30
	The consulting service provider should demonstrate proven records of delivery for similar tasks/products over the most recent 3 years.	15
B. Technical Proposal	Proposed approaches to implement the project should include specific methodologies to assess the practical applicability of biomass feedstocks for bioenergy as tasked by section 2.	20
	The proposal should clearly elaborate practical steps and the rationale behind the proposed approach to integrate the strategy for bioenergy into national policy planning and the regional renewable energy planning.	10
C. Real-world expertise	Demonstrating the capability and experience in dealing with the real-world challenges in applying the strategy in various contexts with client’s satisfaction.	10
	Demonstrating the capability and skills to produce high-quality, concise and solid report.	15

## **Section 4: Proposal Submission Form<sup>3</sup>**

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*This form must be returned along with the submission signed and stamped by an authorised person.*

To: IRENA, Chief Procurement Officer  
International Renewable Energy Agency  
IRENA Headquarters, Masdar City; PO Box 236  
Abu Dhabi, United Arab Emirates

Dear Sir/Madam:

We, the undersigned, hereby offer to provide professional services as described in your Request for Proposal dated [date] and our Proposal. We are hereby submitting our Proposal, which includes the Technical Proposal and Financial Proposal sealed under separate sealed envelopes.

We hereby declare that:

- a) All the information and statements made in this Proposal are true and we accept that any misrepresentation may lead to our disqualification.
- b) We are currently not on any United Nations sanctions list;
- c) We have no outstanding bankruptcy proceedings or pending litigation or legal action that could impair our operation as a going concern;
- d) We do not employ or otherwise engage, nor anticipate employing or engaging during the performance of the services required under the RFP any person who is or was recently employed by IRENA.

We confirm that we have read, understood and hereby accept the Terms of Reference describing the duties and responsibilities required of us in this RFP and the General Terms and Conditions for Professional Services of IRENA.

We agree to abide by this Proposal for [insert Proposal validity period as indicated in the Data Sheet] days.

We fully understand and recognise that IRENA is not bound to accept this Proposal, that we shall bear all costs associated with its preparation and submission, and that IRENA will in no case be responsible or liable for those costs, regardless of the conduct or outcome of the evaluation.

Yours sincerely,

Authorised Signature [*In full and initials*]: \_\_\_\_\_

Name and Title of Signatory: \_\_\_\_\_

Name of Firm: \_\_\_\_\_

Contact Details: \_\_\_\_\_

*[Please mark this with your corporate seal, if available.]*

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<sup>3</sup> No deletion or modification may be made to this form. Any such deletion or modification may lead to the rejection of the Proposal.



## Section 5:

### Documents Establishing the Eligibility and Qualifications of the Proposer

#### Proposer Information Form<sup>4</sup>

Date: *[insert date (as day, month and year) of Proposal Submission]*

RFP no.: *[insert number]*

Page \_\_\_\_\_ of \_\_\_\_\_ pages

1. Proposer's legal name: <i>[insert Proposer's legal name]</i>		
2. In case of Joint Venture (JV), legal name of each party: <i>[insert legal name of each party in JV]</i>		
3. Actual or intended Country/ies of registration/operation: <i>[insert actual or intended Country of registration]</i>		
4. Year of registration: <i>[insert Proposer's year of registration]</i>		
5. Countries of operation:	6. No. of staff in each Country:	7. Years of operation in each Country:
8. Legal address/es in Country/ies of registration/operation: <i>[insert Proposer's legal address in country of registration]</i>		
9. Value and description of top three (3) biggest contracts for the past five (5) years:		
10. Latest credit rating (if any):		
11. Brief description of litigation history (disputes, arbitration, claims, etc.), indicating current status and outcomes, if already resolved:		
12. Proposer's authorised representative information Name: <i>[insert authorised representative's name]</i> Address: <i>[insert authorised representative's name]</i> Telephone/Fax numbers: <i>[insert authorised representative's name]</i> Email address: <i>[insert authorised representative's name]</i>		
13. Attached are copies of original documents of:  <input type="checkbox"/> All eligibility document requirements listed in the Data Sheet <input type="checkbox"/> If Joint Venture/Consortium – copy of the Memorandum of Understanding/Agreement or Letter of Intent to form a JV/Consortium, or Registration of JV/Consortium, if registered <input type="checkbox"/> If case of Government corporation or Government-owned/controlled entity, documents establishing legal and financial autonomy and compliance with commercial law.		

<sup>4</sup> The Proposer shall fill in this Form in accordance with the instructions. Apart from providing additional information, no alterations to its format shall be permitted and no substitutions shall be accepted.

**Joint Venture Partner Information Form (if registered)<sup>5</sup>**

Date: *[insert date (as day, month and year) of Proposal Submission]*

RFP No.: *[insert number]*

Page \_\_\_\_\_ of \_\_\_\_\_ pages

1. Proposer's legal name: <i>[insert Proposer's legal name]</i>		
2. JV's party legal name: <i>[insert JV's Party legal name]</i>		
3. JV's party Country of registration: <i>[insert JV's Party country of registration]</i>		
4. Year of registration: <i>[insert Party's year of registration]</i>		
5. Countries of operation:	6. No. of staff in each Country:	7. Years of operation in each Country:
8. Legal address/es in Country/ies of registration/operation: <i>[insert Party's legal address in country of registration]</i>		
9. Value and description of top three (3) biggest contracts for the past five (5) years:		
10. Latest credit rating (if any):		
11. Brief description of litigation history (disputes, arbitration, claims, etc.), indicating current status and outcomes, if already resolved:		
12. JV's party authorised representative information  Name: <i>[insert name of JV's party authorised representative]</i> Address: <i>[insert address of JV's party authorised representative]</i> Telephone/fax numbers: <i>[insert telephone/fax numbers of JV's Party authorised representative]</i> Email Address: <i>[insert email address of JV's Party authorised representative]</i>		
13. Attached are copies of original documents of: <i>[check the box(es) of the attached original documents]</i>  <input type="checkbox"/> All eligibility document requirements listed in the Data Sheet <input type="checkbox"/> Articles of Incorporation or Registration of firm named in 2. <input type="checkbox"/> In case of government-owned entity, documents establishing legal and financial autonomy and compliance with commercial law.		

<sup>5</sup> The Proposer shall fill in this Form in accordance with the instructions. Apart from providing additional information, no alterations to its format shall be permitted and no substitutions shall be accepted.

## Section 6 - Technical Proposal Form

**RFP/2019/015**

Studies on biomass strategy for sustainable bioenergy production in Southeast Asia – four (4) components.

(i) Indonesia, (ii) Thailand, (iii) Viet Nam and (iv) Bioenergy from forestry sector

*Please indicate the corresponding component name of the technical proposal.*

**Note: Technical Proposals not submitted in this format may be rejected. The financial proposal should be included in a separate envelope.**

Name of Proposing organization / firm:	
Country of registration:	
Name of contact person for this Proposal:	
Address:	
Phone / Fax:	
Email:	

### SECTION 1: EXPERTISE OF FIRM/ ORGANISATION

*This section should fully explain the Proposer's resources in terms of personnel and facilities necessary for the performance of this requirement. All contents of this section may be modified or expanded depending on the evaluation criteria stated in the RFP.*

**1.1 Brief description of Proposer as an entity:** Provide a brief description of the organisation / firm submitting the Proposal, its legal mandates/authorised business activities, the year and country of incorporation, types of activities undertaken, and approximate annual budget, etc. Include reference to reputation, or any history of litigation and arbitration in which the organisation/firm has been involved that could adversely affect or impact the performance of services, indicating the status/result of such litigation/arbitration.

**1.2. Financial capacity:** Provide the latest Audited Financial Statement (Income Statement and Balance Sheet) duly certified by a Public Accountant, and with authentication of receipt by the relevant government's Internal Revenue Authority. Include any indication of credit rating, industry rating, etc.

**1.3. Track record and experiences:** Provide the following information regarding corporate experience within the last five (5) years which are related or relevant to those required for this Contract.

Name of project	Client	Contract value	Period of activity	Types of activities undertaken	Status or date completed	References contact details (name, phone, email)

## **SECTION 2 - APPROACH AND IMPLEMENTATION PLAN**

*This section should demonstrate the Proposer's responsiveness to the TOR by identifying the specific components proposed, addressing the requirements, as specified, point by point; providing a detailed description of the essential performance characteristics proposed; and demonstrating how the proposed methodology meets or exceeds the requirements.*

2.1. Approach to the Service/Work required: Please provide a detailed description of the methodology for how the organisation/firm will achieve the Terms of Reference of the Project, keeping in mind the appropriateness to local conditions and project environment.

2.2. Technical quality assurance review mechanisms: The methodology shall also include details of the Proposer's internal technical and quality assurance review mechanisms.

2.3. Implementation timelines: The Proposer shall submit a Gantt chart or Project schedule indicating the detailed sequence of activities that will be undertaken and their corresponding timing.

2.4. Subcontracting: Explain whether any work would be subcontracted, to whom, how much percentage of the work, the rationale for such, and the roles of the proposed sub-contractors. Special attention should be given to providing a clear picture of the role of each entity and how everyone will function as a team.

2.5. Risks/mitigation measures: Please describe the potential risks for the implementation of this Project that may impact achievement and timely completion of expected results as well as their quality. Describe measures that will be put in place to mitigate these risks.

2.6. Reporting and monitoring: If required in the TOR, please provide a brief description of the mechanisms proposed for this project for reporting to IRENA and partners, including a reporting schedule.

2.7. Anti-corruption strategy: Define the anti-corruption strategy that will be applied in this project to prevent the misuse of funds. Describe the financial controls that will be put in place.

2.8. Partnerships: Explain any partnerships with local, international or other organisations that are planned for the implementation of the Project. Special attention should be given to providing a clear picture of the role of each entity and how everyone will function as a team. Letters of commitment from partners and an indication of whether some or all have successfully worked together on other previous projects is encouraged.

2.9. Statement of full disclosure: This is intended to disclose any potential conflict in accordance with the definition of "conflict" under Clause 5 of Section 2 of the RFP, if any.

2.10. Other: Any other comments or information regarding the Project approach and methodology that will be adopted.

## SECTION 3: PERSONNEL

**3.1 Management structure:** Describe the overall management approach toward planning and implementing this activity. Include an organisation chart for the management of the Project describing the relationship of key positions and designations.

**3.2 Staff time allocation:** Provide a spreadsheet to show the activities of each staff member and the time allocated for his/her involvement. *(Note: This spreadsheet is crucial and no substitution of personnel will be tolerated once the contract has been awarded except in extreme circumstances. Any substitution shall be made only with IRENA's approval of the justification for the substitution and with IRENA's approval of the replacement, who shall be of either equal or superior credentials to the one being replaced and which shall not involve any additional cost to IRENA. No increase in costs will be considered as a result of any substitution.)*

**3.3 Qualifications of key personnel:** Provide the CVs for key personnel (team leader, managerial and general staff) that will be provided to support the implementation of this project. CVs should demonstrate qualifications in areas relevant to the Scope of Services. Please use the format below:

<b>Name:</b>	
<b>Position for this Contract:</b>	
<b>Nationality:</b>	
<b>Contact information:</b>	
<b>Countries of work experience:</b>	
<b>Language skills:</b>	
<b>Educational and other qualifications:</b>	

**Summary of experience:** *Highlight experience in the region and on similar projects.*

**Relevant experience (from most recent):**

Period: From – To	Name of activity/project/ funding organisation, if applicable:	Job title and activities undertaken/description of actual role performed:
<i>e.g. June 2004-January 2005</i>		
<i>Etc.</i>		
<i>Etc.</i>		

<b>Reference no.1 (minimum of 3):</b>	<i>Name/ Designation / Organisation /Contact Information – Address; Phone; Email; etc.</i>
<b>Reference no.2</b>	<i>Name/ Designation / Organisation /Contact Information – Address; Phone; Email; etc.</i>
<b>Reference no.3</b>	<i>Name/ Designation / Organisation /Contact Information – Address; Phone; Email; etc..</i>

**Declaration:**

I confirm my intention to serve in the stated position and present availability to serve for the term of the proposed contract. I also understand that any wilful misstatement described above may lead to my disqualification, before or during my engagement.

\_\_\_\_\_

Signature of the Nominated Team Leader/Member

Date Signed

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## **Section 7: Financial Proposal Form**

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The Proposer is required to submit the Financial Proposal in a separate envelope from the rest of the RFP response as indicated in Clause 14 of the Instructions to Proposers.

The Financial Proposal must provide a detailed cost breakdown. The format shown on the following pages is suggested for use as a guide in preparing the Financial Proposal. The format includes specific expenditures, which may or may not be required or applicable but are indicated to serve as examples.

The Proposer is required to submit the Financial Proposal in a separate envelope from the rest of the RFP response as indicated in Clause 14 of the Instructions to Proposers.

The Financial Proposal must provide a detailed cost breakdown. The format shown on the following pages is suggested for use as a guide in preparing the Financial Proposal. The format includes specific expenditures, which may or may not be required or applicable but are indicated to serve as examples.

- (i) **Senior Consultant with 15 years'** experience of relevant experience in developing financial models for Renewable Energy Power Purchase Agreements, who would also be acting as Project Manager
  
- (ii) **Junior Consultant with 5 years'** experience of relevant experience in developing financial models for Renewable Energy Power Purchase Agreements

### **The total anticipated duration of the consultancy in weeks**

- 24 weeks (16 working weeks + 8 waiting weeks (including editing process))

### **Total number and level of the staff to be deployed**

- 1 senior + 1 senior (2 in total)

### **Total person-days of anticipated work.**

- 60 person-days (40 person-days for 1 senior + 20 person-days for 1 junior)

(breakdown)

4/8hours X 5days X 16weeks = 40 days

2/8hours X 5days X 16weeks = 20 days

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## Financial Proposal Form

### RFP/2019/015 Studies on biomass strategy for sustainable bioenergy production in Southeast Asia.

The Financial Proposal must provide a detailed cost breakdown. The format shown on the following pages is suggested for use as a guide in preparing the Financial Proposal. The format includes specific expenditures, which may or may not be required or applicable but are indicated to serve as examples.

#### A. Cost breakdown per Deliverables.

No	Deliverables	Designation of the Proposed resource / onsite or offsite	*Total Period of the Engagement (Days) – per categories of resource assigned	Rate / Cost per day (USD)	Total in USD
D1. Conceptual framework D1.1 Draft concept note and kick-off meeting D1.2 Conceptual framework	The draft concept note corresponds to the document explaining the basic framework of the study with adequate descriptions of feedstock, conversion pathways, logistics and end use applications. The conceptual frame corresponds to the document integrating all comments from the draft concept note.				
D2. Setting up stakeholder consultation platform	Setting up communication networks (consultation platform) with dedicated focal points in relevant ministry(ies) of the target countries and other key stakeholders. The conceptual framework should be further revised with inputs from members of the consultation platform.				
D3. First draft	The first draft refers to the summary of the structure of the main document with adequate description for each sub-section.				
D4 Final draft	The final draft refers to the documents delivered by the contractor after incorporating the required improvements mentioned in point d) of the quality compliance requirements mentioned in section 5.				
	<b>TOTAL</b>				

\*Important note on deliverables and structuring the cost: Base resource mobilisation of approximately 60 person-days (40 person-days for 1 senior + 20 person-days for 1 junior).



Please fill in the above structure as the Financial Proposal. No other format will be accepted. Please ensure a breakdown of total individual deliverables is provided.

As per TOR, it is expected that this project duration is ***approximately 24 weeks (16 working weeks + 8 waiting weeks (including editing process )***  
The quotation for the study shall be made in accordance with the deliverables

IRENA is VAT and tax exempted, all prices must be exclusive of these Taxes.

Name of bidder/firm:

Address:

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Signature of authorised person:

*[name of authorized staff]*

*[designation]*

*[date]*

## Section 8: General Terms and Conditions for Professional Services

### 1. DEFINITIONS

In these General Terms and Conditions for Professional Services (hereinafter referred to as "General Terms and Conditions") the following definitions shall apply:

"Agency" means the International Renewable Energy Agency.

"Contract" means the written agreement relating to the provision of Services entered into by the Agency and the Contractor and includes these General Terms and Conditions.

"Contractor" means the legal entity named in the Contract and with whom the Contract has been entered, or its successors.

"Parties" means the Contractor and the Agency collectively, and "Party" means either one of them.

"Services" means any service provided, or to be provided, to the Agency by the Contractor (or any of the Contractor's sub-contractors) pursuant to or in connection with the Contract.

### 2. LEGAL STATUS

The Contractor shall be considered as having the legal status of an independent contractor vis-à-vis the Agency. Neither the Contractor, and any subcontractor, nor any of their personnel shall be considered to be employees or agents of the Agency.

### 3. PAYMENT TERMS

(a) The Agency shall, unless otherwise specified in the Contract, make payment within 30 days of receipt of the Contractor's invoice which is issued only upon the Agency's acceptance of the work specified in the Contract.

(b) The prices shown in the Contract cannot be increased except by express written agreement by the Agency. The Agency will not pay any charge for late payment unless expressly agreed to in writing.

### 4. CONTRACTOR'S RESPONSIBILITY FOR EMPLOYEES AND ASSIGNMENT OF PERSONNEL

(a) The Contractor shall supervise and be responsible for the professional and technical competence of its employees and shall select, for work under the Contract, reliable individuals who will perform effectively in the implementation of the Contract, respect the local customs and conform to a high standard of moral and ethical conduct.

(b) The Contractor shall not replace or withdraw any personnel referred to in the Contract for the performance of the Services without the prior written approval of the Agency or unless requested by the Agency. The Agency shall not unreasonably refuse or delay approval of any such withdrawal or replacement.

(c) Prior to assignment, replacement or withdrawal of personnel for the performance of the Services, the Contractor shall submit to the Agency for its consideration, the curriculum vitae or detailed justification to permit evaluation by the Agency of the impact which such assignment, replacement or withdrawal would have on the Services.

(d) In the event of replacement or withdrawal of personnel, all costs and additional expenses resulting from the replacement, for whatever reasons, of any of the Contractor's personnel shall be for the account of the Contractor. Such replacement or withdrawal shall not be considered as termination in part or in whole of the Contract.

### 5. SOURCE OF INSTRUCTIONS

The Contractor shall neither seek nor accept instructions from any authority external to the Agency in connection with the performance of its obligations under the Contract. The Contractor shall refrain from any action which may adversely affect the Agency and shall fulfill its commitments with the fullest regard to the interests of the Agency.

### 6. OFFICIALS NOT TO BENEFIT

The Contractor warrants that it has not and shall not offer any direct or indirect benefit arising from or related to the Contract or the award thereof to any official or employee of the Agency. The Contractor acknowledges and agrees that any breach of this Article is a breach of an essential term of the Contract.

### 7. ASSIGNMENT AND INSOLVENCY

(a) The Contractor shall not assign, transfer, pledge or make other disposition of the Contract or any part thereof, or any of the Contractor's rights, claims or obligations under the Contract except with the prior written consent of the Agency.

(b) Should the Contractor become insolvent, adjudged bankrupt, or should control of the Contractor change by virtue of insolvency, the Agency may,

without prejudice to any other rights or remedies, immediately terminate the Contract by giving the Contractor written notice of termination.

### 8. SUBCONTRACTING

In the event the Contractor requires the services of one or more subcontractors, the Contractor shall obtain the prior written approval of the Agency for all such subcontractor(s). The Agency's approval of a subcontractor shall not relieve the Contractor of any of its obligations under the Contract, and the terms of any subcontract shall be subject to and in conformity with the provisions of the Contract.

### 9. INDEMNIFICATION

The Contractor shall indemnify, hold and save harmless and defend at its own expense the Agency, its officers, agents, servants and employees from and against all suits, claims, demands and liability of any nature or kind, including cost and expenses arising out of acts or omissions of the Contractor or its employees or subcontractors in the performance of the Contract. This requirement shall extend, inter alia, to claims or liabilities in the nature of workers' compensation, product liability and to liabilities pertaining to intellectual property rights. The obligations under this clause do not lapse upon termination of the Contract.

### 10. INSURANCE AND LIABILITIES TO THIRD PARTIES

(a) The Contractor shall provide and thereafter maintain all appropriate workers compensation insurance, or its equivalent, with respect to its employees to cover claims for personal injury, bodily injury or death arising from or in connection with the implementation of the Contract.

(b) The Contractor shall provide and thereafter maintain insurance against all risk in respect of its property and any equipment used for the execution of the Contract.

(c) The Contractor shall also provide and thereafter maintain liability insurance in an adequate amount to cover third party claims for death, bodily injury, loss of and damage to property arising from or in connection with the implementation of the Contract or from the operation of any vehicles, boats, airplanes and other equipment owned or leased by the Contractor or its agents, servants, employees or subcontractors performing work or services in connection with the Contract.

(d) Except for insurance mentioned in paragraph (a), the insurance policies under this clause shall:

- (i) Name the Agency as additional beneficiary (additional insured);
- (ii) Include a waiver of subrogation of the Contractor's rights to the insurance carrier against the Agency;
- (iii) Provide that the Agency shall receive thirty (30) days written notice from the insurers prior to any cancellation or change of coverage.

(e) The Contractor shall, upon request, provide the Agency with satisfactory evidence of the insurance required under this Article.

(f) The Contractor acknowledges and agrees that neither the requirement for taking out and maintaining insurance as set forth in the Contract nor the amount of any such insurance, including, but not limited to, any deductible or retention relating thereto, shall in any way be construed as limiting the Contractor's liability arising under or relating to the Contract.

### 11. ENCUMBRANCES/LIENS

The Contractor shall not cause or permit any lien, attachment or other encumbrance by any person to be placed on file in any public office or on file with the Agency against any monies due or to become due for any Services provided under the Contract, or by reason of any other claim or demand against the Contractor.

### 12. TITLE TO EQUIPMENT

Title to any equipment and supplies that may be furnished by the Agency shall rest with the Agency and any such equipment shall be returned to the Agency at the conclusion of the Contract or when no longer needed. Such equipment, when returned shall be in the same condition as when delivered to the Contractor, subject to normal wear and tear, and the Contractor shall be liable to compensate the Agency for any damage or degradation of the equipment that is beyond normal wear and tear.

### 13. OBSERVANCE OF THE LAW

The Contractor shall comply with all laws, ordinances, rules and regulations bearing upon the performance of its obligations under the terms of the Contract.

#### 14. COPYRIGHT, PATENTS AND OTHER PROPRIETARY RIGHTS

(a) Except as otherwise expressly provided in the Contract, the Agency shall be entitled to all intellectual property and other property rights, including but not limited to copyrights, patents and trademarks, with regard to products, documents or other materials which bear a direct relation to or are produced, prepared or collected in consequence or in the course of the execution of the Contract. At the request of the Agency, the Contractor shall take all necessary steps, prepare and process all necessary documents and assist in securing such proprietary rights and transferring them to the Agency in compliance with the requirements of the applicable law.

(b) To the extent that any such intellectual property or other proprietary rights consist of any intellectual property or other proprietary rights of the Contractor: (i) that pre-existed the performance by the Contractor of its obligations under the Contract, or (ii) that the Contractor may develop or acquire, or may have developed or acquired, independently of the performance of its obligations under the Contract, the Agency does not and shall not claim any ownership interest thereto, and the Contractor grants to the Agency a non-exclusive, perpetual and irrevocable license to use such intellectual property or other proprietary right.

#### 15. CONFIDENTIALITY

(a) All technical, financial or other documentation and data the Contractor compiled for or received from the Agency under the Contract shall be treated as confidential and shall be delivered only to the Agency's authorised officials on completion of the work or services or as requested by the Agency.

(b) The Contractor may not communicate at any time to any other person, Government or authority external to the Agency, any information known to it by reason of its association with the Agency which has not been made public except with the authorisation of the Agency, nor shall the Contractor at any time use such information to private advantage. These obligations do not lapse upon termination of the Contract.

#### 16. USE OF NAME, EMBLEM, OR OFFICIAL SEAL OF THE AGENCY

The Contractor shall not advertise or otherwise make public for purposes of commercial advantage that it is a Contractor of the Agency, nor shall the Contractor, in any manner whatsoever, use the name, emblem or official seal of the Agency or any abbreviation of the name of the Agency in connection with its business or otherwise, without the prior written approval by the Agency. These obligations do not lapse upon termination of the Contract.

#### 17. FORCE MAJEURE

(a) *Force majeure* as used herein shall mean any unforeseeable and irresistible act of nature, any act of war (whether declared or not), invasion, revolution, insurrection, terrorism, or any other acts of a similar nature or force, provided that such acts arise from causes beyond the control and without the fault or negligence of the Contractor.

(b) In the event of or as soon as possible after the occurrence of any cause constituting *force majeure*, the Contractor shall give notice and full particulars in writing to the Agency of such occurrence if the Contractor is thereby rendered unable, wholly or in part, to perform its obligations and meet its responsibilities under the Contract. The Contractor shall also notify the Agency of any other changes in conditions or the occurrence of any event which interferes or threatens to interfere with the Contractor's performance under the Contract. Upon receipt of the notice required under this Article, the Agency shall take such action as, in its sole discretion, it considers to be appropriate or necessary in the circumstances, including the granting to the Contractor of a reasonable extension of time in which to perform its obligations under the Contract.

(c) If the Contractor is rendered permanently unable, wholly or in part, by reason of force majeure to perform its obligations and meet its responsibilities under the Contract, the Agency shall have the right to terminate the Contract on the same terms and conditions as are provided for in Article 19 ("Termination") of these General Terms and Conditions, except that the period of notice may be seven (7) days instead of thirty (30) days.

#### 18. AMENDMENT

Except as otherwise expressly provided in the Contract, the provisions of the Contract and the annexes thereto may be amended or supplemented only by means of a written agreement signed by all of the Parties or their authorised representatives.

#### 19. TERMINATION

(a) The Agency may terminate the Contract in whole or in part, and at any time, upon thirty (30) days' notice of termination to the Contractor. The initiation of arbitral proceedings in accordance with Article 20 ("Settlement of Disputes") of these General Terms and Conditions, shall not be deemed a termination of the Contract.

(b) The Agency may terminate forthwith the Contract at any time should the funding for the Agency be curtailed or terminated, in which case the Contractor shall be reimbursed by the Agency for all reasonable costs incurred by the Contractor prior to receipt of the notice of termination.

(c) In the event of termination by the Agency, no payment shall be due from the Agency to the Contractor except for work and services satisfactorily performed and accepted by the Agency in accordance with the express terms of the Contract.

(d) Should the Contractor be adjudicated bankrupt, or be liquidated or become insolvent, or should the Contractor make an assignment for the benefit of its creditors, or should a Receiver be appointed on account of the insolvency of the Contractor, the Agency may, without prejudice to any other right or remedy it may have under the Contract terminate the Contract forthwith. The Contractor shall immediately inform the Agency of the occurrence of any of the above events.

#### 20. SETTLEMENT OF DISPUTES

(a) **Amicable Settlement:** The Parties shall use their best efforts to settle amicably any dispute, controversy or claim arising out of this Contract or the breach, termination or invalidity thereof. Where the Parties wish to seek such an amicable settlement through conciliation, the conciliation shall take place in accordance with the Conciliation Rules then obtaining of the United Nations Commission on International Trade Law ("UNCITRAL"), or according to such other procedure as may be agreed between the Parties.

(b) **Arbitration:** Any dispute, controversy, or claim between the Parties arising out of the Contract or the breach, termination, or invalidity thereof, unless settled amicably under Article 20(a) above ("Amicable Settlement"), within sixty (60) days after receipt by one Party of the other Party's written request for such amicable settlement, shall be referred by either Party to arbitration in accordance with the UNCITRAL Arbitration Rules then obtaining. The decisions of the arbitral tribunal shall be based on general principles of international commercial law. The arbitral tribunal shall be empowered to order the return or destruction of goods or any property, whether tangible or intangible, or of any confidential information provided under the Contract, order the termination of the Contract, or order that any other protective measures be taken with respect to the goods, services or any other property, whether tangible or intangible, or of any confidential information provided under the Contract, as appropriate, all in accordance with the authority of the arbitral tribunal pursuant to Article 26 ("Interim measures") and Article 34 ("Form and effect of the award") of the UNCITRAL Arbitration Rules. The arbitral tribunal shall have no authority to award punitive damages, nor to award interest in excess of the London Inter-Bank Offered Rate ("LIBOR") then prevailing, and any such interest shall be simple interest only. The Parties shall be bound by any arbitration award rendered as a result of such arbitration as the final adjudication of any such dispute, controversy or claim.

#### 21. PRIVILEGES AND IMMUNITIES

Nothing in or relating to the Contract shall be deemed a waiver, express or implied, of any of the privileges and immunities of the Agency

**Section 9: Form for Performance Security<sup>6</sup>**

***This must be finalised using the official letterhead of the issuing bank. Except for indicated fields, no changes may be made to this template.***

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To: IRENA  
[Insert contact information as provided in Data Sheet]

WHEREAS [name and address of Contractor] (hereinafter called “the Contractor”) has undertaken, in pursuance of Contract No. [insert Contract number] dated [insert Contract date], to execute Services (hereinafter called “the Contract”):

AND WHEREAS it has been stipulated by you in the said Contract that the Contractor shall furnish you with a Bank Guarantee by a recognised bank for the sum specified therein as security for compliance with his obligations in accordance with the Contract:

AND WHEREAS we have agreed to give the Contractor such a Bank Guarantee:

NOW THEREFORE we hereby affirm that we are the Guarantor and responsible to you, on behalf of the Contractor, up to a total of [amount of guarantee] [in words and numbers], such sum being payable in the types and proportions of currencies in which the Contract Price is payable, and we undertake to pay you, upon your first written demand and without cavil or argument, any sum or sums within the limits of [amount of guarantee as aforesaid] without your needing to prove or to show grounds or reasons for your demand for the sum specified therein.

This guarantee shall be valid until a date 30 days from the date of issue by IRENA of a certificate of satisfactory performance and full completion of services by the Contractor.

***SIGNATURE AND SEAL OF THE GUARANTOR BANK***

Date: .....

Name of Bank: .....

Address: .....

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<sup>6</sup> If the RFP requires the submission of a performance security, which shall be made a condition to the signing and effectivity of the Contract, the performance security that the Proposer’s bank will issue shall use the contents of this template

### Section 10: Form of Bank Guarantee for Advance Payment <sup>10</sup>

*This must be finalised using the official letterhead of the issuing bank. Except for indicated fields, no changes may be made to this template.*

*Note: All italicized text is for indicative purposes only to assist in preparing this Form and shall be deleted from the final product.*

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\_\_\_\_\_ [*Bank's name, and address of issuing branch or office*]  
**Beneficiary:** \_\_\_\_\_ [*Name and address of IRENA as provided in Data Sheet*]  
**Date:** \_\_\_\_\_  
**Advance Payment Guarantee No.:** \_\_\_\_\_

We have been informed that [*name of company*] (hereinafter called "the Contractor") has entered into Contract No. [*reference number of the Contract*] dated [*insert date*] with you, for the provision of [*brief description of Services*] (hereinafter called "the Contract").

Furthermore, we understand that, according to the conditions of the Contract, an advance payment in the sum of [*amount in words*] (*[amount in figures]*) is to be made against an advance payment guarantee.

At the request of the Contractor, we, [*name of Bank*], hereby irrevocably undertake to pay you any sum or sums not exceeding in total an amount of [*amount in words*] (*[amount in figures]*)<sup>7</sup> upon receipt by us of your first demand in writing accompanied by a written statement stating that the Contractor is in breach of its obligation under the Contract because the Contractor has used the advance payment for purposes other than toward providing the Services under the Contract.

It is a condition for any claim and payment under this guarantee to be made that the advance payment referred to above must have been received by the Contractor on its account number \_\_\_\_\_ at [*name and address of Bank*].

The maximum amount of this guarantee shall be progressively reduced by the amount of the advance payment repaid by the Contractor as indicated in copies of certified monthly statements which shall be presented to us. This guarantee shall expire, at the latest, upon our receipt of the monthly payment certificate indicating that the Consultants have made full repayment of the amount of the advance payment. Consequently, any demand for payment under this guarantee must be received by us at this office on or before that date.

This guarantee is subject to the Uniform Rules for Demand Guarantees, ICC Publication No. 458.

\_\_\_\_\_  
[*signature(s)*]

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<sup>7</sup> The Guarantor Bank shall insert an amount representing the amount of the advance payment and denominated in the currency of the advance payment as specified in the Contract.

**Section 11: Form of Contract**

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**Contract**  
**between**  
**the International Renewable Energy Agency (IRENA)**  
**and**  
**[INSERT NAME OF THE CONTRACTOR]**  
**for the provision of**  
**[INSERT DESIGNATION OF THE SERVICES]**

**Solicitation:** [RFP/2019/015 -Studies on biomass strategy for sustainable bioenergy production in Southeast Asia – Bioenergy from agriculture sector in - (i) Indonesia, (ii) Thailand, (iii) Viet Nam, and (iv) Bioenergy from forestry sector]

**Contract No.:** [INSERT NUMBER OF CONTRACT]

This Contract, dated as of the Effective Date, is entered into by and between the International Renewable Energy Agency, having its headquarters located in Masdar City, P.O. Box 236, Abu Dhabi, United Arab Emirates (hereinafter “IRENA”), and **[INSERT NAME OF THE CONTRACTOR]**, duly incorporated under the laws of **[INSERT NAME OF THE COUNTRY]** and having its principal office located at **[INSERT ADDRESS OF THE CONTRACTOR]** (hereinafter the “Contractor”).

WHEREAS the Contractor desires to provide IRENA, and IRENA desires to obtain from the Contractor, the Services described in this Contract on the terms and conditions set forth in this Contract;

WHEREAS the offer of the Contractor dated **[INSERT DATE]**, submitted in response to the IRENA **[INSERT REFERENCE TO THE SOLICITATION DOCUMENT: Request for Proposal/Invitation to Bid No..., dated ...]**, was accepted by IRENA;

NOW, THEREFORE, IRENA and the Contractor (hereinafter collectively the “Parties” and individually a “Party”) hereby agree as follows:

### **Article 1: Contract Documents**

- 1.1 This document and the documents listed in Article 1.2 below (“Contract Documents”) constitute the entire agreement by and between the Parties with regard to the subject hereof and supersedes all prior representations, contracts and proposals, whether written or oral, by and between the Parties on this subject.
- 1.2 The Contractor and IRENA agree to be bound by the provisions contained in the following documents, which are complementary of one another but in case of ambiguities, discrepancies or inconsistencies between or among them shall take precedence in the following order:
  - a) This document;
  - b) The IRENA General Terms and Conditions for Professional Services, attached hereto as Annex 1. The provisions of such Annex shall control the interpretation of this Contract and in no way shall be deemed to have been derogated by the contents of this document and any other Annexes, unless otherwise expressly stated;
  - c) The Terms of Reference **[INSERT REFERENCE AND DATE AS APPLICABLE]**, attached hereto as Annex 2; and
  - d) The Contractor’s technical proposal **[INSERT REFERENCE AND DATE AS APPLICABLE]**, not attached hereto but known to and in the possession of both Parties and incorporated herein by reference.

### **Article 2: Definitions**

- 2.1 In this Contract, terms shall have the same meanings as respectively assigned to them in the IRENA General Terms and Conditions for Professional Services and the Terms of Reference, annexed to this Contract.
- 2.2 In addition, the following terms shall have the meanings hereby assigned to them for the purposes of this Contract:

- a) “Acceptance” means certification by IRENA that a particular Service or Deliverable has been provided and that the Service or Deliverable satisfies the applicable Acceptance Criteria. Deliverables accepted pursuant to the foregoing certification shall be considered “Accepted”.
- b) “Acceptance Criteria” means the criteria used by IRENA to evaluate Acceptance for each Service or Deliverable separately and as integrated with any previously Accepted Service or Deliverable as provided herein. The term “Acceptance Criteria” shall be deemed to include that each Service or Deliverable shall meet the applicable specifications related to such Service or Deliverable, as set forth in this Contract including the Terms of Reference and, as applicable, the Contractor’s technical proposal, and operates in accordance with such other specific criteria as may be developed and recorded in writing by the Parties in the implementation of this Contract.
- c) “Completion Date” means, for any Deliverable or task, the date set forth in this Contract and, as applicable, the Implementation Schedule, on or before which such Deliverable or task must be completed and/or delivered to IRENA.
- d) “Contract” means the Contract Documents and any amendments as may be made thereto in accordance with Article 18 of the IRENA General Terms and Conditions for Professional Services.
- e) “Contract Documents” has the meaning set forth in Article 1.
- f) “Contractor” has the meaning set forth in the introductory paragraph of this Contract or its successors, subject to recognition by IRENA. If the Contractor wishes IRENA to recognize a successor in interest to this Contract or a name change, the Contractor shall notify IRENA in writing accordingly. The Contractor shall be the only interface for all matters pertaining to execution of the Services under this Contract.
- g) “Deliverables” means any and all items to be developed and delivered by the Contractor to IRENA under this Contract including as described in the Terms of Reference and, as applicable, the Contractor’s technical proposal.
- h) “Effective Date” has the meaning set forth in Article 11.
- i) “Implementation Schedule” means the schedule which identifies the various tasks and responsibilities of the Parties as set forth in the Terms of Reference.
- j) “Personnel” means any personnel, employee, official, agent, servant, representative and sub-contractor (or any of the sub-contractor’s personnel, employee, official, agent, servant and representative) of the Contractor.
- k) “Services” means the work to be performed by the Contractor under this Contract including as described in the Terms of Reference and the Contractor’s technical proposal, and any incidental services, functions or responsibilities not specifically described in this Contract, but which are required for and are related to the proper performance of the Services.



**Article 3: Obligations of the Contractor**

- 3.1 The Contractor shall perform and complete the Services with the necessary diligence and efficiency and in accordance with the highest industry and professional standards, under the terms mutually agreed in this Contract.
- 3.2 The Contractor shall perform the Services in accordance with the Implementation Schedule and submit the Deliverables to IRENA according to the following schedule:

No.	Deliverable Description <i>(Procurement to ensure that the deliverable description mirrors the terms of the Terms of Reference contained in Annex 2. If the deliverables are sufficiently described in the Terms of Reference, it may be sufficient to indicate “Progress Report as specified in Annex 2”, “Final Report as specified in Annex 2”, etc.)</i>	Completion Date
1		
2		
3		

- 3.3 The Contractor shall provide the services of qualified English-speaking Personnel as specified and in accordance with the Contractor’s technical proposal. Any replacement by the Contractor of the Personnel specified in its technical proposal shall be made in accordance with Article 4 of the IRENA General Terms and Conditions for Professional Services.
- 3.4 Without limiting and further to Article 4 of the IRENA General Terms and Conditions for Professional Services, the Contractor shall be fully responsible and liable for all work and services performed by its Personnel, and for its Personnel’s compliance with the terms and conditions of this Contract.
- 3.5 The Contractor shall be responsible, at its own costs, for obtaining all licenses, permits and authorisations from governmental or other authorities, legally required for the performance of the Services under this Contract.
- 3.6 The Contractor represents and warrants the accuracy of any information or data provided to IRENA for the purpose of entering into this Contract.
- 3.7 The Contractor represents and warrants that any Service performed under this Contract shall be its own work. In the performance of the Services, the Contractor shall not infringe any third party intellectual property or other proprietary right nor shall it violate any third party rights of privacy. The Contractor shall obtain all necessary permissions for and appropriately acknowledge in the Deliverables any use of any intellectual property or other proprietary rights that pre-existed the performance of the Contract.
- 3.8 In the event of a breach of Article 3.7 above, including in case of plagiarism, IRENA, in its sole discretion and without prejudice to any of IRENA’s other rights and remedies under this Contract or otherwise, exercise any or all of the following:
  - 3.8.1 Reduce any payments owed to the Contractor for the Deliverables at a rate proportionate to the breach, with such rate to be determined by IRENA in its sole discretion;

- 3.8.2 If the breach is identified after acceptance of the Deliverable by IRENA, require the return to IRENA of any payments made to the Contractor for the Deliverable at a rate proportionate to the breach, with such rate to be determined by IRENA in its sole discretion;
- 3.8.3 Terminate the Contract forthwith and without limitation to Article 19(c) of the IRENA General Terms and Conditions for Professional Services.

#### Article 4: Price and Payment

- 4.1 In consideration of the complete and satisfactory performance by the Contractor of all of the Services under this Contract, IRENA shall pay the Contractor a total fixed price of **[INSERT CURRENCY & AMOUNT IN FIGURES AND WORDS]** (hereinafter referred to as “the Contract Price”).
- 4.2 The Contract Price is inclusive of all costs, expenses, charges or fees that the Contractor may incur in connection with the performance of its obligations hereunder, including management, remuneration, and travel costs of Contractor’s Personnel, and all taxes, duties, levies, fees and other charges of any nature imposed by any authority or entity. *[If travel costs are not included in the Contract Price, include: The Contract Price however excludes travel expenses. Any travel by the Contractor that may be required under this Contract must be authorised by IRENA in advance and undertaken in accordance with IRENA’s travel policy.]*
- 4.3 The Contract Price shall remain firm and fixed during the term of this Contract. It shall not be subject to any adjustment or revision because of price or currency fluctuations or the actual costs incurred by the Contractor in the performance of the Services under the Contract. The Contractor shall not do any work, provide any material or equipment or perform any service which may result in any charge to IRENA over and above the Contract without a formal written amendment to this Contract.
- 4.4 IRENA shall effect payments to the Contractor within thirty (30) days after receipt of the Contractor’s invoices and acceptance by IRENA of the Services and Deliverables represented by the invoices, unless IRENA disputes the invoice or a portion thereof. Invoices shall be submitted only upon achievement of the corresponding milestones and for the following amounts:

No.	Milestone	Amount (in USD/AED/EUR/GBP) <i>[select as applicable from the RFP]</i>
1	Acceptance of deliverable 1	<b>[INSERT AMOUNT]</b>
2	Acceptance of deliverable 2	<b>[INSERT AMOUNT]</b>
3	<i>(Procurement to fill and adjust as required)</i>	<b>[INSERT AMOUNT]</b>

- 4.5 The Contractor shall submit an original copy of its invoices by mail for all Services supplied under the Contract and in accordance with the payment milestones specified above to the following address:

International Renewable Energy Agency  
IRENA Headquarters, Masdar City  
P.O. Box 236, Abu Dhabi  
United Arab Emirates  
Tel.: +971-2-417-9000  
Attention: **[INSERT NAME OF PROJECT MANAGER]**

- 4.6 Invoices shall indicate the Contract reference number, the milestones achieved and corresponding amount payable, and specify the details of the bank account to which payment is to be made.
- 4.7 Payments effected by IRENA to the Contractor shall not be deemed to relieve the Contractor of its obligations under this Contract. *[If advance payment is agreed with the Contractor, add: nor shall it be deemed as acceptance by IRENA of the Contractor's performance of the Services and the Deliverables.]*
- 4.8 The Contractor acknowledges and agrees that IRENA may withhold payment in respect of any invoice in the event that, in the opinion of IRENA following review and evaluation of the Services and Deliverables in accordance with Article 7, the Contractor has not performed in accordance with the terms of this Contract.
- 4.9 If IRENA disputes any invoice or a portion thereof, IRENA shall notify the Contractor accordingly. IRENA and the Contractor shall consult in good faith to promptly resolve outstanding issues with respect to any disputed invoice. Once a dispute regarding an invoice or a portion thereof has been resolved, IRENA shall pay the Contractor the relevant amount within thirty (30) days after the final resolution of such dispute.

#### **Article 5: Temporary Suspension of the Services**

- 5.1 IRENA may, at any time, temporarily suspend, in whole or in part, the Services being performed by the Contractor under this Contract by giving thirty (30) days' advance notice in writing to the Contractor. The Services so suspended shall be resumed by the Contractor on the basis of a revised Implementation Schedule and on terms and conditions to be mutually agreed upon between the Parties.

#### **Article 6: Delays; Extension of Time for Performance**

- 6.1 The Contractor acknowledges and agrees that all time limits contained in this Contract and timely performance in completing the Services are of essence in respect of the performance of the Services.
- 6.2 In the event the Contractor anticipates a delay in the performance of the Services and delivery of the Deliverables, the Contractor shall immediately notify IRENA in writing of the extent of such delay and the overall impact such delay may have on completing the Services in accordance with the terms of this Contract. In such event, IRENA may, in its sole discretion, extend the Completion Dates and adjust the Implementation Schedule accordingly. The Contractor shall use its best efforts to ensure that any delay in the delivery of a Deliverable shall not result in the delay of any Deliverable to be subsequently delivered to IRENA under this Contract.
- 6.3 In the event a delay in the performance of the Services and delivery of the Deliverables by the Contractor is caused by the acts or omissions of IRENA, its personnel or other contractors, the Completion Dates shall be extended. Such extension of time shall be the sole remedy of the Contractor and the Contractor shall not be entitled to additional payments or compensation for damage resulting from any such delay, including, but not limited to, damage resulting from overheads or loss of productivity.

#### **Article 7: Review and Evaluation; Improper Performance**

- 7.1 IRENA may review and evaluate the Services performed and Deliverables provided under this Contract at any time during or after the performance of the Services and delivery of the Deliverables.

- 7.2 All Deliverables shall meet the Acceptance Criteria and the terms of this Contract before such Deliverable can be accepted by IRENA.
- 7.3 If any Service performed or Deliverable delivered by the Contractor does not conform to the Acceptance Criteria or to the terms of this Contract, without prejudice to any of IRENA's other rights and remedies under this Contract or otherwise, IRENA may, in its sole discretion, exercise the following:
- (a) If IRENA determines that the improper performance or the breach of the terms of this Contract can be remedied by way of re-performance or other corrective measures by the Contractor, IRENA requests the Contractor to take, and the Contractor shall take, at no additional cost or expense to IRENA, the measures necessary to re-perform or to take appropriate actions to remedy the improperly performed Services or the breach within such period as IRENA may specify following consultation with the Contractor.
  - (b) IRENA accepts the Deliverable with its deficiencies and reaches agreement with the Contractor on an equitable reduction to the Contract Price to reflect the improper performance of the Services and the uncorrected deficiencies in the Deliverables.
  - (c) If the Contractor does not take corrective measures or if IRENA reasonably determines that the Contractor is unable to remedy the improper performance or breach in a satisfactory and timely manner, or if IRENA, in its sole discretion, determines that the improper performance or breach cannot be remedied by re-performance or other corrective measures by the Contractor, IRENA may terminate the Contract in accordance with Article 19 of the IRENA General Terms and Conditions for Professional Services.

#### **Article 8: Notices; IRENA Focal Point**

- 8.1 Except as otherwise specified in this Contract, all notices and other communications between the Parties required or contemplated under this Contract shall be in writing and shall be delivered either by: (i) personal delivery; (ii) postage prepaid, return receipt requested, certified mail; (iii) confirmed email, transmitted to the Party for which such notice or communication is intended at the addresses specified below or at such other address as may be specified by the Parties:

**For IRENA:**

Chief Procurement Officer  
International Renewable Energy Agency  
IRENA Headquarters, Masdar City  
P.O. Box 236, Abu Dhabi  
United Arab Emirates  
Tel.: +971-2-417-9000  
Email: procurement@irena.org

**For the Contractor:**

[INSERT CONTACT DETAILS]

- 8.2 Without prejudice to the above, IRENA shall designate a member of its personnel to serve, as from the Effective Date of this Contract, as the primary IRENA representative under this Contract for all actions bearing upon the performance of the Services. IRENA shall promptly notify the Contractor of such designation. The IRENA Focal Point will have overall responsibility for ensuring that the Services are

carried out in accordance with this Contract and shall respond promptly to requests by the Contractor relating to the performance of the Services.

**Article 9: Special Conditions** (*This Article should be included only if, in its offer, the Contractor has expressly requested an amendment to the IRENA General Terms and Conditions*)

**Option 1**

*(Delete all text in italics in this Article 9 after selecting this option)*

9.1 Article [INSERT NUMBER] of the IRENA General Terms and Conditions for Professional Services in Annex 1 shall be amended to read:

“[INSERT NEW TEXT]”

9.2 Article [INSERT NUMBER] of the IRENA General Terms and Conditions for Professional Services in Annex 1 shall be deleted in its entirety.

**Option 2**

*(Delete all text in italics in this Article 9 after selecting this option)*

9.1 Not applicable.

**Article 10: Severability; No Waiver**

10.1 If any provision of this Contract shall be held to be invalid, illegal or unenforceable (in whole or in part), the validity, legality and enforceability of the remaining provisions of this Contract shall not in any way be affected or impaired thereby.

10.2 Failure by a Party to enforce a right shall not be deemed to be a waiver of that right unless otherwise expressly provided in this Contract.

**Article 11: Effective Date and Term**

11.1 The Contract shall enter into force on the last date of its signature by both Parties (“the Effective Date”) and it shall remain in force until the Parties fulfil all of their obligations hereunder.

IN WITNESS WHEREOF, the duly authorised representatives of the Parties have signed this Contract on the date(s) set forth below.

For IRENA:

INSERT NAME OF THE CONTRACTOR

Signature:

Signature:

\_\_\_\_\_

\_\_\_\_\_

Name: Francesco La Camera

Name: \_\_\_\_\_

Title: Director-General

Title: \_\_\_\_\_

Date: \_\_\_\_\_ / \_\_\_\_\_ /2019

Date: \_\_\_\_\_ / \_\_\_\_\_ /2019