# Request for Quote/Proposal (RFQ/RFP)

<table>
<thead>
<tr>
<th>Commodity/Service Required:</th>
<th>Consulting Firm for Climate Resilience Financing Mechanism</th>
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<tbody>
<tr>
<td>Type of Procurement:</td>
<td>One-Off Purchase Agreement</td>
</tr>
<tr>
<td>Type of Contract:</td>
<td>Fixed Price</td>
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<tr>
<td>Term of Contract:</td>
<td>1 year</td>
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<tr>
<td>Contract Funding:</td>
<td>USAID</td>
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<td>This Procurement supports:</td>
<td>USAID – Energy Secure Philippines Activity</td>
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<tr>
<td>Submit Proposal to:</td>
<td>Jan Ranizen F. Vitan</td>
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<td></td>
<td>Grants and Procurement Analyst, ESP RTI International</td>
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<td><a href="mailto:jvitan@energysecure.ph">jvitan@energysecure.ph</a></td>
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<tr>
<td>Date of Issue of RFP:</td>
<td>July 28, 2023</td>
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<td>Date Questions from Supplier Due:</td>
<td>August 4, 2023</td>
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<td>Send your questions to: <a href="mailto:jvitan@energysecure.ph">jvitan@energysecure.ph</a></td>
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<tr>
<td>Date Proposal Due:</td>
<td>August 11, 2023</td>
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<td>(Extended until August 18, 2023)</td>
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<td></td>
<td>not later than 5:00 PM Manila time</td>
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<td>Approximate Date Purchase Order Issued to Successful Bidder(s):</td>
<td>August 14-16, 2023</td>
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**Method of Submittal:**

**Email to:** jvitan@energysecure.ph

Respond via e-mail with attached document in MS Word / pdf format. The Bidder/Seller agrees to hold the prices in its offer firm for 90 days from the date specified for the receipt of offers, unless another time is specified in the addendum of the RFP/RFQ.

**Solicitation Number:** ESP-RFQ_P-2023-220

**Attachments to RFP:**

1. Attachment “A” – Commodity Specifications
2. Attachment “B” – Instructions to Bidders/Sellers
with this purchase order establishes Supplier's agreement to the Terms. The Terms may only be modified in writing signed by both parties.

All bidders/sellers are responsible to carefully review each attachment and follow any instructions that may be relevant to this procurement.
Attachment A
Commodity Specifications or Statement of Work

Statement of Work

Indicate a description of the activity/service that is expected from the supplier. Provide product specifications or service expectations (both if applicable). Include deliverables, timelines, and any special terms and conditions.

Description of Activity/Service:

The Philippine Department of Energy (DOE), in recognition of the country's vulnerability to disasters, has implemented the Energy Resiliency Policy through the Department Circular No. DC2018-01-0001 and DC2022-060-0028. The policy entitled, "Adoption of Energy Resiliency in the planning and Programming of the Energy Sector to Mitigate Potential Impacts of Disasters", aims to assist the energy industry in effectively planning for and addressing potential impacts of disasters in the energy sector.

The Energy Resiliency Policy aims to institutionalize disaster resilience within the energy sector through strengthening energy systems and facilities, facilitate immediate restoration and providing alternative energy sources during calamities. Furthermore, the policy aims to promote resilience in the energy industry through incorporating disaster risk reduction and management strategies, enhancing financial response capacity and implementing measures to mitigate the impacts of disruptive events.

To support the objectives of the Energy Resiliency Policy, USAID ESP aims to develop a comprehensive climate resilience financing mechanism. Presently, electric cooperatives (ECs) face challenges in obtaining financing for system upgrades and resilient activities. While there are sovereign guarantees and bank programs available, there is still a lack of tailored models for climate resilience projects.

To address this gap, a collaboration is proposed involving multiple financial institutions and sovereign institutions. The objective of this collaboration is to establish a comprehensive and sustainable climate resilience financing framework for the energy sector.

USAID ESP will facilitate this collaboration with the Consulting Firm to conduct a technical needs analysis, develop a criteria for technical reviews and project/client categorization index. The Consulting Firm will also conduct a capacity building activity to enhance the capabilities of the guaranteed support provider and financial institutions.

The objective of this is to engage a consulting and advisory agency, to perform a Technical Needs Analysis (TNA) and provide advisory services for the development of a climate resilience financing mechanism. The consulting firm will work closely with USAID ESP to address resiliency financing challenges in the energy sector on improving their access to funds for their climate resilience...
Product or Service Expectations (both if applicable):

The Consulting Firm shall perform the following tasks and deliverables:

1. Technical Needs Analysis (TNA)
   - Conduct a comprehensive TNA to identify the specific requirements, external drivers that align with ESP's objectives, challenges and opportunities related to developing a climate resilience financing mechanism that will include the needs for improved access to financing energy resilience projects.
   - Assess the existing financing landscape, including sovereign guarantees and programs of financial institutions, to identify gaps and areas for improvement.
   - Engage with relevant stakeholders, including financing institutions, and other industry experts, to gather input and insights on the need for climate resilience projects.
   - Analyze international best practices and successful models of climate resilience financing mechanisms to draw lessons and possibly adopt them to the context of the Philippines.

2. Develop a criteria for Technical reviews and Project/Client Categorization Index
   - Develop a criteria for technical reviews/ due diligence of climate resilience projects, to include the unique characteristics and requirements of energy resilience projects
   - Design a project/client categorization index that classifies climate resilience projects based on their eligibility, impact and associated financing terms.
   - Collaborate with USAID ESP and other stakeholders to ensure the criteria and categorization index align with the goals of the Energy Resiliency Policy and support the needs of the relevant industries.

3. Capacity Building Activity
   - Conduct capacity building activities for guarantee support provider and pilot financial institutions involved in the climate resilience financing mechanism.
   - Design and deliver training programs, workshops or seminars to enhance the capabilities of the guarantor and FIs in evaluating, structuring and implementing climate resilience financing
   - Provide guidance and support in establishing robust monitoring and evaluation mechanism to track the effectiveness and impact of the climate resilience financing mechanism among the pilot FIs

Deliverables, Timelines, Special Terms and Conditions:

The main deliverable is to establish a robust climate resilience guarantee facility tailored to meet the resilience financing needs of the energy sector, accompanied by the essential reports and activities below. The facility will include various modalities, provide technical assistance and implement a monitoring and evaluation framework to ensure accountability and transparency in
1. Technical Needs Analysis
   - A comprehensive report outlining the findings of the TNA including identified requirements, external drivers that align with ESP’s objectives, challenges and opportunities for developing a climate resilience financing mechanism
   - Recommendations for tailored models and strategies to address the financing challenges faced by the energy industry for their climate resilience projects.

2. Criteria for Technical Reviews and Project/ Client Categorization Index
   - Documented/institutionalized criteria for conducting technical reviews of climate resilience projects
   - A project/client categorization index that classifies climate resilience projects based on their eligibility, impact and financing terms.

3. Capacity Building Activity Report
   - A detailed report on the capacity building activity conducted for the guarantor and pilot FIs, including training programs, materials and outcomes.
   - Recommendations for ongoing capacity building initiatives to enhance the capabilities of stakeholders involved in the climate resilience financing mechanism.

### Pricing

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<tr>
<th>Item #</th>
<th>Quantity to be Purchased</th>
<th>Description of Preferred Commodity or Services Specifications</th>
<th>Unit of Measure</th>
<th>Unit Fixed Price (Each)</th>
<th>Total Fixed Price (Each)</th>
<th>Lead Time Availability (Number of days for delivery after the contract is signed)</th>
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<td>Total Value</td>
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Additional Information for Delivery Schedule:
By signing this attachment, the bidder confirms he has a complete understanding of the specifications and fully intends to deliver items that comply with the above listed specifications.
Attachment “B”
Instructions to Bidders/Sellers

1. **Procurement Narrative Description:** The Buyer (RTI) intends to purchase commodities and/or services identified in Attachment A. The Buyer intends to purchase the quantities (for commodities) and/or services (based on deliverables identified in a Statement of Work). The term of the Ordering Agreement shall be from Award Date to the Delivery date of the Offeror unless extended by mutual agreement of the parties. The Buyer intends to award to a single “approved’ supplier based on conformance to the listed specifications, the ability to service this contract, and selling price. We reserve the right to award to more than one bidder. If an Ordering Agreement is established as a result of this RFQ/RFP, supplier understands that quantities indicated in the specifications (Attachment A) are an estimate only and RTI does not guarantee the purchase quantity of any item listed.

2. **Procuring Activity:** This procurement will be made by Research Triangle Institute (RTI International), located at

   | RTI International c/o USAID Energy Secure Philippines Activity |
   | Unit 1409&1410, One Park Drive, 9th Ave. cor 11th Drive, BGC, Taguig City |

   *(insert full address of the office)*

   who has a purchase requirement in support of a project funded by

   | USAID Philippines |

   *(insert client’s name)*

   RTI shall award the initial quantities and/or services and any option quantities (if exercised by RTI) to Seller by a properly executed Purchase Order as set forth within the terms of this properly executed agreement.

3. **Proposal Requirements.** All Sellers will submit a quote/proposal which contains offers for all items and options included in this RFQ/RFP. All information presented in the Sellers quote/proposal will be considered during RTI’s evaluation. Failure to submit the information required in this RFQ/RFP may result in Seller’s offer being deemed non-responsive. Sellers are responsible for submitting offers, and any modifications, revisions, or withdrawals, so as to reach RTI’s office designated in the RFQ/RFP by the time and date specified in the RFQ/RFP. Any offer, modification, revision, or withdrawal of an offer received at the RTI office designated in the RFQ/RFP after the exact time specified for receipt of offers is “late” and may not be considered at the discretion of the RTI Procurement Officer. The Seller’s proposal shall include the following:

   (a) The solicitation number:
   (b) The date and time submitted:
   (c) The name, address, and telephone number of the seller (bidder) and authorized signature of same:
   (d) Validity period of Quote:
(e) A technical description of the items being offered in sufficient detail to evaluate compliance with the requirements in the solicitation. This may include product literature, or other documents, if necessary.

(f) If RTI informs Seller that the Commodity is intended for export and the Commodity is not classified for export under Export Classification Control Number (ECCN) “EAR99” of the U.S. Department of Commerce Export Administration Regulations (EAR), then Seller must provide RTI the correct ECCN and the name of Seller’s representative responsible for Trade Compliance who can confirm the export classification.

(g) Lead Time Availability of the Commodity/Service.

(h) Terms of warranty describing what and how the warranties will be serviced.

(i) Special pricing instructions: Price and any discount terms or special requirements or terms (special note: pricing must include guaranteed firm fixed prices for items requested.

(j) Payment address or instructions (if different from mailing address)

(k) Acknowledgment of solicitation amendments (if any)

(l) Past performance information, when included as an evaluation factor, to include recent and relevant contracts for the same or similar items and other references (including points of contact with telephone numbers, and other relevant information)

(m) Special Note: The Seller, by his response to this RFQ/RFP and accompanying signatures, confirms that the terms and conditions associated with this RFQ/RFP document have been agreed to and all of its attachments have been carefully read and understood and all related questions answered.

4. Forms: Sellers (potential bidders or suppliers) must record their pricing utilizing the format found on Attachment “A”. Sellers must sign the single hardcopy submitted and send to address listed on the cover page of this RFQ/RFP.

5. Questions Concerning the Procurement. All questions in regards to this RFQ/RFP to be directed to

| Jan Ranizen F. Vitan, Grants and Procurement Analyst |
| (insert name of procurement officer) |

at this email address:

| jvitan@energysecure.ph |
| (insert email address of the procurement officer). |

The cut-off date for questions is (insert date).

| Friday, August 4, 2023 |
6. **Notifications and Deliveries**: Time is of the essence for this procurement. Seller shall deliver the items or services no later than the dates set forth in the contract that will be agreed by both parties as a result of this RFQ/RFP. The Seller shall immediately contact the Buyer’s Procurement Officer if the specifications, availability, or the delivery schedule(s) changes. Exceptional delays will result in financial penalties being imposed on Seller.

7. **Documentation**: The following documents will be required for payment for each item:
   (a) A detailed invoice listing Purchase Order Number, Bank information with wiring instructions (when applicable)
   (b) Packing List
   (c) All relevant product/service documentation (manuals, warranty doc, certificate of analysis, etc.)


9. **Alternative Proposals**: Sellers are permitted to offer “alternatives” should they not be able to meet the listed requirements. Any alternative proposals shall still satisfy the minimum requirements set forth in Attachment A Specifications.

10. **Inspection Process**: Each item shall be inspected prior to final acceptance of the item. All significant discrepancies, shortages, and/or faults must be satisfactorily corrected and satisfactorily documented prior to delivery and release of payment.

11. **Evaluation and Award Process**: The RTI Procurement Officer will award an agreement contract resulting from this solicitation to the responsible Seller (bidder) whose offer conforms to the RFQ/RFP will be most advantageous to RTI, price and other factors considered. The award will be made to the Seller representing the best value to the project and to RTI. For the purpose of this RFQ/RFP, price, delivery, technical and past performance are of equal importance for the purposes of evaluating, and selecting the “best value” awardee. RTI intends to evaluate offers and award an Agreement without discussions with Sellers. Therefore, the Seller’s initial offer should contain the Seller’s best terms from a price and technical standpoint. However, RTI reserves the right to conduct discussions if later determined by the RTI Procurement Officer to be necessary.

The evaluation factors will be comprised of the following criteria:
   (a) **PRICE**: Lowest evaluated ceiling price (inclusive of option quantities).
   (b) **DELIVERY**: Seller provides the most advantageous delivery schedule.
   (c) **TECHNICAL**: Items/Services shall satisfy or exceed the specifications described in RFQ/RFP Attachment A.
   (d) **PAST PERFORMANCE**: - Seller can demonstrate his/her capability and resources to provide the items/services requested in this solicitation in a timely and responsive manner.
   (e) **OTHER EVALUATION CRITERIA**.
12. **Award Notice.** A written notice of award or acceptance of an offer, mailed or otherwise furnished to the successful supplier within the time acceptance specified in the offer, shall result in a binding contract without further action by either party.

13. **Validity of Offer.** This RFP in no way obligates RTI to make an award, nor does it commit RTI to pay any costs incurred by the Seller in the preparation and submission of a proposal or amendments to a proposal. Your proposal shall be considered valid for 90 days after submission.

14. **Representations and Certifications.** Winning suppliers under a US Federal Contract are required to complete and sign as part of your offer RTI Representations and Certifications for values over $10,000.

15. **Anti-Kick Back Act of 1986.** Anti-Kickback Act of 1986 as referenced in FAR 52.203-7 is hereby incorporated into this Request for Proposal as a condition of acceptance. If you have reasonable grounds to believe that a violation, as described in Paragraph (b) of FAR 52.203-7 may have occurred, you should report this suspected violation to the RTI’s Ethics Hotline at 1-877-212-7220 or by sending an e-mail to ethics@rti.org. You may report a suspected violation anonymously.

16. **The John S. McCain National Defense Authorization Act for fiscal year 2019 - section 889.** RTI cannot use any equipment or services from specific companies, or their subsidiaries and affiliates, including Huawei Technologies Company, ZTE Corporation, Hytera Communications Corporation, Hangzhou Hikvision Digital Technology Company, and Dahua Technology Company (“Covered Technology”). In response to this request for proposal, please do not provide a quote which includes any Covered Technology. Any quote which includes Covered Technology will be deemed non-responsive. Additionally, if the United States Government is the source of funds for this RFP, the resulting Supplier shall not provide any equipment, system, or service that uses Covered Technology as a substantial or essential component

**Acceptance:**

Seller agrees, as evidenced by signature below, that the seller’s completed and signed solicitation, seller’s proposal including all required submissions and the negotiated terms contained herein, constitute the entire agreement for the services described herein.

By: (Seller Company Name)

Signature: __________________________________________________________
Title: 
Date: