## EXPRESSION OF INTEREST (EOI)

## PREQUALIFICATION OF LOCAL BIDDERS

<table>
<thead>
<tr>
<th>Commodity/Service Required:</th>
<th>Subcontractor for Increased Deployment of Advanced Energy Solutions and Systems</th>
</tr>
</thead>
<tbody>
<tr>
<td>Type of Procurement:</td>
<td>Master Service Agreement (MSA) with subsequent Task Orders</td>
</tr>
<tr>
<td>Type of Contract:</td>
<td>Fixed Price with Payment Milestones or Not To Exceed Ceiling Amount as applicable</td>
</tr>
<tr>
<td>Contract Funding:</td>
<td>USAID</td>
</tr>
<tr>
<td>This Procurement supports:</td>
<td>South Asia Regional Energy Partnership (SAREP) Program</td>
</tr>
<tr>
<td>Date of Issue:</td>
<td>November 8, 2021</td>
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<tr>
<td>Date for Concept Paper Submission Due:</td>
<td>November 22, 2021</td>
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### Method of Submittal:

Submit a soft copy of concept paper in PDF version, with total file size not exceeding 25MB, and with the email subject “EOI for Increased deployment of advanced energy solutions and systems” to the project thru email to SAREP-Procurement@rti.org. Concept Papers and other eligibility documents received after the deadline will be disqualified.
Respond via e-mail with attached document in MS Word/pdf format with solicitation number.

Application Process
The application process will take place in two phases as described below:

1. Stage One – Respond to EOI
   a. Concept Paper
      1. Applicants must submit a concept paper using the template shown in Annex A below with maximum 4 pages, following the instructions contained in this document.
      2. Will review Concept Papers against the merit review criteria detailed below. Results will be sent to each applicant within ten (10) business days following the meeting of the review panel.
      3. Applicants who do not meet the objectives, minimum eligibility requirements or receives inadequate rating will be rejected.
   b. Eligibility Requirements
      1. The bidder should be a India registered firm/legal entity, and no bankruptcy proceedings should be underway.
      2. Bidder to demonstrate implementation experience of working in the indicated areas. Please submit 15 relevant qualifications, not prior to 2014, highlighting the scope, budget, nature of engagement, client, feedback from the client, etc.
      3. Experience working with donor agencies is preferred.
      4. Qualifications and experience of proposed consultant team to support technical areas, capacity development, and handholding support in two broad result areas.
      5. CVs/profiles of team proposed to be deployed is to be included with the submission. The CVs should clearly highlight similar assignments/transactions undertaken in the past by the individual which are relevant for the scope.
      6. Work Experience in one or more SAREP countries, Bangladesh, Bhutan, India, Maldives, Nepal, Sri Lanka, highlighting experience with Government agencies, regulators, and utilities in the region.

2. Stage Two – Full Proposal
   a. Successful applicants from Stage One will submit a full proposal in response to a Request for Proposals (RFP). Applications will be evaluated based on the technical factors detailed in the RFP.

RTI reserves the right to give the award without discussion with any applicant. may reject any or all concept papers, or cancel the competition, if submissions do not sufficiently demonstrate the ability to meet the stated initiative goals.

Solicitation Number: | SAREP-EOI-FY22-002
Attachments to EOI:

1. Attachment “A” – Statement of Work
2. Annex “B” – Concept Paper Narrative Outline
3. Annex “C” - Duns Number Guidance

All applicants 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

INCREASED DEPLOYMENT OF ADVANCED ENERGY SOLUTIONS AND SYSTEMS

I. Purpose
The USAID South Asia Regional Energy Partnership (SAREP) Program seeks concept papers from consultancy firm within the broad scope of the above-mentioned objective 2 “Increased deployment of advanced energy solutions and system” of SAREP Program in the South Asian region of Bangladesh, Bhutan, India, Maldives, Nepal, and Sri Lanka. The empanelment of firm will be made based on the eligibility, experience and turnover as mentioned in the expression of interest.

II. Background
South Asia Regional Energy Partnership (SAREP) is a five-year USAID-funded program focused to help six South Asian countries - Bangladesh, Bhutan, India, Maldives, Nepal, and Sri Lanka to improve access to affordable, secure, reliable, and sustainable energy through expanded, transparent, and efficient markets for energy services, products, and resources. More details about the program are available in the SAREP factsheet, which is enclosed with this solicitation.

Through its objective 2 – “Increased deployment of advanced energy solutions and systems”, SAREP intends to help South Asian countries achieve their energy, economic and environmental objectives. The focus will be on technologies that have the potential to transform the energy sector and provide a large market opportunity for private sector investments. These include renewable energy, distributed energy resources, digitization technologies, off-grid energy solutions, sustainable building technologies, and air pollution control systems.

Empaneled firms will be invited to participate in the request for proposal (RFP) issued by SAREP and task order will be awarded to the successful competent firm. The RFP will indicate the scope, deliverables, and timelines for firm to submit their proposal. The empanelment does not entail any financial commitment at this stage.

III. Increased deployment of advanced energy solutions and system: Initial Concept
The selected contractors will be expected to provide technical assistance services, capacity development and handholding support under six themes: a) Mainstream renewable energy (RE) through enabling policy, regulations, planning and markets; b) Clean Energy Transition for Indian Railways; c) Supporting improvements in system performance and quality; d) Enabling Net Zero Cities in South Asia; e) Piloting Advanced Clean Energy Technologies; f) Mitigating System Vulnerabilities and environmental impact related to clean energy transition.
These six themes cater to two broad result areas:

1. **Policy Improvement and Institutional Strengthening**

   - Identifying market deployment interventions aligned with individual country government goals and initiatives, develop regional programs for deployment of advanced energy technologies, assist in framing policies that are anticipatory with a judicious combination of mandates and fiscal incentives, build human and institutional capacities and design financing mechanisms.
   - Develop enabling policies, regulations, and codes and standards for deployment of renewable energy, distributed energy resources, off-grid solutions, and other suitable advanced technologies developed and adopted; these should include enhanced environmental and social safeguards. Possible interventions could include creating pathways for RE transition to market, designing green tariff, green hydrogen etc.
   - Supporting institutions of national relevance to implement decarbonization plan and achieve clean energy targets in SAREP countries.
   - Developing rooftop solar initiative for entire region that focuses on behind the meter storage, policies and regulations, interconnection framework, new business models, sector specific initiatives, utility impact studies, and capacity building of utility professionals.
   - Capacity of relevant energy sector institutions and technical capabilities of their professionals strengthened and knowledge exchange among institutions in the region facilitated. Undertake needs assessment and develop certification training programs (both long term and short term).
   - Development, adoption and compliance with standards, labeling programs and performance specifications that improve energy efficiency and interoperability of end use appliances in South Asia
   - Undertake Grid Integration studies that focusses on energy storage feasibility assessment, develop regulations for ancillary services, forecasting of RE and grid resiliency.
   - Developing pathways to achieve circular economy, recycle for solar PV, batteries, and EVs.
   - Build a platform for regional stakeholders to explore shared activities to monitor and address pollution issues at a regional level.

2. **Technology and Financing**

   - Facilitated deployment of renewable energy, distributed battery storage, off-grid energy technologies and electric vehicles by fostering partnerships with urban cities in each SAREP country.
   - Develop and adopt innovative delivery and financing approaches and models for demand and supply side-based technologies such as green financing, energy efficiency, corporate PPAs, facilitate banks in south Asian countries for lending RE based projects, etc.
   - Improved energy planning processes incorporating attainable renewable energy targets implemented and institutionalized in line with international best practice
• Identification and support bid management opportunities, preparing standard tendering and bidding guidelines, for large scale RE deployment through repowering wind, virtual power plants, floating solar, green hydrogen, etc, in SAREP countries.
• Depending on the level of market maturity in individual countries support national, state, and local governments (city governments) diversify their energy mix and increase the use of locally available renewable resources to meet power and heating/cooling needs.
• Enhance the delivery of off-grid and distributed solutions for electricity access and clean cooking,
• Enable increase in both public and private sector investments in off-grid solutions.
• Development of regional and national roadmaps for energy efficient buildings
• Development of ESCO market resulting in increased market share of super-efficient appliances and cooling initiatives (e.g., chiller program)
• Improve cyber security of distributed energy systems through vulnerability assessment, development of sandboxes, tools, and their use.
• Working with developers, practitioners, policy makers, and certification agencies to promote sustainable construction practices.
• Catalyze clean energy financing for institutions of national relevance in SAREP countries.

IV. Merit review criteria
Concept papers will be reviewed by a panel organized by SAREP.

All concept papers will be reviewed based on the criteria below. Note that the criteria are for the concept paper only. Additional criteria will be circulated as part of a full Request for Proposals for stage 2 applicants.

<table>
<thead>
<tr>
<th>Technical Element</th>
<th>Definition</th>
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<tbody>
<tr>
<td>Technical Approach</td>
<td>The degree to which the proposed approach:</td>
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<td>- The extent to which the Concept Paper demonstrates responsiveness to the mission of the Objective 2—“Increased deployment of advanced energy solutions and system and the overall goal of SAREP.</td>
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<td></td>
<td>- Includes performance measurement using appropriate monitoring and evaluation metrics and tools.</td>
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<tr>
<td>Sustainability</td>
<td>The extent to which the Concept Paper’s proposed approach identifies strategies to expand the reach and impact of interventions.</td>
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<tr>
<td>Institutional Capacity</td>
<td>The degree to which the applicant demonstrates expertise and experience to strengthen institutions and build capacity of individuals.</td>
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SAREP will assess its level of confidence that the applicant will successfully perform based on the
technical evaluation criteria listed above and the eligibility criteria provided in section V. In doing so, SAREP will utilize the following rating system to select successful applicants from Stage 1:

<table>
<thead>
<tr>
<th>Rating</th>
<th>Definition</th>
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<tr>
<td>3 points</td>
<td>SAREP has high confidence that the applicant understands the requirement, proposes a sound approach, and will be successful in performing with little or no intervention.</td>
</tr>
<tr>
<td>2 points</td>
<td>SAREP has some confidence that the applicant understands the requirement, proposes a sound approach, and will be successful in performing with some intervention.</td>
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<tr>
<td>1 point</td>
<td>SAREP has low confidence that the applicant understands the requirement, proposes a sound approach, or will be successful in performing even with intervention.</td>
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V. Eligibility

The eligible contractor should indicate their interest in providing the Services. Interested contractor should provide information demonstrating that they have the required qualifications and relevant experience to perform the Services and share relevant details of similar work/assignments undertaken.

The shortlisting will be based on the following factors. SAREP may ask for additional information, client reference and conduct its own due diligence. Decision of SAREP shall be final and no correspondence with respect to the same shall be made.

1. The bidder should be a India registered firm/legal entity, and no bankruptcy proceedings should be underway.
2. Bidder to demonstrate implementation experience of working in the indicated areas. Please submit 15 relevant qualifications, not prior to 2014, highlighting the scope, budget, nature of engagement, client, feedback from the client, etc.
3. Experience working with donor agencies is preferred.
4. Qualifications and experience of proposed consultant team to support technical areas, capacity development, and handholding support in two broad result areas.
5. CVs/profiles of team proposed to be deployed is to be included with the submission. The CVs should clearly highlight similar assignments/transactions undertaken in the past by the individual which are relevant for the scope.
6. Work Experience in one or more SAREP countries, Bangladesh, Bhutan, India, Maldives, Nepal, Sri Lanka, highlighting experience with Government agencies, regulators, and utilities in the region.
ANNEX B

Concept paper narrative outline

<table>
<thead>
<tr>
<th>Name of institution</th>
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<tbody>
<tr>
<td>Date of submission</td>
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<tr>
<td>Position of project proponent</td>
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<tr>
<td>Email address</td>
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<tr>
<td>Correspondence address</td>
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DUNS number (if available). See guidance for obtaining DUNS number in Annex C

A. Bidder to demonstrate implementation experience of working in the indicated areas. Please submit 15 relevant qualifications not prior to 2014 highlighting the scope, budget, nature of engagement, client, and feedback from the client using the format below.

<table>
<thead>
<tr>
<th>Scope</th>
<th>Budget</th>
<th>Nature of engagement</th>
<th>Client</th>
<th>Feedback from the client, etc</th>
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</table>
B. Other required qualifications and relevant experience to perform the Services and share relevant details of similar work/assignments undertaken from section V. Eligibility

This call for Expression of Interest does not constitute a solicitation. RTI does not require proposals and prices at this stage; RTI merely seeks your expression of interest in participating in any future acquisition of the described types of services.

Due to the anticipated high volume of communications in response to this request for Expression of Interest (EOI), RTI will not issue confirmation as to receipt of EOIs.

Disclaimer: Issuance of this EOI does not constitute an award commitment on the part of SAREP nor commit the project to pay for costs incurred in the preparation and submission of an EOI. Further, SAREP reserves the right to reject any or all EOI received. Similarly, an invitation for further negotiation or to submit a full application is not a commitment to award the contract to that application.
ORGANIZATION/VENDOR INSTRUCTIONS

PURPOSE OF THIS STEP:

The federal government has adopted the use of DUNS numbers to track how federal grant money is allocated. DUNS number identifies your organization.

This process should take no more than 2 business days.

WHAT IS A DUNS NUMBER & WHY DO I NEED OBTAIN ONE?

The Data Universal Number System (DUNS) number is a unique nine-character number that identifies your organization. It is a tool of the federal government to track how federal money is distributed. Most large organizations, libraries, colleges and research universities already have DUNS numbers.

Ask your grant administrator or chief financial officer to provide your organization’s DUNS number. If your organization is based in the U.S., a DUNS number can be requested by phone or online.

Webpage for phone number: http://fedgov.dnb.com/webform/pages/reqDuns_phone.jsp

If your organization is located outside the United States, you can request and register for a DUNS number through the following web site.

Webpage for registration: http://fedgov.dnb.com/webform/displayHomePage.do

This is the information you will need to have available in order to obtain the DUNS number.
(If your organization does not already have one):

- Legal Name of organization
- Name of the organization CEO
- The primary type of business your company engages in (NCIA/SIC CODE)
  To obtain this code please go to www.naics.com/search.htm

(Also see list attached)

- Any other name your business might be recognized by, i.e. doing business as (DBA)
- Physical organization address (city, state and zip code)
- Mailing address if separate from headquarters
- Telephone number
- Name of the primary contact person and his or her title
- Number of employees at your location
- Is this a home-based business?
If your organization does not have a DUNS number, use this Dun & Bradstreet (D&B) online registration process to receive one free of charge.

**NOTE:** A DUNS number will be required prior to any subcontract execution.

Obtaining a DUNS number places your organization on D&B’s marketing list that is sold to other companies. You can request not to be added to this list during your application.