**REQUEST FOR PROPOSALS:**

**SUMMARY OF PROCUREMENT**

WRI intends to award a Fixed Price type contract for the study Promoting Third-Party Market Cooperation in Renewable Energy between China and its International Counterparts which is to be completed by Dec. 31, 2022. The study is part of WRI’s Sustainable Investment program, which aims to shift China’s domestic and overseas investment towards low-carbon and environmentally technologies and projects. Specifically, the winning consultant is expected to work with WRI and key stakeholders to develop possible ways for both China’s companies and its international counterparts to work together on overseas renewable energy investment by leveraging existing bilateral mechanisms on third-party market cooperation as well as commercial innovation. Applications are due to Haimei Jin ([haimei.jin@wri.org](mailto:haimei.jin@wri.org)) by April. 8, 2022 at 6PM Beijing Time.

**About the World Resources Institute**

Founded in 1982, The World Resources Institute (WRI) is a global environmental think tank that goes beyond research to put ideas into action. We work with governments, companies, and civil society to build solutions to urgent environmental challenges. WRI’s transformative ideas protect the earth and promote development because sustainability is essential to meeting human needs and fulfilling human aspirations in the future.

**About the Promoting Third-Party Market Cooperation in Renewable Energy between China and its International Counterparts**

The study on promoting third-party market cooperation in renewable energy is a key deliverable to WRI’s Sustainable Investment program. We cooperate with global and domestic think tanks to provide science-based analysis, best practices, and policy recommendations to key stakeholders with focus on promoting renewable energy investment, strengthening carbon evaluation of new investment and existing projects, and green finance.

On September 21, 2021, China announced that it will not build new coal-fired power projects abroad, and would step up support for other developing countries in developing green and low-carbon energy. This commitment drives China’s energy companies and financial institutions to explore more innovative and inclusive approaches to scaling up renewable energy investment given that the political and economic environment of developing countries may be more complex. Third-party market cooperation contributes to better implementation of the principle of achieving shared growth through discussion and collaboration, and serves as a new model for cooperation among companies (including those in the financial sector) in China, in developed countries and in other BRI countries as well. The “triple-win” model can help China and its international counterparts bring together their comparative advantage in capital, technology and production capacity for better infrastructure development and higher living standards in third countries. Since China signed third-party market cooperation agreement with France in 2015, China has built partnerships to deepen economic cooperation in third-party markets with more than 14 countries, such as Japan, Spain and the UK. Positive outcomes have been achieved in the fields of energy, transportation, industry, public service and finance. However, a systematic analysis of expanding China’s overseas investment in renewable energy by using this model can be found nowhere. Therefore, the project is designed to mapping how China’s companies and major international business giants are involved in overseas renewable energy deployment, and further develop possible solutions for both China’s companies and its international counterparts to work together on increasing overseas renewable energy investment. Recommendations will also be provided to national authorities, financial institutions and other relevant stakeholders.

**SCOPE OF WORK AND OUTPUTS/DELIVERABLES**

The project aims to present a whole picture of both China’s and major international companies’ current overseas renewable energy investment and further explore feasible solutions for China’s companies and its international counterparts to draw upon each other’s strengths and work together to increase overseas renewable energy investment. The project will also include stakeholder engagement, with the objective of bridging the communication gap between policymakers and market players for more effective policies and investment solutions.

Deliverables of the project include:

* Technical report on promoting third-party market cooperation in renewable energy between China and its international counterparts;
* Compelling but feasible policy recommendations and investment recommendations for government decision-makers, companies and financial institutions;
* Seasonal updates on the progress of the project and random updates on latest progress of China’s overseas renewable energy investment with WRI team when necessary;
* Organize at least 3 dialogues or roundtables to engage key stakeholders for better development and implementation of policies and investment solutions.

The project completion date is Dec. 31, 2022. Consultants may propose an earlier completion date and will be evaluated accordingly.

**TIMING**

The Request for Proposal timeline is as follows, all at 6PM Beijing Time:

|  |  |  |
| --- | --- | --- |
| **No.** | **Activity** | **Deadline/Timeline** |
| 1 | Submission of proposal | April 8, 2022 |
| 2 | Selection of top consultants | April 15, 2022 |
| 3 | Project kick-off | May 6, 2022 |
| 4 | First draft of the technical report and at least one roundtable organized | July 31, 2022 |
| 5 | Completion of all deliverables | December 31, 2022 |

**BUDGET**

This is a fixed price contract. The expected value of this contract is 80,000 USD – 120,000 USD.

All prices or quotes should include VAT and tax, as applicable.

**GUIDELINES FOR PROPOSAL SUBMISSION**

**Requirements**

The selected consultant will be able to demonstrate capacity in similar work, particularly:

* + Previous experience in research and engagement in China’s overseas renewable energy investment;
  + Previous experience in engaging China’s key stakeholders, e.g. policymakers, SOEs and POEs, financial institutions;
  + Robust methodology and work plan to achieve the project objective;
  + Expertise and experience in developing overseas renewable energy projects and the ability to provide professional insights from a business perspective;
  + Profound understanding and strong network in the energy sector within recipient countries;
  + Cost.

**Proposal content**

Prospective consultants should submit:

* A statement of interest describing the proposed team and how it meets the above requirements and deliverables;
* Examples of and references for similar previous work;
* An outline of the proposed methodology and work plan;
* CVs of team members;
* A proposed budget with a breakdown of costs sufficient to assess reasonableness and compliance with our funder requirements.

**Deadline for Proposal**

All proposals must be sent by ***April 8, 2022 at 6PM (Beijing, China)*** in electronic format to the same contact listed above.

WRI Contact Name: Haimei Jin

Title: Project Coordinator

haimei.jin@wri.org

**EVALUATION AND SELECTION**

**Evaluation Criteria**

The following elements will be the primary considerations in evaluating all proposals submitted in response to this RFP:

* Completion of all required elements;
* The extent to which the consultant’s proposal fulfills WRI’s stated requirements as set out in the RFP;
* Experience with similar projects;
* Overall cost of the consultant’s proposal;
* Debarment and sanctions – WRI will not consider proposals from organizations/consultants that are presently debarred by the U.S. government or named on any restricted parties lists;
* Sustainability – WRI values sustainability and all other factors being equal, will favor a proposal to more sustainably perform the work.

**The bidder offering the best overall value will be selected. For this procurement, non-price aspects are considered to be more important.**

**Selection Process**

No proposal development costs shall be charged to WRI / all expenses are to be borne by the bidders. WRI may award to the bidder offering best value without discussions. However, WRI reserves the right to seek bidder clarifications and to negotiate with those bidders deemed to be within a competitive range.

WRI may, at its discretion and without explanation to the prospective vendors, choose to discontinue this RFP without obligation to such prospective vendors or make multiple awards under this RFP. Contracts will not be awarded to vendors/organizations/consultants, etc. debarred by the US government or named on restricted parties lists.