

REQUEST FOR PROPOSAL (RFP) (For Low-Valued Services)

NAME & ADDRESS OF FIRM	DATE: March 11, 2021
	REFERENCE: RFP-DEVELOPMENT OF THE NATIONAL E-MOBILITY PROMOTION STRATEGY FOR BOTSWANA

Dear Sir / Madam:

We kindly request you to submit your **Technical and Financial Proposal in sealed separate envelopes** clearly marked RFP- **Development of the National E-mobility Promotion Strategy for Botswana.**

Please be guided by the form attached hereto as Annex 2, in preparing your Proposal.

Proposals may be submitted on or before, **12Noon (Botswana Time) Monday, April 05, 2021** and via email, courier mail or fax to the address below:

United Nations Development Programme UN Building, United Nations Building, Government EnclaveCnr Khama Crescent & President's Drive Procurement Office

procurement.bw@undp.bw

Your Proposal must be expressed in the English, and valid for a minimum period of 90 days

In the course of preparing your Proposal, it shall remain your responsibility to ensure that it reaches the address above on or before the deadline. Proposals that are received by UNDP after the deadline indicated above, for whatever reason, shall not be considered for evaluation. If you are submitting your Proposal by email, kindly ensure that they are signed and in the .pdf format, and free from any virus or corrupted files.

Services proposed shall be reviewed and evaluated based on completeness and compliance of the Proposal and responsiveness with the requirements of the RFP and all other annexes providing details of UNDP requirements.

The Proposal that complies with all of the requirements, meets all the evaluation criteria and offers the best value for money shall be selected and awarded the contract. Any offer that does not meet the requirements shall be rejected.

Any discrepancy between the unit price and the total price shall be re-computed by UNDP, and the unit price shall prevail, and the total price shall be corrected. If the Service Provider does not accept the final price based on UNDP's re-computation and correction of errors, its Proposal will be rejected.

No price variation due to escalation, inflation, fluctuation in exchange rates, or any other market factors shall be accepted by UNDP after it has received the Proposal. At the time of Award of Contract or Purchase Order, UNDP reserves the right to vary (increase or decrease) the quantity of services and/or goods, by up to a maximum twenty-five per cent (25%) of the total offer, without any change in the unit price or other terms and conditions.

Any Contract or Purchase Order that will be issued as a result of this RFP shall be subject to the General Terms and Conditions attached hereto. The mere act of submission of a Proposal implies that the Service Provider accepts without question the General Terms and Conditions of UNDP, herein attached as Annex 3.

Please be advised that UNDP is not bound to accept any Proposal, nor award a contract or Purchase Order, nor be responsible for any costs associated with a Service Providers preparation and submission of a Proposal, regardless of the outcome or the manner of conducting the selection process.

UNDP's vendor protest procedure is intended to afford an opportunity to appeal for persons or firms not awarded a Purchase Order or Contract in a competitive procurement process. In the event that you believe you have not been fairly treated, you can find detailed information about vendor protest procedures in the following link:

http://www.undp.org/content/undp/en/home/operations/procurement/business/protest-and-sanctions.html

UNDP encourages every prospective Service Provider to prevent and avoid conflicts of interest, by disclosing to UNDP if you, or any of your affiliates or personnel, were involved in the preparation of the requirements, design, cost estimates, and other information used in this RFP.

UNDP implements a zero tolerance on fraud and other proscribed practices, and is committed to preventing, identifying and addressing all such acts and practices against UNDP, as well as third parties involved in UNDP activities. UNDP expects its Service Providers to adhere to the UN Supplier Code of Conduct found in this link:

https://www.un.org/Depts/ptd/sites/www.un.org.Depts.ptd/files/files/attachment/page/pdf/unscc/conduct english.pdf

Thank you and we look forward to receiving your Proposal.

Sincerely yours,

Procurement Office [designation] 3/11/2021

Description of Requirements

Context of the Requirement	Develop National Electric Mobility Promotion Strategy for Botswana		
Implementing Partner of UNDP	Ministry of Tertiary Education, Research Science and Technology (MoTE)		
Brief Description of the Required Services ¹	The Ministry of Tertiary Education, Research, Science and Technology (MoTE) through the UNDP wishes to undertake an exercise as part of developing a comprehensive National Electric Mobility Promotion Strategy for Botswana with a related roll-out/implementation plan for the Government of Botswana		
List and	Background		
Description of Expected Outputs to be Delivered	Under His Excellency the President of Botswana's leadership, the Government has embraced the fact that the country has to be part of the electric mobility revolution. There are two types of EV; battery electric vehicle (BEV) and the pluggin hybrid electric vehicle (PHEV). The BEV relies entirely on the battery to generate energy to turn the motor and subsequently the wheels of the vehicle, whereast the PHEV is partially powered by a battery for short distances and by petrol of diesel for longer distances. Both the BEV and PHEV can benefit from adding a solar power-based energy source to increase their driving range. World leaders have declared that by 2030, there should be more EV on the road, up to at least 40% of the car market because of their desired low carbon footprint as they eliminate burning of fossil fuels. HE's vision is, therefore, aligned with the global thinking hence in realizing her Vision 2036, Botswana must be a player in the EV sector.		
	Botswana's EV theory of change Botswana's EV theory of change can be viewed simply as an interpretation of HE's vision. For example, the vision manifests its self in the creation of knowledge; development of economy clusters; digitization; generation and application of data; addressing youth unemployment, developing a human resource technical core base, diversification of the private sector; building national, regional and global partnerships; exploring and harnessing the advantage offered by all ingredients of the Fourth Industrial Revolution (4IR) as well as solar of things in various smart applications. Botswana's EV theory of change should be anchored on four principles; a) Active participation by Government; b) Partnering with global key stakeholders/ players in the EV sector; c) Partnering with local automobile distributors/ franchise holders; and d) Transforming the technical and vocational education to be EV ready		

¹ A detailed TOR may be attached if the information listed in this Annex is not sufficient to fully describe the nature of the work and other details of the requirements.

The project comprises of the four (4) fundamental components which aids towards a holistic value-added e-vehicle manufacturing in Botswana. These components are;

- a) Strengthened institutional framework to support the promotion and deployment of electric mobility in Botswana,
- **b)** Development and manufacturing of e-mobility products
- c) Institutional capacity development through TVETs using a rapid skills development programme during the development and deployment of the e-mobility
- **d)** Increased investments and private sector participation in e-mobility deployment in Botswana

Based on the above components, the Ministry of Tertiary Education, Research, Science and Technology (MoTE) wishes to undertake an exercise as part of developing a comprehensive **National Electric Mobility Promotion Strategy** for Botswana with a **roll-out/implementation plan** for the Government of Botswana.

The work under this assignment will be guided by a technical reference group, cochaired by MoTE and UNDP. All deliverables will be reviewed and validated by the Technical Reference Group.

Objective of the Assignment

This strategy, and its accompanying implementation plan, will need to be founded on the needs and realities of Botswana. With this in mind, the Ministry of Tertiary Education, Research, Science, and Technology has formulated this assignment around three key deliverables: a gap analysis, strategy and an implementation plan.

Scope of works

1. Develop a comprehensive gap analysis for E-mobility in Botswana

The assignment will begin with shaping a framework, drawing on consultations with key stakeholders in Botswana, to identify the priority areas for the gap analysis. This framing will also be informed by reviews of existing secondary literature and a comparative analysis of other countries. Indicative areas of this framing exercise could include:

- Regulatory and innovations enabling environment
- Status of physical infrastructure (including electrical grid)
- Local workforce capability and availability of education facilities
- Customer demand
- Existence, or feasibility, of relevant supply chains.
- And Stakeholder mapping

The above will provide the structure for the gap analysis

The consultant will explore the existing context within Botswana for each of the identified areas in order to identify the current state. The consultant will then, in consultation with local stakeholders and identified experts, identify

- a) Priority sectors define which are the sectors in the country where the e-Mobility strategy can have impact and where the foundations can be built (e.g. public transportation, freight , last-mile logistics, urban citizen mobility, etc)
- b) Key strategic actions establish a list of initial actions to enable the deployment of the strategy for the priority sectors and for the longer term, based on the results of the gap analysis and the needs identified from expert and stakeholder consultation. Strategic areas could include regulatory, educational, and economic requirements.
- c) List of necessary partnerships within and outside the country to deploy specific elements of the strategy.
- **d) Identify existing and possible barriers** and suggest viable instruments to promote electric mobility (incentives on cars, buses, trucks, manufacturers and charging infrastructure etc.)

The GAP analysis should also consider the ecosystem's 4 I's (Information, Incentives, Investments and Implementation), the creation of a Collective Action Platform and the possibility to institutionalize both Ecosystem Grants and Innovation Challenges Awards with the Private Sector.

2. Develop a National E-mobility Promotion Strategy

Based on the findings of the comprehensive gap analysis (1.a -d), a national emobility promotion strategy should be defined. The strategy should outline how findings have informed the framing of the strategy, its vision and objectives. The format of the strategy should be consistent with the Government's Public Policy Development Framework

3. Develop a Strategy Implementation Plan

Based on the strategy, an implementation plan should be developed based on a blended approach of integrating international experiences and local context gathered based on market assessment. The implementation plan should clearly outline short-term, medium-term and longer-term outputs and actions. The implementation plan must contain outputs derived from the strategy and clearly outline related indicators, targets, actions, budgets, timelines and responsible actors. This implementation plan will in turn form the basis for monitoring progress of the roll-out of the strategy.

QUALIFICATIONS AND EXPERIENCE

Emphasis is placed on successful prior experience and immense technical knowledge of international best practice on development of E-Mobility programmes. The required team will at minimum be required to comprise of the following specialists:

Lead Consultant – Team Leader, responsible for overall management of the team and quality assurance of the assignment and deliverables.

• Master's Degree, or above, in Electrical Engineering, Automotive

- Engineering, Energy Economics, Automotive Policy, or a closely related field;
- Relevant work experience in E-mobility policy and strategy development;
- Minimum of 10 years' work experience in the field;
- Demonstrated experience in undertaking related consultancies or similar;
 and
- Registration with relevant professional bodies.

Experience of Team Leader:

- At least 10 years of senior level experience, preferably in private sector business as a project lead engineer/scientist for E-mobility;
- Technical knowledge of international best practice on E-mobility;
- Knowledge of Energy and Automotive Policies, particularly E-mobility policy is desirable;
- Experience in dealing with international and national experts and institutions;
- Sound understanding of key software packages (MS Office); and
- Fluency in written and spoken English.

Competencies of Team Leader:

- Strong analytical, writing and communication skills.
- Ability to prepare publications, reports and presentations.
- Ability to work with a multidisciplinary and multicultural team.
- Strong motivation and ability to work and deliver under short deadlines.
- Focus on impact and result for the client and ability to respond positively to critical feedback.
- Ability to work independently with little or no supervision.
- Familiarity with Government of Botswana processes is strongly desired.

Technical Team Members – Maximum of two (2) technical team members is required. Responsible for project roll-out and implementation, data collection, report writing, etc. In addition, either one of them must have extensive experience in E-mobility policies and strategies.

Qualification:

• Master's Degree in Economics, Development Economics, Energy Economics, project management, and Energy policy.

Work Experience: – **Must have minimum five (5) years** of experience in economics, automotive industry development policy analysis, and management at national and regional levels.

Technical competence: Must have extensive experience in drafting high quality reports, documents and facilitating e-mobility policy development planning and consultative processes, producing costed implementation action plans, very knowledgeable about e-mobility transition.

DOCUMENTS TO BE INCLUDED WHEN SUBMITTING

Interested consultants shall submit the following documents/information to demonstrate their suitability for the assignment:

- a) **Technical Proposal:** The technical proposal should include the following:
 - Profile of each Team Members and an outline of specific experience in providing consulting services, advising governments at policy level on e-mobility issues, formulation and implementation of strategies relating to e-mobility industry development
 - Demonstration of experience in providing similar services, indicating client name, nature and scope of work.
 - Comments or suggestions on the TORs and appreciation of the assignment, if necessary.
 - Demonstration of adequate understanding of the specified requirements.
 - Detailed explanation of the approach/methodology addressing the full scope of works.
 - A Work plan of activities.
 - An implementation matrix/work plan with timelines for carrying out the assignment.

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b) Financial proposal:

- Indicate the Lump-sum consultancy fee.
- The lump sum should be broken down to clearly indicate: travel, per diems, and actual consultancy fees (daily fee).
- An indication of whether this rate is flexible or not.

Personal CVs for all key personnel, which must include experience undertaking similar assignments and at least three (3) referees and their contacts for ease of background checks.

Deliverables

All deliverables will be presented in draft form to the Technical Reference Group for review. Final deliverables will be expected to have addressed and integrated feedback from the TRG. Payments will be released upon validation by the TRG of the final deliverables.

- 1. Inception Report
- 2. Final gap analysis
- 3. Final National E-mobility Promotion Strategy
- 4. Final Strategy Implementation Plan

Person to Supervise the Work/Performanc e of the Service Provider

[Programme Specialist – Environment and Climate Change]

Frequency of	[Monthly]			
Reporting	Danauta Maatiu	as Dosuments Orisi	nal Data Farmulas s	
Progress Reporting	Reports, Meetings, Documents, Original Data, Formulas etc			
Requirements		/ 6 / 5 /		
Location of work	☑ Exact Address/es Gaborone, Botswana			
	☐ At Contractor			
Expected duration	Not more than 4	4 calendar months		
of work				
Target start date	1 st April 2021			
Latest completion	31 st July 2021			
date				
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Travels Expected	,		Brief Description	
	Destination/s	Estimated Duration	of Purpose of the	Target
			Travel	Date/s
Special Security	Security Clea	rance from UN prior to	n travelling	
Requirements		of UN's Basic and Adva	<u>-</u>	nα
Requirements			niceu Security Trainii	ıg
	1	ive Travel Insurance		
	☐ Others [pls. s	pecify]		
Facilities to be	☐ Off:	f: ::::		
Facilities to be	☐ Office space and facilities			
Provided by UNDP	☐ Land Transportation			
(i.e., must be excluded from	☐ Others [pls. specify]			
Price Proposal)				
Implementation				
Schedule	⊠ Required			
indicating	☐ Not Required			
breakdown and				
timing of				
activities/sub-				
activities Names and				
curriculum vitae of	⊠ Required	_		
individuals who	☐ Not Required	I		
will be involved in				
completing the				
services				
6				
Currency of	□ United States □	Dollars		
Proposal	☐ Euro			
	☐ Local Currence	CV .		

Value Added Tax				
on Price Proposal ²	☐ must be exclusive of VAT and other applicable indirect taxes			
Validity Period of Proposals (Counting for the last day of submission of quotes)	 ☑ 60 days ☐ 90 days ☐ 120 days In exceptional circumstances, UNDP may request the Proposer to extend the validity of the Proposal beyond what has been initially indicated in this RFP. The Proposal shall then confirm the extension in writing, without any modification whatsoever on the Proposal. 			
Partial Quotes	 ✓ Not permitted ☐ Permitted [pls. provide conditions for partial quotes, and ensure that requirements are properly listed to allow partial quotes (e.g., in lots, etc.)] 			
Payment Terms ³	Outputs	Percentage	Timing	Condition for Payment Release
	Inception Report	0%		Within thirty (30) days from the date of
	Draft Gap Analysis	10%		meeting the following conditions: a) UNDP's written
	Final Gap Analysis	30%		acceptance (i.e.,
	Draft National E-mobility Promotion Strategy	30%		of the quality of the outputs; and b) Receipt of invoice
	Final National E-mobility Promotion Strategy and Strategy Implementation Plan	30%		from the Service Provider.
Person(s) to review/inspect/ approve outputs/complete d services and authorize the disbursement of payment	UNDP Resident Representative, (MoTE)	Programme	Specialist	, Director — E-mobility
Type of Contract to be Signed	☑ Purchase Order ☐ Institutional Contract			

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² VAT exemption status varies from one country to another. Pls. check whatever is applicable to the UNDP CO/BU requiring the service.

³ UNDP preference is not to pay any amount in advance upon signing of contract. If the Service Provider strictly requires payment in advance, it will be limited only up to 20% of the total price quoted. For any higher percentage, or any amount advanced exceeding \$30,000, UNDP shall require the Service Provider to submit a bank guarantee or bank cheque payable to UNDP, in the same amount as the payment advanced by UNDP to the Service Provider.

	☐ Contract for Professional Services
	☐ Long-Term Agreement ⁴ (if LTA will be signed, specify the document that will
	trigger the call-off. E.g., PO, etc.)
	☐ Other Type of Contract [pls. specify]
Criteria for	■ Lowest Price Quote among technically responsive offers
Contract Award	☐ Highest Combined Score (based on the 70% technical offer and 30% price
Contract / twa ta	weight distribution)
	\square Full acceptance of the UNDP Contract General Terms and Conditions (GTC).
	This is a mandatory criterion and cannot be deleted regardless of the nature of
	services required. Non-acceptance of the GTC may be grounds for the rejection of the Proposal.
Criteria for the	Technical Proposal (70%)
Assessment of	 ✓ Expertise of the Firm [indicate percentage]
Proposal	✓ Methodology, Its Appropriateness to the Condition and Timeliness of the
'	Implementation Plan [indicate percentage]
	✓ Management Structure and Qualification of Key Personnel [indicate
	percentage]
	Financial Proposal (30%)
	To be computed as a ratio of the Proposal's offer to the lowest price among the
	proposals received by UNDP.
UNDP will award	☑ One and only one Consider Duryidan
the contract to:	☑ One and only one Service Provider
the contract to.	☐ One or more Service Providers, depending on the following factors: [Clarify fully how and why will this be achieved. Please do not choose this option
	without indicating the parameters for awarding to multiple Service Providers]
Contract General	☐ General Terms and Conditions for contracts (goods and/or services)
Terms and	☐ General Terms and Conditions for de minimis contracts (services only,
Conditions ⁵	less than \$50,000)
	Applicable Terms and Conditions are available at:
	http://www.undp.org/content/undp/en/home/procurement/business/ho
	w-we-buy.html

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⁴ Minimum of one (1) year period and may be extended up to a maximum of three (3) years subject to satisfactory performance evaluation. This RFP may be used for LTAs if the annual purchases will not exceed \$200,000.00. ⁵ Service Providers are alerted that non-acceptance of the terms of the General Terms and Conditions (GTC) may be grounds for disqualification from this procurement process.

Annexes to this RFP ⁶	 ✓ Form for Submission of Proposal (Annex 2) ☐ Detailed TOR [optional if this form has been accomplished comprehensively] ☐ Others⁷ [pls. specify]
Contact Person for Inquiries (Written inquiries only) ⁸	[Name] Procurement [Fax/Email]. Any delay in UNDP's response shall be not used as a reason for extending the deadline for submission, unless UNDP determines that such an extension is necessary and communicates a new deadline to the Proposers.
Other Information [pls. specify]	

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⁶ Where the information is available in the web, a URL for the information may simply be provided.

⁷ A more detailed Terms of Reference in addition to the contents of this RFP may be attached hereto.

⁸ This contact person and address is officially designated by UNDP. If inquiries are sent to other person/s or address/es, even if they are UNDP staff, UNDP shall have no obligation to respond nor can UNDP confirm that the query was received.

FORM FOR SUBMITTING SERVICE PROVIDER'S PROPOSAL9

(This Form must be submitted only using the Service Provider's Official Letterhead/Stationery¹⁰)

[insert: Location]. [insert: Date]

To: [insert: Name and Address of UNDP focal point]

Dear Sir/Madam:

We, the undersigned, hereby offer to render the following services to UNDP in conformity with the requirements defined in the RFP dated [specify date], and all of its attachments, as well as the provisions of the UNDP General Contract Terms and Conditions:

A. Qualifications of the Service Provider

The Service Provider must describe and explain how and why they are the best entity that can deliver the requirements of UNDP by indicating the following:

- a) Profile describing the nature of business, field of expertise, licenses, certifications, accreditations;
- b) Business Licenses Registration Papers, Tax Payment Certification, etc.
- c) Latest Audited Financial Statement income statement and balance sheet to indicate Its financial stability, liquidity, credit standing, and market reputation, etc.;
- d) Track Record list of clients for similar services as those required by UNDP, indicating description of contract scope, contract duration, contract value, contact references;
- e) Certificates and Accreditation including Quality Certificates, Patent Registrations, Environmental Sustainability Certificates, etc.
- f) Written Self-Declaration that the company is not in the UN Security Council 1267/1989 List, UN Procurement Division List or Other UN Ineligibility List.

B. Proposed Methodology for the Completion of Services

The Service Provider must describe how it will address/deliver the demands of the RFP; providing a detailed description of the essential performance characteristics, reporting conditions and quality assurance mechanisms that will be put in place, while demonstrating that the proposed methodology will be appropriate to the local conditions and context of the work.

⁹ This serves as a guide to the Service Provider in preparing the Proposal.

¹⁰ Official Letterhead/Stationery must indicate contact details – addresses, email, phone and fax numbers – for verification purposes

C. Qualifications of Key Personnel

If required by the RFP, the Service Provider must provide:

- a) Names and qualifications of the key personnel that will perform the services indicating who is Team Leader, who are supporting, etc.;
- b) CVs demonstrating qualifications must be submitted if required by the RFP; and
- c) Written confirmation from each personnel that they are available for the entire duration of the contract.

D. Cost Breakdown per Deliverable*

	Deliverables [list them as referred to in the RFP]	Percentage of Total Price (Weight for payment)	Price (Lump Sum, All Inclusive)
1	Deliverable 1		
2	Deliverable 2		
3			
	Total	100%	

^{*}This shall be the basis of the payment tranches

E. Cost Breakdown by Cost Component [This is only an Example]:

Description of Activity	Remuneration per Unit of Time	Total Period of Engagement	No. of Personnel	Total Rate
I. Personnel Services	per ome or rime	2.18480.116114	1 Croomici	
1. Services from Home Office				
a. Expertise 1				
b. Expertise 2				
2. Services from Field Offices				
a . Expertise 1				
b. Expertise 2				
3. Services from Overseas				
a. Expertise 1				
b. Expertise 2				
II. Out of Pocket Expenses				
1. Travel Costs				
2. Daily Allowance				
3. Communications				
4. Reproduction				
5. Equipment Lease				
6. Others				
III. Other Related Costs				

[Name and Signature of the Service Provider's Authorized Person]
[Designation]
[Date]