

# Request for Proposal Form

## **Purpose of Request for Proposal**

This Request for Proposal (RFP) is a competitive grant selection process. Selected applicants will receive grant funding to identify and engage a qualified Vietnamese institution to serve as the Host Institution and primary Implementation Partner for the establishment and pilot phase of the Vietnam Battery Energy Storage System (BESS) Centre of Excellence (CoE).

The Vietnam BESS CoE is being established by the Global Energy Alliance for People and Planet (Global Energy Alliance) as a national platform for technical training, knowledge development, project support, and multi-stakeholder collaboration. The CoE has a long-term vision of evolving into a regional ASEAN hub for BESS capacity building and innovation.

The immediate priority activity for the CoE is the implementation of a BESS Capacity Building Program for Electricity of Vietnam (EVN) and its subsidiaries, targeting delivery within August 2026. This EVN BESS Training Program will serve as the anchor operational activity of the CoE and is described in detail under Section C of this RFP.

The selected Host Institution will work closely with Global Energy Alliance, the Ministry of Industry and Trade / Electricity and Renewable Energy Authority (MOIT/EAV), EVN, development partners, and other stakeholders to co-develop and progressively lead the CoE toward long-term sustainability.

Proposals may be submitted by individual institutions or by a consortium of institutions, provided the applicant(s) collectively meet the eligibility and qualification criteria set out in this RFP.

Questions and submissions to be sent to [contractsgeappasia@energyalliance.org](mailto:contractsgeappasia@energyalliance.org)

## **Our Mission**

The Global Energy Alliance for People and Planet is a not-for-profit philanthropic organisation for collective action dedicated to accelerating an equitable energy transition in emerging and developing economies. Global Energy Alliance works with governments, development partners, philanthropy, and the private sector to:

- Reduce future carbon emissions,
- Expand access to reliable, productive-use energy, and
- Create jobs and livelihoods through clean energy solutions.

Global Energy Alliance is supported by philanthropic funders including the IKEA Foundation, The Rockefeller Foundation, and the Bezos Earth Fund, among others, and operates across Africa, Asia, Latin America and the Caribbean.

In Vietnam, Global Energy Alliance is active in supporting the country's energy transition, including

through the Grids of the Future program which supports utilities and countries in transitioning towards digitized, storage-enabled, flexible, and resilient power systems.

## **Scope of Work**

### **C.1 Background**

Vietnam's power system is entering a pivotal phase of its energy transition. Rapid growth in renewable energy is creating an urgent need for system flexibility, grid stability, and effective peak demand management. Battery Energy Storage Systems (BESS) are emerging as a critical enabler to ensure reliable and efficient integration of variable renewable energy.

This strategic importance is strongly reflected in the revised National Power Development Plan VIII (PDP8), approved in May 2025, which significantly increases Vietnam's BESS deployment target to 10–16.3 GW by 2030. This positions Vietnam among the most ambitious energy storage markets in Southeast Asia.

At the utility level, Electricity of Vietnam (EVN) has identified BESS as a key milestone in its transition roadmap. Following a directive from MOIT in August 2025, EVN has initiated the country's first large-scale, utility-led BESS rollout, targeting 1,200 MW of grid-connected BESS starting from 2026.

Despite strong policy momentum, BESS deployment in Vietnam remains constrained by:

- Regulatory gaps and lack of a comprehensive BESS framework
- Limited clarity on tariffs and revenue models
- Evolving technical standards, including fire safety requirements
- Institutional capacity constraints across utilities, regulators, and financial institutions
- Limited experience with utility-scale BESS project development and financing

These challenges highlight the need for a coordinated national platform to scale knowledge, standardize practices, strengthen institutional readiness, and accelerate implementation. In response, Global Energy Alliance is establishing the Vietnam BESS Centre of Excellence (CoE), envisioned as a national platform for technical training, knowledge development, project support, and multi-stakeholder collaboration, with a long-term vision of evolving into a regional ASEAN hub for BESS capacity building and innovation.

Global Energy Alliance intends to provide seed funding of up to USD 200,000 over an initial period of two (2) years to support the establishment and pilot phase of the CoE.

### **C.2 Overall Objective**

The Host Institution / Implementation Partner ('Applicant') will be engaged to:

- Host and manage the Programme Management Office (PMO) for the Vietnam BESS CoE and coordinate day-to-day implementation of CoE activities.
- Serve as the immediate implementation partner for the EVN BESS Capacity Building Program as the CoE's anchor activity, targeting delivery within August 2026.
- Co-develop and deliver BESS technical training, capacity building programs, and knowledge products tailored to the needs of Vietnamese utilities, regulators, government agencies, financial institutions, and industry stakeholders.
- Engage and coordinate with government agencies (particularly MOIT/EAV), EVN Corporation and its subsidiaries, academia, development partners, the JETP Technical Working Group on Capacity Building, and industry stakeholders.
- Support the development of technical guidelines, standards, and safety frameworks for BESS deployment in Vietnam.

- Support development of a sustainable long-term governance and operational model for the CoE.
- Mobilise qualified technical experts, researchers, and partner institutions in support of CoE activities.
- Support development of additional funding proposals and partnership pipelines to ensure long-term CoE sustainability.
- Facilitate regional engagement and contribute to the CoE's evolution as an ASEAN BESS knowledge hub.

### **C.3 Functional Scope – Vietnam BESS Centre of Excellence**

#### **C.3.1 Immediate Priority: EVN BESS Capacity Building Program**

As the immediate first priority activity of the CoE, the Host Institution will support Global Energy Alliance in designing and delivering a comprehensive BESS Capacity Building Program for EVN Headquarters, EVN Power Corporations (PCs), EVN subsidiaries, financial institutions, and relevant stakeholders. This program is required to be delivered within August 2026, in response to EVN's request.

The EVN BESS Training Program is expected to include:

#### **Task 1: Training Needs Assessment and Stakeholder Consultation**

- Work closely with Global Energy Alliance, EVN Headquarters, EVN Power Corporations (PCs), EVNPTC, and other EVN subsidiaries to assess training needs and tailor the curriculum to Vietnam's evolving BESS market and operational requirements.
- Review existing EVN BESS pilot initiatives and planned projects to ensure training content is practical, implementation-oriented, and aligned with EVN's deployment priorities.
- Identify capacity building needs of participating financial institutions, particularly regarding technical due diligence, regulatory requirements, safety standards, insurance, and bankability considerations for BESS projects.
- Consolidate consultation findings to refine and finalise the training curriculum, agenda, and materials.

#### **Task 2: Develop and Refine Training Curriculum**

- Develop a detailed training curriculum and agenda based on consultation outcomes.
- Customise training materials to Vietnam's regulatory and market context.
- Include practical case studies relevant to utility-scale BESS applications and renewable integration.
- Incorporate modules adapted from international BESS capacity building programs and utility case studies.
- Develop presentation materials, handouts, practical exercises, and reference materials in English and Vietnamese as agreed with Global Energy Alliance and EVN.

#### **Task 3: Deliver the Training Program**

- Deliver a 2-day in-person training program at EVN Headquarters in Hanoi.
- Facilitate interactive discussions, case studies, Q&A sessions, and practical knowledge sharing.
- Provide qualified international and/or local experts with demonstrated BESS experience.
- Facilitate dedicated discussions involving lenders, insurers, utilities, and technical experts.
- Coordinate with Global Energy Alliance and EVN on logistics, agenda finalisation, and participant management.

#### Task 4: Post-Training Deliverables

- Provide training materials and reference resources to participants.
- Prepare a training completion report summarising training delivered, participant feedback, key discussion points, and recommendations for future capacity building support.

The training program is expected to cover the following key topics (indicative):

No.	Training Module	Key Topics
5.1	BESS System Overview	Role of BESS in power systems; applications for solar and wind integration; utility-scale, C&I and behind-the-meter applications; BESS investment and operating models; Vietnam and global development trends
5.2	BESS Storage Technologies	Main battery technologies (LFP, NMC, emerging); BESS system architecture; Battery Management System (BMS); Power Conversion System (PCS); Energy Management System (EMS); battery lifetime, degradation, and thermal management
5.3	BESS Operational Principles	Charge/discharge strategies; control of power, frequency, and voltage; grid-forming and grid-following concepts; SCADA/EMS integration; ancillary services; cybersecurity considerations
5.4	BESS Design, Safety and Grid Integration	BESS sizing and design; electrical integration and grid connection; protection systems; fire safety and thermal runaway mitigation; EHS considerations; international technical standards; Vietnam regulations and permitting
5.5	BESS Project Development and Procurement	Utility-scale project development process; technical specifications and procurement strategy; EPC considerations; testing and commissioning (FAT/SAT); O&M requirements; end-of-life and battery recycling
5.6	Technical Perspective for Contract Negotiation	Key BESS technical parameters; warranty structures and performance guarantees; capacity degradation clauses; availability guarantees and liquidated damages; evaluation of technical proposals; risk allocation in EPC contracts
5.7	Financing, Insurance and Bankability	Business models and revenue streams; financial feasibility; technical due diligence for lenders; bankability considerations; insurance requirements and risk mitigation; financing challenges and opportunities in Vietnam

The proposed indicative 2-day training agenda is set out in Annex 1 to this RFP.

Target participants include approximately 100–200 representatives from EVN Headquarters, EVN Power Corporations (PCs), EVN subsidiaries and affiliated entities, the National System and Market Operator, government agencies and regulators, financial institutions and commercial banks, development partners, and other relevant stakeholders.

#### C.3.2 Broader CoE Programme Activities

Beyond the immediate EVN BESS Training Program, the Host Institution will support the progressive development and operationalisation of the Vietnam BESS CoE across the following activity areas during the two-year establishment and pilot phase:

### **Programme Management and Coordination**

- Plan and organize the official launch of the Vietnam BESS CoE in coordination with Global Energy Alliance, MOIT/EAV and relevant stakeholders
- Host and manage the CoE Programme Management Office (PMO)
- Coordinate day-to-day implementation of CoE activities
- Support planning, scheduling, reporting, and stakeholder coordination
- Support organisation of workshops, training programs, meetings, and technical working groups

### **Skills and Training Activities**

- Technical training programs for utilities, engineers, and operators
- Certification and Training-of-Trainers (ToT) programs
- Development of BESS learning materials and e-learning platforms
- Knowledge-sharing workshops and technical seminars

### **Capacity Building and Stakeholder Engagement**

- Workshops for regulators, policymakers, and financial institutions
- Capacity building on BESS financing, bankability, and technical due diligence
- Multi-stakeholder engagement and industry dialogue
- Knowledge dissemination and communication activities

### **Standards, Safety and Technical Guidance**

- Development of technical guidelines and best practices
- Support for safety frameworks and fire safety guidance
- Promotion of international technical standards and compliance approaches
- Development of reference materials and knowledge resources

### **Research, Demonstration and Technical Support**

- Support applied research and system integration studies
- Facilitate pilot and demonstration activities
- Support technical studies and project preparation activities
- Facilitate collaboration between academia, utilities, and industry

### **Long-Term Sustainability and Platform Development**

- Develop operational and governance frameworks for the CoE
- Develop long-term partnership and funding strategies
- Explore service-based revenue opportunities
- Support regional collaboration and ASEAN engagement opportunities

## **C.4 Governance and Delivery Model**

The Vietnam BESS CoE is expected to operate through a government-anchored, multi-stakeholder model to ensure strong alignment with national priorities while leveraging local and international expertise.

The CoE is proposed to operate under the framework of collaboration between Global Energy Alliance and MOIT/EAV, with implementation supported through a Programme Management Office (PMO) embedded within the selected Host Institution.

The governance structure is expected to include:

- A Steering Committee for strategic direction and oversight
- A Programme Management Office (PMO) hosted by the Host Institution

- Technical Working Groups providing technical guidance and implementation support

The Host Institution will work in close coordination with Global Energy Alliance and relevant stakeholders to ensure effective implementation and alignment with Vietnam's energy transition priorities.

An early milestone of the engagement will be the formal launch of the Vietnam BESS CoE. Subject to stakeholder alignment, the launch may be convened alongside a Global Energy Alliance-supported event, such as a Global Energy Alliance–MOIT cooperation event or a BESS Task Force meeting. The launch event will introduce the CoE's objectives, governance structure, work programme, and partnership opportunities, while convening government agencies, EVN, financial institutions, industry stakeholders, academia, and development partners.

### **The RFP Process**

Global Energy Alliance seeks proposals from qualified Vietnamese institutions or consortia with demonstrated experience in technical training, capacity building and energy-sector stakeholder engagement.

#### **D.1 Information to be Included in the Proposal**

Applicants must submit separate Technical Proposal and Financial Proposal including, at minimum:

##### **Company / Institutional Background**

- Legal status, year of incorporation or establishment, and ownership.
- Office locations (highlight presence in Vietnam and Hanoi/Ho Chi Minh City).
- Core mandates, business lines, and key focus areas.

##### **Organisation & Staffing for this Engagement**

- Proposed team structure and organogram.
- Names, roles, and brief profiles of key team members (Programme Manager, Technical Lead, Training Lead, Subject Matter Experts, etc.).
- Identification of single point of contact / Programme Director.
- For consortium proposals: roles and responsibilities of each consortium member, lead entity, and governance arrangements.

##### **Attributes & Approach**

- Unique strengths and capabilities relevant to this assignment (e.g. BESS technical expertise, EVN/MOIT relationships, experience in energy training, donor programme management).
- Proposed delivery approach for the immediate EVN BESS Training Program (training needs assessment, curriculum development, logistics, expert mobilisation).
- Proposed approach to establishing and operationalising the CoE PMO.
- Proposed approach to the longer-term CoE activities and progressive scale-up.

##### **Relevant Experience**

- Case studies of similar projects, preferably in:
  - BESS or energy storage technical training and capacity building
  - Utility or government capacity building programs (EVN, MOIT/EAV, or similar)
  - Donor-funded or multi-stakeholder programme management
  - Regional or national knowledge platform development
- Include project objectives, scope, role of Applicant, technologies or topics covered, contract value, and status (completed / ongoing).

### **Proposed Approach to EVN BESS Training Program**

- Detailed methodology for Task 1 (Training Needs Assessment) through Task 4 (Post-Training Deliverables).
- Proposed expert profiles and qualifications for training delivery.
- Indicative training agenda and curriculum outline.
- Proposed timeline for delivery within August 2026.

### **Proposed Approach to CoE Establishment and Operations**

- Proposed model for PMO hosting, staffing, and management.
- Approach to stakeholder engagement with MOIT/EAV, EVN, development partners, and the JETP Technical Working Group on Capacity Building.
- Vision and proposed approach for CoE long-term sustainability and regional development.

### **Implementation Plan & Timeline**

- Detailed implementation plan covering: (i) EVN BESS Training Program; and (ii) CoE establishment activities for Months 1–24.
- Key milestones and indicative timelines (Gantt or milestone chart).

### **Pricing Overview**

**Only reasonable, necessary, and allocable costs directly related to the scope of work will be considered eligible under this RFP**

- Detailed cost breakdown by activity / deliverable.
- Separate costs for: (i) EVN BESS Training Program; and (ii) CoE establishment and operations over 24 months.
- One-time costs vs. recurring operational costs.
- All applicable taxes and out-of-pocket expenses to be clearly stated.
- The proposed budget must align with applicable donor requirements and clearly indicate eligible and ineligible costs.

**Ineligible costs include, but are not limited to:**

- Activities not directly related to the approved scope of work;
- Lobbying, political, or advocacy activities;
- Litigation or legal dispute-related costs;
- Costs incurred outside the agreed project implementation period (unless otherwise approved);
- Any expenditures that directly benefit private individuals or shareholders;

### **D.2 Timeline for the RFP Process**

<b>Key Activity</b>	<b>Target Date / Timeline</b>
Issue of RFP	17 June 2026
Intent to Bid / Proposer Questions	18-22 June 2026
Response to Proposer Questions	23-24 June 2026
Deadline for Submission of Proposals	3 July 2026
Evaluation of Proposals	6 – 10 July 2026
Selection Announcement / Grant award	10 July 2026
EVN BESS Training Program Delivery (target)	Within August 2026

## Eligibility Criteria of the Applicant organisation

***Only legally registered public-interest, academic, research, professional, or not-for-profit institutions are eligible to submit proposals under this RFP. Eligible applicants may include universities and higher education institutions, research institutes and research centres, professional associations and industry bodies, foundations and non-profit organizations, and other public-interest institutions.***

Proposals may be submitted by a single institution or by a consortium of eligible institutions, provided that all consortium members satisfy the eligibility requirements.

Applicants must demonstrate the capacity and willingness to comply with applicable donor requirements, including those related to the use of funds, reporting, audit, and compliance with relevant laws and regulations.

Applicants (individual institutions or consortia) must meet the following minimum eligibility criteria:

**Legal Status & Establishment**

- Institution legally registered and operational in Vietnam.
- Operational in Vietnam for at least 5 years as of the bid submission date.

**Technical Expertise**

- Strong technical expertise in power systems, renewable energy, energy storage, or related fields.
- Demonstrated experience delivering technical training, research, or capacity building programs in the energy or related sectors.

**Institutional Capacity**

- Institutional capacity to host and manage a Programme Management Office (PMO) and multi-stakeholder platform.
- Demonstrated ability to mobilise qualified technical experts, researchers, and partner institutions.

**Stakeholder Networks**

- Demonstrated strong network and experience working with government agencies, particularly MOIT/EAV, EVN Corporation and EVN subsidiaries, academia, development partners, financial institutions, industry stakeholders, and relevant technical working groups (for e.g the JETP Technical Working Group on Capacity Building)..
- Established networks and partnerships relevant to Vietnam’s power sector, energy transition agenda, and capacity-building ecosystem.
- Experience facilitating multi-stakeholder dialogue, industry platforms, or knowledge-sharing networks is an advantage.

**Programme Management Experience**

- Experience managing donor-funded or multi-stakeholder programs.
- Demonstrated ability to coordinate complex multi-institutional programs and report to international development partners.
- Experience reporting to international development partners, donors, or government agencies.

**Long-Term Vision**

- Expressed interest in developing a long-term national and regional BESS knowledge platform.
- Evidence of commitment or capacity to support CoE sustainability beyond the initial seed funding period.

**Evaluation Criteria**

Proposals will be evaluated based on the following criteria

**F.1 Technical Evaluation (Max 70 Marks)**

S. No	Category	Max Marks	Criteria
1.	Proposed Team & Staffing	20	Relevance and depth of experience of key team members in BESS

			technologies, energy storage, technical training delivery, and stakeholder engagement with EVN/MOIT and development partners.
2.	Relevant Projects / Credentials	20	Number, complexity, and relevance of similar projects (BESS or energy sector training, utility or government capacity building, donor-funded programme management, multi-stakeholder platforms). Quality of references and evidence of impact.
3.	Proposed Approach & Methodology (A&M)	30	Understanding of BESS CoE objectives, EVN's deployment priorities, and Vietnam's energy transition context. Robustness of proposed approach for the EVN BESS Training Program (curriculum, expert mobilisation, logistics). Clarity and feasibility of the CoE establishment plan, PMO model, stakeholder engagement strategy, and long-term sustainability approach.
<b>Total Technical Score</b>	<b>70</b>	Total of points 1, 2, and 3 above.	

## F.2 Financial Evaluation (Max 30 Marks)

Applicants are required to provide a detailed breakdown of costs, including: (i) EVN BESS Training Program costs (training needs assessment, curriculum development, delivery, post-training report); and (ii) CoE establishment and operational costs for the 24-month seed funding period (PMO setup, programme activities, knowledge development, stakeholder engagement, and sustainability planning).

The consultant with the lowest total financial bid (L1) in response to this RFP shall be awarded maximum marks (30 marks), and the financial evaluation/scoring of subsequent Applicants shall be done as follows:

S.No	Applicant	Financial Bid (USD)	Score
1.	Applicant#1	L1	$L1/L1 \times 30 = 30$
2.	Applicant #2	L2	$L1/L2 \times 30$
3.	Applicant #3	L3	$L1/L3 \times 30$
...	...	...	...
N.	Applicant #N	Ln	$L1/Ln \times 30$

## F.3 Final Scoring

The final scoring shall be based on the cumulative score arrived at by summing the Technical and Financial scores. Maximum marks / score which can be obtained is 100. The institution / consortium with the maximum overall final score shall be awarded the contract, subject to successful negotiations and due diligence.

### **Key Deliverables, Project Timelines & Payment Schedule**

The engagement is envisaged over an initial period of twenty-four (24) months from the start of the engagement / Inception Meeting, with the EVN BESS Training Program as an immediate priority deliverable within the first month. The Host Institution shall be responsible for delivering the following key deliverables:

<b>No</b>	<b>Key Deliverable</b>	<b>Description</b>	<b>Expected Time of Delivery</b>	<b>Payment (%)</b>
1.	Training Needs Assessment and Stakeholder Consultations	Training needs assessment report summarizing consultations with EVN Headquarters, EVN Power Corporations (PCs), EVN subsidiaries, and relevant stakeholders, including recommendations for curriculum refinement and training delivery.	Within 2 weeks of contract signing	5%
2.	EVN BESS Training Program Design and Curriculum Development	Finalized training curriculum, agenda, training materials, presentations, and supporting reference materials in English and Vietnamese, incorporating feedback from EVN and stakeholders.	Within 4 weeks of contract signing	10%
3.	EVN BESS Training Program – Delivery	Delivery of a two-day hybrid BESS training program (in-person at EVN Headquarters, Hanoi, with online participation option), including facilitation of technical presentations, interactive discussions, case studies, and stakeholder engagement sessions. The training is expected to accommodate approximately 100 in-person participants from EVN and relevant stakeholders.	August 2026 (or as agreed with EVN and Global Energy Alliance)	10%
4.	EVN BESS Training Program – Completion Report	Submission of a training completion report summarizing the training delivered, participant profile and attendance, key discussion points, participant feedback and evaluation results, lessons learned, and recommendations for future BESS capacity-building activities.	Within 2 weeks of training delivery	5%
5.	CoE Inception and Programme Design	Inception report outlining the implementation approach, governance and operational	Within 10 weeks of contract signing	10%

		arrangements for the CoE, PMO establishment plan, stakeholder mapping and engagement strategy, detailed workplan, and proposed implementation framework for the EVN BESS Training Program and initial CoE activities.		
6.	Vietnam BESS CoE Launch Event	Planning, coordination, and delivery support for the Vietnam BESS CoE launch event. The launch may be organized in conjunction with a Global Energy Alliance-supported event, such as a Global Energy Alliance –MOIT cooperation event or a BESS Task Force meeting, as agreed by Global Energy Alliance.	Based on the agreed timeline of the selected event	5%
7.	CoE Pilot Activities – Phase 1 (Months 1–12)	Delivery of agreed Phase 1 CoE activities in accordance with the approved workplan, including training workshops, knowledge products, technical guidance materials, stakeholder engagement activities, partnership development initiatives, and contributions to the CoE knowledge-sharing platform.	Months 1–12, in accordance with the approved workplan	20%
8.	CoE Scale-Up and Sustainability Planning – Phase 2 (Months 12–24)	Delivery of expanded training and capacity-building programs, Training-of-Trainers (ToT) activities, technical support initiatives, utility exchange programs, partnership development activities, funding proposals, regional engagement activities, and development of the CoE’s long-term operational and sustainability model.	Months 12–24, in accordance with the approved workplan	20%
9.	Final Handover & Sustainability Report	End-of-pilot report documenting achievements, lessons learned, CoE governance and operational model, knowledge products developed, partnership and funding pipeline, sustainability strategy, and transition plan for continued operations beyond the initial seed funding period.	End of Month 24	15%

### Submission of Proposal

The bidding organisation / institution is expected to submit a Technical Proposal and a Financial Proposal in PDF format in response to this RFP.

Proposals should be submitted to: [contractsqeappasia@energyalliance.org](mailto:contractsqeappasia@energyalliance.org) on or before 3 July 2026.

Regular rounds of feedback and progress reporting should be planned for and described in the proposal.

Given the urgency of the EVN BESS Training Program, Applicants are encouraged to indicate their earliest possible availability for engagement and training delivery in their submission.

## **Terms and Conditions**

### **Reservation of Rights**

Global Energy Alliance for People and Planet reserves the right to reject any or all proposals submitted if it is deemed to be in the best interest of the Global Energy Alliance.

Global Energy Alliance reserves the right to change/modify/amend any or all provisions of this RfP document. Such revisions to the RfP/amended RfP will be made available on the Global Energy Alliance's website.

Global Energy Alliance reserves the right to withhold or withdraw the process or terminate this RfP at any stage.

All proposals and supporting documentation shall become the property of Global Energy Alliance subject to claims of confidentiality in respect of the proposal and supporting documentation.

Global Energy Alliance reserves the right to check the accuracy of all information and to request official supporting documents. Applicants who provide inaccurate information can always be excluded from the RFP process.

Global Energy Alliance will not be liable in respect of any costs incurred by respondents in the preparation and submission of offers or any associated work effort.

### **Confidentiality**

The Alliance reserves the right to require any respondent to enter into a non-disclosure agreement.

### **Intellectual Property**

Applicants should not use any intellectual property of Global Energy Alliance or its Funders including, but not limited to, all logos, registered trademarks, or trade names, at any time without the prior written approval of Global Energy Alliance, as appropriate.

### **Governing Law**

This RFP and your response to it shall be governed by the laws of the State of New York.

### **No Liability**

GEAPP shall not be liable to any respondent, person, or entity for any losses, expenses, costs, claims, or damages of any kind:

- Arising out of, by reason of, or attributable to, prospective vendors responding to this RFP; or
- As a result of the use of any information, error, or omission contained in this RFP document or provided during the RFP process.

GEAPP assumes no obligation, no responsibility and no liability for costs incurred by vendors responding to this RFP prior to the issuance of a contract.

### **Entire RFP**

This RFP, any addenda to it, and any attached schedules, constitute the entire RFP. If it becomes necessary to revise any part of this RFP, GEAPP will contact all participants.



## **Annex 1 – Proposed Draft Training Agenda: EVN BESS Capacity Building Program (subject to change post consultations with EVN and relevant stakeholders)**

### **DAY 1 – BESS FUNDAMENTALS, TECHNOLOGIES & POLICY**

<b>Time</b>	<b>Session</b>	<b>Key Topics</b>
08:30 – 09:00	Registration	Participant registration
09:00 – 09:30	Opening Remarks	EVN, Global Energy Alliance
09:30 – 10:30	BESS System Overview	Role of BESS in the power system; applications for solar and wind; operating and investment models; Vietnam and global trends
10:30 – 10:45	Tea Break	
10:45 – 12:00	BESS Storage Technologies	LFP, NMC and emerging technologies; BESS architecture; BMS; PCS; battery degradation and lifetime
12:00 – 13:00	Lunch Break	
13:00 – 14:00	BESS Operational Principles	Charge/discharge strategies; control of power, voltage, and frequency; grid-forming/grid-following; SCADA/EMS integration
14:00 – 15:00	BESS Applications and Utility Use Cases	Renewable integration; ancillary services; congestion management; peak shaving; island grids
15:00 – 15:15	Tea Break	
15:15 – 16:15	Vietnam Regulatory, Safety and Technical Standards Framework	Vietnam legal and regulatory framework; fire safety requirements; technical standards (IEC, UL, NFPA, IEEE); environmental and safety compliance
16:15 – 17:30	Financing, Insurance and Bankability	Financial models; technical due diligence; insurance requirements; lender perspectives; participating banks discussion

### **DAY 2 – DESIGN, PROCUREMENT, CONTRACTING & IMPLEMENTATION**

<b>Time</b>	<b>Session</b>	<b>Key Topics</b>
09:00 – 10:15	BESS Design and Grid Integration	Sizing; architecture; protection systems; electrical integration; EMS/SCADA
10:15 – 10:30	Tea Break	
10:30 – 11:30	BESS Operation and Maintenance	O&M best practices; monitoring; performance optimisation; cybersecurity

11:30 – 12:30	BESS Safety and Risk Management	Thermal runaway; fire suppression; emergency response; international case studies and lessons learned
12:30 – 13:30	Lunch Break	
13:30 – 14:45	Project Development and Procurement	Project development cycle; EPC considerations; testing and commissioning; technical specifications
14:45 – 15:45	Technical Perspective for Contract Negotiation	PPA implications; warranty terms; degradation clauses; technical evaluation of proposals
15:45 – 16:00	Tea Break	
16:00 – 17:00	Interactive Case Study and Roundtable	Review of sample BESS proposal and financing case; discussion among EVN, PCs, lenders, insurers, and experts
17:00 – 17:30	Closing Session	Summary, recommendations, next steps