



05 January 2026

## Request for quotation (RFQ) – UK PACT Expert Deployment

<b>RFQ title</b>	Climate Finance Innovation Lab – Expert Deployment to Accelerate High-Priority Energy Investments in Malaysia
<b>RFQ issue date</b>	05 January 2026
<b>Project title</b>	Climate Finance Innovation Lab – Expert Deployment to Accelerate High-Priority Energy Investments in Malaysia
<b>Close date and time</b>	21 January 2026 (23:59 GMT)
<b>Details for submission</b>	<a href="mailto:Expertdeployments@ukpact.co.uk">Expertdeployments@ukpact.co.uk</a>

Palladium as the delivery partner for the Foreign, Commonwealth and Development Office (FCDO) funded UK Partnering for Accelerate Climate Transitions (UK PACT) programme invites you to submit a quotation for the services detailed in this RFQ.

Please forward your quote in accordance with the Details for Submission above by the Close Date and Time. This RFQ includes the following materials:

Schedule 1 – Terms of Reference

Schedule 2 – Instructions for submission

Schedule 3 – Terms and Conditions

Annex I – RFQ Response Form

Annex II – Budget and workplan template

We look forward to your response. If you have any questions, please do not hesitate to [expertdeployments@ukpact.co.uk](mailto:expertdeployments@ukpact.co.uk)

## Schedule 1 - Terms of Reference

### 1.1. Overview of requirements

<b>Name of project</b>	Climate Finance Innovation Lab – Expert Deployment to Accelerate High-Priority Energy Investments in Malaysia
<b>Country/region</b>	Malaysia
<b>Proposed start date</b>	02/02/2026
<b>Proposed end date</b>	30/04/2026

### 1.2 Context and scope of work

#### Background

The UK PACT (Partnering for Accelerated Climate Transitions), funded by the UK Government through its International Climate Finance (ICF) portfolio, partners with Official Development Assistance (ODA) eligible countries that have significant emissions reduction potential. The programme supports low-carbon development and clean growth transitions by responding to identified demands from partner governments and providing grants for capacity-building projects in priority areas, managed by selected implementing partners.

Malaysia-UK PACT supports the Government of Malaysia in advancing green finance, net-zero alignment, and the financing of climate mitigation and nature-positive projects. This deployment is designed to provide specialised, short-term technical expertise to strengthen the investment readiness and financial structuring of three energy-related projects emerging through the Climate Finance Innovation Lab (CFIL) initiative.

#### Problem Statement

Malaysia has a growing pipeline of climate-related ventures but many lack investor-ready financial structures, clear feasibility evidence, due diligence documentation, alignment with bankability criteria, and knowledge of how to scale. This limits the flow of capital into high-impact climate projects. UK PACT support is required to strengthen investment readiness and conduct independent technical and financial advisory across three live proposals.

#### Objectives of the Expert Deployment

To provide targeted, specialist advisory to improve bankability, strengthen feasibility, and accelerate capital mobilisation for three climate/energy project proposals:

- Graphene Battery & EV Technology: technology validation, pathways for certification, and financial structuring.
- Electric Two-Wheeler Ride-to-Own Fleet Scheme: risk assessment, financing options, and scale-up model (delivery riders & gig workers).
- Hybrid Waste-to-Energy: high-level technical review of the hybrid AD/incineration proposal and recommendations for feasibility-study financing.

The deployment will support the identification of bankability gaps and investor risks as well as reviewing feasibility and underlying assumptions. Over the course of the deployment, the experts should craft

recommendations for appropriate financing structures, provide high-level technical assessments or third-party reviews, strengthen investment documentation for future public/private capital, and connect beneficiaries to potential financiers.

## **Outline of the Intervention**

The successful supplier will provide three specialised experts, operating under one contracted firm, each responsible for one proposal. Bidders are encouraged to propose their own methodology, sequencing, and analytical depth, including their approach to assessing technical viability, financial modelling, methods for engaging regulators and financiers, risk assessment, and analytical tools.

UK PACT seeks a supplier able to demonstrate coherent project management across the three technical workstreams. Activities across workstreams include:

### **Workstream A – Energy Storage & EV Battery Technology**

- Conduct a high-level technical assessment of a graphene battery technology sourced from palm oil waste.
- Assess alignment with international testing and certification standards. Identify technological, safety, and scalability risks relevant for investors.
- Assess the project's financial and operational readiness. Identify gaps in financial modelling and assumptions that affect investor confidence.
- Recommend steps required to move toward certification, manufacturing scale-up, and investor due diligence.
- Provide a prioritised action plan for international safety testing and certification.

### **Workstream B – Electric Two-Wheeler Ride-to-Own Scheme**

- Conduct a market and business-model assessment of an electric two-wheeler ride-to-own scheme. Analyse the proposed model, fleet deployment plan, gig-rider economics, and financing mechanics.
- Evaluate the financing model and credit-risk structure. Identify potential risks for financiers.
- Assess the technical and infrastructural feasibility of the electric motorcycle platform. Analyse compliance with Malaysian regulatory bodies.
- Recommend financial structuring options. Offer guidance to improve bankability and scale-up readiness.

### **Workstream C – Waste-to-Energy Hybrid Project**

- Conduct a high-level review of a proposed hybrid WTE concept
- Review existing project documentation and identify gaps requiring confirmation through feasibility and technical studies.
- Provide recommendations for financing options for the feasibility and technical studies.

Assess potential avenues for concessional or blended financing to support technical studies. Identify risks and requirements for bankability.

Output	Description	Deliverable due	Acceptance criteria/sign-off
<b>1: Scoping session</b>	Conduct one technical scoping session per workstream (up to three) to clarify expectations and data requirements; Sessions should be held either in-person, online or hybrid (a representative to be present in-person).	15 February 2026	Three project-specific scoping sessions delivered; scoping notes confirming agreed scope, assumptions, and data requirements and approved
<b>2: Technical assessment reports</b>	High-level due diligence and assessment of technical feasibility, regulatory alignment, and technology readiness for each project.	15 March 2026	Technical assessment reports for all three projects completed to satisfaction, addressing feasibility, regulatory alignment, technology readiness, and key risks.
<b>3: Financial Structure &amp; Bankability Assessment</b>	Independent analysis of financial models, expenditure assumptions, operational viability, revenue models, and investor risk.	31 March 2026	Financial and bankability assessments completed for all projects, identifying key financial risks, assumptions, and bankability gaps, and approved
<b>4: Investor-Readiness Packages</b>	Refined financial narratives, risk-mitigation guidance, investment pathways, and pitch enhancements.	15 April 2026	Investor-readiness packages developed for all projects, demonstrating improved investment clarity and alignment with investor requirements, and approved
<b>5. Consolidated CFIL Advisory Note</b>	Summarise priority recommendations across all three projects and provide a roadmap for future CFIL interventions.	22 April 2026	Consolidated advisory note submitted, providing prioritised, actionable recommendations and a clear roadmap for future CFIL support.
<b>6. Final workshop and lessons-learned session</b>	Presentation of key findings, challenges, and recommended next steps at a concluding workshop.	30 April 2026	Final workshop delivered and materials submitted

All documents and reports are in English.

#### 1.4 Required expert qualifications and experience

A team of technical experts and project management support should be suggested in the proposal, with CVs provided (max two-pages per CV). Bidders are welcome to propose the structure of the team, but it should cover at minimum the following criteria.

1. Technical Expertise and Knowledge
  - Advanced Battery/EV Systems Expert: Demonstrated experience in energy storage technologies, understanding of certification standards, experience conducting technical feasibility studies and assessments, ability to review technical data.
  - E-Mobility Financing & Business Model Expert: Experience in EV fleet deployment or scaling, delivery sectors, or two-wheeler markets, understanding of ride schemes and lease structures, knowledge of Malaysian e-mobility context and regulations, understanding of Malaysian infrastructure (road) constraints and realities.
  - Waste-to-Energy/Infrastructure Finance Expert: Background in WTE and developing country SWM, experience conducting environmental impact assessments, familiarity with federal and state environment legislation, experience conducting feasibility studies for infrastructure projects including community engagement.
2. Project Leadership and Programme Management
  - Ability to oversee project pipelines, ensure strategic alignment, and coordinate with diverse partners
  - Familiarity with managing programmes in complex political and technical environments, preferably with FCDO or donor-funded projects.
  - Capacity to provide hands-on embedded technical assistance while aligning with institutional strategies and national climate plans.
3. Monitoring, Evaluation, and Learning (MEL) Expertise
  - Able to identify measurable indicators relevant to investment readiness and bankability.
  - Experience collecting qualitative and quantitative data from multiple stakeholders.
  - Able to synthesise multi-source findings into actionable recommendations.
4. Technical and Financial Acumen
  - Strong understanding of blended finance, project finance, and early-stage venture risk.
  - Ability to review financial models and identify structural weaknesses or misaligned assumptions.
  - Familiarity with due diligence processes used by DFIs, MDBs, and philanthropic investors.

The team will also possess strong interpersonal skills to build trust with host institutions, conduct peer consultations, and encourage uptake of reforms.

In line with the UK PACT's GEDSI strategy, all expert deployments are expected to complete a GEDSI training and develop a GEDSI Action Plan with the support of the Fund's GEDSI expert, Progress reports should include updates on progress towards the GEDSI Action Plan.

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## 1.5 Reporting

Alongside the project specific reporting outlined in the output section and below, the supplier will also be required to align with the UK PACT monitoring and reporting governance framework which includes:

- Monthly progress reporting on outputs
- A full project completion report, summarising project achievements, any lessons learned through delivery, and any recommendations for future action.

To report against standard UK PACT indicators, the supplier will also need to collect and report disaggregated data on the organisations and individuals participating in workshops and trainings. Disaggregation should cover gender as a minimum and include age and disability where feasible.

## 1.6 Budget and contracting

The maximum budget is GBP 80,000 which must include personnel and expenses and be inclusive of all applicable taxes, insurances, superannuation, non-working days and all other overheads and expenses of whatsoever nature that may be incurred. UK VAT may be charged by the supplier in addition to the Total Agreement Sum.” This amount is allocated as:

GBP 40,000 – Workstream A

GBP 20,000 – Workstream B

GBP 20,000 – Workstream C

The supplier must provide a breakdown of budgeted personnel and expenses using Annex II.

Expenses should cover workshop and conference logistics, venue, any interpretation & translation services, travel & accommodations of delivery team, as well as participants.

Please note that the selected supplier will also be responsible for arranging and organising the travel and accommodation, venues and packages for all workshops and stakeholder engagement sessions. Managing these logistical aspects is a component of the service expected.

The successful supplier having passed the requisite due diligence checks will enter into a subcontractor agreement with Palladium for the delivery of these services on a time and materials basis. The agreement will include a milestone payment structure with 30% of personnel fees withheld against agreed deliverables. The exact milestone structure will be agreed between both parties during contract mobilisation.

The supplier will submit a monthly invoice, forecast and progress update.

## Schedule 2 – Instructions for submission

### 2.1 Submission process

#### Timeline

Stage	Date
1. Terms of Reference (ToR) and application process launched	05/01/2026
2. Date for confirmation of intention to bid	12/01/2026
3. Deadline for receipt of clarification questions	12/01/2026
4. Deadline for submission of applications	21/01/2026
5. Applicants notified of project selection	23/01/2026
6. Due diligence complete	30/01/2026
7. Agreement signature	30/01/2026

#### Applicant guidance

Interested suppliers should complete and submit the below documents to [expertdeployments@ukpact.co.uk](mailto:expertdeployments@ukpact.co.uk) with the subject line: **RFQ Submission – [Supplier name]- Climate Finance Innovation Lab (CFIL) – Malaysia**

- **RFQ Response form**
- **Budget and Workplan Template**
- **CVs of key experts or personnel** (max two pages per CV)

Please note the following key dates:

- **Expression of interest:** 12/01/2026 (23:59 GMT) – express your (non-binding) interest in bidding and receiving tender updates by emailing [expertdeployments@ukpact.co.uk](mailto:expertdeployments@ukpact.co.uk)
- **Deadline for Queries:** 12/01/2026 (23:59 GMT)
- **Submission Deadline:** 21/01/2026 (23:59 GMT)

### 2.2 Evaluation criteria

Criteria	Category	Weighting
Technical	Approach and methodology	30%
	Personnel	50%
Commercial	Competitiveness of the supplier's personnel cost	20%
<b>Total</b>		<b>100%</b>

#### 2.2.1 Technical evaluation

The technical criteria will be evaluated by the procurement panel using the scale detailed below:

Score	Description
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5 (Excellent)	Demonstrates an expert understanding of the project and proposes excellent and accurate solutions which address all requirements, and which are innovative where appropriate. Responses are excellently tailored to the context in all aspects. The level of detail and quality of information provides the highest degree of confidence in the ability to deliver.
4 (Very Good)	Demonstrates a very good understanding of the topic relating to delivery of the project. Responses are relevantly tailored to the context in the majority of aspects. There is sufficient detail and quality of information to give a strong level of confidence that they will deliver.
3 (Good)	Demonstrates a good understanding of the topic relating to the delivery of the project. Responses are reasonably tailored to the context for many of the aspects. There is a good level of detail and quality to give a good level of confidence that they will deliver.
2 (Satisfactory)	Demonstrates a satisfactory understanding of the topic relating to delivery of the project. Some appetite to tailor to context where required. Provides a limited level of detail and the quality of information provided gives only some level of confidence that they will be able to deliver satisfactorily.
1 (Unsatisfactory)	Demonstrates a poor understanding of the topic relating to delivery of the project. Poor tailoring to the context where this is required. Generally, an unsatisfactory and a low level of quality information and detail, leading to a low level of confidence that they will deliver.
0 (Fail)	Failure to address the material requirements of the project. No tailoring of responses to meet the context. No quality responses providing no confidence that they will deliver.

### 2.2.2 Commercial evaluation

The commercial evaluation will be conducted using the total personnel cost quoted in the Schedule III - Budget and Workplan (Cell V15 of "Budget Summary" sheet).

Supplier scores will be calculated relative to the lowest price supplier using the formula below:

$$((\text{Personnel cost of lowest price supplier} / \text{personnel cost of supplier}) * \text{price weighting } 20\%)$$

Where required, a Best and Final Offer process may be used to differentiate between suppliers of equal scoring.



## Terms and Conditions

- 1. Quote conditions**

By submitting a quote, potential suppliers are bound by these terms and conditions. Potential suppliers must submit offers with all details provided in English and with prices quoted in GBP.
- 2. Quote Lodgement**

The Company may grant extensions to the Closing Time at its discretion. The Company will not consider any quotes received after the Closing Time specified in the RFQ unless the Company determines to do so otherwise at its sole discretion.
- 3. Evaluation**

The Company may review all quotes to confirm compliance with this RFQ and to determine the best quote in the circumstances.
- 4. Alterations**

The Company may decline to consider a quote in which there are alterations, erasures, illegibility, ambiguity or incomplete details.
- 5. The Company's Rights**

The Company may, at its discretion, discontinue the RFQ; decline to accept any quote; terminate, extend or vary its selection process; decline to issue any contract; seek information or negotiate with any potential supplier that has not been invited to submit a Quote; satisfy its requirement separately from the RFQ process; terminate negotiations at any time and commence negotiations with any other potential supplier; evaluate quotes as the Company sees appropriate (including with reference to information provided by the prospective supplier or from a third party); and negotiate with any one or more potential suppliers
- 6. Amendments and Queries**

The Company may amend, or clarify any aspect of the RFQ prior to the RFQ Closing Time by issuing an amendment to the RFQ in the same manner as the original RFQ was distributed. Such amendments or clarifications will, as far as is practicable be issued simultaneously to all parties. Any queries regarding this RFQ should be directed to the Contact Person identified on the cover page of this RFQ.
- 7. Clarification**

The Company may, at any time prior to execution of a contract, seek clarification or additional information from, and enter into discussions and negotiations with, any or all potential suppliers in relation to their quotes. In doing so, the Company will not allow any potential supplier to substantially tailor or amend their quote.
- 8. Confidentiality**

In their quote, potential suppliers must identify any aspects of their quote that they consider should be kept confidential, with reasons. Potential suppliers should note that the Company will only agree to treat information as confidential in cases that it considers appropriate. In the absence of such an agreement, potential suppliers acknowledge that the Company has the right to disclose the information contained in their quote. The potential supplier acknowledges that in the course of this RFQ, it may become acquainted with or have access to the Company's Confidential Information (including the existence and terms of this RFQ and the TOR). It agrees to maintain the confidence of the Confidential Information and to prevent its unauthorised disclosure to any other person. If the potential supplier is required to disclose Confidential Information due to a relevant law or legal proceedings, it will provide reasonable notice of such disclosure to the Company. The parties agree that this obligation applies during the RFQ and after the completion of the process
- 9. Alternatives**

Potential suppliers may submit quotes for alternative methods of addressing the Company's requirement described in the RFQ where the option to do so was stated in the RFQ or agreed in writing with the Company prior to the RFQ Closing Time. Potential suppliers are responsible for providing a sufficient level of detail about the alternative solution to enable its evaluation.
- 10. Reference Material**

If the RFQ references any other materials including, but not limited to, reports, plans, drawings, samples or other reference material, the potential supplier is responsible for obtaining the referenced material and considering it in framing their quote. And provide it to the Company upon request.
- 11. Price Basis**

Prices quoted must be provided as a fixed maximum price and show the tax exclusive price, the tax component and the tax inclusive price. The contract price, which must include any and all taxes, supplier charges and costs, will be the maximum price payable by the Company for Services.
- 12. Financial Information**

If requested by the Company, potential suppliers must be able to demonstrate their financial stability and ability to remain viable as a provider of the Services over the term of any agreement. If requested by the Company, the potential supplier must promptly provide the Company with such information or documentation as the Company reasonably requires in order to evaluate the potential supplier's financial stability.
- 13. Referees**

The Company reserves the right to contact the potential supplier's referees, or any other person, directly and without notifying the potential supplier.
- 14. Conflict of interest**

Potential suppliers must notify the Company immediately if any actual, potential or perceived conflict of interest arises (a perceived conflict of interest is one in which a reasonable person would think that the person's judgement and/or actions are likely to be compromised, whether due to a financial or personal interest (including those of family members) in the procurement or the Company).
- 15. Inconsistencies**

If there is inconsistency between any of the parts of the RFQ the following order of precedence shall apply:

  - (a) these Terms and Conditions;
  - (b) the first page of this RFQ; and
  - (c) the Schedule so that the provision in the higher ranked document will prevail to the extent of the inconsistency.
- 16. Collusion and Unlawful Inducements**

Potential suppliers and their officers, employees, agents and advisors must not engage in any collusive, anti-competitive conduct or any other similar conduct with any other potential supplier or person or quote any unlawful inducements in relation to their quote or the RFQ process. Potential suppliers must disclose where quotes have been compiled with the assistance of current or former the Company employees (within the previous 9 months and who was substantially involved in the design, preparation, appraisal, review, and or daily management of this activity) and should note that this may exclude their quote from consideration. Potential suppliers warrant that they have not provided or offered any payment, gift, item, hospitality or any other benefit to the Company, its employees, consultants, agents, subcontractors (or any other person involved in the decision-making process relating to this RFQ) which could give rise to a perception of bribery or corruption in relation to the RFQ or any other dealings between the parties.
- 17. Jurisdiction**

This Agreement shall be subject to the laws of the Jurisdiction. The Supplier and the Company will use their best efforts to settle amicably any dispute, controversy, or claim arising out of, or relating to this Agreement or the breach, termination, or invalidity thereof. If no agreeable settlement can be found, any dispute, controversy, or claim arising out of or relating to this Agreement or the breach, termination, or invalidity thereof, shall be settled by arbitration in accordance with the UNCITRAL Arbitration Rules in effect on the date of this Agreement. The appointing authority shall be the Secretary-General of the Permanent Court of Arbitration. The Parties will be bound by any arbitration award rendered as a result of such



arbitration as the final adjudication of any such dispute. The place of arbitration shall be the headquarters location of Company at the time the claim is filed and the language of the arbitration will be English. The relevant laws shall be the laws of the Jurisdiction.

If your quote is successful, you will be required to enter into the Company's standard contract for the types of services being provided. In the provision of the Services, you will be required to comply with the Company's policies, including (without limitation) its Business Partner Code of Conduct and any relevant Project Manual. Potential suppliers must also comply with the Company's Business Partner Code of Conduct in the submission of any quotes pursuant to this RFQ. If you are bidding as part of a joint venture, partnership or similar, please make this clear in your submission. Likewise, if you propose to subcontract any part of the services provision, then disclose this fact within your submission. The Company may require additional information from you and approval for subcontracting will not be automatic as subcontractors will be subject to Palladium's Due Diligence process.