

Request for quotation (RFQ) – UK PACT Expert Deployment

RFQ title	UK PACT Energy- India
RFQ issue date	08/09/2025
Terms of reference	The services to be delivered are detailed in the attached Schedule.
Project title	Strengthening the enabling environment for accelerated decarbonisation of India's Energy Sector
Close date and time	20/10/2025 12:00 BST
Details for submission	

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

Annex III - DUM Brochure

We look forward to your response.



	1.1. Overview of requirements
Name of project	Strengthening the enabling environment for accelerated decarbonisation of India's Energy Sector
Country/region	India
Proposed start date	24/11/2025
Proposed end date	31/12/2026

1.2 Context and scope of work

Background

UK PACT (Partnering for Accelerated Climate Transitions) is a flagship technical assistance programme under the UK's International Climate Finance. It supports partner countries to accelerate their low-carbon transitions and unlock opportunities for inclusive and sustainable growth. UK PACT works by funding high-impact projects that build capacity and capability in areas critical to meeting net-zero ambitions.

The British High Commission in India has been implementing flagship bilateral programmes in the energy sector such as 'Accelerating Smart Power and Renewable Energy in India (ASPIRE)' and 'Power Sector Reform (PSR)', addressing the priorities agreed under annual UK-India Energy Dialogue. These programmes underscored the unwavering commitment of both nations to combat climate change and foster a sustainable energy future. The programmes worked in partnership with the Ministry of New and Renewable Energy (MNRE) to accelerate India's shift towards renewable energy and with the Ministry of Power (MoP) to develop smart power technologies for a more efficient and reliable electricity grid. This Request for Quotation (RfQ) addresses the priorities agreed at the fourth UK-India Energy Dialogue (February 2025) and will deliver the themes under the Climate and Clean Energy pillar of India-UK Vision 2035.

India needs to scale up its energy supply quickly to support its growth and development plans. At the same time, the Indian government has committed to accelerate its energy transition, setting targets such as 500 GW of nonfossil fuel energy and a 45% reduction in emissions intensity by 2030, energy independence by 2047 and net zero by 2070. This transition requires approximately £ 2 trillion in climate finance by 2030, large-scale low carbon technology deployment, infrastructure upgrades and new skills. The extent to which India chooses clean energy is dependent on several factors. One of those is the extent to which it has the capability and expertise available to it to design and implement appropriate policies and reforms. The Indian government has valued the expertise the UK has provided to date, and this has strengthened our strategic partnership.

The project intends to contribute to energy-sector outcomes which enable a just and accelerated transition towards decarbonisation. Specific target outcomes are:

<u>Outcome 1: Accelerate the ecosystem for deployment of renewable energy technologies:</u> The programme interventions will accelerate the deployment of offshore wind, long-duration energy storage, and interconnectors by informing policies, developing tailored techno-economic instruments, building institutional capacity, and supporting supply chain development.

Outcome 2: Enhanced grid integration and operational flexibility for renewable energy: The programme interventions will support renewable energy integration into the grid by promoting the adoption of digital tools, smart technologies, and flexible grid operations. These efforts will contribute to better load management and reduced grid emission factors.



<u>Outcome 3: Operationalisation of Indian Carbon Market:</u> The programme will support the development and dissemination of compliance and select offset mechanisms under the Indian Carbon Market, enabling policy implementation, skill upgradation and industry engagement. These efforts are expected to contribute to emission intensity reduction in hard-to-abate sectors, supporting industrial decarbonisation

This RfQ is seeking a supplier to support and provide technical assistance to the following identified priorities:

- 1. Undersea grid interconnectors: Recently, the Government of India expressed interest in connecting the UAE and Singapore electricity grids with the Indian grid for cross border electricity transmission. Such interconnections can reduce the need for energy storage solutions while enhancing the reliability and flexibility of the power grid. Given the UK's extensive experience with grid interconnectors (the country has seven, linking to France, the Republic of Ireland, Belgium, Norway, and the Netherlands), this theme was also highlighted at the UK-India Energy Dialogue in February 2025 as a priority area for further collaboration. The Central Electricity Authority (CEA), the apex body for electricity grid planning in India, is conducting a detailed study to develop a plan for undersea grid interconnectors. ASPIRE 1.0¹ programme supported CEA by developing a case study on UK grid interconnectors which this RfQ proposes to take forward. The proposed study trip, outlined in more detail below, aims to build on this work and facilitate an in-person knowledge exchange of GOI officials on the UK's undersea grid interconnectors.
- 2. Pumped Storage Projects (PSPs): India's installed power capacity has crossed the 450 GW mark with solar and wind alone contributing 32% of the total. By 2032, solar and wind are projected to grow to 365 GW and 122 GW, accounting for 54% of a 900 GW system (as planned under NEP 2023). To ensure grid stability and optimise the use of these renewable sources, storage and ancillary services would be essential. Amongst the various technologies available for addressing this requirement of storage and ancillary services, PSPs is bigger in scale. The NEP projected a need for approximately 74 GW/411 GWh of energy storage systems by 2032 with 27 GW/175 GWh from PSPs and 47 GW/236 GWh from Battery Energy Storage System (BESS). The CEA plans to concur around 13 PSPs of about 22 GW during 2025-26. PSP was identified as a priority area in the recently conducted UK-India Energy Dialogue in February 2025. MoP is presently developing a policy on PSP. This RFQ will mobilise global knowledge exchange on PSP policies, regulations, infrastructure development, business and financial models analysing the challenges and opportunities that India could face while deploying PSP at scale and operating frameworks, supporting the upcoming MoP's pump storage policy.
- 3. Long Duration Energy Storage (LDES): The Government of India aims to install 47 GW of energy storage to integrate its 500 GW renewable energy (RE) capacity into the grid. Lithium-ion batteries (LIBs) are currently the key players in BESS. Due to production-linked incentives and the reduction in the price of LIBs, particularly Lithium Ferro Phosphate (LFP) chemistry, the tariff in SECI's recent solar + ESS auctions have reduced by 5.8%. However, LIBs are optimal for short-duration energy storage (less than 4 hours). Beyond this duration, wear and tear increase due to cyclic and calendar aging, leading to higher maintenance and replacement costs, thus increasing the Levelized Cost of Storage (LCOS). Emerging technologies like sodium-ion and vanadium redox flow batteries, despite their high upfront costs, offer longer duration electricity supply with lesser degradation compared to LIBs. Therefore, a model needs to be developed to assess the financial/ business feasibility of different battery technologies and long-duration energy storage solutions in the context of Indian operating conditions which will be supported by this RfQ. This model will support studies and policy initiatives to promote the manufacturing and commercial deployment of energy storage batteries.
- 4. Grid modernisation and effective operations: The Indian power sector is undergoing transformation with increasing penetration of renewable energy as well as digital technologies such as AI, ML, Robotics etc. With a fast-changing technology landscape, there is a need for the creation of a pool of talented and skilled workforce, in the power distribution segment, to enable optimal adoption and implementation of relevant technologies. Technology adoption and implementation are also taking the centre stage under different government schemes and policies like, Revamped Distribution Sector Scheme (RDSS), which focuses on smart metering, distribution grid automation and solutions based on emerging technologies such as AI, ML and Blockchain etc. Part B of RDSS also lays emphasis on technology adoption and capacity building of power distribution professionals in emerging areas. In view of the sector needs, this RFQ will support knowledge exchange which will help in upskilling power sector professionals, especially distribution utilities.



- 5. Carbon markets: India is rolling out its Carbon Credit Trading Scheme (CCTS), establishing a national carbon market with two components: a compliance mechanism for obligated entities and an offset mechanism for voluntary participants. For the market to function effectively, Accredited Carbon Verification Agencies (ACVAs) must be trained in Monitoring, Reporting, and Verification (MRV) protocols, ISO standards for emissions auditing and digital tools to ensure transparency and data integrity. Simultaneously, capacity building on the offset mechanism is essential to incentivise the adoption of cleaner technologies by enabling industries to generate tradable credits.
- 6. Offshore wind: The Government of India has set an ambitious target of 36 GW of offshore wind capacity by 2030, the market remains underdeveloped, despite significant potential along the coasts of Tamil Nadu and Gujarat. Challenges to be addressed in Indian offshore wind deployment, includes high upfront capital costs, estimated at INR 15-20 crore per MW (~USD 2-2.7 million/MW), long project timelines, and complex logistics, which increase project risk and investment barriers. Viability Gap Funding (VGF) is seen as a crucial instrument to reduce financial risks and attract investors, with MNRE exploring optimal VGF levels and mechanisms for the sector. Port infrastructure is critical for offshore wind ecosystem development and integration with the Indian grid. In view of this, the UK and India have agreed to set up an offshore wind taskforce during the 4th India-UK Energy Dialogue. This RfQ will support in establishing the secretariat for MNRE and FCDO to deliver sector priorities under offshore wind task force which includes strategic oversight, enabling policies, and robust financial and risk assessment frameworks, while strengthening supply chains, workforce capabilities, and infrastructure readiness for building a resilient offshore wind ecosystem for timely execution of projects by addressing critical barriers and promoting inclusive, sustainable growth.

Objectives

This RFQ is seeking a supplier to submit their proposal to deliver on all the following:

- 1. International knowledge exchange with the UK to understand value chain of undersea grid interconnectors, power evacuation frameworks, and business and financial models through stakeholder roundtable with government, think tank and industry bodies.
- 2. International knowledge exchange and capacity building on pumped storage projects and long duration energy storage technologies through study tours/workshops/webinars/stakeholder consultations with government, think tanks and industry bodies.
- 3. Development of advance modules and conduct trainings for capacity building of DISCOMs for grid modernisation and effective operations.
- 4. Development of modules and conduct trainings on international monitoring standards (ISO 14064), compliance and offset mechanism to support the roll out of Carbon Credit Trading Scheme (CCTS) in India, and its harmonisation with international market frameworks.
- 5. Establish Secretariat to deliver the UK-India Offshore Wind Taskforce priorities mutually agreed between MNRE and FCDO. This includes organising quarterly meetings of the taskforce, organise workshop and events, deliver an international knowledge exchange to UK (this will include roundtable discussions, site visit to offshore wind farms, bilateral meetings with government counterparts and a potential UK-India offshore wind taskforce quarterly meeting) and deliver activities in mutually agreed thematic priorities by MNRE and FCDO.

We invite applications from individual organisations and/or consortiums to deliver the above-mentioned objectives through this programme. We encourage proposals that foster cross-sectoral collaboration, integrate gender equality, disability, and social inclusion (GEDSI) responsive approaches, and unlock scalable solutions aligned with India's climate goals, energy security, and social equity agenda. Applications demonstrating strong technical merit, meaningful institutional partnerships, and a clear pathway to long-term, inclusive impact are highly encouraged.

The scope of work mentioned in this RfQ is to be completed by 31 December 2026. However, potential bidders must take note that the scope of work outlined may evolve during course of engagement. Thus, it will be expected to adapt to reasonable changes in scope as per emerging priorities or specific requests from the counterpart, provided these remain consistent & aligned with wider strategic objectives.

Approach



The scope outlined in this RfQ aims to facilitate tangible progress toward achieving inclusive and impactful outcomes — including enhanced institutional capacity that reflects GEDSI, improved and accessible regulatory frameworks, adoption of innovative and inclusive technologies, and strengthened India-UK collaboration grounded in shared commitments to energy transitions. The various work streams are outlined in more detail below.

Workstream 1: Undersea grid interconnectors

<u>Key stakeholders</u>: Ministry of Power (MoP), Central Electricity Authority (CEA), other relevant government organisations.

This scope of work focuses on knowledge exchange related to undersea grid interconnectors, with the aim of disseminating best practices and insights from the UK's successful deployment of such infrastructure. It includes case studies and evidence-based learning to inform and guide future interconnector policies and initiatives in India. It is expected to shed light on the importance of establishing supportive regulatory frameworks, evolving procurement processes and business models, supply-chain needs and integrating cutting-edge technical innovations. It will explore how India can accelerate its interconnector ambitions and contribute to building a more resilient, sustainable, and undersea grid interconnected regional energy system, by leveraging on international regulatory expertise, technical capabilities, and operational experience. The two main aspects include:

A knowledge exchange with UK (5-7 days) including the following activities:

- Organise and deliver an in-person knowledge exchange for Ministry of Power, Central Electricity Authority
 and other relevant government agencies (up to 10 delegates travelling from India to the UK) and explore
 potential bilateral engagement with relevant UK government agencies working in the interconnector space
 (OFGEM, National Grid and regional interconnectors) to share best practices.
- Institutional Collaboration: organise visit to interconnector sites and research and innovation institutes working on grid interconnector technologies and explore collaboration opportunities.
- Industry Roundtable/Workshop: Organise industry roundtable involving relevant stakeholder such as industry, think tanks and academia to discuss the potential areas of intervention to build a robust interconnector network in India.

Organise a closed-door knowledge dissemination workshop (in Delhi/India) with MoP, sharing the experience from the UK knowledge exchange visit and identify the future potential activities considered by Ministry to take forward the interconnector scale up in India.

Workstream 2: Pump Storage Projects (PSPs)

<u>Key stakeholders</u>: Ministry of Power (MoP), Ministry of New & Renewable Energy (Energy), Power Finance Corporation (PFC), National Thermal Power Corporation (NTPC)

This scope of work involves knowledge sharing on PSPs, including the international best practices on policy, regulation, infrastructure and financing that could assist accelerating PSP deployment in India. This includes 3 virtual knowledge exchange on developing financial and business models to support private sector participation for large-scale PSP roll out using tools like cap and floor or viability gap funding.

Workstream 3: Long Duration Energy Storage (LDES)

Key stakeholders: Ministry of New and Renewable Energy (MNRE), SECI,

This scope of work includes organising and delivering a knowledge exchange study tour to the UK for 5-7 days for Indian between delegates (7-10 individuals) from the Ministry of New and Renewable Energy, its agencies including SECI, IREDA and PFC, and UK institutions (such as DESNZ, OFGEM, National Grid ESO, Faraday Institution, Highview Power, Invinity Energy Systems, University of Oxford, University of Birmingham, and others) on LDES, round the clock policy and regulation, grid operation and interconnectors, research and innovation, technologies and industry, and synthesis and collaboration. Its aim is to understand the operational role of LDES in power systems and grid balancing and explore collaborations in R&D, manufacturing, and deployment of LDES.

Main activities include



- **Develop** a comprehensive LCOS financial model for various energy storage technologies focusing on long-duration storage (beyond 4 hours), tailored to Indian operating conditions.
- UK knowledge exchange visit on financing models to share knowledge and experience on financing models used in the UK for large-scale procurement and deployment of energy storage solutions, including policy and incentivization mechanisms like the CFD and cap and floor-based tenders. This visit will also include industry partnership and institutional capacity building to foster industry partnerships and build institutional capacity in R&D and manufacturing between the UK and India. This includes engaging with relevant UK stakeholders such as regulators, government bodies, industry leaders, manufacturers, and research institutions.
- Report on feasibility and future scenario of LDES in India
- **In-country knowledge exchange workshop** (up to 4 in Delhi, Chennai, Kolkata, Ahmedabad) on entire value chain of energy storage solutions.

Workstream 4: Grid modernisation and effective operations

Key stakeholders: Ministry of Power, Power Finance Corporation (PFC)

This scope of the work includes

- Baseline study of existing cybersecurity to assess gaps and limitations of existing cybersecurity mechanism/ regulation
- Expand the scope of two DUM training modules (developed under Aspire) on block chain and cyber security
 in collaboration with relevant UK/ international expertise and conduct trainings on the same for DISCOM
 officials. Information on materials developed to date can be found in Annex III DUM Brochure
- Conduct training and capacity building of DISCOMs on physical tools and system integration in the power sector, including the use of automated feeder switches, smart relays, remote fault indicators, and the integration of SCADA, DMS, AMI, and GIS for enhancing distribution and substation automation, health monitoring, asset and outage management.
- Facilitate peer-to-peer knowledge exchange (national/international) for DISCOMs on technology demonstrations, and best practice sharing.

Workstream 5: Indian Carbon Markets

Key stakeholders: Ministry of Power, Bureau of Energy Efficiency (BEE) and NTPC

The scope of this work includes building stakeholder capacity to implement robust MRV systems for compliance mechanisms for the Carbon Credit Trading scheme. It will also support the development of offset methodologies for CCUS and transport, while enhancing existing approaches for grid-connected renewables, industrial energy efficiency, and fuel switching. This support may strengthen India's carbon market infrastructure and contribute to its alignment and integration with international carbon market frameworks. The scope further includes training energy managers and trainers on the ISO 14064 standard to improve GHG monitoring and reporting, in collaboration with accredited international organisations.

Workstream 6: Offshore wind task force

Key stakeholders: Ministry of New & Renewable Energy (MNRE), NIWE

This scope this work includes the establishment of a secretariat to enable FCDO and MNRE to deliver on mutually agreed priorities under UK-India Offshore Wind Taskforce. UK PACT will support in the design and establishment of the secretariat. The secretariat will be set up like a Program management Unit by the supplier and the tasks will include organising quarterly meetings of the taskforce, organising workshop and events, deliver an international knowledge exchange to UK (this will include roundtable discussions, site visit to offshore wind farms, bilateral meetings with government counterparts and a potential UK-India offshore wind taskforce quarterly meeting) and deliver activities in mutually agreed thematic priorities by MNRE and FCDO (as mentioned below). The secretariat will provide comprehensive support (including convening meetings, preparing agendas, coordinating all the stakeholders, documenting outcomes, and managing logistics), ensuring representation from governments, development partners, environmental protection agencies, industry, financial institutions, research bodies, ports, and the supply chain.

The taskforce will prioritise and deliver on following thematic pillars (but not be limited to):



- Providing strategic oversight and risk management to identify and address critical barriers, streamline processes, and ensure timely execution of offshore wind projects.
- Maximising economic, social, and environmental value by aligning offshore wind development with inclusive growth, marine biodiversity protection, and environmental justice by ensuring equitable opportunities for underserved communities.
- Advising on enabling policies, workforce development, and infrastructure readiness to build a robust ecosystem for offshore wind energy.
- Providing strategic guidance on financial modelling and risk measurement frameworks, while enhancing awareness of diverse financing mechanisms available for offshore wind projects.
- Facilitating effective stakeholder engagement and unified communication to ensure alignment, transparency, and public support for offshore wind initiatives.
- Delivering specific analyses and recommendations requested by MNRE, including (but not limited to) Viability
 Gap Funding (VGF) design and estimates; business and financial model evaluation; supply chain readiness;
 infrastructure and port strategy; global offshore wind auction comparisons and tariff design.

The capacity building and knowledge exchange visit to the UK with 8-10 government officials for about 5-7 days will be organised to provide Indian officials and industry stakeholders with a comprehensive, hands-on understanding of the UK offshore wind ecosystem, encompassing regulatory frameworks, market mechanisms, project delivery, port infrastructure, supply chain dynamics, workforce development, and financing models. The key components of this UK knowledge exchange include:

- Site visits to flagship UK offshore wind farms including to observe best practices in design, installation, and O&M.
- Site visits to critical offshore wind ports to understand logistics, vessel staging, component manufacturing, and port infrastructure upgrades.
- Visits to innovation hubs for insights on R&D, turbine innovation, grid integration, and environmental impact assessments
- Engagement with regulatory and market authorities covering various aspects like contracts for difference auctions, risk mitigation tools, and investor confidence mechanisms with applicability to India's VGF design and tender processes
- Facilitation of a roundtable with UK industry and supply chain, including developers, ports, EPC contractors, vessel manufacturers, and other supply chain companies
- Engagement with training bodies for skills development and workforce planning
- Organising one in-person meeting between UK-India Offshore Wind Task Force & Indian officials

Additional Comments

This proposal seeks to catalyse innovative ideas that not only accelerate low carbon pathways but also promote gender equality, disability inclusion (GEDSI). We encourage proposals that foster cross-sectoral collaboration, integrate GEDSI-responsive approaches, and unlock scalable solutions aligned with India's climate goals, energy security, and social equity agenda. Applications demonstrating strong technical merit, meaningful institutional partnerships, and a clear pathway to long-term, inclusive impact are highly encouraged.

The scope of work mentioned in this RfQ is to be completed by 31 December 2026. However, potential bidders must take note that the scope of work outlined may evolve during course of engagement. Thus, it will be expected to adapt to reasonable changes in scope as per emerging priorities or specific requests from the counterpart, provided these remain consistent and aligned with wider strategic objectives.



1.3 Outputs and timelines

Workstream 1: Undersea grid interconnectors

Output 1.1.

Organise a knowledge exchange visit to the UK (5-7 days): Facilitate a structured knowledge exchange visit for up to 10 delegates from key Indian power sector stakeholders (MoP, CEA and other relevant government agencies). The visit will include bilateral meetings with relevant UK government agencies (such as DESNZ, OFGEM, NESO, National Grid) and regional interconnector entities and site visits to gain insights into best practices, technical standards, and regulatory frameworks for undersea grid interconnectors. This visit will also include an industry roundtable involving UK and Indian stakeholders to discuss practical issues such as financing mechanisms, manufacturing readiness, technology transfer, and supply chain resilience required for undersea interconnectors. The roundtable will enable business-to-business (B2B) dialogue, identify investment opportunities.

This knowledge exchange visit may coincide with Annual Submarine Power Cable and Interconnection Forum in UK.

- Successfully deliver UK knowledge exchange visit for up to 10 Indian power sector stakeholders. The visit to include up to 3 technology demonstrations, site visits, bilateral meetings and highlevel industry roundtable.
- Report of the UK knowledge exchange visit including analysis of UK and global best practices from policy, regulatory, technology, business (including outcomes from industry roundtable) perspective to meet the challenges and opportunities of Indian scenario and priorities – with clear way forward for Indian policymakers and other stakeholders.
- UK Knowledge
 Exchange (the site visits and roundtable) to be concluded as early as possible and preferably by November 2025
- Within 2 months of completion of UK knowledge exchange visit, the report should be delivered
- Successful completion of UK knowledge exchange visit.
- Report of UK knowledge exchange visit accepted by FCDO.



Output 1.2	Host a Knowledge Dissemination Workshop in Delhi: Organise a high-level, closed-door workshop for senior officials from the Ministry of Power and other relevant Indian agencies to present and discuss the key findings, insights, and recommendations from the UK knowledge exchange.	Proceedings of India dissemination workshop providing way forward	•	Within one month of delivering UK knowledge exchange report above, organise closed-door dissemination workshop in Delhi	 Successful completion of closed-door dissemination workshop for Indian policy makers. Proceedings of closed-door dissemination workshop accepted by FCDO. Submission of knowledge dissemination presentation decks; policy brief paper; participant feedback.
Workstream 2	: Pump storage projects (PSPs)				
Output 2.1	Knowledge exchange webinar to share knowledge on international frameworks as a way of strengthening capacities of SLDC, RLDC, and NLDC around operation of PSP based on demand and supply signals. Support in establishing clear responsibilities and effective coordination for energy storage and demand management.	Report on knowledge sharing initiatives highlighting international regulatory and policy frameworks, infrastructure development, business/financial models on PSP management and operations with analysis on the challenges and opportunities which India could face while PSP deployment at scale.	•	Webinar to be delivered by December 2025, Proceedings of the webinars to be delivered within one month of the completion of the webinar.	 Successful completion of international knowledge exchange webinar. Proceedings of international knowledge exchange webinar accepted by FCDO.
Output 2.2	Knowledge exchange webinar to share international experience on power flow from PSP to the demand centres.	Report on international knowledge exchange on power flow from PSR to demand centres	•	Webinar to be delivered by February 2025 Followed by proceedings of webinar within one month of completion of the webinar	 Successful completion of international knowledge exchange webinars. Proceedings of 3 international knowledge exchange webinars accepted by FCDO.
Output 2.3	Knowledge exchange webinar to share international knowledge on financing models for large- scale PSP deployment, including exploring mechanisms such as cap-and- floor models and viability gap funding to attract and encourage private sector investment.	Report on international knowledge exchange on financing models for large scale PSP deployment	•	To be delivered by May 2026 Followed by proceedings of webinar within one month of completion of the webinar	 Successful completion of international knowledge exchange webinars. Proceedings of 3 international knowledge exchange webinars accepted by FCDO.
Output 2.4	In-person meeting with Government of India officials	 Proceedings of knowledge 	•	Report on international	Report on international knowledge exchange



Workstream 3	to discuss, disseminate the report from international knowledge large scale deployment of PSPs with clear way ahead.	exchange webinars providing way forward.	knowledge exchange initiatives to be delivered by July 2026 In-person meeting with Government of India officials delivered in August 2026. Proceedings of the in-person meeting webinars to be delivered within one month of the completion of the meeting	initiatives accepted by FCDO. Successful completion of in-person meeting with Government of India officials. Proceedings of the inperson meeting with Government of India officials accepted by FCDO.
Output 3.1	Development of levelised cost of storage (LCOS) financial model: Create a comprehensive LCOS financial tool for various energy storage technologies, focusing on long-duration storage (beyond 4 hours) tailored to Indian operating conditions.	LCOS Financial Tool for various energy storage technologies developed	The LCOS financial tool and the future scenario report to be submitted by end Feb 2026	LCOS financial tool for LDES delivered and accepted by FCDO
Output 3.2	UK knowledge exchange visit on financing models to share knowledge and experience on financing models used in the UK for large-scale procurement and deployment of energy storage solutions, including policy and incentivization mechanisms like the CFD and cap and floor-based tenders. This visit will also include industry partnership and institutional capacity building to foster industry partnerships and build institutional capacity in R&D and manufacturing between the UK and India. This includes engaging with relevant UK stakeholders such as regulators, government bodies, industry leaders,	Successfully conducted UK knowledge exchange visit on financing models, facilitated industry partnership and institutional capacity building. Summary report on the international experiences and best practices, opportunities for collaboration, and next steps/way forward.	Study tour to UK for knowledge exchange delivered by May 2026 (including agenda on PSPs finance model from Theme 2)	 Successful completion of UK knowledge exchange. Summary report on international best practices on LDES with way forward delivered and accepted by FCDO



	manufacturers, and research institutions			
Output 3.3	Report on feasibility and future scenario of LDES in India.	 Report on Feasibility and future scenario of LDES in India. 		 Report on LDES feasibility and future scenario in India delivered and accepted by FCDO
Output 3.4	In-country knowledge exchange through workshops (up to 4) on entire value chain of energy storage solutions	Successfully delivered 4 incountry workshops on entire value chain of energy storage	4 in-country workshops on value chain of energy storage conducted by July 2026 (in Delhi, Chennai, Kolkata & Ahmedabad) Proceedings of 4 in-country workshops delivered within one month of the completion of the respective workshop	 Successful completion of 4 in-country workshops. Proceedings of 4 in-
Workstream	4: Grid modernisation and effect	ive operations		
Output 4.1	a) Baseline study of existing cybersecurity to assess gaps and limitations of existing cybersecurity mechanism/ regulation b) Expand the scope of two DUM training modules (developed under Aspire) on block chain and cyber security in collaboration with relevant UK/ international expertise and conduct trainings on the same for DISCOM officials	Based on existing gaps and limitations in existing cyber security regulation, expand and develop training modules on two prioritised themes (block chain and cyber security) in collaboration with relevant UK/ international expertise into advance training modules.	 Baseline study report by December 2025 2 DUM training modules (final draft) developed by end March 2026 	 Baseline report delivered and accepted by FCDO. 2 DUM training modules developed and accepted by FCDO.
Output 4.2	Conduct training and capacity building of DISCOMs on physical tools and system integration in the power sector, including the use of automated feeder switches, smart relays, remote fault indicators, and the integration of SCADA, DMS, AMI, and GIS for enhancing distribution and substation automation, health monitoring, asset and outage management.	Trainings delivered on two advanced modules developed to DISCOM officials to understand and apply physical and digital tools for grid modernisation, leading to improved operational efficiency and decision-making.	 Trainings conducted by May 2026 	 Successful completion of trainings on 2 DUM training modules. Training report delivered and accepted by FCDO.



Output 4.3	Facilitate peer-to-peer knowledge exchange (national/international) for DISCOMs on technology demonstrations, and best practice sharing.	•	Facilitate two peer- to-peer exchanges (international, national) on advanced power reforms and technologies conducted	•	At least 2 peer-to- peer (international/ national) exchanges conducted by July 2026 UK knowledge exchange visit for discom officials delivered by Sept 2026	at ex Pere ac Su Uk vis Re ex	ccessful completion on least 2 peer-to-peer changes. eer-to-peer exchange port delivered and ccepted by FCDO. ccessful completion of K knowledge exchange sit. eport on UK knowledge change visit delivered and accepted by FCDO
	5: India carbon markets	_					
Output 5.1	Develop two training modules on a) ISO 14604 standards and b) MRV for Indian CCTS's compliance mechanism and conduct trainings for Accredited Carbon Verification Agencies (ACVAs) and other stakeholders identified by BEE. This includes designing and implementing targeted training programmes based on CCTS's compliance framework, covering a) MRV protocols under the compliance mechanism, b) use of international digital MRV platforms and data quality assurance frameworks to ensure transparency and accuracy, and c) capacity building on international carbon market frameworks.	•	Training module and training on ISO 14064 standards in collaboration with accredited international agency developed and delivered. Training module and training on MRV for Indian CCT's compliance mechanism developed and delivered.		 Training Module to be developed by May 2026 Training to be conducted by Nov 2026. 	• T c c r c s	Training modules developed and accepted by FCDO. Trainings sessions successfully conducted. Training session report delivered within one month of the completion of the session and accepted by FCDO.
Output 5.2	Develop training module and conduct trainings on International Carbon Market frameworks to be developed and integrated into Indian CCTS.	•	Training module and training on International Carbon Market frameworks and its integration into Indian CCTS developed and delivered.		 Training module to be developed by May 2026 Training to be conducted by Nov 2026. 	• T c c r c s	Training modules developed and accepted by FCDO. Trainings sessions successfully conducted. Training session report delivered within one month of the completion of the session and accepted by ECDO.
Output 5.3	Develop training module and conduct trainings on validation and verification procedures as per BEE's	•	Training module and training on validation and verification procedures as per		 Training module to be developed by May 2026 	• T	Training modules developed and accepted by FCDO. Trainings sessions successfully conducted.



	"Detailed Procedure for Offset Mechanism'.	BEE's "Detailed Procedure for Offset Mechanism' developed and delivered.	Training to be conducted by Nov 2026.	Training session report delivered within one month of the completion of the session and accepted by FCDO.
Output 5.4	Refine methodologies and develop training modules on (but not limited to) a) Grid-connected renewable electricity generation (BM EN01.001) and b) Industrial energy efficiency and fuel switching (BM IN02.001) and conduct trainings. These modules will cover baseline setting, additionality assessment, leakage management, and monitoring protocols.	Methodology refined, training module developed, and training delivered on grid connected renewable electricity generation and industrial energy and fuel switching.	Refine methodology on grid connected renewable electricity generation and industrial energy and fuel switching.	Refine methodologies on grid connected renewable electricity generation and industrial energy and fuel switching delivered and accepted by FCDO
Output 5.5	Develop offset methodologies for Carbon Capture, Utilization, and Storage (CCUS) and Transport Sector decarbonisation.	Offset methodology for CCUS and transport decarbonisation developed and delivered.	New offset methodologies developed and delivered by Aug 2026	Offset methodology on CCUS, transport, power generation and industrial energy efficiency delivered and accepted by FCDO.
Workstream 6	5: Offshore wind taskforce			
Output 6.1	Establish and operationalise secretariat to facilitate FCDO and MNRE to deliver UK-India Offshore Wind Taskforce (OWTF).	Establish and operationalise secretariat to deliver UK-India Offshore Wind Task Force.	Secretariat to deliver UK-India OWTF established, operationalised and work plan agreed by March 2026	Secretariat to deliver UK-India OWTF established, operationalised and work plan delivered and accepted by FCDO.
Output 6.2	Secretariat to organise and facilitate quarterly meetings of UK-India OWTF and support FCDO and MNRE as requested.	Secretariat to organise quarterly meetings, workshops/ events as mutually agreed by FCDO and MNRE.	 Secretariat to implement the approved work plan to operationalise the task force from April 2026 onwards 	Quarterly meetings of OWTF organised and decisions actioned – and accepted by FCDO.
Output 6.3	Secretariat to organise workshop/ events as mutually agreed between FCDO and MNRE to further the work of UK-India OWTF	Secretariat to organise workshops/ events as mutually agreed by FCDO and MNRE.		Work plan implemented – and accepted by FCDO.
Output 6.4	Secretariat to organise knowledge exchange visit to UK. The visit will include roundtable discussions, site visit to offshore wind farms,	Secretariat to organise UK knowledge exchange visit.	Visit to the UK to be completed by June 2026	Successful completion of UK knowledge exchange visit.



	bilateral meetings with government counterparts and a potential UK-India offshore wind taskforce quarterly meeting.		 Report of UK knowledge exchange visit delivered and accepted by FCDO.
Output 6.5	Secretariat will deliver activities as per mutually agreed thematic priorities between FCDO and MNRE.	Secretariat to deliver activities as per mutually agreed thematic priorities between FCDO and MNRE.	

The above outputs will contribute to the below outcomes:

Outcome 1: Accelerate the ecosystem for deployment of renewable energy technologies: The programme interventions will accelerate the deployment of offshore wind, long-duration energy storage, and interconnectors by informing policies, developing tailored techno-economic instruments, building institutional capacity, and supporting supply chain development.

<u>Outcome 2: Enhanced grid integration and operational flexibility for renewable energy:</u> The programme interventions will support renewable energy integration into the grid by promoting the adoption of digital tools, smart technologies, and flexible grid operations. These efforts will contribute to better load management and reduced grid emission factors.

<u>Outcome 3: Operationalisation of Indian Carbon Market</u>: The programme will support the development and dissemination of compliance and select offset mechanisms under the Indian Carbon Market, enabling policy implementation, skill upgradation and industry engagement. These efforts are expected to contribute to emission intensity reduction in hard-to-abate sectors, supporting industrial decarbonisation

1.4 Required expert qualifications and experience

This RfQ is seeking one lead organisation that can deliver on all the activity streams mentioned above. Consortiums are welcome to apply, however please note the responsibility of the consortium will lie with the lead partner who will be primary point of contact and bear all responsibilities until the project end date, contracting, due diligence, coordination, delivery and reporting.

The supplier should propose a team of technical experts and project management support with the necessary expertise and experience to deliver on all the outputs detailed above. The proposed team should be outlined in proposals along with CVs (max two-pages per CV) and is expected to include a **Team Leader/Project Director** — who takes overall accountability for delivery of this project. They must have a proven track record of overseeing projects of similar complexity in the energy sector.

The team should also have sufficient **programme management** resources to cover work-planning, reporting, monitoring evaluation and learning, financial management, risk management and logistics. We anticipate each activity stream needing experts, covering at minimum the following criteria:

1. **Sectoral Experience**: Strong experience in UK power sector with demonstrable expertise in the thematic focus of the RfQ along with strong analytical and research skills. The team should comprise of midsenior and senior level experts with 5 to 15 years of professional experience on the thematics covered in this RfQ. The team should have experience of working with Government of India, State Governments and sound awareness of UK power sector with good awareness of global power markets.



- 2. **Knowledge exchange experience:** Sound knowledge, experience and network of UK power sector and in organising knowledge exchange visits.
- 3. **Experience with Donor/Multilateral Programmes**: Prior engagement in donor-funded programmes (e.g., World Bank, FCDO, ADB) or technical assistance initiatives focused on India clean energy transitions.
- 4. **Knowledge of Gender, Disability and Social Inclusion (GEDSI)**: Sound knowledge with GEDSI frameworks to ensure integration of gender and inclusion considerations into technical assessments and capacity-building activities.
- 5. **Stakeholder Engagement**: Demonstrated ability to liaise and coordinate with diverse stakeholders including Indian government officials & UK officials, regulators, DISCOMs, think tanks, and development partners.
- 6. **Communication and Reporting**: Strong communication skills with a proven track record of preparing high-quality reports, policy briefs, and presentation materials, modules, tools tailored to senior decision-makers.
- 7. **Preferred**: Established teams in the UK, sound knowledge of UK/Europe industry, experience with strategic planning tools, performance evaluation frameworks, or digitalisation in the power sector.

1.5 Reporting

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

- 1. Monitoring, evaluation and learning (MEL) plan co-created with the UK PACT delivery partner, including a project-level ToC and results framework, including indicators, targets and milestones.
- 2. Creation and regular updating and tracking of GEDSI Action Plan
- 3. Monthly progress reporting on outputs, both through a monthly progress report, slide deck and monthly meetings (including minute taking)
- 4. Maintenance of a risk register
- 5. A full project completion report, summarising project achievements, lessons learnt, including progress and learnings on GEDSI, and any recommendations for future action.
- 6. At least one case study, to serve as a qualitative assessment or research that describes project results and experiences, be it as lessons learnt, challenges, or best practices, and which provide an in-depth understanding about a complex instance or intervention; and
- 7. Participation in fund-wide communities of practice for results and lessons sharing.

To report against standard UK PACT indicators, the supplier/expert 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, disability, geography, and other social characteristics where feasible. As applicable, the supplier may also be asked to accomplish indicator-specific baseline and reporting tools such as for assessing institutional capacity and contribution to GHG emissions reduction/avoidance.

1.5 Budget and contracting

The maximum budget is GBP 900,000 which must include personnel and expenses and be inclusive of all applicable local taxes in India. UK VAT (if applicable) may be charged outside this total sum and does not need to be included in supplier budgets.

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



Expenses should cover all 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 which 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
Terms of Reference (ToR) and application process launched	08/09/2025
2. Date for expression of interest	19/09/2025
2. Deadline for receipt of clarification questions	24/09/2025
3. Deadline for submission of applications	20/10/2025
4. Applicants notified of project selection	31/10/2025
6. Project start date	24/11/2025

Applicant guidance

Interested suppliers should complete and submit the below documents to expertdeployments@ukpact.co.uk with the subject line: RFQ Submission – [Supplier name] UK PACT Energy - India

- RFQ Response form consisting of
 - Approach and methodology
 - Personnel structure
 - Two relevant examples to demonstrate institutional experience and capability
- Budget and Workplan Template
- CVs of key experts or personnel (max two pages per CV)

Please note the following key dates:

- Expression of interest: 19/09/2025 (12:00 BST) express your (non-binding) interest in bidding and receiving tender updates by emailing expertdeployments@ukpact.co.uk
- Deadline for Clarification Questions: 24/09/2025 (12:00 BST)
- Submission Deadline: 20/10/2025 (12:00 BST)



2.2 Evaluation criteria

Criteria	Category	Weighting
Technical	Approach and methodology	35%
	Personnel	45%
	Competitiveness of the supplier's cost	20%
Commercial		
Total		100%

2.2.1 Technical evaluation

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

Score	Description
5	Demonstrates an expert understanding of the project and proposes excellent and accurate
(Excellent)	solutions which address all requirements, and which are innovative where appropriate.
(Excellent)	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	Demonstrates a very good understanding of the topic relating to delivery of the project.
(Vary Cood)	Responses are relevantly tailored to the context in most aspects. There is sufficient detail and
(Very Good)	quality of information to give a strong level of confidence that they will deliver.
3	Demonstrates a good understanding of the topic relating to the delivery of the project.
(Good)	Responses are reasonably tailored to the context for many of the aspects. There is a good level
(Good)	of detail and quality to give a good level of confidence that they will deliver.
2	Demonstrates a satisfactory understanding of the topic relating to delivery of the project. Some
(Satisfactory)	appetite to tailor to context where required. Provides a limited level of detail and the quality of
(Satisfactory)	information provided gives only some level of confidence that they will be able to deliver satisfactorily.
1	Demonstrates a poor understanding of the topic relating to delivery of the project. Poor
(Unsatisfactory)	tailoring to the context where this is required. Generally, an unsatisfactory and a low level of
(Olisatistacioly)	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 cost quoted in the Schedule III - Budget and Workplan (Cell V24 of "Budget Summary" sheet).

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

((Total cost of lowest price supplier/ cost of supplier) *price weighting 20%)

Where scoring has not identified a clear winning supplier, the top supplier(s) may be invited to an interview to finalise the evaluation and/or 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 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 during 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 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 evaluating 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 arise 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 because 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 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.