

12/05/2025

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

<b>RFQ title</b>	International Knowledge Exchange – Power Sector Reforms
<b>RFQ issue date</b>	12/05/2025
<b>Project title</b>	International Knowledge Exchange – Power Sector Reforms
<b>Close date and time</b>	09/06/2025 12:00 BST
<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.

## Schedule 1 - Terms of Reference

### 1.1. Overview of requirements

Name of project	International Knowledge Exchange – Power Sector Reforms
Country/region	India
Proposed start date	07/07/2025
Proposed end date	31/10/2025

### 1.2 Context and scope of work

#### Background

India's power sector is a critical engine for sustainable economic growth, supporting industrialisation, agriculture, services, and infrastructure development. With a strong focus on improving rural connectivity and access to reliable, affordable, and clean energy, the sector is central to achieving India's Nationally Determined Contributions (NDCs) and its 2070 Net Zero target. Electricity market reforms present a significant opportunity to reduce greenhouse gas emissions, unlock climate finance, and enhance overall economic and human well-being.

The UK government, which has achieved only 0.6% reliance on coal for its net zero electricity generation, prioritises efficient, decarbonised, and resilient power systems. Recognising the potential to leverage its domestic successes, the UK is actively supporting structural market reforms, renewable energy integration, and regulatory capacity building in India through technical assistance, ensuring that best practices in energy efficiency and grid management are shared across borders.

UK PACT is a UK government initiative designed to provide accountable grant funding for technical assistance projects that accelerate the energy transition globally. In India, UK PACT funds programmes such as the current technical assistance provided through IITK, which supports enhanced planning, forecasting, and capacity building in the power sector. This funding is instrumental in bridging policy, market, and technical gaps to enable a more resilient and flexible grid.

The PSR programme is a strategic technical partnership between the Government of India and the UK, established under a Memorandum of Understanding to support structural reforms in the Indian power sector.

- Phase-1 (concluded in March 2022) focused on enhancing DISCOM efficiency, reducing AT&C losses, integrating renewable energy, piloting smart metering and DSM programmes, supporting decarbonisation efforts (including Indian Railways), and strengthening gender-inclusive policymaking.
- Phase-2, funded through the UK PACT grant and implemented via IITK until March 2025, is driving regulatory work for the CEA, CERC, and select state regulatory bodies, while also developing forecasting tools to improve state-level power planning.
- Phase-3 builds on these successes and aligns with the UK-India Comprehensive Strategic Partnership's round-the-clock power supply priority. It aims to enhance market design and distribution reforms to balance technologies at both national and state levels, thereby supporting long-term grid flexibility and integration of variable renewable generation.

## Objectives

This request for proposal (RFQ) invites proposals to support a key government stakeholder, Central Electricity Regulatory Commission (CERC), in the Indian Power Sector. We are seeking a supplier to plan and execute an international knowledge exchange with close co-operation with CERC. Through this knowledge exchange, the project will contribute to knowledge sharing and capacity building of CERC with respect to international experience aimed at:

- Strengthening market development and deepening the Indian power market's efficiency.
- Enhancing system reliability and grid flexibility through innovative operational frameworks.
- Supporting renewable energy integration into the power market.

The goal is to align with national priorities by advancing the Indian power market's depth, developing frameworks for market design & ensuring system reliability while driving India's energy transition. Proposals should focus on fostering knowledge exchange between Indian and international experts, improving energy reliability, and advancing India's climate goals. The primary beneficiaries include regulatory bodies such as the CERC, alongside other stakeholders involved in power market reforms.

## Approach

Proposals should address the following themes, categorised into three groups consistent with CERC's regulatory priorities:

### Market Development and Financial Instruments:

- Conducting studies to design and implement financial products (e.g., hedging mechanisms) for electricity markets, drawing on international experiences.
- Exploring frameworks for vesting existing long-term contracts (PPAs) into market-based mechanisms.
- Developing a roadmap for enhancing market depth and efficiency through innovative financial instruments.

### System Operations and Ancillary Services:

- Evaluating and developing frameworks for co-optimisation of energy and ancillary services, including a review of the existing Ancillary Service framework.
- Conducting studies on flexible resource utilisation for grid balancing, including the impact of 5-minute scheduling and dispatch.
- Proposing a regulatory framework for Demand Response in India to enhance system reliability.

### Renewable Energy Market Integration:

- Assessing mechanisms to enable renewable energy participation in markets, such as Contracts for Difference (CFDs) and Virtual PPAs.
- Developing studies and roadmaps for integrating renewable energy into the power market while maintaining grid stability.
- Identifying regulatory and operational challenges in renewable integration and proposing actionable solutions

The project will leverage international expertise through structured activities such as webinars, workshops, advisory support, and collaborative research. Proposals should detail robust methodologies for technical knowledge exchange, capacity-building programs, and policy advisory support for stakeholders like the CERC, system operators, and market participants. This includes designing in-depth

training modules, expert-led consultations, peer-learning initiatives, and real-world case study analyses tailored to India's context.

### Additional Expectations

- Applicants are encouraged to propose innovative activities and outputs beyond those listed, provided they align with the program's goals of enhancing market efficiency, grid reliability, and renewable integration.
- Proposals should outline mechanisms for fostering long-term institutional learning, adapting global best practices to India's evolving power market, and ensuring measurable outcomes.
- While the initial budget is allocated for the International Knowledge Exchange, suppliers should be able to demonstrate their ability to scale support, in response to potential CERC demand on implementation of some or all of the themes.

## 1.3 Outputs and timelines

This proposal involves the works related to knowledge sharing, workshops, and seminars/webinars with international experts to bring global regulatory and market experience to India.

Output	Description and milestone	Deliverables	Deliverable due
Inception report	<ul style="list-style-type: none"> <li>• Inception discussion with CERC on the expectations from the knowledge exchange.</li> <li>• Interim report including desk review, literature review and discussions with experts and stakeholders across each theme.</li> <li>• Plan for organising knowledge exchange sessions, ensuring each theme is covered.</li> </ul>	<ul style="list-style-type: none"> <li>• Inception report including detailed workplan, methodology, approach, list of stakeholders, timelines, risks and risk mitigation plan</li> <li>• Detailed work plan for organising the knowledge exchange session with the identified experts and stakeholders.</li> </ul>	31 July 2025
Knowledge exchange with sector experts	<ul style="list-style-type: none"> <li>• Deployment of experts with CERC to provide technical support and advisory assistance in initiating the knowledge exchange plan.</li> <li>• Engagement with relevant Indian, UK,</li> </ul>	<ul style="list-style-type: none"> <li>• Minimum of six (6) webinars (1 on each theme) and at least one (1) in-person consultations/workshop spread across 2-3 days with subject matter experts and stakeholders, having sessions of each theme.</li> </ul>	30 September 2025

	<p>and international experts.</p> <ul style="list-style-type: none"> <li>Organising knowledge exchange sessions, including workshops, seminars/webinars, and stakeholder discussions.</li> </ul>	<ul style="list-style-type: none"> <li>Webinars recordings &amp; brief reports</li> <li>Detailed final report documenting knowledge exchange insights (including scope of work &amp; outputs). This report should identify potential opportunities around the broad themes, international literatures, and discussions with experts and stakeholders.</li> </ul>	
Final completion report	<ul style="list-style-type: none"> <li>Detailed reports and insights on roadmap, based on knowledge share webinars, workshops, to increase depth of market and international experience on each theme.</li> <li>Final completion report, after all stakeholders' consultations, to share outputs and learnings from the expert deployment, knowledge exchange, and way forward for implementations.</li> </ul>	<ul style="list-style-type: none"> <li>As demanded by CERC</li> </ul>	<ul style="list-style-type: none"> <li>15 October 2025</li> </ul>

## 1.4 Required expert qualifications and experience

The supplier should propose a team of experts with the necessary expertise and experience to deliver the outputs detailed above. This will include the following aspects:

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- Deep understanding of Indian and International Power Markets and regulatory frameworks
- Experience with Indian assessment and management.
- Hand-on experience in working with government officials, stakeholders including bilateral and multilaterals
- Previous experience of working with CERC and related institutions is desirable
- Considerable experience of undertaking training and capacity building for government officials is desirable.
- International working experience in market & regulatory reforms

The proposed team must be able to mobilise at pace to deliver according to the indicated timelines.

## 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.

Project specific reporting includes:

Reporting requirements	Deadline
<ul style="list-style-type: none"> <li>• A document identifying potential opportunities of knowledge sharing.</li> <li>• Work plan with timelines for number of workshops, webinar and stakeholder consultations.</li> <li>• Inception report, including methodology, stakeholder list, risks, and mitigation plan.</li> </ul>	31 Jul 2025
<ul style="list-style-type: none"> <li>• A detailed plan of webinars for each theme, including details of workshops, or any other mode of consultation with international experts.</li> <li>• Timeline specifying when, where and how these sessions will be organised.</li> <li>• Circulate plan to all identified stakeholders.</li> </ul>	15 Aug 2025
<ul style="list-style-type: none"> <li>• Detailed reports on each of the 6 themes and insights on roadmap, based on knowledge share webinars, and workshops.</li> <li>• Recommendations to increase depth of market and international experience on each theme.</li> </ul>	30 Sep 2025
<ul style="list-style-type: none"> <li>• A comprehensive report summarising all knowledge-sharing activities and findings.</li> </ul>	15 Oct 2025

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| <ul style="list-style-type: none"><li>• Recommendations on the way forward for implementation under a potential Phase 2</li></ul> |  |
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## 1.5 Budget and contracting

The maximum budget is GBP 250,000 which must include personnel and expenses, and be inclusive of all applicable taxes.

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	12/05/2025
2. Deadline for receipt of clarification questions	19/05/2025
3. Deadline for submission of applications	09/06/2025
4. Applicants notified of project selection	13/06/2025
5. Due diligence complete	30/06/2025
6. Agreement signature	07/07/2025

#### 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] India International Knowledge Exchange**

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

Please note the following key dates:

- **Deadline for Queries:** 19/05/2025 (23:59 GMT)
- **Submission Deadline:** 09/06/2025 (12:00 BST)

### 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
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 W15 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.

## Schedule 3 - 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 will evaluate submissions in line with the criteria provided in the RFQ to confirm compliance with this RFQ and to determine the best quote in the circumstances. The Company reserves the right to reject incomplete or abnormally low quotations.

### 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.

**18. Compliance**

If your quote is successful, you will be required to enter into the Company's standard subcontractor agreement 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.