

Invitation to Submit Expressions of Interest (EOI) for the India-UK Sustainable Transport Systems Centre – Mapping challenges for and engaging with Indian states & network operators; identifying demonstration sites

Procurement Event Reference ESC/23/250

18th November 2022



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1. Introduction

The Energy Systems Catapult (ESC), together with partners in India, is creating a Sustainable Transport Systems Centre.

The centre will be a bilateral collaboration to address key challenges around the decarbonisation of transport by carrying out **joint research into specific sustainable transport issues** and enabling the **piloting, support and scale up of new sustainable solutions**. The centre will:

- engage with and support industry in developing solutions for hard to decarbonise parts of the transport system collaboratively or linking them to innovators
- consider the **whole systems aspects** around transport challenges, from **consumer acceptance to supporting infrastructure and impact on the energy generation system**
- look to **link leading Indian and UK research organisations, build on success of the Innovating for Clean Air (IfCA) programme¹** and provide a **springboard for UK and Indian innovators/start-ups** to trial their solutions in a low-risk environment
- offer innovators access to technical skills and expertise to support them bring their products to market, as well as potentially facilities, in the longer-term
- look to attract **public, private and third sector partners** and sponsors to ensure activities are **market-led** and solving **practical** problems and to **decrease the need for UK government funding in the long-term**
- provide a long-term, established base for UK – India partnerships and programmes in the Net Zero space, with the potential to expand to other sectors over time
- offer a “soft-landing” for UK SMEs interested in the Indian market, and vice versa, linking them to opportunities, collaborators and potential investment
- offer links to conduct knowledge exchange between UK and Indian organisations

¹ <https://es.catapult.org.uk/case-study/innovating-for-clean-air-india/>

2. Invitation to Express Interest

2.1. Overview

Any organisation which believes it has the skills and experience required to deliver the scope of work summarised in this invitation is hereby invited to submit an Expression of Interest (EOI) to ESC (as specified in this invitation), and thus to declare itself as a **Candidate** for delivery of this work.

This document:

- provides a summary of the scope of the work required, including the provisional project budget and project completion deadline, (in Section 3);
- sets out the requirements for submission of an Expression of Interest (in Section 4);
- briefly describes the process that will be used in the evaluation and selection of suitable Candidates for the second (Request for Proposals) stage, and the process for questions and clarifications, (in Sections 4.3 and 4.4); and
- sets out the timeline for both the procurement stages and the project delivery (in Section 4.6).

2.2. Notices

Any Candidate failing to comply with any of the requirements or conditions specified in this invitation document may be disqualified from the process.

Neither this invitation nor any associated documentation constitutes an offer by ESC to enter a contract and ESC may withdraw from the EOI process at any stage without prior consultation.

ESC shall not be liable for any costs incurred, or work done, by any Candidate either (a) preparing an Expression of Interest in response to this invitation or (b) in anticipation of being awarded a contract in relation to it.

3. Scope of Work

3.1. Scope Summary

ESC is looking to deliver the below activities. Candidates are welcome to bid on one or multiple lots.

- Lot 1: Mapping the challenges for Indian state archetypes
- Lot 2: Engaging with Indian states
- Lot 3: Demonstration site identification in the UK
- Lot 4: Demonstration site identification in India
- Lot 5: Mapping Indian network operators / DISCOM challenges
- Lot 6: Engaging with Indian network operators / DISCOM

3.1.1. Lot 1: Mapping the challenges for Indian state archetypes

ESC is seeking to appoint a supplier to identify the transport system challenges states in India face in their efforts to reduce emissions from the transport sector. The supplier is expected to:

- For each state in India, it is expected that the supplier will include a summary of the transport decarbonisation policies, status of the transport market, define the rural and urban make up of each state and a summary of the electricity supply network status. The supplier is also expected to identify other characteristics that could affect transport decarbonisation activities.
- Identify transport decarbonisation challenges and opportunities for each state. It is expected that the supplier will take a whole system view and look at users (both private and fleets), infrastructure, energy supply and local Government.
- Group states in different archetypes based on their characteristics and transport decarbonisation challenges.
- Provide a summary of the transport decarbonisation challenges and opportunities for each state archetype identified.

3.1.2. Lot 2: Engaging with Indian states

ESC is seeking to appoint a supplier to engage with relevant Indian states. This will be informed by the work on mapping the challenges for Indian states. A proven track record of building strong relationships with Indian partners is required. The work will include:

- Understanding any changes to their challenges and needs
- Producing a stakeholder engagement strategy
- Engaging with them to understand and broker interest in sponsorship / otherwise participating in centre research and pilot activities

3.1.3. Lot 3: Demonstration site identification in the UK

ESC is seeking to appoint a supplier to conduct research to identify potentially suitable sites in the UK, which might be open to regularly hosting Indian innovators and trialling their products / services.

One of the goals of the Centre is to secure the agreement of site(s) in the UK to serve as locations for pilot projects for zero emission transport system innovation testing. This could range from, for example:

- installation and testing of charge points
- testing of new e-mobility solutions (large and small)
- testing of new business models and types of consumer engagement
- installation and testing of clean energy supply for EV charging

As much as possible the intention is to secure sites that allow testing and trialling in a real-world environment, e.g., interacting with real consumers and customers. The sites need to have a certain degree of autonomy so that decisions and approvals can be made as quickly as possible (as such it may be that university campuses, business parks, etc., are potential sites).

3.1.4. Lot 4: Demonstration site identification in India

ESC is seeking to appoint a supplier to conduct research to identify potentially suitable sites in India, which might be open to regularly hosting UK innovators and trialling their products / services.

One of the goals of the Centre is to secure the agreement of site(s) in the India to serve as locations for pilot projects for zero emission transport system innovation testing. This could range from, for example:

- installation and testing of charge points
- testing of new e-mobility solutions (large and small)
- testing of new business models and types of consumer engagement
- installation and testing of clean energy supply for EV charging

As much as possible the intention is to secure sites that allow testing and trialling in a real-world environment, e.g., interacting with real consumers and customers. The sites need to have a certain degree of autonomy so that decisions and approvals can be made as quickly as possible (as such it may be that university campuses, business parks, etc., are potential sites).

3.1.5. Lot 5: Mapping Indian network operators challenges

ESC is seeking to appoint a supplier to map the challenges faced by Indian electricity network operators in their pathway to supply zero emission electricity to their network. This will include an overview of the operators, the areas they're covering, the main challenges they face, their current activities in reducing the carbon content of electricity, improving reliability and quality of power supply and whether they are public or private.

3.1.6. Lot 5: Engaging with Indian network operators

ESC is seeking to appoint a supplier to engage with the Indian electricity network operators. This will be informed by the work on mapping the challenges for the network operators. This will include a more detailed review of their challenges, future plans, and long-term thinking. A proven track record of building strong relationships with Indian partners is required.

The engagement will focus on:

- Understanding any changes to their challenges and needs
- Engaging with them to understand and broker interest in sponsorship / otherwise participating in centre research and pilot activities

3.2. Project Budget and Completion Deadline

All budgets are in Great British Pound (£) and are all inclusive of all applicable taxes, fees, and expenses.

All dates given are for 11:59pm GMT.

Lot #	Name	Budget (maximum), GBP	Expected start date	Expected end date
1	Mapping the challenges for Indian state archetypes	£40,000	1 st February 2023	6-8 weeks after start date
2	Engaging with Indian states	£15,000 - £25,000	1 st April 2023	6 months after start date
3	Identifying test / pilot centres in the UK	£20,000	1 st February 2023	3 rd March 2023
4	Identifying test / pilot centres in the India	£15,000	1 st February 2023	3 rd March 2023
5	Mapping Indian network operators / DISCOM challenges	£15,000 - £25,000	1 st February 2023	4-6 weeks after start date
6	Engaging with Indian network operators / DISCOM	£15,000 - £25,000	1 st April 2023	6 months after start date

4. Requirements for Submission of an EOI

4.1. Communications

ALL communication must be submitted to: Procurement@es.catapult.org.uk

ALL communication must include the **ESC Procurement Event Reference**, as stated on the front cover of this invitation.

Information received by any other method, and/or delivered after the receipt deadline, will not be considered.

4.2. Intention to Submit an EOI

The Candidate is requested to notify ESC (by email to the above email address) of its intention to submit an EOI and to provide the name, job title, address, telephone and email address of the lead person to whom all communication concerning the EOI is to be addressed. This is to help ESC manage and plan for review of submissions.

4.3. Submission and Review of Expressions of Interest

Expressions of Interest should be submitted to ESC (at the above email address) by the deadline and in the form specified below.

ESC will review all EOIs received by the deadline.. Only those Candidates that are judged (based on their EOIs) to be credible and to add value will be taken forward for consideration in the second stage.

A Request for Proposals with further specific requirements will then be issued, at ESC's discretion, to those Candidates selected to be taken forward to this second stage.

4.4. Questions and Clarifications

All questions and clarifications relating to this invitation, including questions on the scope of work or other invitation content, should be submitted to the email address specified above.

Answers will be provided in writing. Where appropriate, questions and answers may be provided to all Candidates unless a Candidate notifies ESC that the question is commercially sensitive; (Any commercially sensitive questions and answers will not be shared with the other bidders, and the Candidate submitting a commercially sensitive question will not be identified).

4.5. Form and Content of Expression of Interest

Before completing an EOI, please ensure that you have read and understood the entirety of this invitation.

Expressions of Interest shall:

- be in either Word or PDF format
- be ideally no more than 1 A4 page in length, and in any event no more than 2 pages
- be in English
- not include any other attached documents unless specifically requested.

The EOI shall briefly:

- confirm the Candidate's interest in carrying out the work outlined in this invitation and its willingness to submit a proposal for this work upon receipt of a request for proposals. ;
- summarise the Candidate organisation's skills and experience required;
- summarise how it would meet any other requirements specified (or unspecified in this invitation but judged to be important by the Candidate); and
- summarise how the Candidate would deliver the work;
- state any critical assumptions made, along with the rationale for each one, and any dependencies upon ESC or other parties or events; and
- state the name, job title, address, telephone and email address of the lead person to whom all communication concerning the EOI is to be addressed.

Where a specific requirement cannot be fully met, or where the Candidate proposes to deviate from the requirement, the Candidate must identify this in their EOI.

4.6. Timeline

All dates given are for 11:59pm GMT.

Item	Description	Date
Stage 1		
Invitation Issued	The launch of this Invitation to Submit Expressions of Interest.	18 Nov 2022
EOI Deadline	DEADLINE for Candidates to submit their Expressions of Interest.	18 Dec 2022
Results of EOI Notified	Notifications sent to Candidates advising whether they have been progressed to the RfP stage.	circa 22 Dec 2022
Stage 2		
Issue of Request for Proposals	Request for Proposals (RfP) issued to those Candidates selected for second stage.	circa 22 Dec 2022
Project Start	Effective contract date and start of work.	01 Feb 2022
Project Completion Deadline	DEADLINE for completion of the project	Refer to section 3.2

