

Request for Proposals (141/2020)



هيئة تنظيم الخدمات العامة
Authority for Public Services Regulation

“Advisory Services for the Phasing-out Program of Energy Inefficient lights in Oman”

01 November 2020

1 Table of Contents

2	Introduction.....	3
3	Background.....	3
4	Objectives	4
5	Requirements of Advisor Role.....	4
6	Scope of work.....	5
7	Deliverables	7
8	Timescales	8
9	Submission of Proposal	8

2 Introduction

The Authority for Public Services Regulation, Oman ("the Authority") intends to hire an experienced advisor to provide assistance in developing a comprehensive program for the phasing-out of inefficient lights from the Omani market. The Authority seeks a proposal from interested Bidders to provide advisory services as specified in the scope of work.

3 Background

Energy efficiency has become an issue of increasing importance across the various sectors in Oman. The Authority has undertaken a number of initiatives in this area including a direct role implementing the government strategy on energy efficiency and supporting the national initiatives by the different government entities to implement the strategy.

The Authority was involved in the review of specifications and standards for energy efficient electrical appliances to be implemented in Oman; and more recently (2019) the Ministry of Commerce, Industry and Investment Promotion began working on the development and implementation of energy efficiency standard for LED lights.

The Authority recognized the need to consider a comprehensive approach to raising the efficiency of lamps in the Omani market and reached an agreement with the Ministry of Energy and Minerals to conduct a comprehensive study on phasing-out energy inefficient lamps in Oman in collaboration with the Ministry and the Ministry of Commerce, Industry and Investment Promotion.

4 Objectives

The Advisor will carry out a comprehensive study to benchmark international and regional practices highlighting the different options implemented in phasing out of energy inefficient lamps and their results, as well a comparison of the approaches in the phasing out schemes. This should cover statutory and voluntary programs; and the availability of viable and efficient alternatives for different categories of inefficient lamps, particularly incandescent lamps and taking into account any requirements for and the cost purchasing and installing new fittings when and if applicable. **The ultimate objective of this advisory is to assist the government in the formulation of a national policy to begin the phase out of energy inefficient lamps and provide the optimum program for implementing the policy and setting up the necessary regulations that would either fully or partially restrict the manufacture, importation, or sale of inefficient light bulbs for general lighting in Oman.**

5 Requirements of Advisor Role

The Authority wishes to appoint an experienced and well qualified advisor for the assignment. The selection of the Advisor will be mainly determined based on their experience in the following areas:

- i. Experience in advising policy and regulatory institutes in matters of energy efficiency policy and implementation;
- ii. Knowledge and experience in energy efficiency programs, specifically energy efficiency standards and conservation programs for lights;
- iii. Experience in national programs to phase-out inefficient lights;
- iv. Knowledge and experience in conducting successful market research to inform policy decisions;
- v. Experience in the Middle East; and
- vi. Demonstrated ability to adhere to project deadlines.

The experience and qualifications of team members proposed by the Advisor will be afforded significant weight in the evaluation of proposals and selection criteria. Any team members or individual without the necessary experience will not be considered for the assignment.

The Authority will not be obliged to accept the lowest cost bid but will appoint the Advisor that offers the best value for money in terms of relevant experience as outlined in this RfP, and the scope and quality of support to be provided to the Authority.

6 Scope of work

The scope of work comprises of four work items as follows:

6.1 International & Regional Best Practices Report

To provide the Authority with an overview of international and regional practices on phasing out programs for inefficient lamps; also to include a summary on recent international development and experience of different countries in formulating their roadmaps to phase out these inefficient lamps.

The Advisor will be required to provide the following items:

- a) A comprehensive analysis of recent successful international and regional approaches for phasing-out programs as well as voluntary programs, including:
 - I. A review of different approaches adopted by countries:
 - i. Such as imposition of legislative requirements on Minimum Energy Performance Standards (MEPS) (e.g. Australia, USA, Canada, EU, Korea and Philippines) and target energy performance standards (TEPS);
 - ii. Voluntary programs e.g. incentives to encourage customers to buy and replace their inefficient lamps such as in Thailand, and making agreements with retailers and manufacturers in switching the supply to CFLs in the market as adopted in Japan and United Kingdom.
 - II. A comparison table benchmarking the best practices (chosen schemes, covered and uncovered lamp types, Pros & Cons). Benchmark best practices and the various options adopted in phasing out of energy inefficient lamps and critically assess applicability to Oman considering the inputs from work item 6.2 (Market Readiness Report);

6.2 Market Readiness Assessment Report

The advisor to conduct quantitative and qualitative market research and analysis of the Omani lighting market and provide recommendations for alternatives for switching to efficient lamps.

The Advisor will be required to provide the following items:

- a) A Market Readiness Report comprising of the following components:
- I. A Market Overview:
 - i. Quantitative data on the market size (e.g. based on industry sales- historical, current and future), and qualitative research (e.g. stakeholder and consumer surveys) and comments on key market trends, product segmentation (i.e. product mix) and future prospects (forecasts for the Omani lighting market).
 - II. A commentary on each of the viable available technologies listed against different inefficient lamps, including:
 - i. Any limitations that each technology may have in direct replacement of inefficient lamps e.g. narrow product range; availability in the Omani retail market; quality issues etc.
 - III. A cost-benefit analysis for switching to higher energy-efficient replacements with commentary on the following:
 - ii. Potential energy saving;
 - iii. Availability of replacement options in the Omani market;
 - iv. Price and quality of replacement options.

The consultant is expected to work with other stakeholders such as the Directorate General of Specifications and Measurement in the Ministry of Commerce, Industry and Investment Promotion, the Ministry of Energy and Minerals, and other relevant stakeholders.

6.3 A Recommended Policy for Inefficient Lamps

The Advisor will discuss and present the findings of the benchmark study (6.1) and the Market Readiness Assessment (6.2) to the policy makers along with the recommendations for a draft policy for inefficient lamps. The Advisor will take any comments and views of the policy makers into consideration prior to finalizing the recommended final policy document.

The advisor is expected to present the findings of work item 6.1, 6.2, and 6.3 to the Authority and key stakeholders. The Authority must approve this deliverable prior to proceeding to work item 6.4.

6.4 A Recommended Phase-out Program

The Advisor will provide options of phasing-out programs for Oman that is suitable for implementing the agreed policy. The recommended programs must be in line with international and regional best practices (6.1) as well as the findings from the market readiness assessment (6.2) and Oman's legal framework.

The overall program should include but not be limited to the following components:

1. A comprehensive **Program Design** consisting of:
 - a. A **detailed timeline** for phasing-out inefficient lights and the prioritization of inefficient lights categorized into different phases;
 - b. Recommended voluntary or mandatory schemes and a justification for each;
 - c. Policies and regulatory instruments required to support implementation of selected schemes;
 - d. The roles and responsibilities of all parties in the arrangement including the Authority, Ministry of Energy and Minerals, Ministry of Commerce, Industry and Investment Promotion, and any other stakeholders (including the Oman Environmental Service Holding Company S.A.O.C (be'ah) for the safe disposal of bulbs).
 - e. An impact assessment in terms of both MW and MWh savings and CO² emissions.

7 Deliverables

1. An international and Regional Best Practices report;
2. A Market Readiness Assessment report;
3. Presentation of the recommended draft policy to the policy makers, and
4. Final policy document;
5. The Phase-out program report.

8 Timescales

The Advisor shall commence the assignment within 14 days of being notified of the contract award. The project is expected to be complete within six (6) months of work commencement. The Authority expects to be able to confirm its intention to award a contract two weeks from the deadline for the submission of proposals.

The commencement of work will include a kick off meeting with the Authority, Ministry of Energy, and Ministry of Commerce and Industry. The assignment is considered a high priority and the time proposed by the Advisors will be a factor in the evaluation process.

9 Submission of Proposal

The Advisor will provide the following:

1. **A detailed technical proposal** providing the methodology for undertaking the assignment and the experience of the Advisor and work undertaken on similar assignments. The technical proposal must be emailed to: Tender.Technical@apsr.om

The technical proposal shall include:

- i. A description of the methodology proposed by the Advisor for each part of the assignment described in the scope of work, and timescales for the submission of project deliverables;
- ii. Details of the Advisor's experience of similar assignments, including contact details of previous/existing clients;
- iii. Details of the Advisor (including the CVs of team members who will be working on the assignment) and a description of relevant experience;
- iv. A statement confirming the Advisor is free from any potential conflicts of interest.

2. **A commercial offer** detailing the fees associated with the assignment. The commercial offer must be emailed to: Tender.Commercial@apsr.om

The commercial offer shall include:

- i. A total cost of the assignment;

- ii. Breakdown of the fees and contribution of each team member in terms of mandays/hours and the estimated expenses;

We will be pleased to provide clarification of matters covered by the RFP prior to the submission of proposals. **Request for clarifications to be emailed to: Zainab.allawati@aspr.om by 15 November 2020**

**Proposal submission (Technical and Commercial) must be emailed by
30 November 2020**

Full information about the Authority can be obtained from the Authority's website <https://www.apsr.om/>