

# REQUEST FOR TENDER

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| <b>Tender:</b>       | <b>Local expertise to Support P4I and ERAV collaboration on Vietnam competitive electricity markets in the context of high renewables integration</b> |
| <b>Required:</b>     | Support   |
| <b>Duration:</b>     | Until 31 October 2025 (6-8 months)  |
| <b>Location:</b>     | Hanoi, Vietnam  |
| <b>Reports to:</b>   | P4I Energy Lead   |
| <b>Closing Date:</b> | 11:59pm (Bangkok time) on Friday 4 April 2025   |

## About P4I

**Partnerships for Infrastructure (P4I)** is an Australian Government initiative partnering with Southeast Asia to drive sustainable, inclusive, and resilient growth through quality infrastructure. P4I partners with Cambodia, Indonesia, Laos, Malaysia, Philippines, Thailand, Timor-Leste, Vietnam and the Association of Southeast Asian Nations (ASEAN).

P4I works with partners to strengthen infrastructure decision-making and practice across the transport, energy, utilities and telecommunications sectors. P4I's focus is on the early stages of the infrastructure lifecycle, including planning and prioritisation, financing strategy, and procurement.

The four main services offered by P4I are linkages with Australian government agencies and other institutions, technical and policy advice, infrastructure project advice and knowledge-sharing and learning.

As the foundation of quality infrastructure, P4I also integrates gender equality, disability, and social inclusion, and disaster risk reduction and climate change considerations into all activities.

Delivered through a single team, P4I is led by the [Australian Department of Foreign Affairs and Trade \(DFAT\)](#) in collaboration with [Ernst & Young](#), [Adam Smith International](#), [The Asia Foundation](#) and [Ninti One](#).

P4I has a head office in Bangkok, with other staff located around the region. More information about P4I is available at [www.partnershipsforinfrastructure.org](http://www.partnershipsforinfrastructure.org)

## Background

In May 2024, ERAV and the Australian Government signed a Memorandum of Understanding (MOU) to collaborate on the development of competitive electricity markets in Vietnam in the context of increasing integration of renewable energy.

A competitive electricity market is consistent with the strategic intent of the New Electricity Law and aims to enhance the transparency of the sector and promote investment, two important enablers of developing a decarbonised, reliable, affordable and resilient power sector in Vietnam.

Under Decision No. 63/2013/QĐ-TTg of the Prime Minister, Vietnam plans to develop a competitive electricity market in three stages<sup>1</sup>.

- Vietnam Competitive Generation Market (VCGM) – operational since 2012, the VCGM introduced competition in the generation of electricity, with independent power producers able to compete with EVN in a spot market with all purchases made by the authorised single buyer (the Electricity Power Trading Company, part of EVN)
- Vietnam Wholesale Electricity Market (VWEM) – operational since 2019, the VWEM introduced competition in the purchase of electricity through establishing wholesalers (i.e. large customers) who can negotiate directly with generators for the purchase of electricity independent of the single buyer.

<sup>1</sup> As outlined in Decision No. 63/2013/QĐ-TTg of the Prime Minister dated 8 November 2013



- Vietnam Retail Electricity Market (VREM) – the VREM aims to allow the establishment of electricity retail companies, with all customers given the choice of retailers or suppliers to buy from. The VREM is not yet established but the general structure has been approved.<sup>2</sup>

The approved design of VWEM was outlined in Circular 21/2024/TT-BCT and aimed to address similar challenges as other governments which introduced competition in electricity systems: (1) inefficiencies in investment resulting in over- or undersupply; (2) high operating or investment costs; (3) poor billing and collection; (4) pressure on the fiscal system resulting in a drain on public finances; and (5) a need to attract private finance.<sup>3</sup> By introducing a form of competition, the VWEM aims to address these challenges by:

- providing greater incentives for generators to perform (e.g. to be available for dispatch or reduce costs)
- providing greater incentives to reveal information about the best operating and investment options, ensuring greater transparency of the overall sector
- facilitating entry of new, more efficient plants and market participants.

While the VWEM has made some good achievements, implementation of the VWEM has faced some challenges and has not yet delivered these intended outcomes to date. Vietnam's New Electricity Law took effect from 1 February 2025 and includes key new components relating to the operation of the competitive electricity market, including prescribing the method of determining wholesale electricity prices; methods of formulation and order and procedures for approving the electricity wholesale price bracket, transmission and distribution price, pricing for offshore wind, LNG and import export, and bidding mechanism to select investors to implement power projects. The mechanisms for developing power projects and approvals of direct power purchase agreements (DPPA) were governed by Decree No. 80/2024/ND-CP, dated 3rd July 2024, which outlines the steps required for participation in the DPPA program. This includes the submission of registration dossiers to the National Power System and Market Operator (NSMO), review by relevant entities, and final confirmation by the Electricity of Vietnam (EVN) and its subsidiaries – all of which are fundamental aspects of the VWEM.

Meanwhile, Australia has developed wholesale power markets in both the National Electricity Market (NEM) covering the east coast of Australia, and the Wholesale Electricity Market (WEM) in Western Australia. Both the NEM and WEM were created to deliver reliable, competitively priced, safe and secure electricity services in the long-term interests of consumers by:

- centralising and efficiently dispatching existing generation.
- incentivising investment in new infrastructure through its spot, contract, and retail markets in order to provide electricity at least cost to consumers.
- ensuring the electricity market is resilient against existing and emerging risks, such as climate hazards and the requirement and opportunity to increase the proportion of renewable energy in electricity generation.

As Australia's clean energy transition accelerates, it is essential that wholesale power market settings continue to be supportive by providing effective signals to incentivise investment in the optimal mix of energy resources to meet future electricity demand, ensure resource adequacy, support reliability and build resilience at the lowest cost to consumers.

For example, in November 2024, the Australian Government commenced a review of the NEM wholesale market settings<sup>4</sup> to recommend any reforms to better promote investment in firmed, renewable generation

<sup>2</sup> Decision No. 2093/QĐ-BCT dated 7 August 2023 outlines the general approved structure of the competitive retail electricity market.

<sup>3</sup> Energy Sector Management Assistance Program, 2022, Wholesale Electricity Market Design – Rationale and Choices, Washington, DC: World Bank.

<sup>4</sup> Australian Government, National Electricity Market wholesale market setting review, November 2024.  
<https://www.dccew.gov.au/energy/markets/nem-wms-review>



and storage capacity following the conclusion of the Capacity Investment Scheme<sup>5</sup> (an Australian Government scheme designed to underwrite the investment of new renewable energy and storage capacity).

Given this context, P4I will provide a support by sharing the report and expert to support ERAV updates to Vietnam's wholesale power market. Deliverables will encompass:

- a technical report (to be delivered in Q1'2025 – Q2'2025) in which detailed technical review of Vietnam's current wholesale power market, current progress against the intended design and objectives.
- A knowledge-sharing workshop between Vietnamese and Australian experts (Q3'2025), sharing Australia's extensive and current experience in designing wholesale power market settings in the context of increasing renewables whilst improving and maintaining resilience against climate and disaster risks, and building towards an inclusive energy system
- Proposing lessons learned for Vietnam's context based on Australia's experience.

The scope and implementation timeline of this knowledge-sharing collaboration are structured into two key components, each designed to facilitate knowledge sharing, technical analysis, and lessons learned between Vietnamese and Australian experts. The overall framework of this collaboration has been developed through discussions between P4I and ERAV during Technical Working Group (TWG) meetings.

This initiative is expected to be completed by October 2025. The progress from now until October (target completion date) will remain flexible, depending on the approval timelines of both parties, and interim milestones may be subject to change.

## Objective

P4I will collaborate and share expertise with ERAV through the following activities:

- Providing advisory support to share insights from a detailed technical review of the approved design of Vietnam's wholesale electricity market, including assessing current progress, analysing the implications of the new Electricity Law, and identifying key existing challenges.
- Sharing Australia's expertise in developing wholesale electricity markets, particularly in the context of high renewable energy integration.
- Identifying potential lessons and solutions from the Australian experience that can be adapted to Vietnam's context.

To support this initiative, P4I is seeking a suitably qualified independent local expert with expertise in power market development issues in Vietnam to join a multi-disciplinary team led by P4I. This expert will provide technical support and sharing to ERAV on Vietnam's wholesale electricity market as a local consultant. The position will commence as soon as possible and will continue until 31 October 2025, with the possibility of an extension in line with any extensions of the MoU.

The expert will report to P4I's Energy Lead, based in the Bangkok program office, and will work closely with P4I's Vietnam Energy Officer in Hanoi, P4I staff across various teams, the Australian Embassy in Hanoi, DFAT, and ERAV's team. The expert will contribute to high-quality advisory support and knowledge sharing, in line with the spirit of collaboration under the signed MoU.

## Scope of Work

The responsibilities of the Expert will depend on specific skills and job requirements, as well as the needs of P4I and ERAV in knowledge sharing and capacity building for ERAV. The Expert will provide support to ERAV's Power Market Department under the expert-sharing cooperation mechanism. Responsibilities will be based on the Expert's qualifications and may include (but are not limited to) the following tasks as requested for research by P4I and ERAV.

1. Facilitate ongoing technical collaboration with ERAV through expert support, knowledge sharing, joint research, and capacity-building initiatives.

2. Sharing information on the activities on the survey and Market Analysis and Technical Support as requested

2.1. Collection of Quantitative Data:

<sup>5</sup> Australian Government, Capacity Investment Scheme, <https://www.dcceew.gov.au/energy/renewable/capacity-investment-scheme>



- Gather historical market data, including electricity demand, generation, pricing trends, and settlement outcomes.
- Collect statistics on market participation, such as the number of wholesalers, independent power producers (IPPs), and renewable energy generators.
- Obtain data on curtailment rates for renewable energy, grid congestion issues, and system outages.

#### 2.2. Qualitative Data Collection:

- Conduct interviews and surveys with key stakeholders, including ERAV, market participants, grid operators, and independent power producers.
- Gather insights into operational challenges, regulatory hurdles, and market design concerns directly from stakeholders.

#### 2.3. Market Analysis and Technical Support:

- Conduct in-depth analysis of Vietnam's wholesale electricity market (VWEM), including its design, implementation, and alignment with intended objectives.
- Identify challenges and propose practical solutions for improving the VWEM, addressing inefficiencies, transparency, and market participation.

#### 2.4. Policy and Regulatory Guidance:

- Provide insights into Vietnam's regulatory and policy landscape, particularly the New Electricity Law and related regulations (e.g., Circular No. 21/2024/TT-BCT, etc.).
- Advise on integrating renewable energy and implementing mechanisms like direct power purchase agreements to foster private sector investment.

#### 2.5. Knowledge Transfer and Capacity Building:

- Assist in organizing workshops, training sessions, and stakeholder consultations to share Australia's experience in competitive power markets and renewable energy integration.
- Support ERAV in building institutional capacity to implement and manage wholesale market reforms effectively.

#### 2.6. Engagement with Stakeholders:

- Serve as the primary local liaison with ERAV and other key stakeholders (e.g., energy companies, government agencies, and market participants).
- Facilitate communication between P4I's Australian experts and Vietnamese stakeholders, ensuring mutual understanding of technical concepts and recommendations.

#### 2.7. Program Coordination:

- Coordinate local logistics for P4I's program activities, including meetings, site visits, and events.
- Monitor program progress and ensure alignment with P4I's objectives and timelines.

## Deliverables

The selected expert is required to deliver the following:

1. Collected quantitative and qualitative data according to detail requirement from Energy Team Leader to contribute to deliverable of **the technical report**.
2. Report on analysis of power market and relevant policy and regulations according to detail requirement of Energy Team Leader to contribute to deliverable of the technical report.
3. Engagement with Stakeholders, and coordination and support successful organization of a **knowledge-sharing workshop between Vietnamese and Australian experts** according to detail requirement of Energy Team Leader.

Table 1: Timeframe

| # | Description                                 | Timeline                           |
|---|---|------------------------------------|
| 1 | Collected quantitative and qualitative data | A month after signing the contract |



|   |  |   |
|---|--|---|
| 2 | Report on analysis of power market and relevant policy and regulations | Two months after signing the contract                               |
| 3 | Knowledge sharing workshop   | September 2025 or any other date which is agreed by P4I in advance. |

The local Expert are required to quote the cost of time based on the number of days incurred, by each delivery

Table 2: Resource cost estimates

| # | Description  | Timeline  | Percentage of efforts | Ceiling Price (AUD) |
|---|--|---|-----------------------|---------------------|
| 1 | Provision of Collected quantitative and qualitative data   | A month after signing the contract  | 20%                   | 4,000               |
| 2 | Provision of the Report on analysis of Vietnam power market and relevant policy and regulations  | Two months after signing the contract   | 40%                   | 8,000               |
| 3 | Engagement with Stakeholders, and coordination and support a <b>knowledge-sharing workshop between Vietnamese and Australian experts</b> | Through the engagement period with milestone of organizing the workshop in September 2025 or on other date agreed in advance. | 40%                   | 8,000               |
|   | Total  |   | 100%                  | 20,000              |

## Selection Criteria

- Advanced degree in energy policy, economics, engineering, or a related field.
- At least 13 years of experience working in Vietnam's energy sector, with a strong focus on electricity market design, development, and implementation. Candidates with prior involvement in policy advisory, regulatory framework development, technical research, and stakeholder engagement within the electricity market are highly preferred. Experience in providing direct technical support, research contributions, or consultancy services to ERAV, MOIT, EVN, or other key energy stakeholders will be considered a significant advantage. A proven track record in leading or participating in major electricity market reform initiatives, feasibility studies, capacity-building programs, or regulatory drafting processes is desirable.
- Current knowledge of Vietnam's power market structure, policies, and regulations.
- Experience working with government agencies, energy sector stakeholders, and international organisations in Vietnam.
- Strong understanding of competitive electricity markets and renewable energy integration.
- Excellent written and verbal communication skills in both Vietnamese and English.

## Terms of engagement

The local Expert will operate in accordance with Australia's Commonwealth Procurement Rules.

Please note, all Intellectual Property created under the Australian Department of Foreign Affairs and Trade (DFAT) contracts or subcontracts is vested with the Australian Government (or its nominee) immediately upon its creation.

P4I may share sensitive data. The local Expert will be required to comply with an agreed security protocol.



## Application Instructions

The local Expert is requested to submit a proposal that demonstrates their ability to meet the requirements outlined in this tender. Proposals should include the following and be structured according to the criteria below:

### 1. Technical Proposal

- a) A brief cover letter that speaks to your CV's details, outlining how your experience, capabilities and qualifications are relevant to the tender scope of works and P4I's objectives (1 page maximum)
- b) Proposed methodology, techniques and processes the bidder plans to use to meet the project's objectives efficiently and effectively.
- c) Provide comprehensive timeline.
- d) Names and contact details of three referees. One from your most recent consultancy, the second from a recent long-term employment and the third of your choosing.

### 2. Budget Proposal

- a) Provide a detailed budget breakdown, including the expected number of days required, the applicable daily rate and the total cost per deliverable.
- b) All proposed budget must be done in Australian Dollar (AUD) currency.

Please submit applications and queries about the tender via email to the P4I tender team at [tenders@partnershipsforinfrastructure.org](mailto:tenders@partnershipsforinfrastructure.org) with subject **Tender - Local Expertise to Support P4I and ERAV collaboration on Vietnam competitive electricity markets in the context of high renewables integration**.

Applications must be submitted by **11:59pm (Bangkok time) on Friday, 4<sup>th</sup> April 2025**.

Due to the high volume of applications for P4I positions, only short-listed candidates will be contacted.

This tender will be managed through Adam Smith International (ASI). Suppliers located in P4I's partner countries are strongly encouraged to apply. We also seek suppliers who can work remotely from Australia and other countries, particularly those identifying as Aboriginal and Torres Strait Islanders. P4I is committed to promoting and empowering local and marginalised groups within the region and strongly encourages suppliers identifying as such to apply. Suppliers with strong governance initiatives to engage such groups should also apply.