

RFP #: 10-18

Post date: 30-11-2018

Due date:7-01-2019

Topic: Support for development of Standard and Labeling program for Air Compressors

Region: India

Introduction

[CLASP](#) is an international non-profit organization with a mission to improve the environmental and energy performance of the appliances and related systems we use every day, accelerating our transition to a more sustainable world. CLASP develops and shares transformative policy and market solutions to improve energy efficiency of appliances and equipment in collaboration with global experts and local stakeholders. Since 1999, CLASP has worked globally to pursuing every aspect of appliance energy efficiency, from helping structure new policies to evaluating existing programs.

CLASP has been supporting the development and implementation of the appliance standards and labeling (S&L) program in India since its inception. CLASP's primary focus has been the provision of technical assistance to the [Bureau of Energy Efficiency \(BEE\)](#), nodal agency for the [S&L program](#), including product-specific market studies, benchmarking of minimum energy performance standards, label design and implementation, test lab capacity development, and general program support.

Background

The Government of India introduced the Energy Conservation Act 2001 (EC Act) in August 2001 and established BEE, a statutory body to implement the EC Act in 2002. The Act identifies S&L as one of the major program area for improving energy efficiency in the residential, commercial and public sectors. BEE launched the S&L program in May 2006 and currently it covers 22 appliance categories of which 10 are under mandatory phase. BEE's overall strategy is to begin labeling on a voluntary basis and then, as market receptivity increases, transition to a mandatory approach.

CLASP seeks to contract a Consultant/organization to conduct a comprehensive market and technical assessment for development of a labeling program for of Air compressors.

An air compressor is a device that converts power into potential energy stored in pressurized/compressed air which acts as source of energy and finds application in many industries such as cement, glass, chemicals, plastic processing, pharmaceuticals, foundry and forge shops, textile and automotive. The running cost of air compressor contributes significantly to the total cost energy consumption and noted to be as high as 70%. There appears to be a huge potential for energy efficiency improvement which can be as much as 30%.

Scope of Work

The Consultant will be responsible for successfully executing the following activities and tasks as part of the study. Execution of all activities and tasks must be conducted in close consultation with BEE and CLASP.

Task 1 – Comprehensive market assessment

- 1.1. Assess the size of the national market for air compressors (number, types, sizes and capacities) including units manufactured and sold, import vs domestic manufacturing, market share of major manufacturers, and main distribution channels/supply chain.

- 1.2. Develop a forecast for compressor market growth in India. The forecast should be accompanied by an analysis of key drivers of market penetration.
- 1.3. Identify the barriers that exist to increased market penetration of efficient air compressors. This may include barriers related to manufacturing, technology, consumer issues (service, price, quality, etc.), and policy implementation.

Task 2: Development of test procedure

- 2.1. Identify and analyse Indian/ISO/IEC test standards. If no Indian test standard is available, facilitate discussions with BEE, BIS and stakeholders and support the development of test procedure and national standard.
- 2.2 Review and compare international test standards used by countries and regions such as China, Korea, Japan, Singapore, US, Australia etc. Analysis must include the comparison of testing conditions, testing methods, calculation methods for efficiencies, uncertainty of measurements, tolerances etc.
- 2.3. Identify and provide assessment of existing test facilities in India and provide recommendations for addressing the gaps.
- 2.4 Facilitate lab testing, if required, and conduct detailed analysis of the lab test data to generate performance metric.

Task 3: Development of Energy Efficiency Metric and Labeling Scheme

- 3.1. Conduct a comparison of international labeling programs (comparative and endorsement)/ (voluntary and mandatory) and provide recommendations.
- 3.2. Identify and compare the energy efficiency metrics used by developed and developing economies for rating efficiency.
- 3.3. Design and develop an energy efficiency metric and labeling program for air compressors. The scheme should be developed in a template of schedule provided by the CLASP and address all the parameters in the respective clauses of the schedule template.

Task 4: National Impact Assessment and Technical Committee Meetings

- 4.1. Based on the final recommendations of labeling thresholds, conduct a national impact assessment of the labeling program. This should be quantified in terms of energy savings, avoided generation capacity and GHG emission reductions. The impact assessment should be done based on logical assumptions of market transformation for short term (2020) and long term (by 2030).
- 4.2. Assist CLASP and BEE in planning and deliberating at the technical committee meetings for air compressors. Prepare necessary documents (e.g. presentation, meeting minutes, labeling schedule, and gazette notification) as required.

Key milestones and deliverables of the study include-

- Market assessment report with key findings and recommendations.
- Technical assessment report on the national and international standards and their comparison, analysis of test data from lab testing
- Propose energy performance metric for star labeling program
- Final comprehensive report with market and technical assessment and product schedule including energy and GHG savings.
- Draft documentation for preparation of gazette notification/labeling schedule.

Timeline

The project is expected to commence in February 2019 and be concluded by April 2020.

Evaluation Procedure

A committee appointed by CLASP will evaluate proposals received from respondents. Selection of qualified companies or organizations will be based upon the following criteria:

- Technical Evaluation Factors
- Cost Evaluation Factors

All bids will be evaluated and ranked using Quality and Cost Based Selection (QCBS), with 80 percent of the score accorded to the technical proposal, and 20 percent to the financial proposal. The detailed evaluation criteria can be found in Annex A.

SUBMITTAL

Interested parties must:

1. Register as a CLASP Consulting Partner (**[click here to register](#)**).
2. Complete the Pre-Qualification Questionnaire using the online form (**[click here to complete the PQQ Questionnaire](#)**)

Interested parties should submit separate technical and financial proposals as electronic files (preferably in PDF format). The file should be named as per the following example:

- [CONTRACTOR_NAME]_TechnicalProposal_RFP10-18
- [CONTRACTOR_NAME]_FinancialProposal_RFP10-18

The deadline for application is **January 7, 2018**. Proposals must be submitted to awalia@clasp.ngo.

The proposal length should not exceed 20 pages

The technical proposal should include:

- Detailed approach and methodology for the design, implementation, and management of the project.
- Detailed timeline for all project activities, tasks, milestones, and deliverables for the project within the timeframe indicated above.
- Background and experience of conducting similar activities.
- Identification of the team that will execute the project, including an organizational chart and accompanying brief description of key team members and their qualifications and relevant work experience.

CVs and related summaries of experience and qualifications of proposed project team staff should be included in an Annex.

The financial proposal (in USD) should include:

- Detailed budget that includes all direct and indirect cost estimates for executing the project, including a breakdown (in days) of the level of effort and costs associated with each team member that will be engaged in the project.

All questions may be addressed to Dr. Archana Walia at awalia@clasp.ngo. The last date for submission of questions related to this RFP is **December 18, 2018**. We request all inquiries be made by e-mail and not by phone.

ANNEX A: EVALUATION CRITERIA

1. Technical Approach (35 points): The technical approach described in the proposals will be evaluated on:

- The demonstrated understanding of the overall project context (15).
- The detailed work plan and approach clearly defining the target objectives and the strategy to achieve the objectives as outlined in the scope of work (20).

2. Management Structure and Staff Qualification (25 points): The proposed management structure and staff will be evaluated on:

- The professional qualifications and the extent to which the requisite expertise and experience of the key personnel will directly contribute to the completion of the tasks (25).

3. Past Performance and Corporate Experience (20 points): The experience and capacities of the contractor will be evaluated based on:

- The past performance, familiarity, and experience in understanding policies and program related to standards and labeling (10).
- Extent of local expertise including experience, qualifications, and track record in implementation of similar programs in India (10).

4. Cost Evaluation Factors (20 points): While the overall Technical Evaluation is the key factor in reviewing the proposal, the cost evaluation will be an essential factor in determining the final contract award and ability to remain in the competitive range and will be evaluated for feasibility, completeness, and practicality.