Support for Development of Standard & Labeling Program for Municipal Pumps

CLASP seeks to hire a consultant/organization to conduct a comprehensive market analysis and technical assessments to develop a new labeling program for municipal pumps.

**DUE:** 22 JANUARY 2024 at 23:59 ET **QUESTIONS: ysharma@clasp.ngo**

# About CLASP

CLASP serves at the epicenter of collaborative, ambitious efforts to mitigate climate change and in the global movement for clean energy access, through appliance energy efficiency policies. Our mission is to improve the energy and environmental performance of the appliances & equipment we use every day, accelerating our transition to a more sustainable world. We work hand-in-hand with governments, experts, industry, consumers, and other important stakeholders to propel policies and markets toward the highest quality, lowest resource-intensive appliances possible.

CLASP has worked in more than 100 countries since inception in 1999. CLASP is headquartered in Washington, DC, with teams in China, Europe and the United Kingdom, India, Indonesia, and Kenya. We are [mission-driven](https://www.clasp.ngo/about/)and committed to a culture of diversity, transparency, collaboration, and impactful work. See our [Team Page](https://www.clasp.ngo/about/team) to learn more about us.

In India, CLASP works closely with Bureau of Energy Efficiency, and has supported the expansion of its appliance energy efficiency policy framework to cover a wide range of residential, commercial, and industrial energy intensive products. This has resulted in reduced greenhouse gas emissions and peak electricity demand, reduced consumer energy costs, and expanded access to high quality appliances. In partnership with key national stakeholders, we advance policy compliance, education and outreach initiatives to foster an ecosystem for resource-efficient appliances and equipment.

# Background

The Government of India enacted the Energy Conservation Act 2001 (EC Act) in August 2001 and established BEE, a statutory body under Ministry of Power, Government of India to implement the EC Act in 2002. The Act identifies S&L as one of the major program areas for improving energy efficiency in the residential, commercial, and industrial sector. BEE launched the S&L program in May 2006 and currently it covers 35 product categories of which 16 are mandatory products. In 2008, three phase electric pumps namely, mono set, submersible and open well submersible suitable for use in agriculture and water supply were brought under voluntary labelling program. In 2015, BEE expanded the scope to single-phase category of pumps. Now BEE is planning to develop a star rating table for pumps which are widely used for municipal applications across the country.

Rotodynamic pumps such as centrifugal, axial and mixed flow and turbo pumps are extensively used for handling various types of liquid including fresh and wastewater. Municipalities are one of the largest users of pumps catering to water supply, sewage, water treatment, storm and flood water disposal etc.

In order to explore the feasibility to bring pumps or pump sets exclusively used by municipalities and local rural and urban bodies under the ambit of BEE S&L program, CLASP is looking to hire a consultant/organization to conduct a comprehensive market and technical assessment of pumps use in all kinds of pumping application by municipalities.

# Timeline

**Contract Timeframe:** February 2024 – November 2024

**Deadline for Application:** 22 January 2024 at 23:59 ET

Application includes registering as a Consulting Partner and submitting the technical and financial proposals per the instructions below.

**Deadline for Questions:** 10 January 2024 at 23:59 ET

All questions must be addressed in English to Yatharth Kumar Sharma at ysharma@clasp.ngo. We request all inquiries be made to this e-mail address and not by phone.

# 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. Develop questionnaire in consultation with CLASP, for collection of data to analysis the current market scenario, energy performance status etc.
  2. Survey at retailer stores or dealers across India to understand the different types of pumps, capacity, efficiency, and brands sold in India.
  3. Web crawling for to understand the different types of pumps, capacity, efficiency, and brands sold in India along with end use applications.
  4. If required, purchase market data (2010 to 2030) that covers the stocks or sales of municipal pumps in India. Municipal pump stocks or sales should be divided into categories according to end-use application, technology, capacity, organized or unorganized market share, and other relevant data.
  5. Assess the size of the India’s market for electric pumps used by municipalities for all kind of applications including units manufactured and sold, import vs domestic manufacturing, market segment of major manufacturers and main distribution channels/supply chain of both finished products and at the component level.
  6. Market assessment study should clearly show the market share by unorganized sector, number, phases, types, sizes, overall efficiency, and output ratings. Market assessment study should also cover the market share of pumps manufactured and marketed by SME sectors including unorganized sectors. Apart from the market scenario, the assessment should also capture technical specification of pumps like types according to application/use, ratings, number of stages, rated power, head range, capacity, speed etc.
  7. Develop a forecast for electric pumps market growth for each type/category of pumps in India till 2030. The forecast should be accompanied by an analysis of key drivers of market penetration.
  8. Identify the challenges and barriers that effect market penetration of energy efficient municipal pumps. This may include barriers related to manufacturing, technology, consumer issues (service, price, quality, etc.), and policy implementation.
  9. Stakeholder consultation with prominent and underrepresented small and medium manufacturers and associations to verify the findings of market assessment. Discuss with at least ten municipalities in different regions of India to understand the various applications of the pumps and challenges or barriers in buying energy efficient pumps. All the meetings with stakeholders should be done in-person and the CLASP team will accompany the consultant in all meetings.
  10. Provide recommendations to increase the penetration of energy efficient municipal pumps.
  11. Assess the emerging technology available in the global market and compare average efficiency of municipal pumps in India with other countries such as China, Korea, Japan, EU, US, Australia etc.

**Task 2: Development of test procedure**

* 1. Identify and analyses relevant Indian/ISO/IEC standards on performance and energy efficiency test protocol.
  2. Review and compare national and international test standards such as ISO/IEC as well as labelling program used by countries and regions such as China, Korea, Japan, EU, US, Australia etc. Analysis must include the comparison of testing conditions, testing methods and calculation methodology to derive energy efficiencies. If required, provide technical support for development or upgradation of the test standards as per the protocols of BIS procedures.
  3. Identify and provide assessment of existing test facilities to test the efficiency of municipal pumps in India including the national accreditation status and provide recommendations to address the gaps (if any).

**Task 3: Development of Energy Efficiency Metric and Labelling Scheme**

* 1. Develop grouping guidelines and energy efficiency metrics either for all types of municipal pumps or only for selected types based on the discussion with BEE.
  2. Conduct life-cycle cost assessment, pricing comparison and payback analysis of energy efficient municipal pumps.

**Task 4: National Impact Assessment and Technical Committee Meetings**

* 1. Based on the final recommendations of labelling thresholds, quantify annual electricity consumptions, projected energy savings and associated cost savings, avoided generation capacity, GHG emission reductions and economic benefits. The impact assessment should be done based on logical assumptions of market transformation for short term (2030) and long term (by 2050).
  2. Assess the implications of S&L policies on manufacturers, consumers ownerships, and requirements of subsidies/ incentives to promote the policy adoption, if needed.
  3. Assist CLASP and BEE in planning and deliberating at the technical committee meetings for developing EE policy for municipal pumps. Prepare necessary documents (e.g., presentation, meeting agenda and minutes and labelling schedule) as required.

# Key Milestones and Deliverables

1. Final comprehensive market and technical assessment report with key findings and recommendations in CLASP and BEE format. Submission of two hardcopy of draft and final report in BEE format.
2. Propose energy performance metric for municipal pumps.
3. Prepare detailed PPT in CLASP format and short PPT in BEE format for TCM covering all the relevant information.
4. Draft schedule as applicable.
5. Preparation of necessary materials for launching of the labelling program by BEE which includes leaflet (including 50 hardcopies) and sun board (including 6 hardcopies).

# Submittal

Register as a Consulting Partner

Interested parties must [register as a CLASP Consulting Partner](https://www.clasp.ngo/become-a-consulting-partner/).

Submit Technical and Financial Proposals

Interested parties should submit separate technical and financial proposals electronically, in English, via this [form link](https://forms.zohopublic.com/business1257/form/ProposalSubmission/formperma/Ed0dCgdTssieOYUbBOKQZXtyNKFWC4Vq3SWuNYfk5_E) (preferably in PDF format). If an interested party is forming a consortium, then a letter of understanding should be submitted along with a technical proposal indicating roles and responsibilities of both the organizations. The consortium partner is expected to have an exclusive partnership with the lead bidder. The files should be named as per the following example:

[CONTRACTOR\_NAME] \_Technical Proposal\_ RFP 2024-01-22  
[CONTRACTOR\_NAME] \_Financial Proposal\_ RFP 2024-01-22

The length of the technical proposal should not exceed 20 pages and 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 time frame indicated above.**
* **Background and experience of conducting similar activities especially on lighting products.**
* **A summary of qualifications and experience of key personnel that will execute the project.**

The financial proposal (in USD) should include a detailed budget with 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. The total cost of the project should exclude the cost for purchasing the market data. CLASP will pay the contractor for the market data based on the actual cost of the market data. However, the contractor needs to mention the approximate cost of the market data in the financial proposal.

CVs and related summaries of experience and qualifications of proposed project team staff should be included in an Annex and should not exceed 10 pages.

Optional At This Stage – Fill Out Pre-Qualification Questionnaire (PQQ)

All contractors must [fill out the PQQ](https://forms.zohopublic.com/business1257/form/PreQualificationQuestionnaireforImplementingPartne/formperma/UAOXyVgGt1Vl1-ZqtRcLZYZqYIDRPnsj3m4YvfJCeuw) before working with CLASP. This can be voluntarily completed at the RFP stage but will be mandatory if a contract is awarded.

The PQQ is a thorough due diligence screening aimed at gathering legal and financial information on prospective partners/vendors. Contract awards are conditional upon passing the due diligence screening. Organizations that have already completed the PQQ do not need to complete it again unless the structure of the business has changed. If you are unsure, please email Andrea Testa ([atesta@clasp.ngo](mailto:atesta@clasp.ngo)) to determine next steps.

# Evaluation Procedure

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

* **Technical Evaluation Factors**
* **Financial 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.

# ANNEX A: EVALUATION CRITERIA

**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).**

**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).**

**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 labelling (10).**
* **Extent of local expertise including experience, qualifications, and track record in implementation of similar programs (10).**

**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.

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CLASP looks forward to reviewing your responses and would like to thank you in advance for your participation in this Request for Proposals. CLASP will notify all respondents who submit proposals when a decision has been made.

CLASP is an equal opportunity employer that celebrates diversity and are committed to creating an inclusive environment for all employees. CLASP's goal is to be a diverse workforce that is representative, at all job levels, of the citizens we serve. CLASP complies with all federal, state and local employment law in the countries we operate and is committed to providing equal opportunity for all employees and applicants without regard to race, color, religion, national origin, sex, age, marital status, sexual orientation, gender identity or expression, pregnancy, disability, political affiliation, personal appearance, family responsibilities, matriculation, genetic information, military or protected veteran status, credit information or any other characteristic protected under federal, state or local law.

Each person is evaluated based on personal skill and merit. CLASP’s policy regarding equal employment opportunity applies to all aspects of employment, including recruitment, hiring, job assignments, promotions, working conditions, scheduling, benefits, wage and salary administration, disciplinary action, termination, and social, educational and recreational programs.