

23rd September

Dear Sir/Madam,

Invitation to Tender for the Smart Battery STATCOM project for the Carbon Trust's OWA Programme

You are invited to submit a tender for the Smart Battery STATCOM project (the "BAT-STAT project" or "Project") which is part of the Offshore Wind Accelerator (OWA) programme. The key objective of the Project is to investigate the merit of adding battery energy storage to wind farm STATCOMs while incorporating intelligent control to enable participation in ancillary service markets.

The Invitation to Tender (ITT) consists of the following documents:

- Description of Tender (this document);
- OWA Stage IV Contractors' Conditions;
- Tender Certificate (Word template);
- Bid Price Calculation Sheet (Excel template);
- Clarification Document (if applicable¹);
- Project Closeout Form (for information purposes only – no need to complete); and
- OWA Cost Model Input Sheet (for information purposes only – no need to complete).

Unless informed to the contrary, tenders and communications shall be sent by e-mail to the following e-mail address: rory.shanahan@carbontrust.com and OWA@CarbonTrust.co.uk

Tenders must be submitted before 28 October 13:00 GMT. Any tenders received after this date and time will be deemed non-compliant.

Your tender must consist of the following, the contents of which are described further below:

- Main Bid Document (pdf) – template not provided;
- Signed Tender Certificate (pdf) – template provided; and
- Bid Price Calculation Sheet (xls) – template provided.

The timeline of this procurement process is as follows:

Deadline for clarification questions	2nd October
Clarification Document published ¹	7th October
Submission of full tender	28 October 13:00 GMT
Bidder interviews	13th November
Successful Contractor announcement	18th November
Envisaged Contract award date	23rd November

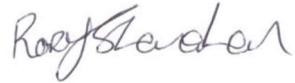
Please e-mail any clarification questions, including questions about the timing of this ITT, to rory.shanahan@carbontrust.com and OWA@CarbonTrust.co.uk any time before 2nd October. The complete set of clarification questions and all answers to clarification questions will be published in the Clarification Document on our website by 7th October and will hence be visible to all potential Bidders: <https://www.carbontrust.com/news-and-events/tenders>

¹ A Clarification Document will not be published if no clarification questions are received in relation to this ITT.

For information about the OWA programme, please see the Carbon Trust's web site:
<https://www.carbontrust.com/our-projects/offshore-wind-accelerator-owa>

We look forward to receiving Your tender.

Yours sincerely,



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Rory Shanahan
For and on behalf of **THE CARBON TRUST**

The Carbon Trust Offshore Wind Accelerator

Invitation to Tender for the “Smart Battery STATCOM” Project

Description of Tender

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IMPORTANT INFORMATION FOR BIDDERS

Publishing

Neither this document, nor any part of it nor any other information supplied in connection with it may, except with the prior written consent of the Carbon Trust, be republished, reproduced, copied, distributed or disclosed to any person for any purpose other than consideration by the recipient of whether or not to submit a tender.

Bid evaluation

The received bids will be evaluated by the Carbon Trust and the OWA Partners against the criteria provided in section 7. A shortlist of Bidders will be created and invited for interview. Carbon Trust will do a vetting of the shortlisted bidders. Carbon Trust may request shortlisted bidders to fill-in a Due Diligence Questionnaire to supply additional information prior to being invited for an interview.

Contracting

Bidders should note that the Scope of Work contained in section 4 of this document does not constitute an offer to contract with the Carbon Trust. It only represents a definition of specific requirements and an invitation to submit a tender addressing these requirements.

Issuance of this Invitation to Tender and the subsequent receipt and evaluation of the tenders by the Carbon Trust does not commit the Carbon Trust to enter into a Contract with any Bidder.

Should Your tender be successful, a Final Scope of Work that builds upon the Scope of Work contained in section 4 of this document and Your Approach to Work will be mutually agreed between You and the Carbon Trust. Once the Final Scope of Work is agreed, Your offer will be formally accepted by the Carbon Trust issuing an Award Letter, the Final Scope of Work, the OWA Stage IV Contractors' Conditions, and any clarifications agreed in writing. The Award Letter, the Final Scope of Work, the OWA Stage IV Contractors' Conditions, and any clarifications agreed in writing will establish the Contract for the Smart Battery STATCOM project (the "**Contract**") between You and the Carbon Trust. With the exception of any minor amendments to the OWA Stage IV Contractors' Conditions which may be requested by the Bidder, the submission of a tender shall constitute unqualified acceptance of the OWA Stage IV Contractors' Conditions. In the event that minor amendments to the OWA Stage IV Contractors' Conditions are requested, such amendments must be clearly stated and the exact alternative wording must be provided in Annex A of the Tender Certificate. Please note that it is at the sole discretion of the Carbon Trust to accept any of the proposed amendments and that the Carbon Trust reserves the right to require the provision of further information in relation to any such request. No minor changes other than those contained in Annex A of the Tender Certificate at the time of submitting the tender will be considered. No material changes will be considered at any time.

Mechanics of the tender process

Bidders should note that:

- it is at the discretion of the Carbon Trust whether to accept any non-compliant tender or whether to reject any non-compliant tenders without progressing such tenders through the evaluation phase;
- the Carbon Trust reserves the right not to accept the lowest priced tender or any tender whatsoever;
- the Carbon Trust reserves the right to accept more than one tender;

- unless a Bidder makes a formal statement to the contrary, the Carbon Trust reserves the right to accept any part of a Bidder's tender without accepting the remainder;
- formal notification that a tender has been successful will be communicated in writing by the Carbon Trust;
- the costs of tendering are the full responsibility of the Bidder; and
- the pricing set by Bidders shall be valid for a minimum of 90 days.

Bids may be submitted by individuals, companies, organisations or consortia.

Bidders should be aware that dates referred to in this Invitation to Tender may be subject to change where this is necessary in the interests of the Project (such changes will be notified in advance).

The Tender Certificate, Main Bid Document and any correspondence must be written in English. This Invitation to Tender, the Contract, its formation, interpretation and performance is subject to and in accordance with the law of England and Wales.

Conflicts of interest

Bidders should be free of any commercial interests, partnership arrangements or contracts underway or other matters which may present a conflict or potential conflict of interest in respect of the provision of these services. As set out in section 2.2, if a Bidder thinks that it may have any conflict or potential conflict of interest, the Bidder shall describe the details of this conflict and provide details of whether and how it would propose to manage such a conflict in a satisfactory and robust manner in Annex B of the Tender Certificate. The Carbon Trust reserves the right to require the provision of further information in relation to any conflict or potential conflict of interest.

Disclaimer

The information contained in this Description of Tender document and in any documents or information it refers to or incorporates (the "**Disclosed Information**") has been prepared to assist interested parties in deciding whether to make a bid. The Disclosed Information is not a recommendation by the Carbon Trust. It does not purport to be all inclusive or include all the information that a Bidder may require.

Neither the Carbon Trust nor any of its directors, employees, agents or advisers makes any representation or warranty (express or implied) as to the accuracy, reasonableness or completeness of the Disclosed Information. All such persons or entities expressly disclaim any and all liability (other than in respect of fraudulent misrepresentation) based on or relating to the Disclosed Information or any subsequent communication. The Bidder should conduct its own due diligence and seek its own professional, legal, financial and other advice as appropriate. The only information which will have any legal effect and/or upon which any person may rely will be such information (if any) as has been specifically and expressly represented and/or warranted in writing to the successful Bidder in any written contract that may be entered into with the Carbon Trust.

1. Introduction to the Offshore Wind Accelerator

- 1.1. The Offshore Wind Accelerator (“**OWA**”) is an industry-driven collaborative research, development and demonstration programme which was initially launched by the Carbon Trust in 2008 in collaboration with five offshore wind developers. The programme has since expanded during OWA Stages I, II, III and IV to include currently eight offshore wind developers from various countries within the European Economic Area (the “**OWA Partners**”). At the time of issue of this Invitation to Tender the OWA Partners are: SSE Renewables Developments (UK) Limited, Ørsted Wind Power A/S, RWE Renewables GmbH, ScottishPower Renewables (UK) Limited, Equinor ASA, Vattenfall Vindkraft A/S, EnBW Energie Baden-Württemberg AG and Shell Global Solutions International B.V..
- 1.2. OWA Stage IV aims to continue the cost reduction of offshore wind to make it cost competitive with other sources of energy generation, overcome market barriers, develop industry best practice, trigger the development of new industry standards and support the international expansion of offshore wind.
- 1.3. Research under the OWA currently falls into five research areas: Cables, Electricals, Foundations, Logistics and O&M, and Energy Yield & Performance. Research, development and demonstration projects are carried out in each of the five research areas to address technology challenges. This Invitation to Tender is related to the OWA research area Electrical Systems.
- 1.4. Each of the five research areas is managed by the Carbon Trust and governed by a Technical Working Group (“**TWG**”) consisting of technical experts appointed by the OWA Partners. The TWG Electrical Systems will supervise the Project, provide technical direction and guidance to the Contractor (where needed) and review the deliverables, findings and other outcomes.
- 1.5. Please note, the term “Contractor”, where used within this document, refers only to the successful Bidder or, in the event that the Contract is awarded to a consortium, the successful Bidders.

2. Background and objective of the BAT-STAT project

- 2.1. Battery energy storage technology has evolved over the past few years. Modular units that can store 3 MWh of energy are available from a number of established vendors. These units can be connected to design an energy storage system of the desired size for a particular application. As the transmission operators look to provide more flexibility for windfarms to participate in ancillary service auctions, battery energy storage is likely to become an attractive investment option for offshore wind farm developers. Thus, specific improvements to operate battery energy storage units in combination with a STATCOM can have both technical and economic benefit.
- 2.2. The main objectives of this work are to;
 - Investigate the merit of adding battery energy storage to wind farm STATCOMs while incorporating intelligent control to enable participation in ancillary service markets.
 - Detailed assessment of the current capability of existing STATCOM and battery energy storage systems in participating in the ancillary service market.
 - Determination of which ancillary services are best suited to be offered by a Smart Battery STATCOM and the economic benefit.

- Engage with a range of stakeholders particularly TSOs to ensure technology acceptance.
- Assess potential control concepts and how might services be combined to offer benefit to TSOs. The project relies on TSO acceptance so engagement is critical.
- Assess additional/secondary benefits including oversizing units and the possibility to utilise the Smart Battery STATCOM for substation back up supplies.
- Identification of any regulatory and technical barriers and development of a roadmap to ensure these are overcome to enable effective implementation of the Smart Battery STATCOM.

3. Tender documents for submission

3.1. In response to this Invitation to Tender, Bidders are required to submit

- i. A Main Bid Document (pdf) – no template provided;
- ii. The signed Tender Certificate (pdf) – template provided; and
- iii. The filled-in Bid Price Calculation Sheet (xls) – template provided.

3.2. The Main Bid Document should be no more than 20 pages excluding appendices and no more than 40 pages including appendices. Font should be clearly legible, and be at least font size 11. The Main Bid Document shall as a minimum include the following information:

- i. The Bidder's proposed detailed Approach to Work (see section 4 and criterion 1 for more details). Bidders shall provide Work Package descriptions in the format set out in Annex 2 to this document. The Approach to Work should:
 - include a Gantt chart which describes the timeline for the Project, showing when each Work Package will start and finish;
 - outline how the Bidder will deliver the Scope of Work and do so on budget and within the allocated time;
 - any Alternative Work (i.e. substitute activities to take place instead of certain activities outlined in the Scope of Work in section 4). If Alternative Work forms part of the Approach to Work, the Bidder is expected to highlight, explain and justify the intended deviation from the Scope of Work. Alternative Work will be considered as non-optional when the tender is evaluated; and
 - any Additional Work (i.e. activities to take place in addition to the activities outlined in the Scope of Work in section 4). If Additional Work forms part of the Approach to Work, the Bidder is expected to explain and justify why the Additional Work would be beneficial and to provide a separate quotation for these activities. It is at the

discretion of the Carbon Trust to consider Additional Work in the evaluation of the tender.

- ii. a pdf copy of the filled-in Bid Price Calculation Sheet;
 - iii. the offered Bid Price, including any cost assumptions deemed relevant by the Bidder – see section 6 and criterion 4 for more details;
 - iv. an explanation of experience and staff skills, and how these are relevant to the Approach to Work – see criteria 2 and 3 for more details; and
 - v. supplementary information to provide experience evidence and skills evidence (e.g. CVs) – see criteria 2 and 3 for more details. This information should be provided as appendices to the Main Bid Document.
- 3.3. The Tender Certificate must be signed by an authorised signatory. Bidders must fill in the provided template.
- 3.4. The filled-in Bid Price Calculation Sheet must be provided in Excel format in addition to the information provided in the Main Bid Document. See section 6 and criterion 4 for more details.
- 3.5. The failure by a bidder to submit either the Main Bid Document, the signed Tender Certificate or the filled-in Bid Price Calculation Sheet shall mean that such tender is a non-compliant tender.

4. Scope of Work

- 4.1. The Scope of Work is provided in this section 4.
- 4.2. The Scope of Work comprises 4 Work Packages. The Scope of Work sets out the initial ideas on the key activities that the Contractor is expected to deliver for the Project.
- 4.3. It is expected that the Contractor will report on interim deliverables (if applicable) to the Technical Working Group.
- 4.4. The Final Scope of Work will be agreed between the Carbon Trust and the Contractor when entering into the Contract. The Final Scope of Work may reflect any updates, changes or improvements to the Scope of Work as proposed by the Contractor in its Alternative Work or Additional Work and as agreed by the Carbon Trust.
- 4.5. Due to the breadth of skills and experience required for the Project bidders may decide to build a consortium to successfully meet the objectives of the Project. If a bid is submitted by a consortium it is expected that, in the case that the consortium is selected as the preferred Bidder, Carbon Trust will only enter into a Contract with the Project Coordinator, and that the Project Coordinator will subcontract the other members of the consortium.
- 4.6. The Carbon Trust appreciates that it will take a small team of mixed seniority approximately 6-8 months to complete the Project.
- 4.7. Bidders should use the Scope of Work as set out below to create the Approach to Work. Any Alternative Work or Additional Work shall be stated in the Approach to Work at the end of the relevant Work Package description.
- 4.8. It is expected that simplifying assumptions will be required to complete the work in the given timeframe. These assumptions should, to the extent possible at the time of tender submission, be clearly stated in the Approach to Work. It is expected that

during the execution of the BAT-STAT Project, any assumptions will be discussed with the TWG prior to the start of each Work Package.

- 4.9. The Scope of Work includes one Optional Work Package. These are Work Packages that the TWG will reserve the right to execute or dismiss in the course of the Project. The Bidder's Approach to Work should address this Optional Work Package and provide a quotation for the work, but they should be kept and highlighted as optional in the Bidder's Approach to Work.

Work Packages

The OWA have recently completed analysis of the ancillary service markets in major European offshore wind markets and evaluated the capability of WTGs, battery energy storage and STATCOMs in providing certain ancillary services; but have not assessed the capabilities of combining the technologies in detail. The work also conducted a preliminary cost benefit analysis of the technologies providing certain ancillary services. The appointed Contractor will be provided with the relevant sections of these reports and the cost benefit analysis excel model to inform the work on this project.

WORK PACKAGE	Description of work
<p>WP1 –Technology & Market Review with CBA Model</p>	<p>Evaluate existing STATCOM technologies and assess the technical and financial ease of adoption of multi-use (MW & MVar) capability through the addition of battery energy storage.</p> <p>The different approaches to STATCOM design need to be assessed and whether these different approaches are more or less suited to higher rated capacities and combination with battery energy storage.</p> <p>Existing battery energy storage technologies should also be reviewed, particularly considering footprint/MW, merits of different battery technologies and what future developments or cost reductions may be seen, (including any opportunities from “reduced life/second life” EV batteries).</p> <p>The speed of response is a key determining factor when considering the ability of specific battery types to provide certain ancillary services. Specific battery energy storage technologies may be best suited to a particular ancillary service but it may not be a financially viable option.</p> <p>Grid reliability requires both long-term and short-term reserves, the time scale requirements for individual ancillary services is extremely important when assessing what services, the Smart Battery STATCOM could provide.</p> <p>Furthermore, a review of control concepts to enable despatch for ancillary market participation is required.</p> <p>STATCOM and battery energy storage OEMs should be consulted through questionnaires and virtual interviews.</p> <p>The review should focus on the implementation of the identified functions that may be provided by the Smart Battery STATCOM, both control (Software/Hardware) and incremental cost of storage (£/MW) should be considered. Expectations are that there will be varying costs for different capabilities.</p>

	<p>Under this task a detailed analysis of functional features and technical details required to participate in the following below services shall be analysed. The cost of upgrading equipment ratings shall be evaluated to enable investors to make decisions.</p> <p>The following are some of the services that can be provided through a Smart Battery STATCOM. These features are to be investigated as a minimum;</p> <ul style="list-style-type: none"> • Synthetic inertia • Fault level contribution • Oscillation damping • Energy storage • Frequency regulation / Primary control • Scheduling and dispatch • Part of Black Start capability solution <p>The Contractor does not need to assess voltage control/reactive power support as they are a primary function the equipment. How the above capabilities may work together with voltage control is part of WP3.</p> <p>An important aspect to focus on is the combination of a battery and a STATCOM from different OEMs, there have been reported cases of battery fires in applications of a STATCOM & battery.</p> <p>The Smart Battery STATCOM technology should also be compared and contrasted against other technologies that can provide similar ancillary services such as a LV converter. The Contractor should clearly map the Smart Battery STATCOM capabilities and compatibilities with existing STATCOM use.</p> <p>Upon insights gained in this work package, the Contractor will build upon the preliminary cost benefit analysis (provided by the OWA) and evaluate the factors that may influence MW/MVAR despatch (e.g. generation mix, seasonal/daily trends, location etc.) and how might such factors present opportunities or limitations for the BAT-STAT concept.</p> <p>Specific battery energy storage technologies may be best suited to a particular ancillary service but this may not be financially viable option, this is an important consideration.</p> <p>It's expected that the Contractor will propose 3 base case windfarms for this cost benefit analysis, to be agreed with the TWG-E.</p>
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➤ **D01: WP1 Report;**

- Evaluation of existing STATCOM and battery energy storage technologies, current and potential future capabilities with regard to providing ancillary services.
- Review of control concepts to enable despatch for ancillary market participation is required.
- Stakeholder engagement responses

➤ **D02: WP1 CBA Excel Model;**

- Further develop existing CBA excel model and analyse 3 base case OWFs for providing ancillary services from a Smart Batter STATCOM.

➤ **D03: Presentation to the TWG-E.**

WP2 – Route to Market Assessment & Stakeholder Workshop

The Contractor must conduct a detailed route to market evaluation. For Smart Battery STATCOM implementation, significant modifications to the Grid Code would be required (conflict of MW – MVar despatch). The Contractor should engage with stakeholders to determine how the modes may be dispatched and what rules or grid interface signals may be used for assessment.

OFTO ownership/energy trading and metering considerations need to be assessed by the Contractor. Ongoing work in different European jurisdictions to change current regulation and ownership of offshore assets need to be assessed.

Considerable stakeholder engagement is required and this should include a virtual workshop. The Contractor will develop and promote a workshop with industry representatives covering the entire value chain (e.g. TSOs, STATCOM & battery OEMs, regulators, academia etc.). The Contractor will organise the workshop presentations and round table sessions.

The Contractor will not be required to provide a virtual platform for the workshop, but they will be expected to;

- Prepare workshop slides highlighting project progress to date
- Advise on the appropriate attendees, identifying contacts where necessary, ensure the right people are aware of the workshop and can attend;
- Draft a workshop agenda and agree it with TWG-E;
- Facilitate the workshop sessions; and
- Take full, detailed minutes of all sessions.

The Contractor will be required to update the WP1 and WP2 reports following any further insights gained in the workshop.

<ul style="list-style-type: none"> ➤ D04: WP2a Report containing; <ul style="list-style-type: none"> ○ Detailed route to market assessment ○ Assess required grid code modifications, ownership of assets and energy trading and metering considerations ○ Determine options for ways in which the modes may be dispatched and what rules or grid interface signals may be used for assessment ➤ D05: Brief WP2b report summarising the outcomes of the workshop. ➤ D06: Updated WP1 and WP2a report (if new insights are gained). ➤ D07: Presentation to the TWG-E. 	
<p>Decision point - The TWG-E will decide whether or not to proceed with the remainder of the project at this point. In addition to this, WP4 is also optional.</p>	
<p>WP3- Control and Additional Capability Assessment</p>	<p>Based on the outcome of previous work packages, a number of high-level control concepts shall be proposed with a view to further engagement with stakeholders, particularly TSOs. Such concepts shall consider the dispatchability of MW versus MVar and how might the concepts be combined to offer benefit to a TSO, versus prioritising MW despatch, through either instruction or autonomous change of modes. The concept should also consider the stability of such systems.</p> <p>An evaluation of additional/secondary benefits for the wind farm should also be completed including the possibility to utilise the Smart Battery STATCOM for substation back up supplies.</p> <p>The Contractor should also investigate any potential advanced control possibilities that may benefit the wind farm such as the integration of Active Filtering or any other potential possible control functions.</p>
<ul style="list-style-type: none"> ➤ D08: WP3 Report; <ul style="list-style-type: none"> ○ Propose control concepts with a view for further stakeholder engagement, the dispatchability of MW versus MVar needs to be considered and how might the concepts be combined to offer benefit to a TSO ○ Stability of such systems should be considered ○ An evaluation of additional/secondary benefits for the wind farm ➤ D09: Presentation to the TWG-E. 	
<p>WP4 – Detailed specification for further work</p> <p>(Optional)</p>	<p>Where regulatory or technical barriers remain, the Contractor will develop and present a road map for a given regulatory or technical barrier, showing the activities required to overcome these and the timeframe to ultimately enable a Smart Battery STATCOM to become a commercial offering.</p> <p>A demonstration project may be critical to addressing concerns around commercial viability and if appropriate, the Contractor</p>

	<p>should provide a specification detailing the requirements to enable a Smart Battery STATCOM demonstration project.</p> <p>From the insight gained in the previous work packages (especially from the engagement with manufacturers), the Contractor should detail the steps required for the realisation of a demonstration project, especially with regard to technology maturity and the appetite of manufacturers and other parties to be involved.</p> <p>Any potential upcoming demonstration sites should also be identified and potential OWA participation should be evaluated through discussion with relevant external stakeholders.</p>
<p>➤ D10: WP4 Report;</p> <ul style="list-style-type: none"> ○ Develop a road map to overcome remaining challenges to enable the implementation of a Smart Battery STATCOM. ○ Specifying the expected requirements and potential collaboration options for a Smart Battery STATCOM demonstration project. <p>➤ D11: Presentation to the OWA TWG-E.</p>	
<p>WPA - Project Management</p>	<p>The Bidder should stipulate how it will manage the Project efficiently and effectively.</p> <p>In particular, the following activities should be included (and hence budgeted for)</p> <ul style="list-style-type: none"> • project management time (including sufficient time for review processes); • regular update calls with the Carbon Trust Project Manager and/or Technical Working Group as required; • the preparation of monthly flash reports (Carbon Trust template) containing key financial data and information of the delivery status of the Project; and • towards the end of the Project <ul style="list-style-type: none"> ○ the production of a 3-10 pages Executive Summary Report for the entire Project (for dissemination within the OWA); ○ the preparation of a Project Closeout Form (Carbon Trust template) which includes a short summary of areas for future research and a documentation of all Project deliverables; ○ the preparation of a final presentation to the TWG; ○ time dedicated to presenting the main results, findings and outcomes of the Project in the form of a 1-hour webinar to OWA Partners; and ○ the provision of inputs for the OWA Cost Model by completing the OWA Cost Model Input Sheet (Carbon Trust template). <p>Bidders should be aware that the Carbon Trust and TWG usually require 2-3 weeks to review and provide feedback on each Deliverable, with at least one round of review comments to be accommodated. This should be considered when calculating Your Bid Price.</p>

- **D12: Monthly flash reports**
- **D13: Executive Summary Report**
- **D14: Final Presentation**
- **D15: Delivery of webinar**
- **D16: Project Closeout Form**
- **D17: Input sheet for OWA Cost Model.**

Expenses

The Bidder should detail the amount of expenses it expects to incur throughout the Project. Expenses will be paid as incurred up to the amount specified and any unused balance will not be paid.

5. Intellectual Property and Knowledge

Full details of the intellectual property requirements and conditions can be found in the attached OWA Stage IV Contractors' Conditions.

6. Bid Pricing

- 6.1. To provide Bidders with greater clarity on the nature, level and type of work involved in the various Work Packages, the Total Budget for the delivery of this Project is expected to range between [£80k and £100k].
- 6.2. The Bid Price submitted with the tender must be derived from the cost breakdown in the Bid Price Calculation Sheet, and must include all expenses. The Bid Price is the price for the activities that will address the Scope of Work (and any Alternative Work proposed by the Bidder). The Bid Price Calculation Sheet and the Bid Price shall not include the price of any Additional Work suggested by the Bidder. Instead, the price for such Additional Work Packages shall be stated separately to the Bid Price in the Main Bid Document.
- 6.3. If the Bid Price exceeds the expected range of the Total Budget as stated under section 6.1, to avoid receiving a lower score for criterion 4, in the Main Bid Document the Bidder should provide a clear and justified reason why the Bid Price exceeds the expected budget.
- 6.4. All costs and rates quoted in the Main Bid Document and Bid Price Calculation Sheet must be in GBP (£) and all staff rates quoted in the tender must represent the **Day Rate** for employment of staff members.
- 6.5. Any expenses must be separately included under Expenses.

7. Tender Evaluation Criteria

Bidders should take the following evaluation criteria into account when preparing and submitting their tenders.

Criterion 1: Approach to Work (Weighting: 30%)

<i>Description</i>	<i>Information required from Bidders</i>
Proposed Approach	<p>In the Main Bid Document, Bidders are required to provide a clear and detailed description on how they plan to deliver the work for this Project.</p> <p>The description should include an initial overview on the approach followed by a description on how each Work Package and task will be delivered.</p> <p>Also, Bidders need to justify how their proposed approach meets the objectives of the Project.</p>
Additional Work	<p>If there is any Additional Work proposed by the Bidder, these aspects will be evaluated separately. The suggestion of Additional Work by the Bidder will not have a negative impact on the evaluation of the tender.</p>
Project management	<p>Bidders are required to describe how they will manage the Project utilising appropriate resources and describe how they will work with the various stakeholders, such as the relevant OWA TWG, to get information and manage potentially conflicting relationships.</p>

Criterion 2: Experience (Weighting: 30%)

<i>Description</i>	<i>Information required from Bidders</i>
Experience in Electrical Systems for OW [10%]	<p>In the Main Bid Document, Bidders should elaborate on experience of the criteria described and explain how these past experiences are relevant for this tender.</p>
Experience in battery energy storage and STATCOM technology [10%]	<p>In addition, Bidders should provide at least two examples (with reference to specific roles, responsibilities and activities the Bidder undertook) of previous work which illustrates the Bidder's skills, capabilities, and experience in all of these areas (Bidders may wish to make reference to submitted examples of previous work for other clients).</p>
Knowledge of grid codes and existing regulatory regime [10%]	<p>Bidders are advised that experience is considered a key important criterion and partnerships with other companies to support certain areas of experience are welcomed. All experience / case studies should be attached as an appendix to the Main Bid Document.</p>

Criterion 3: Staff Skills (Weighting: 20%)

<i>Description</i>	<i>Information required from Bidders</i>
CVs/Resumes	Bidders are required to provide detailed CVs/Resumes for any key personnel who will be involved with this Contract together with proposed Project structure, intended position of the key personnel in the Project, and main responsibilities. CVs should include professional memberships of proposed staff working on this Project.
Applicable skills	Bidders should elaborate on the most relevant skills of the key personnel that will be involved in the Project.
Prior experience form involved staff	Please include examples of similar work performed by the proposed staff members, explaining how is relevant to the Approach to Work.
Expert engagement	A close working relationship with key stakeholders such as TSOs, STATCOM & battery OEMs, regulators, academia as well as the OWA Technical Working Group are seen relevant to the success of this Project. Please supply ideas of how these groups can be engaged and leveraged.

Criterion 4: Bid Price (Weighting: 20%)

<i>Description</i>	<i>Information required from Bidders</i>
Day rates and man hours (man-h) for all staff grades	In the Bid Price Calculation Sheet, Bidders are required to provide day rates for all staff grades and to input the man-h involved in each Work Package.
Price for the delivery of the Project	<p>In the Bid Price Calculation Sheet, Bidders are required to provide a cost breakdown by Work Package, including man hours and day rates of personnel completing the work as specified in section 5.</p> <p>Bidders are required to specify expected expenses separate from the estimated budget for each Work Package.</p> <p>The Bid Price will be assessed on the price for the Approach to Work (which includes the price of the Work Packages in the Scope of Work and any Alternative Work proposed by the Bidder).</p> <p>If there is any Additional Work proposed by the Bidder, this will be evaluated separately. The suggestion of Additional Work by the Bidder will not have a negative impact on the evaluation of the tender.</p> <p>Carbon Trust will reimburse reasonable expenses at cost and receipts may be requested. Pre-approval will be required for travel costs over £150 per return journey and combined hotels & subsistence cost exceeding £200 per day.</p> <p>Bidders will be required to confirm or comment on their ability to carry out the activities detailed in the Scope of Work within the initial term of the Contract and provide an outline plan of work.</p>

8. Glossary

Approach to Work	Has the meaning set out in section 3.1.
Additional Work	Any activities that are proposed by the Bidder in addition to those in the Scope of Work. It is at the discretion of the Carbon Trust to consider Additional Work in the evaluation of the tender. The suggestion of Additional Work by the Bidder will not have a negative impact on the evaluation of the tender.
Alternative Work	Deviations from the Scope of Work that are proposed by the Bidder, which replace work or tasks in the Scope of Work. Alternative Work will be treated as non-optional in the evaluation of the tender.
Award Letter	A letter, issued by Carbon Trust, informing the Contractor about the award of the Contract. The Award Letter is issued together with the Final Scope of Work and the OWA Stage IV Contractors' Conditions.
Bidder	An individual, a company, an organisation or a consortium submitting a bid for the Project.
Bid Price	The total price for the Bidder to complete the Project in line with the Approach to Work. The Bid Price shall include the price for all Work Packages described in the Scope of Work and any Alternative work proposed by the Bidder. The Bid Price shall not include the price of any Additional Work suggested by the Bidder.
Bid Price Calculation Sheet	An Excel template provided by the Carbon Trust that is to be provided by the Bidder in addition to the Main Bid Document.
Carbon Trust Project Manager	The Carbon Trust employee who serves as first point of contact in relation to this ITT and the Project.
Clarification Document	A document containing all received clarification questions and Carbon Trust's responses to these questions.
Contract	A document consisting of the Award Letter, the Final Scope of Work, the OWA Stage IV Contractors' Conditions, and any clarifications agreed in writing.
Contractor	The Bidder (or in the case of a consortium, Bidders) selected for the delivery of the Project.
Description of Tender	This document.
Due Diligence Questionnaire	A questionnaire that is to be completed by shortlisted Bidders should Carbon Trust's bidders vetting process give reason to conduct a due diligence. In case of a consortium, the Due Diligence Questionnaire is to be filled-in by the designated Project Coordinator.

Executive Summary Report	A 3-10 pages report containing a high-level description of the Work Programme and a summary of the relevant results, findings and conclusions of the Project.
Final Scope of Work	The agreed Work Programme for the Project, based on the Scope of Work and the Approach to Work, which is mutually agreed between the Carbon Trust and the Contractor.
Flash Report	A template provided by the Carbon Trust at Project start.
Invitation to Tender (ITT)	The following group of documents: Description of Tender (this document); OWA Stage IV Contractors' Conditions; Tender Certificate template; Bid Price Calculation Sheet template; and Clarification Document (if applicable ¹).
Main Bid Document	Has the meaning given in section 3.1. No template is provided.
Project	The Smart Battery STATCOM or BAT-STAT project.
Project Closeout Form	A template provided by the Carbon Trust towards the end of the Project.
OWA	Offshore Wind Accelerator
OWA Partners	A group of leading offshore wind farm developers supporting the OWA.
OWA Cost Model	The Contractor is not expected to produce a cost model of its own, but rather provide an estimate, with appropriate explanation, for potential cost implications of the research undertaken within the frame of the delivered project. The Carbon Trust will provide a template to assist the Contractor in this process.
OWA Cost Model Input Sheet	A form (to be provided by Carbon Trust) which the Contractor should complete in WPA to provide input into the OWA Cost Model.
Scope of Work	The (preliminary) Work Programme for the Project as defined in section 4 of this document. At Contract award, the Scope of Work will be replaced by the Final Scope of Work.
Technical Working Group (TWG)	A group consisting of technical experts appointed by the OWA Partners. The TWG will supervise the Project.
Tender Certificate	A declaration that is to be provided by the Bidder (in case of a consortium: by the designated Project Coordinator) in addition to the Main Bid Document.

¹ A Clarification Document will not be published if no clarification questions are received in relation to this ITT.

Total Budget	The expected amount of money available that will be made available from the OWA programme to the Contractor for the delivery the Project.
Work Package	A group of related tasks to be delivered under the Project.
Work Programme	The entirety of all Work Packages.