



***We Exist to Ensure that the Price of the Electricity is Fair to the Consumers; to Tonga Powers; to the Government and to Guarantee Safety and Reliability of Supply***

The Tonga Energy Commission (TEC) would like to invite interested qualified individual, organization or firm to submit an expression of interest (EOI) along with the required documents including a proposed rate to carry out the above-mentioned tasks in a duration of 30 days. The interested party may submit the EOI based on the following:

1. EOI required documents are requested to be submitted according to the specific tasks as outlined in the Terms of Reference (Annex 1).
2. TEC reserves the right at the time of the award of contract to vary the quantity of services and goods specified in the RFP without any change in price or other terms and conditions.
3. TEC reserves the right to accept or reject any Proposal and to annul the solicitation process and reject all Proposals at any time prior to award of contract, without thereby incurring any liability to the affected Bidder(s) or any obligation to inform the affected bidder(s) of the grounds for the Purchasers action.
4. All prices quoted shall be in TOP and be inclusive of all costs related to the delivery of the services to TEC and any applicable taxes.
5. This RFP has been advertised locally and regionally, and quotations will be assessed based on both assessed abilities to achieve the outcomes, and cost.
6. Please email your quotation using the Technical Submission Form in Annex II and the Financial Submission Form in Annex III to [s.latu@tongaec.to](mailto:s.latu@tongaec.to) by 4pm, Tonga time 28 February 2025. Queries or questions may be emailed to [s.latu@tongaec.to](mailto:s.latu@tongaec.to)

## ANNEX I

### TERM OF REFERENCE (TOR) FOR RREVIEW OF TPL TARIFF PRICING AND OPERATIONAL COST STRUCTURE

Title	Technical Assistance -TA
Duty Station	Tongatapu, Tonga
Contract Type	Lump Sum Contract
Duration	30 days
Reporting to	TEC

#### **Background**

The Tonga Energy Commission (TEC) intends to tender for technical assistance to support its forthcoming Regulatory Reset in July 2025 as per the Electricity Concession Contract (ECC).

The TEC was established in July 2008 by the Electricity Act 2007 to regulate the electricity sector. Its role was recently expanded under the Energy Act 2021 to include the petroleum, gas and renewable energy sectors. The Commission has the responsibility to discharge the following functions under Section 25 of the Energy Act 2021:

- a. Ensuring the safety, affordability and security of supply of electricity, petroleum, gas, renewable energy and any other energy sources in the Kingdom;
- b. Negotiate and enter into a concession contract on behalf of the Government ;
- c. Monitor and enforce a concession contract on behalf of the Government;
- d. Monitor and enforce standards and regulations;
- e. Administer, issue, suspend or cancel individual contractor licenses;
- f. Regulate price and quality of energy sector goods and services;
- g. Administer and maintain energy assets;
- h. Establish and collect fees. Levies and charges;
- i. Develop and recommend energy assets;
- j. Conduct or initiate investigation into or in relation to any energy related disaster;
- k. Conduct or initiate capacity building training for energy sector stakeholders; and
- l. Do all the things necessary for the performance of its functions and for the exercise of its powers under this Act.

Tonga Power Limited (TPL) is a 100% state-owned enterprise providing reliable, safe and affordable electricity as its core service around Tonga and it operates under a strict regulatory framework through an Electricity Concession Contract (ECC) in which tariffs, operational efficiency benchmarks, consumer service standards and penalties are regulated by the TEC.

The Concession Contract (CC) comprises two parts. The Agreement, which is perpetual and is signed by the GOT, TEC and TPL, and the Concession Contract Regulatory Addendum (CCRA) which is signed by TEC and TPL. The CCRA has gone through two iterations, and the current period begun on the 1<sup>st</sup> January 2021, ends on the 30<sup>th</sup> of June 2025.

## **A) Introduction**

In the context of energy pricing and the Energy Commission preparing for the next "RESET" exercise, the Energy Commission is faced with the significant task of improving the energy pricing framework and ensuring industry stability.

Although the meaning and implementation of RESET is yet to be defined by the Energy Commission within the context of Tonga's regulatory environment, the key aspects associated with RESET initiatives include:

1. **Review and Adjustment:** RESET processes involve reviewing existing energy tariffs and regulations to adapt to new market conditions, technologies, and consumer needs.
2. **Stakeholder Engagement:** Engagement of stakeholders is key to gather insights and foster collaboration.
3. **Efficiency and Sustainability:** RESET initiatives aim to promote energy efficiency, reduce waste, and support the transition to sustainable energy sources.
4. **Market Stability:** By resetting tariffs and pricing mechanisms, these initiatives seek to enhance the stability of the energy market, ensuring fair pricing for consumers while providing adequate returns for energy providers.
5. **Policy/Legislative Alignment:** Ensuring that energy pricing aligns with broader government policies on energy security, environmental sustainability, and economic growth.

## **B) Proposed Framework for the ToR**

With the above introduction in mind, the following is a proposed framework for the ToR the Energy Commission may consider outsourcing the work (through open bidding) to a consultant to complete:

### **1. Background**

- a) **Context:** Explain the role of the Energy Commission, past developments, current energy landscape, including fuel distribution practices, market structure, and regulatory environment.
- b) **Purpose:** State the need for tariff review, highlighting economic factors, consumer protection, and industry sustainability. Summarize the importance of conducting the tariff review, emphasizing the intended outcomes for consumers, the market, and the regulatory framework.

## 2. Objectives

- a) **Primary Objective:** To assess and recommend appropriate tariff structures for fuel and non-fuel distribution, and renewable energy technologies to reduce reliance on fuel, to ensure fair pricing, affordability, energy sustainability, and market stability.
- b) **Specific Objectives**
  - 1) Analyse current tariff structures and their implications for consumers and distributors.
  - 2) Evaluate operational costs, efficiency, and competitiveness in the fuel distribution sector.
  - 3) Appraise the implementation of renewable energy technology and its continuing reduction of diesel energy costs.
  - 4) Investigate consumer behaviour and demand patterns.
  - 5) Assess current policy and legislation to ensure it empowers sustainable price structures; efficient energy distribution; and effective energy supply.

## 3. Scope of Work

- a) **Data Collection:** Gather quantitative and qualitative data on tariff pricing, operational costs, sales volumes, and market dynamics.
- b) **Stakeholder Engagement:** Conduct consultations with relevant stakeholders, including fuel distributors, consumers, government agencies, and industry experts.
- c) **Comparative Analysis:** Review tariff frameworks from similar developing countries to identify best practices and benchmarks. Review of the existing tariff design for thermal generation, transmission and renewable generation taking into account the current market scenario including the renewable energy generation. Review of the existing approach of return on investment taking into account domestic market. Review of the existing approach for allowing depreciation on electricity producing assets adequate compensation for the production and sell of electricity.
- d) **Assess.** Assess each component of the tariff parameters and whether their basis are still practical and are in accordance with Laws and Regulations in Tonga as well as best practices in the industry. Assess the existing and need for standards on electrical safety, and assess the process and policies regarding licensing of electricians.
- e) **Risk Assessment:** Identify risks associated with proposed tariff changes and their potential impact on the market and consumers.

## 4. Methodology

- a) **Approach:** Outline the methods to be used for data collection, analysis, and stakeholder engagement (e.g., surveys, interviews, workshops).
- b) **Analysis Techniques:** Specify analytical tools and frameworks to be employed (e.g., cost-benefit analysis, economic modelling).
- c) **Timeline:** Provide a timeline for each phase of the review process, including milestones and deadlines.

## 5. Deliverables

- a) **Interim Report:** Present preliminary findings, key issues, and initial recommendations.

- b) **Final Report:** Comprehensive report detailing analysis, stakeholder feedback, recommendations for tariff structures, and a proposed implementation plan.
- c) **Presentation:** Prepare a presentation for stakeholders, outlining findings and recommendations.

### C) **Duty Station**

The Consultant is expected to do most of the work locally and to face-to-face meetings and training.

### D) **Key Consideration**

In conducting this exercise, the TA will be guided primarily by key principles such as:

- affordability of electricity for all Tongan citizens by minimizing the overall cost of electricity generation,
- reliability of electricity generation and distribution in the CC,
- transparency of electricity costs and those passed on to and drivers in the CC
- public safety,
- ensure that is a formal procedure for engaging Independent Power Producer in the Concession Contract.

Furthermore, the TA will also take into account Government’s vision and strategies that relates to the energy sector, in particular:

- Government target of 70% renewable energy generation by 2025 and 100% by 2035.
- Organizational Outcome 1.3 of Tonga’s Strategic Development Framework: 2015-2025, Strengthened enabling environment for business, encouraging broad-based investment and more sustainable and inclusive employment and profits, while protecting the rights of the consumer and being sensitivity to the environment.
- Organizational Outcome 4.1 of Tonga’s Strategic Development Framework: 2015-2025. More reliable, safe, affordable and widely available energy services built on an appropriate energy mix moving towards increased use of renewable energy.

### E) **Remuneration**

The TA will be remunerated according to the key deliverables below after the contracting agency (TEC) is satisfied with each delivery and an invoice stating the task which has been delivered.

<b>Key Deliverables</b>	<b>Duration</b>	<b>Percentage of payment</b>
An inception report accepted by TEC and outlining the actual activities to be conducted under this TA plus the draft report structure	2 weeks	20%
A draft TA report with the results of the analysis and recommendations	3 weeks	40%
A final report accepted by TEC that incorporates comments from all key stakeholders	2 weeks	20%
A report accepted by TEC on the training activities conducted as part of this TA	1 week	20%

Note that regardless of the allocated timeframe, the above conditions must be met before any payment is made

### F) **Commencement**

Given the urgency of the work, the assignment must commence by March 2025 and must be completed no later than June 2025.

### **G) Contract Extension**

This contract is fixed to 30 days. Contract variation shall be agreed between the consultant and TEC.

### **H) Criteria**

The following criteria will be used to identify the most suitable and qualified amongst the candidates:

- Minimum of a Master degree in economics, financial management or a related subject
- At least 15 years in utility (electricity) regulations, power tariff reviews and analysis in the SIDS or other developing countries,
- Experience in programme formulation especially in project planning, budgeting, monitoring and evaluation,
- Wider (international) experience on IPP's and PPA's would be a plus,
- Excellent leadership, analytical and evaluation skills, sound judgment, coordination , communication and facilitation skills are essential,
- Demonstrate commitment to work and experience in working in a multicultural environment, high level inter and intra-personal and communication skills
- Excellent verbal and written skills in English.

### **I) Evaluation Criteria**

- The bidders shall quote the rate in the financial bid exclusive of taxes,
- Technical and financial components will carry weightage of 70% and 30% respectively, Minimum qualifying marks shall be 70% for technical component,
- The technical proposal shall be evaluated based on the following criteria.

<b>Technical Parameters</b>	<b>Weightage</b>
Qualification of the consultants	25%
Relevant Experience of the consultant/s	50%
The quality of the methodology proposed	25%

- Proposal with the lowest cost will be given score of 100 for financial component while other proposals will be given scores that are inversely proportional to prices quoted by them.

### **J) Appendix A: Key Stakeholders**

TEC  
Department of Energy  
TPL Existing Independent Power Producers (IPPs)  
PCREEE  
Private Entrepreneurs  
Ministry of Finance and Treasury  
Prime Minister's Office  
District and Town Officers, and Donor Partners  
Palace Office

## ANNEX II

### **Technical Proposal Submission Form** **Term of Reference (ToR) for Review of TPL Tariff Pricing and Operational Cost Structure**

#### **PART A - Background**

<b>CRITERIA</b>	<b>RESPONSE BY BIDDER</b>
Name:	
Physical Address:	
Postal Address:	
Telephone Contact:	
Email:	
Two contacts of referees/references. Attach additional details as applicable.	

#### **PART B - Qualification**

<b>CRITERIA</b>	<b>RESPONSE BY BIDDER</b>
Minimum of a Master degree in economics, financial management or a related subject.	

#### **PART C – Knowledge/Experience**

<b>CRITERIA</b>	<b>RESPONSE BY BIDDER</b>
At least 15 years in utility (electricity) regulations, power tariff reviews and analysis in the SIDS or other developing countries	
Experience in programme formulation especially in project planning, budgeting, monitoring and evaluation	
Wider (international) experience on IPP's and PPA's would be a plus.	
Excellent leadership, analytical and evaluation skills, sound judgment, coordination, communication and facilitation skills are essential	
Demonstrate commitment to work and experience in working in a multicultural environment, high level inter and intra-personal communication skills.	
Excellent verbal and written skills in English	

#### **PART D - Approach**

<b>CRITERIA</b>	<b>RESPONSE BY BIDDER</b>
Technical Approach and Methodology: Outline the methods to be used for data collection, analysis, and stakeholder engagement (e.g., surveys, interviews, workshops).	
Analysis Techniques: Specify analytical tools and frameworks to be employed (e.g., cost benefit analysis, economic modelling).	
Timeline: Provide a timeline for each phase of the review process, including milestones and deadlines.	

**ANNEX III**

**Financial Proposal Submission Form  
Term of Reference (ToR) for Review of TPL Tariff  
Pricing and Operational Cost Structure**

**PART A: Declaration**

1. The undersigned contractor proposes and agrees if this proposal is accepted, to enter into an agreement with the Owner, to commence and to complete all the work specified or indicated in the contract documents.

In submitting this proposal, contractor represents that; he/she has examined all the RFQ documents to provide Technical Assistance to strengthen the capacity of the TEC in promoting private sector investment in Tonga’s power sector.

2. Contractor agrees to complete the services for the following price:

Particulars	Amount (TOP)
Fees (daily rate)	
Costs related to travel	
Any other costs (provide description)	
Total financial offer (inclusive of all taxes)	

Authorized Signature [in full and initials]: -----

Name and Title of Signatory: -----

Name of Firm: -----

Address: -----

Date: -----