



**Indonesia-Aotearoa New Zealand
Geothermal Energy Programme**

Request for Registration of Interest

**Indonesia-Aotearoa New Zealand Geothermal Energy Programme /
Kegiatan Program Kerjasama Panas Bumi Indonesia-Aotearoa (PINZ)**

**Panel for the supply of Geothermal Expertise for New Zealand
Ministry of Foreign Affairs & Trade PINZ Programme**

Structure of Invitation

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Part A – ROI Process Guidelines & Key Details

Introduction

The Indonesia-Aotearoa New Zealand Geothermal Energy Programme (Kegiatan Program Kerjasama Panas Bumi Indonesia-Aotearoa), known as PINZ, will consolidate and deliver all of the Ministry of Foreign Affairs and Trade's International Development Cooperation (MFAT IDC) support for Indonesia's geothermal sector over the next five years. PINZ aims to address barriers slowing geothermal development, enhance human capacity and skills, and promote inclusive, sustainable growth. This will help Indonesia maximise its geothermal potential, drive economic development, and support the country's net zero emission target in energy sector 2060.

MFAT has engaged Tetra Tech International Development (Tetra Tech) to establish a Programme Implementation Unit (PIU) responsible for managing, overseeing, and delivering PINZ. The PIU now seeks to establish a panel of suitably qualified geothermal suppliers (the Panel) to provide the necessary technical expertise and support.

Background

Aotearoa New Zealand (Ao-NZ) has supported Indonesia's geothermal development through technical assistance and training since the 1970s, fostering strong cooperation and lasting relationships between the two geothermal communities. This ongoing collaboration has strengthened bilateral ties, raised the profile of Ao-NZ's geothermal expertise, and contributed to Indonesia's clean energy transition.

Recognising the need for a coordinated approach, MFAT IDC has now consolidated its geothermal partnerships in Indonesia under PINZ, a single, unified initiative designed to deliver all of MFAT's support to the sector. PINZ builds on decades of Ao-NZ's geothermal expertise and successful collaboration, creating a strong platform for future engagement, capacity-building, and sustainable geothermal development.

Principal

Tetra Tech International Development Pty Ltd (ABN 63 007 889 081), an Australian company with its Head Office located at 422 King William Street, Adelaide, Australia, (**Tetra Tech**) as the PIU.

The Panel

The Panel will support the delivery of PINZ by providing specialist geothermal technical services. As a partner-led and responsive programme, PINZ will engage Panel suppliers based on the evolving support needs of Indonesian geothermal energy (GE) partners and stakeholders. Since these needs will develop over time, the exact nature, scope, and value of required services will be determined progressively throughout PINZ's implementation, shaping the opportunities available to Panel members. However, PINZ anticipates a budget of up to NZD 3 million being available from the issuance of this ROI and 30 June 2027.

Procurements / draw downs from the Panel may include direct sourcing, requests for quotes, and requests for proposals. For these reasons the PIU seeks to establish a Panel with a wide range of GE skills and expertise. Further to this, the PINZ programme supports collaboration over competition. When opportunities arise, Panel members will be encouraged to submit collaborative bids, including consortiums or subcontracting arrangements between Panel members. Proposals and bids that involve multiple organisations, bring together complementary skills, capabilities, and innovations will be viewed favourably.

The Panel will be the PIU's default and preferred source for acquiring goods and services required to deliver the PINZ Programme. However, if the Panel does not meet PINZ procurement requirements, the PIU may consider a procurement process outside the Panel.

What We Need – PINZ Components

The PIU is looking for suppliers who have in-depth expertise and experience from the Ao-NZ GE sector with skills or expertise in relation to one or more of the following PINZ component activities or required skills:

PINZ Components		
Component	Area of support	Activities/ Required Skills
Component 1: Policy, regulation and planning support	Technical aspect of policy, regulation and planning	(e.g., direct use policies, permitting and safety standards; government drilling policies and derisking; other geothermal policies and planning research and/or case studies, etc.)
	Economic aspects (e.g. cost benefits) of regulations, tariffs, and incentives	(e.g., cost and benefit analysis, economic modelling, impact assessment, etc.)
Component 2: Technical Assistance	Exploration and project preparation	(e.g., workshop, tender evaluation support, 3G survey support/assistance, etc.)
	Technical, environmental, social and commercial feasibility	(e.g., feasibility study, techno-economic feasibility study, environmental impact assessment (EIA), environmental and social impact assessment (ESIA), etc.)
	Data analysis, interpretation, and peer review	(e.g., technical peer review, 3G survey data analysis/assessment, etc.)
Component 3: Education and professional development	Best practice and New Zealand experience/case study	(e.g., social issues best practices and case studies, health and safety NZ and international standards, technical standards and codes)
	Technical and trades training and capacity building	(e.g., vocational skills, slim-well, direct use applications, drilling, new technology/innovation and case studies, etc.)
	Non-technical training and capacity building	(e.g., project management, derisking geothermal projects, etc.)

Important Dates

Activity	Date
Invitation Issue Date	Monday 10 March 2025
Last Queries Date (New Zealand Time)	Monday 17 March 2025 at 8.00pm (NZDT)
Closing Date and Time (New Zealand Time)	Sunday 30 March 2025 at 8.00pm (NZDT)

Responses and Submission

Item	Detail
Location for lodgement	pinz@tetrattech.com
Information to be marked on response	Email subject: RFEOI - <Company Name>
Submission format	Electronic submission Word or .pdf accepted

Contact Person

Name	Petrus Widyantoro
Position	Operations and Partnership Manager
Email	pinz@tetrattech.com

Briefing Session / Site Visit

There will be no site visit or industry briefing.

Information regarding PINZ can be accessed here: <https://events.tetrattech.com/pinz-indonesia-geothermal>

Panel Criteria

Applicants are asked to address and respond to the criteria set out in the Panel Criteria Table below. Each application will be assessed and scored as indicated (out of 100 points). Applicants must score a minimum of 60 points to be considered for Panel membership.

Panel Criteria Table

Panel Criteria	POINTS
<p>Cultural alignment and affinity to Ao-NZ</p> <p>In 1,000 words or less, demonstrate your ability (of your organisation, plus any proposed sub-contractors) to effectively represent Ao-NZ through PINZ, including (but not limited to):</p> <ul style="list-style-type: none"> (a) Your knowledge and experience of Ao-NZ own domestic geothermal journey, if any, that could include personal links and experience in Aotearoa-New Zealand. (b) Your understanding of what is unique about Aotearoa-New Zealand and how we partner / manager international relationships, including in Indonesia. (c) Your ability to identify and highlight opportunities to strengthen links between Aotearoa-New Zealand and our Indonesian partners. (d) any relevant Ao-NZ GE organisations you have existing relationships with or have worked with in the past. 	10
<p>In-depth expertise and experience from the Ao-NZ GE sector relevant to implementation of the PINZ Components. This may include any individuals and companies who have strong links to and experience in the Ao-NZ GE sector</p> <p>Describe your expertise and experience from the Ao-NZ GE sector relevant to implementation of the PINZ Components you are interested in doing work for. Include information about:</p> <ul style="list-style-type: none"> (a) any relevant Ao-NZ GE organisations you have existing relationships with or have worked with in the past. 	20

Panel Criteria	POINTS
<p>(b) any Ao-NZ GE organisations you are familiar with and may be interested to work with to deliver the Services.</p>	
<p>Experience, expertise and capability In 2,000 words or less, demonstrate your knowledge, experience and capability to deliver areas of support within one or more of the PINZ Components, including:</p> <ul style="list-style-type: none"> (a) Provide at least two examples of current or recent experience. (b) Nominate the people who will provide the Services, including providing CVs (two pages maximum - not included in the word count/page limit) for all personnel. (c) Provide examples of current or recent experience that demonstrates your ability to effectively manage stakeholder relationships. <p>Please note: the following would be an advantageous but is not required:</p> <ul style="list-style-type: none"> Development experience / familiarity with International Development Cooperation (IDC). Experience relevant to Indonesia’s GE or energy sector. Current or recent experience that demonstrates understanding and application of Gender Equity and Social Inclusion principles and approaches to mainstreaming.¹ 	40
<p>Pricing Respondents must provide a breakdown of indicative costs for the expertise they provide to PINZ and the PINZ Components they expect to bid for, including:</p> <ul style="list-style-type: none"> (a) fees (including any fixed fees and a rate card per job level) for staff and personnel, including subcontracted staff; and (b) rates for all anticipated chargeable time inputs for all levels of expertise/specialisation, inclusive of all overhead costs and taxes other than NZ GST. 	30

¹ For more information see here: <https://www.mfat.govt.nz/assets/Peace-Rights-and-Security/International-security/Gender-Action-Plan-2021-2025.pdf> (and when finalised/approved we can include the PINZ specific GSI Action Plan).

Invitation

Tetra Tech Requirements

Tetra Tech invites You to submit a Registration of Interest (“ROI”) for admission to the PINZ Panel.

Tetra Tech is seeking a more detailed understanding of the supplier market and range of solutions that may be available. This ROI process may be the first stage of a multi-stage procurement process (see clause 7.5 of this Invitation).

Accuracy of Invitation

Tetra Tech makes no promise or representation that any factual information supplied in or in connection with this ROI Process or Invitation is accurate.

Information is provided in good faith, and Tetra Tech will not be liable for any omission from this Invitation.

Your Use of Invitation

Without the express prior written consent of Tetra Tech, You must not re-produce, re-advertise and/or in any way use the contents of this Invitation either in whole or in part, other than for the purpose of preparing and lodging a Response.

ROI Process does not create a contract

Your participation in this ROI Process, (including the preparation and lodgment of Your Response), is at Your sole risk.

Nothing in this Invitation, the ROI Process, or Your Response must be construed as creating any binding contract or other legal relationship (express or implied) between You Tetra Tech.

Structure of Invitation

This Invitation consists of three parts:

Part A ROI Process Guidelines

Part A contains general information about the ROI Process and how You can make a Response.

Part B Response

Part B sets out the format and information that You are required to provide in Your Response.

You must complete the Part B Response Schedule.

Communication

Contact Person

You may only communicate with the Contact Person about this Invitation.

Requests for Clarification

Up to and including the Last Queries Date, You may submit a query or request for further information in writing to the Contact Person.

Tetra Tech does not guarantee that it will respond to any query, particularly queries received after the Last Queries Date.

Tetra Tech reserves the right in its’ discretion to inform all other Suppliers of any question or matter You raise and the response given (but may choose not to do so).

Tetra Tech is not obliged to consider any clarification from You that it considers to be unsolicited or otherwise impermissible.

Briefing and Site Visits

If so specified in the PART A, Tetra Tech will hold a briefing session/site visit related to Tetra Tech's Requirements.

Your attendance is required where the briefing session/site visit is specified as mandatory in PART A.

If You fail to attend a mandatory briefing session/site visit, Tetra Tech may exclude You from further consideration.

Your Response

Format of Response

Your Response must be completed using the Part B Response Schedule, (unless You are otherwise directed).

Your Response must:

- a) be in English
- b) be concise and only provide what is sufficient to present a complete and effective response.

Tetra Tech may disregard any content in a Response that is illegible.

Cost of Preparing Your Response

You are responsible for the cost of preparing and submitting Your Response and all other costs arising from Your participation in this ROI Process.

Lodging a Response

The Closing Date and Time for lodging Your Response is specified in PART A. Tetra Tech may, at its absolute discretion, extend the Closing Date and Time.

Lodgment

All responses must be submitted electronically in line with details specified in PART A.

Tetra Tech will not accept hard copy lodgment of Responses.

Late Responses

If a Response is lodged after the Closing Date and Time, it may be ineligible for consideration unless:

- a) Tetra Tech determines in its sole discretion that Tetra Tech has caused or contributed to the failure to lodge by the Closing Date and Time; or
- b) Tetra Tech decides that exceptional circumstances exist which warrant consideration of the late Response and that acceptance of the late Response does not compromise the integrity of the ROI Process.

Tetra Tech's Use of Your Response Materials

Upon lodgment, all of Your Response Materials will become the property of Tetra Tech.

Intellectual Property owned by You or any third parties forming part of the Response Materials will not pass to Tetra Tech with the physical property comprising the Response Materials. However, You acknowledge and agree that You have the authority to grant to Tetra Tech an irrevocable, royalty free license to use, reproduce and circulate any copyright material contained in the Response to the extent necessary to conduct the Evaluation and where applicable, in the preparation of any resultant contract.

Sub-contracting

If Your Response relies on a sub-contracting arrangement, then You must stipulate in Your Response the tasks that the proposed sub-contractor(s) would undertake. You remain legally responsible for meeting Tetra Tech's Requirements.

ROI Process Conduct

Your Conduct

You must:

- a) ensure all communications are undertaken via the Contact Person
- b) declare any actual or potential conflict of interest
- c) not offer any incentive to, or otherwise attempt to influence, any employee of Tetra Tech or any member of an evaluation team at any time
- d) not engage in any collusive or anti-competitive conduct with any Supplier
- e) comply with all laws in force in South Australia and In Country applicable to this ROI Process
- f) disclose whether You are acting as agent, nominee or jointly with another person(s) and disclose the identity of the other person(s)
- g) not issue any news releases or responses to media enquiries and questions regarding this ROI Process or this Invitation without Tetra Tech's written approval.

If You act contrary to the expectations outlined above, Tetra Tech reserves the right (regardless of any subsequent dealings) to exclude Your Response from further consideration.

Tetra Tech International Development Conduct

Tetra Tech will:

- a) preserve the confidentiality of any information marked as confidential (subject to conditions concerning confidentiality)
- b) give Suppliers the opportunity to compete fairly.

Confidentiality

You must identify any aspect of Your Response that You consider should be kept confidential including reasons. Tetra Tech is not obliged to treat information as confidential and in the absence of any agreement to do so, You acknowledge that Tetra Tech has the right to publicly disclose the information.

Any condition in Your Response that seeks to prohibit or restrict Tetra Tech's right to disclose will not be accepted.

Notwithstanding any undertaking regarding confidentiality, by submitting a Response, You agree that Tetra Tech may forward information relating to You or Your Offer to MFAT or any other relevant New Zealand Government Agency.

It is Tetra Tech policy not to divulge to a Tenderer information that has been provided in-confidence by another.

Tenderers should note that the *Official Information Act 1982* (The Act) gives members of the public rights of access to official documents of the New Zealand Government and its Agencies. The Act extends, as far as possible, rights to access information in the possession of the New Zealand Government and its Agencies, limited only by considerations for the protection of essential public interest and of the private and business affairs of persons in respect of whom information is collected and held by departments and public authorities.

Information supplied by or on behalf of Tetra Tech is confidential to Tetra Tech and You are obliged to maintain its confidentiality. You may disclose confidential information to any person that has a need to know the information for the purposes of submitting Your Response.

Evaluation Process

Evaluation

In evaluating Responses Tetra Tech will consider:

- a) Your response to the Evaluation Criteria;
- b) references from referees;
- c) any presentations, interviews or site visits; and
- d) any other information that Tetra Tech considers relevant.

Tetra Tech may seek the advice of external consultants to assist Tetra Tech in evaluating the Responses.

Tetra Tech may in its absolute discretion:

- a) take into account any relevant consideration when evaluating Responses;
- b) invite any person or entity to lodge a Response;
- c) allow a Supplier to change its Response;
- d) consider, decline to consider, or accept (at Tetra Tech's sole discretion) a Response lodged other than in accordance with this Invitation;
- e) seek further information from You regarding Your Response including but not limited to requests for additional information or presentations by, or interviews with You or Your key personnel;
- f) seek and evaluate relevant financial viability data concerning any Suppliers' business and related entities including seeking any assistance from third party providers;
- g) make enquiries of any person or entity to obtain information about any Supplier and its Response (including but not limited to any referees); and
- h) visit facilities operated by any Supplier, proposed subcontractors of any Supplier and/or by their customers in order to assess their capabilities and performance (at a mutually convenient time).

Tetra Tech will also provide a final evaluation report of Panel applicants to MFAT. MFAT will be required to approve applicant additions to the Panel.

Discontinue Process

Tetra Tech may decide not to proceed any further with the ROI Process or any other procurement process for the Panel or any other PINZ procurement requirements.

Shortlisting

Tetra Tech may choose to short-list some Suppliers and continue evaluating Responses from those short-listed Suppliers or conduct a secondary procurement process by invitation to shortlisted Suppliers. Tetra Tech is not at any time required to notify You, any Supplier or any other person or organisation interested in making a Response of its intentions or decision to short-list.

Negotiation

Tetra Tech may choose to:

- a) enter into negotiations with You or any Supplier (including parallel negotiations with more than one Supplier) in order to vary its Response on grounds of capability / capacity, technical issues, effectiveness, to finalise agreement on the terms of the contract, or any other matters
- b) re-evaluate Responses generally after any negotiation
- c) suspend, discontinue or terminate at any time negotiations with You or any Supplier or any other person or organisation

- d) negotiate with You or any Supplier for the provision of any part of Tetra Tech's Requirement and negotiate with any other Supplier with respect to the same or other parts of Tetra Tech's Requirement and to enter into one or more contracts for part or parts of Tetra Tech's Requirements.
- e) negotiate at any time with any organisation that is not a Supplier and enter into a contract in relation to Tetra Tech's Requirements or any part of Tetra Tech's Requirements with that organisation on such terms as Tetra Tech, at its absolute discretion, considers appropriate.

Secondary Procurement Process

After evaluating all applicant Responses, Tetra Tech may choose to conduct a subsequent procurement process.

Further Approach to Market

Tetra Tech may choose to make a further approach to market on a similar or different basis than that specified in this Invitation.

Master Services Agreement

Following the conclusion of the evaluation process, Tetra Tech will enter into a Master Services Agreement (**MSA**) with successful respondents. A draft copy of the MSA will be provided at the time of successful notification.

A MSA is a contract between Tetra Tech and panel members that sets out the key terms and conditions upon which Tetra Tech will request, and the panel member will provide services. It is not until a Work Order is issued under an MSA that a Panel Member has a full contract (including fee for services) to deliver Services. An MSA is a flexible contracting mechanism that allows for packages of work to be implemented on an on-going basis.

Glossary

Definitions

In this Invitation, unless the contrary intention is apparent:

Closing Date and Time means the date and time nominated in PART A as the date and time by which You are required to be lodged.

Contact Person means the person nominated in PART A as the person authorised by Tetra Tech to communicate with You about the ROI Process.

Evaluation means the process for considering and evaluating Your application in accordance with clause 7.1.

Evaluation Criteria means the criteria set out in the Panel Criteria Table of PART A.

Intellectual Property means any patent, copyright, trademark, trade name, design, trade secret, knowhow, semi-conductor, circuit layout, or other form of intellectual property and the right to registration and renewal of the intellectual property.

Invitation means this request for registration of interest document inviting persons to lodge an application to join the Panel.

Last Queries Date means the date nominated in the Part A as the last date for You to seek clarification of any matters relating to this ROI.

MSA means Master Services Agreement.

Panel means a panel of suppliers for the PINZ Programme.

Part means a part of this Invitation.

PINZ means the *Indonesia-Aotearoa New Zealand Geothermal Energy Programme/ Kegiatan Program Kerjasama Panas Bumi Indonesia-Aotearoa*.

PINZ Components means the PINZ components described under the heading “What We Need – PINZ Components”.

PIU means the PINZ Programme Implementation Unit which Tetra Tech has been contracted by MFAT to establish and manage.

Response means the documents constituting a Response lodged by a Supplier to meet Tetra Tech’s Requirements in accordance with this Invitation.

Response Material means all documents, data, computer programs, computer discs and other materials and things provided by You or a Supplier in relation to a Response arising out of this Invitation.

ROI means registration of interest.

ROI Process means the process commenced by the issuing of this Invitation and concluding upon the award of a contract (or other outcome as determined by Tetra Tech) or upon the earlier termination of the process.

South Australian Time means the time applicable to South Australia, as defined at <http://www.australia.gov/about-australia/our-country/time>.

Supplier or **You** or **Your** means a person or organisation responding to this Invitation.

Tetra Tech means Tetra Tech International Development Pty Ltd.

Tetra Tech’s Requirements means the requirements of a Response specified in this Invitation.