Questions and Answers

RFP GH2/IDN/RFP/2026/001 – Indonesia Green Hydrogen Export Pathways Study

GH2 received questions from prospective proposers by 18 November 2026. Similar questions have been combined and all relevant questions are published without naming who asked.

A. Scope and RFP document

No	Question	Answer
1	What does “export pathways” mean in this assignment? Is the purpose twofold: (1) to bring local green hydrogen production to fruition, and (2) to develop a production, distribution, finance and marketing pathway for export?	“Export pathways” means the commercial, financial, infrastructure and policy routes by which Indonesian green hydrogen and its derivatives can reach buyers in off-taker countries. The two aims are linked. The study supports 3–5 early-mover projects towards FID (Section and it produces a replicable pathway and playbook for future projects. It is an analytical assignment: it does not include marketing or selling on behalf of producers.
2	Annex B asks for the methodology for the tasks in Section 4.4. Please confirm that the text for Tasks 1 to 10 is the intended Section 4.4 and that no text is missing.	Confirmed. Section 4.4 on page 6 contains the text for Tasks 1 to 10 and no text is missing.

B. Process and submission

No	Question	Answer
3	Will GH2 hold a pre-bid meeting (online or in person), or will all clarifications be handled by email only?	No. GH2 will not hold a pre-bid meeting. All clarifications are handled in writing through this Q&A, which is shared with all proposers.
4	Do the cover page, table of contents, Gantt chart and staffing tables count towards the 15-page limit? Are electronic signatures accepted for Annexes A, D and E?	The cover page and table of contents do not count towards the 15-page limit. The Gantt chart and staffing tables count if they are in the main body, or may be placed in an annex. Electronic signatures are accepted.
5	Annex A asks for the total fixed price, while the technical and financial proposals must be sent as two separate files. Should the price appear in Annex A within the technical proposal?	Including the price in Annex A within the technical proposal is acceptable.
6	Are any company registration or other administrative documents required beyond those listed in the RFP?	No. Only the documents listed in Section 3.2 are required with the proposal. GH2 may ask the selected proposer for additional documents before signing the contract.
7	Will the online interview be held with each key expert individually or with the team as a group?	The interview is held with the proposing team as a group with key experts are expected to attend.

C. Eligibility and team

No	Question	Answer
8	Can a firm registered outside Indonesia submit a proposal on its own and act as the lead contracting entity, without forming a consortium with an Indonesian-registered company?	Yes. A consortium with an Indonesian partner is encouraged but not required. Note that the consultant leads domestic stakeholder engagement and "Indonesian networks and plan for domestic stakeholder engagement" carries 20 points so proposals should show how this will be delivered.
9	Can key experts be engaged as independent consultants or through other contractual arrangements, rather than as permanent employees? May an Indonesian partner take part as a subcontractor rather than a consortium member, and may key experts be employed by a subcontractor?	Yes to both. Key experts may be engaged as employees, independent consultants or through a subcontractor, and an Indonesian partner may take part as a subcontractor. In all cases the lead entity signs the contract and is responsible for the whole assignment As key experts must be named in the proposal and the personnel clause in Section 6.2 applies.
10	Does the requirement for experience with hydrogen or its derivatives apply to all seven years of the financing expert's techno-economic modelling experience, or to part of it?	To part of it. The hydrogen experience does not need to cover all 7 years.
11	Does "track record on similar work" refer to the organisation's project experience, the key experts' individual experience, or both?	"Track record on similar work" refers to the experience of the proposing organisation, including consortium members. The individual experience of the key experts is scored separately under "Expertise of the key experts".
12	Is there an indicative minimum or expected level of effort (person-days or person-months) for each key expert?	No. GH2 does not set a minimum level of effort. The level of effort is considered in the evaluation of the approach and of value for money.

D. Budget, taxes and payment

No	Question	Answer
13	Will the contracting and paying entity be GH2's Swiss entity or its Indonesian entity?	Payment will be made by GH2's Swiss Entity
14	Does VAT (PPN) apply to this contract, or is it exempt? Is the IDR 1,000,000,000 ceiling inclusive of PPN and of any withholding tax (PPh), and who bears the withholding tax? Do GH2 or the funder benefit from any tax exemption that would apply to this contract?	The maximum budget of IDR 1,000,000,000 is inclusive of all taxes and costs. Proposers should therefore include all applicable taxes in their price. GH2 is non-profit organisation and will not pay any taxes in addition to the contract price.
15	How will "value for money" (20 points) be scored: by a price formula relative to other proposals, or by judgement?	The panel scores value for money by comparing price with the proposed level of effort, team seniority and quality
16	Within how many days of receiving a valid invoice will GH2 pay? Within how	GH2 will pay within 30 days of receiving a valid invoice for an accepted deliverable. GH2 will confirm

No	Question	Answer
	many working days will GH2 accept or reject a final deliverable?	acceptance or request revisions within 5 working days of receiving a final deliverable.

E. Timeline and deliverables

No	Question	Answer
17	The contract starts on 7 December 2026 and kick-off is on 18 December, yet the Task 1 draft is due on 19 December 2026, a Saturday, one day after kick-off. Please confirm these dates. What is expected between 7 and 18 December, and does GH2 or the consultant convene the kick-off meeting?	The consultant starts on 7 December 2026. Between 7 and 18 December, the consultant prepares the Task 1 inception draft. GH2 convenes the kick-off meeting where the consultant presents the draft and GH2 and the consultant refine it together. This presentation replaces the written draft due on 19 December. The final inception report remains due on 8 January 2027.
18	Are the “draft due” dates for submission to GH2? Within how many working days will GH2 comment before the “final due” date?	Yes. The “draft due” dates are the dates by which the consultant submits each draft to GH2 for review. GH2 comments within 3 working days.
19	Several dates fall on non-working days: 7 March 2027 (Sunday), 11 March 2027 (Idul Fitri), 15 August 2027 (Sunday) and 12 September 2027 (Sunday). May these move to the preceding working day?	Yes. Any deadline falling on a weekend or Indonesian public holiday moves to the preceding working day
20	Is the project duration fixed? If the work can be completed sooner, how can a shorter implementation period be proposed and approved?	The end date is fixed by the report launch and Roundtable 3 in September 2027, and the contract runs to the end of the project. Within that period, proposers may plan to deliver individual deliverables earlier than the dates.
21	No deliverables are scheduled for April and May 2027. What activities are expected in this period, particularly for Tasks 4–6, and are any interim submissions, review meetings or progress checkpoints planned beyond the reporting in Section 4.8?	Work on Tasks 4, 5 and 6 continues through April and May, leading to the drafts due on 23 June 2027. Progress is followed through the fortnightly calls, monthly updates and messaging group. GH2's virtual buyer–offtaker sessions are also planned in this period, and GH2 may ask the consultant to present findings at them (Task 9). Proposers may propose interim checkpoints in their work plan.

F. Project data and stakeholder access

No	Question	Answer
22	What project-level information will GH2 provide for the Annex F projects (for example feasibility studies, development status, production capacity, renewable energy supply, CAPEX/OPEX estimates and infrastructure information)? Are there	GH2 does not hold detailed project-level data for the Annex F projects. Annex F is an indicative list based on public information and it will be updated with MEMR at the start of the assignment.

No	Question	Answer
	confidentiality restrictions, and when and how will the data be shared?	
23	Where project information is incomplete, confidential or unavailable, will GH2 accept assessments based on public information, documented assumptions, industry benchmarks and clearly identified data gaps?	Yes.
24	Section 4.3 says the consultant leads engagement with Indonesian developers, PLN, Pupuk Indonesia and port operators, while the table gives GH2 the engagement of developers (Task 2) and access to PLN and port operators (Task 5). Who makes the first approach? Will GH2 introduce the consultant to each Annex F developer and help resolve material data gaps?	GH2 makes the first approach: it identifies candidate projects with MEMR. The consultant then leads the domestic engagement, including interviews, data requests and follow-up. Formal engagement with MEMR remains with GH2.
25	If the consultant needs data from MEMR, will GH2 support the request?	Yes
26	What level of detail and supporting evidence is expected for the technical and bankability assessment under Task 2?	The assessment criteria and level of detail will be agreed at inception (Tasks 1 and 2). Proposers should describe their proposed approach and criteria in their methodology.
27	For Annex F initiatives covering several locations, does each initiative count as one project towards the minimum of five, or does each location count separately? When will GH2 confirm the initial candidate list with MEMR?	Each Annex F initiative counts as one project, unless its locations are developed separately. GH2 expects to share the initial candidate list at the kick-off meeting.
28	Are site visits, port inspections or field surveys expected for Tasks 2 and 5, or are desk-based assessments supported by documents, online interviews and targeted consultations sufficient? If visits are expected, which Annex F projects require them, given that all travel is within the fixed price?	Site visits are not required. Section 4.9 asks proposers to budget only for in-person attendance in Jakarta. Proposers who consider limited site visits valuable may include them within the fixed price and explain why.
29	What information from GH2-led buyer engagements will be shared with the consultant (for example product specifications, demand volumes, delivery timing and commercial requirements), and when?	In line with the competition-law safeguards in Section 4.11, information will be shared in aggregated or anonymised form where it is commercially sensitive. Insights are expected from the second quarter of 2027.

G. Events, meetings and travel

No	Question	Answer
30	Section 4.9 refers to three roundtables and the report launch, while Task 9 says the third roundtable is held with the launch. How many in-person events should be budgeted? Must all key experts attend in person, or may designated team members attend, with others joining virtually?	Three in-person events in Jakarta: Roundtable 1, Roundtable 2, and Roundtable 3 held together with the report launch in September 2027 (Task 9). The team leader must attend all three in person. Other key experts should attend when their findings are presented and may join virtually otherwise.
31	Are the meetings with development finance institutions and investors under Task 6 expected to be in person or virtual? Should any consultant travel outside Jakarta be budgeted?	Travel outside Jakarta does not need to be budgeted. DFI and investor meetings are expected to be virtual or in Jakarta.
32	What is the expected scale of the three national roundtables: participating institutions, number of invitees and venues?	We anticipate 30-50 people. Participants are expected to include government, state-owned enterprises, project developers, financiers, industry associations and GH2's partners. GH2 covers venue costs.

H. Conflict of interest

No	Question	Answer
33	Does “competitors” in the conflict-of-interest clause include hydrogen or ammonia developers not listed in Annex F?	Yes. Proposers should disclose recent work (within the last three years) for any developer of green hydrogen, ammonia or derivative projects in Indonesia, whether or not it is listed in Annex F. Disclosure does not automatically disqualify a proposer; GH2 will assess whether the relationship can be managed.

I. Intellectual property and attribution

No	Question	Answer
34	Can the flagship report, executive summaries, roundtable presentations and dissemination materials display the consultant’s institutional logo alongside GH2’s, as technical lead or co-authoring institution?	The use of the consultant's logo will be agreed between GH2, its partners and the consultant during the assignment.
35	Would GH2 consider joint or shared ownership, or permission to use high-level analytical frameworks and non-confidential methods for academic research, teaching and scientific publications, with GH2 and its staff credited as authors?	The consultant may use non-confidential, high-level methods in academic publications or teaching only with GH2’s prior approval. Joint ownership is not offered.