

# Asia EDGE Regional Competitive Procurement Dialogue

November 18-20, 2019  
Ballroom 3, Conrad Bangkok

## Day 1: Competitive Procurement Design Elements

Time	Session Title and Subject Matter	Speaker
8:30-9:00am	<b>Registration</b>	
9:00-9:15am	<b>Opening Remarks and Welcome</b>	Amanda Van den Dool, USAID  Khomkrich Tantravanich, Office of the Energy Regulatory Commission, Thailand
9:15-9:30am	<b>Introduction to Workshop</b> <ul style="list-style-type: none"> <li>Overview of workshop agenda, handouts, and learning objectives</li> </ul>	Sarah Lawson, USAID
9:30-10:00am	<b>Global Trends in Competitive Procurement</b> <ul style="list-style-type: none"> <li>Global trends and key takeaways</li> </ul>	Diala Hawila, IRENA
10:00-10:15am	<b>Group Photo and Coffee Break</b>	
10:15-11:15am	<b>Interactive Session: Country Delegation Introductions &amp; Energy Sector Mapping</b> <ul style="list-style-type: none"> <li>Introduce facilitators and participants</li> <li>Group exercise by countries on objectives, framework conditions, challenges and experience with auctions</li> </ul>	Facilitated by Navigant
11:15-11:45am	<b>Grid Integration Challenges and Solutions</b>	Leon Roose and Marc Matsuura, HNEI
11:45-12:30pm	<b>Auctions and Market Structure</b> <ul style="list-style-type: none"> <li>Explain different market structures</li> <li>Overview of major auction markets and their structure</li> </ul>	Alex Viana, Thymos Energia
12:30-1:30pm	<b>Lunch</b>	
1:30-2:15pm	<b>Evolution of Procurement in India's auctions</b> <ul style="list-style-type: none"> <li>India Energy Sector and Government of India's plans for procurement</li> <li>History and evolution of India's power procurement</li> </ul>	Anurag Mishra, USAID/Energy
2:15-3:15pm	<b>Auction Design - Part 1</b> <ul style="list-style-type: none"> <li>Definition and advantages of auctions, policy goals, site selection and pre-qualification requirements</li> </ul>	Ana Amazo and Fabian Wigand, Navigant
3:15-3:30pm	<b>Coffee Break</b>	
3:30-4:00pm	<b>Auction Design - Part 2</b> <ul style="list-style-type: none"> <li>Setting ceiling prices, financial guarantees, and penalties</li> </ul>	Ana Amazo and Fabian Wigand, Navigant

4:00-4:30pm

**Key Takeaways from Day 1**

Sarah Lawson, USAID

**Networking Reception**  
**City Terrace, 7<sup>th</sup> Floor, Conrad Bangkok**  
**6:00pm - 8:00pm**

## Day 2: Creating Bankable Procurement Packages

Time	Session Title and Subject Matter	Speaker
8:30-9:00am	<b>Registration</b>	
9:00-9:30am	<b>Recap of Day 1</b>	Sarah Lawson, USAID
9:30-10:00am	<b>Developing a Procurement "Package" of Tools</b> <ul style="list-style-type: none"> <li>How to put the package of contractual documents, commercial or concessional financing, and sometimes guarantees and government support, together into a bankable, attractive package</li> </ul>	Ana Amazo and Fabian Wigand, Navigant
10:00-10:45am	<b>Brazilian Auctions Perspective</b> <ul style="list-style-type: none"> <li>Key auction design elements from Brazilian auction perspective - a SWOT analysis</li> </ul>	Alex Viana, Thyos Energia
10:45-11:00am	<b>Coffee Break</b>	
11:00-12:15pm	<b>Creating the Conditions for Project Success</b> <ul style="list-style-type: none"> <li>Local financing in auctions</li> <li>Key PPA bankability clauses</li> <li>Best practices for private sector engagement</li> </ul>	Patana Surawatanapongs, USAID Clean Power Asia Gert Meersman, DFDL Private Company
12:15-1:15pm	<b>Lunch</b>	
1:15-1:45pm	<b>RE Resource Procurements in a High Penetration Grid—Hawaii Case Study</b> <ul style="list-style-type: none"> <li>Driving to meet a 100% RPS, Hawaii serves as a “window to the future” where RE procurements continue on a grid with very high solar and wind penetration.</li> <li>Examination of evolution of procurement practices, project developer/off-taker risk balance in PPAs, bankability assurance, and drive to lower costs, all while adapting to rapid change in power grid needs.</li> </ul>	Leon Roose and Marc Matsuura, HNEI
1:45-2:45pm	<b>Interactive Session: Risk Mapping Exercise</b> <ul style="list-style-type: none"> <li>Discuss selected PPA clauses and commenting their choice and alternatives, based on background information on the country</li> </ul>	Facilitated by Navigant and HNEI
2:45-3:00pm	<b>Coffee Break</b>	
3:00-4:00pm	<b>Ensuring a Just and Inclusive Transition</b>	Diala Hawila and Carlos Guadarrama, IRENA

4:00-4:30pm

**Key Takeaways from Day 2**

Sarah Lawson, USAID

## Day 3: Regional Experience & Future Trends

Time	Session Title and Subject Matter	Speaker
9:00-9:30am	<b>Recap of Day 2</b>	Sarah Lawson, USAID
9:30-10:30am	<b>Panel Discussion: Regional Auctions Experience</b>	Representatives from Southeast Asian countries  Thanawat Keereepart, USAID Clean Power Asia (moderator)
10:30-10:45am	<b>Coffee Break</b>	
10:45-11:15pm	<b>Key Auction Lessons and Case Studies for Mexico and Japan</b> <ul style="list-style-type: none"> <li>Context and motives for auctions' introduction</li> <li>Key design elements and outcomes' analysis</li> <li>Implementation challenges, lessons learnt and future outlook</li> </ul>	Carlos Guadarrama, IRENA
11:15-12:00pm	<b>Advanced Auction Design Elements</b> <ul style="list-style-type: none"> <li>How to incentivize system-friendly RE auctions through time-of-day and seasonal blocks, learnings from technology-neutral (RE and thermal power) auctions</li> </ul>	Fabian Wigand, Navigant
12:00-1:00pm	<b>Lunch</b>	
1:00-1:30pm	<b>Speak with an Auctions Expert</b> <ul style="list-style-type: none"> <li>Sign up at the registration desk</li> </ul>	
1:30-2:00pm	<b>Utility-Scale Storage Economics in Auctions</b> <ul style="list-style-type: none"> <li>Present results of recent USAID paper on integrating storage into auctions</li> </ul>	Luiz Maurer, CEADIR
2:00-2:20pm	<b>Future Trends: joint Q&amp;A</b> <ul style="list-style-type: none"> <li>Participants and presenters discuss topics presented in the "advanced auction design elements" and "utility-scale storage Economics in Auctions" presentations</li> </ul>	Navigant/CEADIR
2:20-2:30pm	<b>Bringing it all Together: Auction Design</b>	Navigant
2:30-2:55pm	<b>Coffee Break and Event Evaluation</b>	
2:55-4:45pm	<b>Interactive Session: Designing an Auction</b> <ul style="list-style-type: none"> <li>Discuss options and design auction</li> <li>Present results and facilitators to comment</li> </ul>	Facilitated by Navigant
4:45-5:00pm	<b>Certificate Presentation and Closing</b>	Sarah Lawson, USAID