

November 2025

Request for Proposals (RFP)

By: EECA (Energy Efficiency and
Conservation Authority)

For: Very high temperature heat pump
activator initiative - energy
efficiency demonstration projects
utilising EECA co-funding support

Reference: VHTHPA 2025

RFP released: 05/11/2025

Deadline for
questions: 11/02/2026, 12pm

Deadline for
submissions: 16/02/2026, 12pm

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The opportunity

This RFP is issued by **Energy Efficiency and Conservation Authority (EECA)** referred to below as “the Buyer” or “we” or “us”.

What we need

EECA’s Very High Temperature Heat Pump (HTHP) Activator demonstration initiative aims to support energy affordability for New Zealand industry through increased energy productivity. This initiative focuses on HTHPs, which supply process heat very efficiently, with conversion efficiencies in the 300% to 500% range. HTHP technology is advancing rapidly, and commercially available units can supply process heat at 160°C or higher, including steam supply.

EECA seeks proposals from New Zealand-based businesses who require high temperature heat, and who are currently using less efficient heat generation methods. Supported HTHP (including steam heat pump) projects must have heat sink temperatures at a minimum of 90°C, and are expected to deliver a minimum 150% increased energy efficiency (COP of 1.5).

Applicants can apply for co-funding to install these technologies utilising EECA’s co-funding offer. This offer includes an initial Base Payment grant of up to 25% of project costs, plus a Contingent Payment grant of up to an additional 25% of project costs that is paid if the project does not achieve the targeted energy efficiency improvement. Co-funding is capped at a maximum of 50% of total project costs, with a maximum of \$2 million per project. Minimum project size is \$250,000 and Base Payments are capped at a maximum of \$1 million per project.

EECA has approved a budget of \$5 million for co-investment through this RFP to support projects contracted during the current financial year (ending 30 June 2026). We are looking to support HTHP projects across a range of project sizes and different business sectors.

What we don’t want

Projects involving installation of on-site electricity generation, or co-generation, are excluded.

We do not want proposals from technology manufacturers or suppliers directly, or proposals from businesses that are not prepared to make a firm commitment to co-fund, develop and implement the project, and to share results afterwards.

What’s important to us?

EECA is looking for projects that will not only deliver increased energy productivity but also demonstrate the efficacy of commercially available efficiency technology at high temperatures in various scenarios. Applicants will need to show they have researched potential technologies and have undertaken an investigation into the applicability and expected performance of the equipment for their business. Projects must be successfully delivered within agreed timeframes and the capacity and capability of Applicants to undertake the project is critical. Applicants must be willing to share the outcomes of the project with other New Zealand businesses the technology may have relevance to.

Alongside energy productivity, EECA is interested in projects that may also deliver broader outcomes such as employment opportunities, upskilling and workforce development.

Why should you bid?

This is an opportunity to deliver efficiency for your business and improve the affordability of your energy needs. EECA co-funding is designed to share technology risks, thus supporting your business case. Successful implementation of these projects will require collaboration with EECA, especially in the early design work and in the monitoring and verification of the installation. By working together with EECA Applicants will be involved in ensuring EECA delivers public value by showcasing this opportunity and contributing to increased energy resilience for New Zealand.

A bit about us

EECA is a Crown entity and our purpose is to mobilise New Zealanders to be world leaders in clean and clever energy use. Our desired outcome is a sustainable energy system that supports the prosperity and wellbeing of current and future generations.

Our objectives are:

- Energy efficiency first – efficient energy use is the first option users adopt; and proven energy efficient technologies are identified and widely available;
- Empower energy users – people and businesses actively manage their energy use;
- Accelerate renewable energy – users plan for and adopt low-emission energy and technology.

Our key levers are regulation, information and motivation, and targeted investment and support. EECA has designed this offer to support energy efficiency initiatives through adoption of proven technologies. The purpose of this offer is to reduce the technology risks associated with specific use cases by New Zealand businesses.

EECA's general business funding principles include:

- *Funding is targeted at opportunities in alignment with EECA's strategic focus areas.*
- *Funding is directed to areas with demonstrable market barriers preventing uptake.*
- *Funding levels and approaches are right sized to the barriers and generate the greatest value for Government investment.*
- *Government co-investment is creating an enabling environment for innovation while promoting market led solutions.*

1. Key Information

1.1 Context

- a. This Request for Proposals (RFP) is an invitation to submit a Proposal for VHTHP projects utilising proven energy efficient technologies.
- b. This RFP is a single-step procurement process.

1.2 Our timeline

Here is our timeline for this RFP (all are New Zealand times and dates):

Step in the RFP process	
RFP open for Applications	From 5 November 2025
Deadline for questions	12pm, 11 February 2026
Deadline for Applications	12pm, 16 February 2026
Successful Applicant(s) notified (indicative)	From 15 April 2026
Expected start date of project Agreement (indicative)	15 May 2026

1.3 How to contact us

- a. Contact us through our Point of Contact via email or the Government Electronic Tenders System (GETS).
- b. Our Point of Contact:

Name: Yasmine Davies

Title/role: Procurement Coordinator

Email address: applications@eeca.govt.nz

- c. To register for our Applicant briefing session contact our Point of Contact via GETS or email.

1.4 Developing and submitting your Application

- a. This is an open competitive tender process.
- b. Take time to read and understand the RFP.
- c. Take time to understand our Requirements. These are in 2 of this document.
- d. Take time to understand how your Application will be evaluated. See SECTION 3 of this document.

- e. For resources on tendering visit <https://www.procurement.govt.nz/suppliers-2/>
- f. If you have questions, ask our Point of Contact before the Deadline for Questions (see SECTION 1.2 above).
- g. Use the Application Form accompanying this RFP to submit your Proposal.
- h. Complete and sign the declaration at the end of the Application Form.
- i. Check you have provided all the necessary information in the correct format and order.
- j. Submit your Application before the Deadline for Proposals.

1.5 Address for submitting your Application

You must submit your Application via the Government Electronic Tender System (GETS).

Make sure you include all attachments and reference material.

We will not accept Applications sent by post or delivered to our office or received outside of GETS.

1.6 Our RFP Terms

a. Offer Validity Period

By submitting an Application, the Applicant agrees that its Application validity will remain open for six calendar months from the Deadline for Applications.

b. RFP Terms

By submitting an Application, the Applicant agrees to the RFP-Terms described in SECTION 5 RFP Terms.

1.7 Later changes to the RFP or RFP process

- a. After publishing the RFP, if we need to change anything or provide additional information, we will let all Applicants know by placing a notice on GETS.
- b. If you downloaded the RFP from GETS you will automatically receive notifications of any changes through GETS.

1.8 Defined terms

These are shown using capitals. You can find all definitions at the back of the RFP Terms.

2. Our Requirements

2.1 Background

Energy efficiency technologies such as high temperature heat pumps reduce energy costs, improve supply resilience, improve energy productivity, and strengthen operational continuity across businesses. To accelerate increased energy productivity in heat using businesses EECA is launching this offer to support such businesses to adopt new and efficient technologies.

This offer is for two-tiered grant funding, to support up front project costs, and to share the risk of new or underutilised technology performance with industrial and commercial businesses.

We are looking for projects that will demonstrate the use case of high temperature heat pumps including steam heat pumps.

Applying to EECA for co-funding support

Applicants must

- Submit with their Application at least a high-level feasibility assessment of the appropriateness of the technology for their process heat requirements, including total project costs, efficiency benefits and savings and projected simple payback. Costs must be provided at $\pm 30\%$ accuracy level, or better, along with projected technology performance data from the technology supplier and/or consultants.
- explain whether the Project would be deferred or unable to proceed without co-funding support from EECA, and provide supporting details.
- have identified a HTHP technology supplier with equipment of suitable capacity for their operational needs;
- have approval, by their Board or equivalent decision-maker, of their co-investment in the project, or they commit to obtaining approval within 30 Business Days of contract signing;
- be willing to share the outcomes and learnings of the project after a suitable monitoring period with other New Zealand businesses through a case study, site visits and/or presentations at webinars and workshops.

What support Applicants can apply for

Applicants can apply for total potential Project support of a maximum of 50% of total eligible Project costs, up to a maximum of \$2 million EECA funding support, made up of:

- **Base Payment:** Up to 25% of total Project cost capital contribution, to a maximum of \$1 million, to reduce initial Project costs.
- **Contingent Payment:** Up to 25% of total Project costs to a maximum of \$1 million of support, paid at the end of the contract period if the verified energy savings (measured over a three-year period from commissioning) fall below 90% of projected levels. The quantum of the payment will be calculated with reference to the shortfall in energy savings (up to a maximum of the lower of 25% of total project costs and \$1 million).

More detail on the co-funding can be found in the accompanying file “Contingent Grant – Calculation Table” on GETS.

Applicants can apply for support for high temperature heat pump technologies that produce heat above 90°C including steam heat pumps, and eligible technologies that are an integral part of the Project, including project related costs such as waste heat recovery and connectivity upgrades (if required). Project enablement costs can be applied for, including for detailed feasibility study and technical design, business case development, project management (external resource) and a Measurement & Verification Plan. Talk to EECA about what may be applied for if you are not sure.

Other wider/operational project costs will not be covered, such as internal staffing, costs of travel and so on. Applicants should confirm eligibility with EECA to avoid doubt.

2.2 Key outcomes

EECA is committed to mobilising New Zealanders to be world leaders in clean and clever energy use. Our strategy is to encourage energy efficiency first, and to empower energy users to better understand and manage their energy costs. Successful deployment of efficient technologies will increase energy affordability and improve supply resilience.

We are seeking proposals from businesses that are willing to share the outcomes and learnings of the project with other businesses for information and knowing sharing. We recognise that successful development of these projects may require strong collaboration between various stakeholders. What we are seeking is a firm commitment upfront—not only to develop the projects but also to follow through with their implementation. This ensures that we are working together towards tangible outcomes that deliver real value to the industry and contribute to our broader energy efficiency and productivity goals. Proposals should present strong public value for money and meet our investment principles.

2.3 What we require from Applicants

Applicants are required to show they have researched the suitability of the technology for their processes, are willing to implement it, have identified experienced resources to undertake the project and can fund it.

a. Knowledge sharing requirements

As a condition of co-funding, EECA will be seeking data, information and lessons learned during the term of the Funding Agreement and the Applicant must be willing to share the outcomes and learnings of the project after the monitoring period with other businesses through site visits, a case study and/or presentations at webinars and workshops.

Applicants must agree to knowledge, reporting and data deliverables, which will be set out in the Loan Agreement. The Loan Agreement will also set out what information and knowledge will be required, and how, when and with whom it will be shared.

These deliverables will include:

- Project progress reporting to monitor progress and manage Fund risks;
- Project-specific lessons and outcomes learned over the duration of the Project; and

- Project information, data, analysis and performance reporting to assess the overall effectiveness and performance of the Project outcomes. EECA will collect data and may use it to share knowledge and learnings with the market (e.g. in publicly available case studies for replicable projects).

As required, EECA may specify additional reporting requirements to analyse an individual Project's performance, or to assess overall performance.

b. Track record

We are seeking Applicants that have experience in successfully delivering projects of a similar scale, or larger, in a timely manner, or can demonstrate they are working with a supplier with experience in delivery of the technology. Applicants should provide details on their supplier's established track record and current customer applications.

c. Capability

We are seeking Applicants that can demonstrate they will be utilising suitably qualified and experienced personnel. This includes completing any feasibility and detailed technical design requirements, alongside project management and through to delivery.

Applicants will need to demonstrate that the technology supplier, or their local agent, has the capability, experience and capacity to supply, install and provide ongoing support to users in New Zealand.

d. Capacity

We are seeking Applicants who can provide details on the capacity of the chosen technology solution relevant to their operations requirements and business needs.

e. Solution

We are looking for solutions that substantially reduce energy usage and improve energy productivity on an ongoing basis and that are replicable to other New Zealand process heat applications.

f. Broader Outcomes

Alongside increasing efficiency, EECA is interested in projects that may also deliver broader outcomes such as employment opportunities, upskilling and workforce development.

2.4 Other information

Successful Applicants will be offered a Project Funding Agreement by EECA.

Payments will be on successful delivery of milestones.

2.5 Funding Agreement term

We expect that the Funding Agreement will commence by May 2026. The anticipated term is:

Description	Years
Project design and implementation to commissioning	Maximum two years
Monitoring and verification period	Three years after commissioning
Maximum term of the Contract	Five years

2.6 Funding Agreement value

With an approved budget of \$5 million for co-funding and Monitoring & Verification costs, we expect to fund a number of projects ranging in EECA Funding commitment values between \$125,000 and \$2 million. If EECA receives compelling Proposals worth more than \$5 million in co-funding, we may extend the total funding available.

2.7 Key deliverables

Demonstration of High Temperature Heat Pump technologies above 90°C including steam heat pumps.

2.8 Other tender documents

These documents have been uploaded on GETS and are available to Applicants – they form part of this RFP. These include:

- RFP Application form.
- Project Funding Agreement template.
- Details of the Contingent Payment.

3. Our Evaluation Approach

This section sets out the Evaluation Approach that will be used to assess Applications.

3.1 Pre-conditions

Each Application must meet the following pre-conditions. **EECA will not** consider Applications which fail to meet these conditions.

The requirements for businesses to participate in this RFP are:

- The Applicant is New Zealand-based and is one of the following:
 - NZBN registered private sector business
 - Registered legal entities such as Trusts, recognised iwi organisations, and entities that represent hapu or rohe
 - State-owned Enterprise
 - Council-controlled organisation.
- Projects will be delivered in New Zealand.
- The Applicant has completed at least a high-level feasibility assessment of the appropriateness of the technology for their process heat requirements to submit with their Application.
- Confirmation the Applicant has the ability to fund a minimum of 75% of total project cost and has approval, by their Board or equivalent decision-maker of their co-investment in the project, or will confirm the approval within 30 business days of contract signing.
- Confirmation the Applicant will be the ongoing owner or lessee of the equipment for the duration of the Funding Agreement for the duration of the project.

3.2 Eligibility conditions

The Project must:

- Deliver heat pump technologies that supply heat above 90°C including steam heat pumps.
- cost a minimum of \$250,000 (GST exc.).
- have a projected simple payback of not less than three years.
- be commissioned within two years of contracting.
- increase energy efficiency by a minimum of 150%, COP of 1.5.

The Applicant must:

- have identified at least one potential commercially available HTHP technology supplier with equipment of suitable capacity and capability for their operational needs,.
- have obtained costs at $\pm 30\%$ accuracy level, or better, and projected technology performance data from the technology supplier and/or consultants to enable application to EECA for HTHP co-funding support.

- If necessary, be willing to undertake and, with EECA, co-fund at least 50% of the cost of detailed feasibility study, technical design, improved costings and finalised business case for the investment.
- have identified all co-investment sources, including individual amounts if multiple sources.
- be committed to working safely, ensuring the health and safety of workers and others affected by the Project(s) work, and has appropriate systems and processes to undertake that work safely.
- be committed to working in a manner that will not damage EECA's reputation with respect to, among other things, environmental impact, employment conditions, public announcements, and regulatory compliance.
- have a fully prepared plan (has a defined scope, necessary regulatory approvals, and a detailed implementation plan) to start once funding and resources are secured.
- Have passed preliminary financial and technical due diligence (a more detailed financial and technical due diligence may be performed at the assessment stage).
- commit to monitoring and evaluating project performance, operational efficiencies, and savings realised.
- be willing to make a firm commitment to implementing the project if the finalised business case supports your initial project projections.

3.3 Evaluation model

The evaluation model is **weighted attribute**. Value for money is a weighted criterion. The Applications that score highest will likely be selected as the successful Applications.

Review and Approval Process

- Initial Review – EECA will review the submitted documents to confirm all required forms are included and correctly completed.
- Due Diligence – A third party will conduct due diligence on Applicants, including financial due diligence.
- Application Review – Findings from the due diligence are included with the Application for evaluation by a Panel that will make a recommendation to the delegated authority.
- Final Decision – A EECA delegated authority will determine whether the Application is Conditionally Approved, pending final approval of the Funding Agreement.

The full process is expected to take approximately 10-12 weeks from submission to signing of contract.

3.4 Broader Outcomes

We will evaluate Applicants which promote Broader Outcomes. These may be social, environmental, cultural or economic.

The public value in EECA providing co-funding support to businesses installing HTHP lies in its ability to:

- **Promote energy affordability and affordability:** Facilitating access to funding encourages Applicants to invest in energy-saving technologies, leading to reduced energy consumption and lower emissions, and.
- **Financial Accessibility:** Providing co-funding reduces financial barriers for Applicants, to adopt new and innovative technologies that leads to energy efficiency and affordability.
- **Assured Impact:** Co-investing in energy efficiency and productivity measures leads to measurable benefits, guaranteeing that public funds directly support impactful and accountable outcomes.
- **Economic and Environmental Benefits:** The programme stimulates economic activity through installation of energy efficiency equipment while fostering a transition to more sustainable energy practices that benefit society at large.

3.5 Evaluation criteria

We will evaluate Proposals [which meet all pre-conditions] according to the following criteria and weightings.

Criteria for assessing projects	Assessment criteria	Weighting
Input energy reduction, and simple payback	<p>The Applicant must show the cost and amount of energy savings potential for each project.</p> <p>In order to do this the Applicant must provide full details of the project including:</p> <ul style="list-style-type: none">• total capital cost• expected life of the technology• annual operating costs• annual expected energy reduction• simple payback• % of site annual process heat input energy use that will be reduced through use of the technology. <p>Higher temperature Applications may attract a higher score, due to the added potential for demonstration.</p> <p>For EECA to determine the economic desirability of the project and its potential for increasing New Zealand's energy affordability and resilience we will calculate simple payback for the project based on the total project cost (i.e. payback period without EECA co-funding).</p>	40%
Technical Feasibility	<p>The Applicant must provide full details in their Application of any feasibility investigation undertaken and how the project parameters were derived.</p> <p>EECA will score this criterion based on:</p> <ul style="list-style-type: none">• the depth of study undertaken.	25%

	<ul style="list-style-type: none"> the level of expertise involved in the study. any involvement of the technology supplier in the study. experience of any external consultants used. submission of supporting information such as the business case and/or feasibility study report demonstrating the project is sufficiently advanced and that relevant options have been assessed. 	
Ability to Deliver	<p>To maximise funding value EECA requires projects to be successfully delivered and operational in a timely manner. EECA will score this criterion based on the following factors:</p> <ul style="list-style-type: none"> technology has been successfully installed and operated elsewhere in the world. technology is commercially available. technology supplier has or will establish NZ presence directly or through NZ based agents/installers. The Applicant has successfully undertaken projects of similar or larger scale. experienced personnel have been identified to undertake the detailed technical design and costings, and to project manage the delivery. 	20%
Value for Money	<p>EECA is seeking projects that represent good value for Government money and leverage of public funds.</p> <p>Applicants should detail:</p> <ul style="list-style-type: none"> how the project will lead to public benefits and how large those benefits are expected to be. how co-funding will support the delivery, scale or speed with which these public benefits will be realised. whether the project would be deferred or unable to proceed without co-funding support from EECA, and provide supporting details. any broader outcomes the project will deliver. 	15%

3.6 Scoring

Description	Definition	Rating
Excellent	Exceeds the requirement. Exceptional demonstration by the Applicant of the relevant ability, understanding, experience, skills, resources and quality measures required to provide the goods / services. Application identifies factors that will offer potential added value, with supporting evidence.	9-10
Good	Satisfies the requirement with minor additional benefits. Above average demonstration by the Applicant of the relevant ability, understanding, experience, skills, resources and quality measures required to provide the goods / services. Application identifies factors that will offer potential added value, with supporting evidence.	7-8

Acceptable	Satisfies the requirement. Demonstration by the Applicant of the relevant ability, understanding, experience, skills, resources and quality measures required to provide the goods / services, with supporting evidence.	5-6
Minor reservations	Satisfies the requirement with minor reservations. Some minor reservations of the Applicant's relevant ability, understanding, experience, skills, resources and quality measures required to provide the goods / services, with little or no supporting evidence.	3-4
Serious reservations	Satisfies the requirement with major reservations. Considerable reservations of the Applicant's relevant ability, understanding, experience, skills, resources and quality measures required to provide the goods / services, with little or no supporting evidence.	1-2
Unacceptable	Does not meet the requirement. Does not comply and/or insufficient information provided to demonstrate that the Applicant has the ability, understanding, experience, skills, resources and quality measures required to provide the goods / services, with little or no supporting evidence.	0

Following the review process, the panel will provide a final recommendation using the following options:

- Recommend – The Application meets all required criteria, demonstrates strong feasibility, and aligns with EECA's objectives.
- Not Recommend – The Application does not sufficiently meet key criteria, presents significant risks, or lacks alignment with EECA's objectives.

3.7 Due diligence

EECA will instruct third party due diligence on the Applicant's financial position as a condition precedent under the Loan Agreement. EECA will conduct a financial review of the Applicant, evaluating its financial health and repayment capacity.

In addition, EECA may conduct or request any or all of the following:

- a reference check on the Applicant, any other organisation and named personnel in the Application.
- interview the Applicant or any other organisation they propose to use.
- other checks against the Applicant or other organisation they propose to use e.g., Companies Office.
- request the Applicant make a presentation.
- inspect audited accounts for the last three financial years.
- undertake a credit check.

4. Our Proposed Funding Agreement

4.1 Proposed Funding Agreement

The Proposed Funding Agreement that we intend to use for this procurement will be released via GETS soon after the RFP opens.

5. RFP Terms

View the RFP Terms that accompany this RFP.