

Request for Proposal (RFP)

by: The Energy Efficiency and Conservation Authority

for: Research on potential electrolytic hydrogen co-benefits

RFP released: 28 September 2026

Supplier Briefing: TBD

Deadline for Questions: 5:00PM, 15 October 2026

Deadline for Proposals: 5:00PM, 23 October 2026

The Opportunity

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

Hydrogen produced by electrolysis of water has many potential applications, for example as a replacement for hydrogen made from fossil fuels, as a transport fuel, or as a feedstock for chemical processes.

Electrolysers consume water and electricity and produce hydrogen as their main output along with oxygen and waste heat co-products. At present the oxygen is vented to atmosphere and waste heat rejected through cooling systems.

Monetising the co-products, if technically and commercially viable, may improve the overall economics of electrolytic hydrogen production and the applications that use this hydrogen.

This opportunity is to carry out research to help EECA understand the potential co-benefits of electrolytically producing hydrogen, what technical and commercial circumstances (i.e. which use cases) might create and capture this value, and what the impact on the delivered cost of hydrogen might be.

What we need

We are seeking to procure research from qualified and experienced research providers. The research will produce evidence to help EECA understand and quantify the potential for value to be created and captured by utilising the co-products from producing hydrogen electrolytically.

The research will quantify the potential value created by the co-products for different use cases, the activities and costs required to capture this value, the impact on the delivered cost of hydrogen, and overall value deployment potential in New Zealand.

What we don't want

EECA is not seeking proposals from providers with a vested interest in the outcomes e.g. technology suppliers or potential project developers.

The research will not consider potential co-benefits enabled by flexible electrolyser operation i.e. to achieve electricity system benefits such as greater use of renewable generation, or optimisation of network capacity.

The potential flexibility co-benefits are not thought to be materially different to those provided by other sources of flexibility and assessing the value of flexibility is better addressed by

dedicated research into the potential benefits of flexibility and the mechanisms that might capture and share those benefits.

The research will not consider the impact of using electricity flexibly to reduce the electrolyser's average electricity supply cost as the capital and operating cost trade-offs involved are a key consideration of any electrolyser project, rather than a co-benefit.

What's important to us?

We are seeking a supplier who proposes a thorough and effective solution to meet the research objectives, and who has the demonstrated solution, capability and capacity to deliver. This will include relevant experience in collecting and analysing technical and market data.

Why should you bid?

This is a unique opportunity to deliver research that will help EECA, and current and potential future suppliers of electrolytic hydrogen, understand the potential for co-benefits from co-products reduce the overall cost of producing electrolytic hydrogen.

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.

This work will provide EECA with evidence to help it understand and understand the potential to produce co-benefits from electrolytic hydrogen co-products. This evidence will inform possible future research, modelling and programme design.

SECTION 1: Key Information

1.1 Context

- a. This Request for Proposals (RFP) is an invitation to submit a Proposal for the “Research on potential electrolytic hydrogen co-benefits” contract opportunity.
- b. This RFP is an open, single-step, competitive procurement process advertised on the Government Electronic Tendering System (GETS).

1.2 Our timeline

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

RFP Released	28/09/2026
Supplier briefing	TBD
Deadline for Questions	15/10/2026
Deadline for EECA to answer questions	17/10/2026
Deadline for Proposals	5PM, 23/10/2026
Successful Respondent(s) notified (indicative)	TBD
Expected start date of Contract (indicative)	01/12/2026

A supplier briefing will be held to discuss the requirements of the tender and answer and questions from suppliers. Timings and the registration process will be shared through GETS. If you have subscribed to the tender you will receive an automatic notification

1.3 How to contact us

- a. All contact to be made solely through the Government Electronic Tendering System (GETS)

- b. Our Point of Contact:

Name: Brad McMeekin
Title/role: Lead Procurement Advisor
Email: applications@eeeca.govt.nz

- c. To submit questions, please use the Government Electronic Tendering System (GETS) <https://www.gets.govt.nz/>
- d. To provide a response to this opportunity please use the Government Electronic Tendering System <https://www.gets.govt.nz/>

1.4 Developing and submitting your Proposal

- 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 SECTION 2: of this document.
- d. Take time to understand how your Proposal 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, please raise these through the Government Electronic Tendering System (GETS) (see Section 1.2 above).
- g. Use the Response Forms A and B provided alongside this tender to submit your response. You can use your own organisational templates but the layout, ordering and headings must be the same.
- h. **Response Forms A and B must be submitted as separate documents**
- i. Complete and sign the declaration at the end of the Response Form.
- j. Check you have provided all the necessary information in the correct format and order.
- k. Submit your written proposal before the communicated deadlines

1.5 Address for submitting your Proposal.

You must submit your proposal via: [Government Electronic Tendering System \(GETS\)](#)

We will not accept proposals sent by post, delivered to our office or submitted outside of GETS

1.6 Our RFP Terms

- a. **Offer Validity Period**
By submitting a Proposal, the Respondent agrees that their offer will remain open for three calendar months from the Deadline for Proposals.
- b. **RFP Terms**
By submitting a proposal, the Respondent agrees to the RFP-Terms described in SECTION 6: .

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 Respondents know by placing a notice on GETS.
- b. If you downloaded the RFP from GETS and subscribed to the notice 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.

SECTION 2: Our Requirements

2.1 Background

Hydrogen produced by electrolysis of water has many potential applications, for example as a replacement for hydrogen made from fossil fuels, as a transport fuel, or as a feedstock for chemical processes.

In New Zealand there are currently several producers that make hydrogen electrolytically including Linde subsidiary BOC Gas at a plant located at NZ Steel's Glenbrook Mill, Halcyon (Tuaropaki Trust / Obayashi Corporation) which produces it to supply their two transport refuelling stations, Hiringa Energy which has three sites that produce and supply hydrogen for transport and HW Richardson which produces it to supply its Southland fuelling station.

Electrolysers consume water and electricity and produce hydrogen as their targeted output along with oxygen and waste heat co-products. At present the oxygen is vented to atmosphere and waste heat rejected through cooling systems.

Monetising the co-products, if technically and commercially viable, may improve the overall economics of electrolytic hydrogen production and the applications that use this hydrogen.

2.2 Key outcomes

We are seeking to procure research from qualified and experienced research providers. The research will produce evidence to help EECA understand and quantify the potential for co-benefits to be achieved from the co-products of producing hydrogen electrolytically.

The research will quantify the potential value created by the co-products for different use cases, the activities and costs required to capture this value, the impact on the delivered cost of hydrogen, and overall value deployment potential in New Zealand.

The following categories are thought to be the mostly likely potential co-products:

1. Oxygen.

A potential co-benefit use case is supplying co-produced oxygen to nearby uses (or customers).

2. Waste heat

A potential co-benefit use case is supplying electrolyser waste heat to nearby uses.

The research will:

- Conduct a literature review and desktop research to identify potential co-benefit categories and use cases.
- Identify a long list of potential use cases for creating co-benefits from the co-products.

- For a short list of up to six use cases, to be agreed with EECA, describe and analyse the use case and quantify the potential value of any co-benefits that could be created and captured.
- Describe the activities and costs required to capture the co-benefits – for example producing oxygen of a purity required for medical use might require a different electrolyser design or operating regime, or additional equipment needed.
- Quantify the potential impact on the overall delivered cost of hydrogen.
- Quantify the potential scale or deployment potential of the co-benefits in New Zealand – for example by considering the current and future demands for oxygen and the potential to displace current production methods.

The analysis should use realistic estimates for the value (price) of the co-benefits with references to evidence that supports the estimate. For example, if a user is generating the co-benefit for their own use and this displaces a retail purchase, then it may be appropriate to use a retail price in the analysis. Conversely, if the co-benefit, for example oxygen, is produced for sale then a wholesale price or the cost of the next-best-alternative may be more appropriate (unless all the other considerations required to be a retail supplier are likely to be met).

Deliverables

The information and analysis will be presented in a report format. Any numerical information will also be compiled into a spreadsheet (or other accessible electronic format) to allow it to be easily used for purposes such as further analysis or as an input into EECA's models such as TIMES-NZ.

2.3 What we require from a Respondent:

a. Proposed solution

EECA is seeking solutions that describe and quantify the potential for different use cases that to create co-benefits from the co-products of electrolytic hydrogen production, the impact on the cost of hydrogen produced, and help EECA understand of overall New Zealand potential.

b. Capability

EECA is seeking suppliers that can demonstrate the following:

- The ability to design and undertake technical research, market research and engagement with equipment developers and suppliers.
- The ability to research and interpret technical subject matter and communicate this in a practical manner at an appropriate level for the study
- The ability to analyse and generate insights from the collected information and present this clearly in written and graphical formats.

- d. The ability to collate and record the technical information, and other relevant data and information, in accessible electronic formats to enable further use and be easily updated.
- e. The ability to produce information in a comparable and standardised formats in documents

c. Capacity

EECA is seeking suppliers that can demonstrate the following capacity:

- a. The capacity and resilience, or have contingency resources available, to complete the work in the stated timeframes to the required standard.
- b. The capacity to meet and work collaboratively with EECA.

d. Economic benefits

We are seeking Respondents that can demonstrate or outline how they will deliver the following Economic Benefits:

- Making better use of New Zealand resource, such as increasing workforce participation, providing training or apprenticeships and improving pay conditions of New Zealand workers.
- Using New Zealand businesses, including SME's and regional businesses in delivering goods and services, either directly or through subcontracted arrangement in the supply chain.
- Any other valid economic benefit(s) to New Zealand that the respondent proposes to contribute to.

e. Value for money

The competitiveness of the estimated total cost in relation to the delivery of the research inclusive of a high-level breakdown of tasks required to meet the requirements of the tender and any efficiencies that can be achieved.

2.4 Other information

- a. Payment will be on successful delivery of contracted milestones.

2.5 Contract term

We expect that the Contract will commence in December 2026. The anticipated Contract term and options to extend are

Description	Term
Initial term of the Contract	5 Months
Maximum term of the Contract	5 Months
Additional Periods	None

2.6 Key deliverables

The key deliverables associated with this contract are:

Description	Indicative date for delivery
Delivery of the draft report	31 April 2027
Delivery of the final report	31 May 2027

2.7 Other tender documents

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

1. Request for Proposals (this document).
2. Response Form A – Non-Price
3. Response Form B – Price
4. RFP Terms and Conditions.
5. Supplier Code of Conduct.
6. Supplier Code of Conduct Question and Answers.
7. Contract Template – Government Model Contract 2- Services (non-crown)
8. Standard terms and Conditions – Government Model Contract 2- Services (non- crown).

SECTION 3: Our Evaluation Approach

3.1 Evaluation model

The evaluation model is **weighted attribute. Price is a weighted criterion.**

The proposal(s) that score the highest against the requirements for the areas tendered for will likely be the preferred supplier.

The table below contains the criteria and weightings which will be used for the evaluation of the proposals and which respondents will be asked to respond to

Evaluation Method

Upon receiving a submission, the Independent Non-Voting Chair will check each submission for compliance to ensure that information is complete, supplier declarations have been made and the response is as such that it can be evaluated.

Once compliance checks are completed each member of the evaluation Panel will be sent each complete submission. Panel members will conduct independent evaluation of strengths and weaknesses and score each of the proposals against the criterion using the ratings scale. The results will be collated and presented to the evaluation team at the moderation meeting.

Where there is a difference of +/-2 across non-priced consolidated individual scores, the evaluation panel will moderate the proposal and arrive at a consensus score.

A response that receives a moderated score of 5 or below for any of the evaluation criteria may be excluded from further evaluation at the sole discretion of the evaluation team.

Clarifications will be sought from the suppliers as requested by the evaluation panel.

Once non-price criteria has been assessed and the panel have finalised the moderated non price scoring price will then be presented to the evaluators and assessed.

Once the evaluation panel agree on the preferred supplier, a recommendation report will be prepared for all panel members to formally endorse.

The recommendation report will then be forwarded to the respective endorser(s) and then to the Delegated Authority for approval to proceed to contract negotiation with a view to award.

Evaluation criteria

We will evaluate Proposals against the following criteria and weightings.

Criteria	Weighting
Proposed solution of the Respondent	25%
Capability of the Respondent to deliver	25%
Capacity of the Respondent to deliver	25%
Economic Benefits	10%

Value for Money	15%
Supplier Code of Conduct	Agree/Disagree

3.2 Scoring

Rating	Definition	Score
EXCELLENT	Respondent demonstrates exceptional ability, understanding, experience and skills. The Proposal identifies factors that will offer potential added value, with supporting evidence.	9-10
GOOD	Respondent demonstrates above average ability, understanding, experience and skills. The Proposal identifies minor additional benefits, with supporting evidence.	7-8
ACCEPTABLE	Respondent demonstrates the ability to meet the criteria, with supporting evidence.	5-6
RESERVATIONS	Satisfies only a minimum of the criteria but not all. Reservations about the Respondent to adequately meet the criteria. Little supporting evidence.	3-4
SERIOUS RESERVATIONS	Extremely limited or no supporting evidence to meet the criteria. Minimum effort made to meet the criteria.	1-2
UNACCEPTABLE	Does not comply or meet the criteria at all. Insufficient information to demonstrate the criteria.	0

3.3 Price

If a Respondent offers a substantially lower price than other Proposals, we may make enquiries or require additional evidence to verify that the Respondent can meet all the Requirements and conditions of the Proposed Contract for the price quoted.

Note: Any claims made about price must be clear, accurate and unambiguous. Prices must include or be clear about Goods and Services Tax (GST).

3.4 Due diligence

In addition to the evaluation, EECA may undertake the following due diligence in relation to any Proposal. This may include:

- reference checking the Provider, any other organisation and named personnel.
- request confirmation of any professional registrations and/or qualifications.
- requesting clarification of aspects of the Proposal.
- interviewing the Provider or any other organisation they propose to use.

- other checks against the Provider or other organisation they propose to use e.g. Companies Office.
- requesting the Provider make a presentation.
- inspecting annual accounts for the last 3 financial years.
- undertaking a credit check.

EECA at its sole discretion may undertake further due diligence as and when appropriate to do so.

SECTION 4: Pricing information

4.1 Pricing information provided by Respondents

- a. Respondents must use the Pricing Schedule provided.
- b. The Pricing Schedule must show a breakdown of all costs, fees, expenses and charges. It must also clearly state the total Contract price exclusive of GST.
- c. Where the price is based on fee rates, specify all rates, either hourly or daily or both as required.
- d. Respondents must show how they will manage risks and contingencies related to the delivery of the Requirements.
- e. Respondents must document all assumptions and dependencies that affect its pricing and/or the total cost to us. In other words, if the Respondent would expect us to pay more than the quoted price or estimate if particular assumptions or dependencies are not satisfied, the Respondent must call out those assumptions and dependencies.
- f. Respondents must tender prices in NZ\$. Unless otherwise agreed, we will arrange contractual payments in NZ\$.
- g. Respondents may submit a pricing approach that is different to the Pricing Schedule, however, the Respondent must also submit a Pricing Schedule that conforms.
- h. If two or more Respondents intend to submit a joint Proposal the Pricing Schedule must include all costs, fees, expenses and charges chargeable by all Respondents.

SECTION 5: Our Proposed Contract

5.1 Proposed Contract

The Proposed Contract is **Government Model Contract 2 (Non-Crown): SERVICES** it is attached to this RFP (via GETS).

In submitting your Proposal you must let us know if you wish to question or negotiate any of the terms or conditions in the Proposed Contract or wish to negotiate new terms or conditions.

The RFP Response Form contains a section for you to state your position. If you do not state your position you will be deemed to have accepted the terms and conditions in the Proposed Contract in full.

SECTION 6: RFP Terms

View the [RFP Terms](#) attached to this request for proposals.