

May 2026

# Request for Proposal

by: Energy Efficiency and Conservation Authority (EECA)

for: Urban bi-directional charging trial

RFP released:	5 May 2026
Deadline for Questions:	26 May 2026
Deadline for Responses:	2 June 2026

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## **About Energy Efficiency Conservation Authority (EECA)**

EECA is a Crown Agency whose purpose is to mobilise New Zealanders to be world leaders in clean and clever energy use. We hope to achieve a sustainable energy system that supports the prosperity and wellbeing of current and future generations. Exploring the benefits, opportunities, and challenges from deploying bidirectional charging supports EECA's broader interest in promoting flexible use of New Zealand's electricity resources.

# The opportunity

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

## What’s important to us?

The Buyer is looking for a provider who proposes a thorough and effective solution to meet the project’s objectives, and who has the demonstrated capability and capacity to deliver. This will include relevant experience delivering complex electrical projects, strong understanding of bi-directional charging technology, a cooperative approach to design and discovery, and the ability to work collaboratively with EECA and other existing providers.

This project:

- aligns with agency business objectives by enabling delivery of a robust, evidence-based bi-directional charging trial that seeks to understand deployment barriers to accelerate the uptake of demand flexible technologies.
- helps achieve long-term strategies and goals by generating real-world data and implementation insights to inform scalable electrification, renewable integration, and demand flexibility across the energy system.
- fits with government policy objectives by supporting transport electrification and the transition to a secure, highly renewable, and resilient electricity system.

## What we need

We are seeking a supplier to deliver an end-to-end bi-directional charging (vehicle-to-everything) trial across a range of urban use cases, with a focus on vehicle-to-grid (V2G) and vehicle-to-home/business (V2H/B) technologies. Building on EECA’s Queenstown trial, this project will expand the range of use cases, technologies, and user scenarios tested, including different fleet types, commuting patterns, charging environments, vehicle and charger models, and approaches to consumer engagement and interaction with the technology

The selected supplier will bring experience in delivering complex electrical technology projects, along with knowledge of V2X technologies and the New Zealand energy and installation context. They will work collaboratively with EECA through a trial design and discovery process and generate insights that can support wider uptake of V2X. The trial is expected to include up to 100 light vehicle chargers and may also include a small number of heavy vehicle chargers.

## What we don’t want/ what is out of scope

The Buyer does not want providers who cannot provide full end-to-end management of the trial (however proposals may be from a consortium of organisations who can deliver the full requirements). We are interested in proposals that incorporate vehicle-to-grid (V2G) and vehicle-to-home/business (V2H/B) but not vehicle-to-load (V2L).

## Why should you bid?

Bi-directional chargers enable electric vehicles to draw electricity from the grid and supply it back to the grid, a home, or business when needed. In doing this, electric vehicles become a form of flexible storage – a key enabler of demand flexibility. Taking on this project will put the supplier at the forefront of scaling the technology in New Zealand. Involvement would mean an opportunity to build knowledge of the technology and contribute to improving resilience of the electricity grid.

# SECTION 1: Key Information

## 1.1 Context

- a. This Request for Proposals (RFP) is an invitation to submit a Proposal for the Urban bi-directional (V2X) charging trial contract opportunity.
- b. This RFP is a single-step open procurement process.
- c. The relevant tender documents have been uploaded on GETS or included in the email and are available to Respondents – they form part of this RFP. These include:
  - RFP Response Form
  - Pricing Schedule Response Form
    - Contract
    - Contract Terms and Conditions
    - Data ingestion standard

## 1.2 Our timeline

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

Deadline for Questions	12pm 26 May 2026
Deadline for us to answer questions	5pm 28 May 2026
<b>Deadline for Proposals</b>	5pm 2 June 2026
Successful Respondent(s) notified (indicative)	23 June 2026
Expected start date of Contract (indicative)	7 July 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:** Hera Jawed  
**Title/role:** Senior Procurement Advisor  
**Email address:** Applications@eeca.govt.nz
- c. Details and link to the Supplier briefing session to be published on GETS.

## 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, ask our Point of Contact before the Deadline for Questions (see Section 1.2 above).
- g. Use the Response Form included on GETS to submit your Proposal.
- h. Complete **and** sign the declaration at the end of the Response Form.
- i. Check you have provided all the necessary information in the correct format and order.
- j. Submit your Proposal via Government Electronic Tendering System (GETS) before the Deadline for Proposals. **We will not accept Proposals sent by post or delivered to our office.**
- k. Make sure you include all attachments and reference material.

## 1.5 Our RFP Terms

### a. Offer Validity Period

By submitting a Proposal, the Respondent agrees that their offer will remain open for two calendar months from the Deadline for Proposals.

### b. RFP Terms

By submitting a proposal, the Respondent agrees to the [RFP Terms](#) dated August 2025.

Remember, if a Respondent commits a non-trivial breach of the RFP-Terms, we may exclude them from further participation in the RFP process, whether or not that requirement is contractually binding.

## 1.6 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 you will automatically receive notifications of any changes through GETS.

## 1.7 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

Bi-directional chargers (also referred to as V2X chargers) enable electric vehicles (EVs) to both draw electricity from the grid and supply electricity from the EV into a home, building, or the wider electricity network. For New Zealand, they represent an important tool in supporting the transition to a low-emissions and renewable-based energy system. V2X chargers allow electric vehicles to act as flexible storage, helping manage peak demand by reducing strain on transmission and distribution networks. This supports grid stability and defers costly upgrades. As EV uptake grows, V2X chargers could unlock enhanced resilience and long-term energy security.

EECA has a bi-directional charging trial already underway in the Queenstown-Lakes area, and following the release of a Request for Information that was published on GETS in February, EECA is now seeking a supplier to deliver a V2X trial across multiple urban use cases.

Within the broader vehicle-to-everything (V2X) scope, for this trial EECA is specifically interested in the vehicle-to-grid (V2G), and vehicle-to-home/business (V2H/B) aspects, not vehicle-to-load (V2L). The trial will build on the currently underway Queenstown trial, by expanding the range of use cases, technologies, and user scenarios being tested. In particular, the trial could explore different test scenarios such as:

- Fleet opportunities, including a mix of light vehicles and commercial fleets, including heavy vehicles such as buses, waste collection vehicles, and service vehicles;
- Commuting profiles, including longer-distance and more variable travel patterns than those represented in Queenstown;
- Use cases, such as depot-based charging, residential applications, and mixed-use scenarios;
- Vehicle and charger models (where feasible), to assess performance and compatibility across different technologies and vehicles; and
- Consumer engagement approaches, including different ways users can interact with and benefit from the technology (e.g. with and without Home (or Building) Energy Management Systems, and across a range of platforms, tariffs, and control interfaces).

EECA intends to appoint a supplier to deliver a trial of up to 100 light vehicle chargers (and potentially up to 5 heavy vehicle chargers, which will need to be included as part of the overall budget envelope). Trials may be implemented across one or more urban locations in New Zealand to capture a diversity of network conditions and user behaviours.

The selected supplier will work collaboratively with EECA through design and discovery through to implementation of a trial that addresses one or more of the test scenarios outlined above, including various consumer engagement approaches as a minimum. The selected supplier will lead development and refinement (with EECA) of the trial design, participant recruitment, technology deployment, and data collection and analysis.

Delivery of the trial will be undertaken collaboratively between the selected supplier, EECA, and other relevant stakeholders supporting insights collection for the Queenstown trial. This approach will ensure

alignment across EECA's bi-directional charging trials in relation to consistent quantitative and qualitative data collection, enabling robust comparison and integration of results and insights across different locations and use cases.

## 2.2 Key outcomes

Key outcomes EECA wants to achieve are:

- Generate robust, real-world evidence on how V2X works in New Zealand across different use cases, improving understanding of performance, costs, risks, and benefits, and demonstrating the ability of EVs to support the electricity system.
- Clarify the value of V2X for households, businesses, and system participants, while increasing the confidence of consumers and key stakeholders to grow trust and interest in V2X technology.
- Support Government and industry to enable V2X solutions by reducing technical and perceived barriers, encouraging consumer consideration and uptake, and improve the availability of V2X-enabled vehicles and solutions in New Zealand.

## 2.3 What we require from a Respondent:

We are seeking a supplier that has:

- A good understanding of V2X chargers and their use cases, as well as the barriers to roll out of this technology (for example product compatibility and warranty issues), electrical installation, the electricity system, pricing and networks, and stakeholder engagement in a New Zealand context.
- Experience in delivering new or complex electrical technology projects where there is a strong focus on hardware installation, stakeholder management, and reporting on the results.
- The ability to work collaboratively with EECA to refine the high-level trial ideas through a collaborative design and discover process, and throughout the trial to obtain insights that can be shared more broadly.
- A demonstrated understanding of the health and safety requirements for this project, including the requirement for a current Health and Safety pre-qualification from either IMPAC PREQUAL, Tōtika, or Sitewise (70% pass rate), and for any installing electrician(s) to be a Registered Electrical Worker with current practicing licence issued by the Electrical Workers Registration Board (EWRB).

### Scope of Services

The supplier must provide capability across the following areas:

1. Design and discovery
  - a. Work collaboratively with EECA to refine the design of a programme of work that incorporates EECA's priority use cases.
  - b. Produce project design documentation and project plan that meets EECA's requirements and clearly outlines the project delivery approach.

- c. Collaborate with EECA to confirm research approach. This will include considering how this trial follows on from the Queenstown trial which EECA will provide information on, and collaboration with EECA’s research partners.
2. Delivery
- a. Provide day-to-day management of the trial, in collaboration with EECA and other key stakeholders and suppliers.
  - b. Lead on installation-related decisions, ensuring that chargers are installed in a way that prioritises safety and usability. This may include discussions with relevant EDBs and retailers, as well as other relevant stakeholders alongside EECA.
  - c. Lead identification of use cases and participants, check applications from the public for technical viability, and manage participant’s involvement in the trial. EECA will provide known leads where relevant.
  - d. Develop required documentation/consents for charger suppliers and users. This may mirror or be refined from current Queenstown approaches.
  - e. Work collaboratively with EECA and other research and delivery stakeholders to ensure a consistent approach across EECA’s wider V2X workstream. This will include working with EECA’s research partner who will collect user insights, and EECA’s contracted Queenstown V2X delivery resource who will collate insights from both projects and support the production of V2X programme insights reports.
3. Charger data and installation
- a. Purchase chargers and other associated equipment required to deliver the trial, as agreed with EECA, and ensure shipping of products is done in a cost and time efficient manner.
  - b. Install chargers and associated equipment:
    - i. Ensure relevant sign offs are obtained including certificate of compliance and/or electrical inspection after installation if necessary.
    - ii. Provide maintenance support on an ad hoc basis as required.
    - iii. Lead customer relationship management.
  - c. Collect agreed quantitative data (consistent with data collection methods being used in other EECA trials), ensure that all relevant privacy concerns and permissions are obtained and provide to EECA in a suitable format for storage, where it will be analysed (see the data ingestion standard attached to this RFP).
  - d. Support the analysis of quantitative data.
  - e. Capture and share installation insights, in a consistent way to other EECA trials.

## 2.4 Other information

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

## 2.5 Contract term

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

Description	Years
Initial term of the Contract	Up to three years

## 2.6 Key deliverables

Phase	Description	Indicative date for delivery
Contract establishment	Supplier(s) selected and contracts signed	6 July 2026
Design and discovery	Technical design phase of trial(s), confirming approaches to qualitative and quantitative data collection and reporting, participant sign up processes and documentation developed, product selection, and engagement with key stakeholders.	15 September 2026
Stage gate	Both parties agree with the overall project design before moving to delivery phase.	
Participant selection and installation	Participants selected and installations are complete.	30 March 2027
Gather and report on full insights	Collect and analyse data collected from the installations and usage patterns. Final insights shared.	30 March 2028

## 2.7 Delivery locations

We anticipate the Respondent will need to deliver the goods or services to these locations:

Location	What is being delivered here?
1-2 urban locations in New Zealand	Installation of bi-directional chargers at a range of addresses as agreed

## SECTION 3: Our Evaluation Approach

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

### 3.1 Evaluation model

The evaluation model is weighted attribute. Price is not a weighted criterion. Proposals that are capable of full delivery on time will be shortlisted by score, and the Successful Respondent(s) will then be selected from the shortlist based on an overall assessment of best value-for-money over the whole-of-life of the Contract.

We will use the “two-envelope” system to conduct evaluations. Respondents must provide all financial information relating to price, expenses and costs in Response Form B. The evaluation panel will score each Proposal according to the non-price weighted criteria in Section 3.2 below and then examine the financial information of each Proposal. The panel will assess which Proposals to shortlist/select as the preferred supplier based on the scores and the total costs over the whole-of-life Contract.

### 3.2 Evaluation criteria

We will evaluate Proposals according to the following criteria and weightings.

Criteria	Weighting
<b>Planning and design</b>	
The extent to which the Respondent provides a clear and viable approach to how they would deliver the Proposal.	
This will be evaluated in terms of:	
<ul style="list-style-type: none"><li>• Fit for purpose</li><li>• Comprehensiveness</li><li>• Deliverability</li><li>• Risk identification and mitigation</li><li>• Robustness</li><li>• Approach to design and discovery</li></ul>	30%
<b>Capability of the Respondent to deliver</b>	
The extent to which the Respondent demonstrates an ability to deliver appropriate to the scale and scope of the Proposal.	
This will be evaluated in terms of:	
<ul style="list-style-type: none"><li>• Suitability and relevance of qualifications</li><li>• Relevance, comparability and recentness of experience</li><li>• Quality of track record</li></ul>	30%

Criteria	Weighting
<p><b>Capacity of the Respondent to deliver</b></p> <p>The extent to which the Respondent is set up that demonstrates that they could resource and deliver, appropriate to the scale and scope of the Proposal.</p> <p>This will be evaluated in terms of:</p> <ul style="list-style-type: none"> <li>• Structures and governance</li> <li>• Systems and processes</li> <li>• Resource contingency</li> <li>• Named personnel</li> </ul>	30%
<p><b>Economic Benefits to New Zealand</b></p> <p>The extent to which the Respondent can deliver economic benefits through their proposal, specifically:</p> <ul style="list-style-type: none"> <li>• Making better use of New Zealand resource, such as increasing workforce participation, providing training and apprenticeships and improving pay conditions for New Zealand workers.</li> <li>• 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.</li> <li>• Any other valid economic(s) to New Zealand that the Respondent proposes to contribute to.</li> </ul>	10%
<p><b>Price</b></p> <p>Value for money over the whole life of the contact</p>	Not Weighted
<b>Total weightings</b>	<b>100%</b>

### 3.3 Scoring

Rating	Definition	Score
EXCELLENT	Exceeds the requirement. Exceptional demonstration by the supplier of the relevant ability, understanding, experience, skills, resources and quality measures required to provide the goods / services. Response 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 supplier of the relevant ability, understanding, experience, skills, resources and quality measures required to provide the goods / services. Response identifies factors that will offer potential added value, with supporting evidence.	7-8

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

## **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.

### **4.2 Due diligence**

For shortlisted Respondents, we may:

- a. Reference check the Respondent and any named personnel
- b. Make other checks against the Respondent e.g. a search of the Companies Office or NZBN
- c. Inspect audited accounts for the last 3 financial years
- d. Undertake a credit check
- e. Conduct internet searches
- f. Interview Respondents
- g. Arrange site-visits

## **SECTION 5: Our Proposed Contract**

### **5.1 Proposed Contract**

The Proposed Contract that we intend to use for this procurement 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.

### **5.2 Contract term**

We expect that the Contract will commence July 2026. The anticipated Contract term is up to three years.