

Request for Proposals:

Scoping Study on EU-Viet Nam Cooperation on Critical Raw Materials (CRM)

Date: 10 August 2026

1. CONTRACTING ORGANISATION

EIT RawMaterials GmbH	EIT RawMaterials GmbH Knesebeckstr. 62 10719 Berlin, Germany Website: https://eitrawmaterials.eu/ <u>Contact email for procurement matters:</u> Catherine Bounsaythip, Senior Project Manager Critical Raw Materials Email: catherine.bounsaythip@eitrawmaterials.eu Phone: +358 40 704 2532
CRM-Facility Project	Project financed under the NDICI-GE from HORIZON-EIT-2024-CRM-IBA Project number: 101223585 Website: https://crmfacility.eu/ <u>Contact email for CRM-Facility Project:</u> André Ufer, Coordinator Critical Raw Materials Facility Phone: +49 162 748 2154 Email: andre.ufer@eitrawmaterials.eu

1.1 Overview of EIT RawMaterials

[EIT RawMaterials](#) is a 'Knowledge and Innovation Communities' (KICs) created by the European Institute of Innovation and Technology (EIT), aimed at promoting innovation in the raw materials sector across Europe. Established in 2015, EIT RawMaterials works to secure the sustainable supply of raw materials to the European industry by driving innovation, education, and entrepreneurship along the entire raw materials value chain.

We are a knowledge-driven business and a catalyst for industrial progress. Our offerings leverage our expertise and that of our network – the world's largest network in the raw [and advanced] materials sector – which includes companies at every stage of evolution, from start-ups to market leaders, along with leading international universities, research organisations, and top experts and future talent from the sector.

Our activities span from mining and mineral processing to material recycling and substitution, focusing on increasing resource efficiency and fostering a circular economy.

We inform policy, apply knowledge, accelerate innovation, create opportunity, and unlock commercial value – for our partners and customers throughout the raw materials value chain to develop the raw materials sector as a strategic strength and foundation for a secure, sustainable future for Europe.

Our offerings are designed to help our partners and industry to be part of Europe's strategic agenda to ensure supply chain security and make the 'Green New Deal' a reality that benefits the people of Europe and partner nations.

1.2 *About CRM-Facility Project*

The European Union (EU) has long relied on importing critical raw materials (CRMs) from non-EU countries. This has been intensified by recent technological shifts such as green energy transition, electric vehicles, aeronautics, robotics and defense, all of which require stable CRM supplies.

In response to growing geopolitical pressure to secure resilient CRM supply chains and reduce reliance on a limited number of supplier countries, the EU enacted in 2023 the Critical Raw Material Act (CRMA)¹. The Act stipulates that, by 2030, the EU must source no more than 65% of any strategic and critical raw material from a single non-EU country, ensuring diversified imports at all processing stages.

To address this challenge, the EU has formed partnerships with resource-rich countries, deploying political, financial, economic, and development tools to connect CRM value chains between these partners and European industry, thereby enhancing supply diversity.

Launched in October 2024 and coordinated by EIT RawMaterials, the **CRM Facility project** provides technical assistance to the European Commission for meeting the CRMA's targets. The project supports the EU in strengthening global partnerships and developing international projects to build sustainable and resilient CRM value chains.

2. SCOPE OF WORK

Please refer to the **Terms of Reference in Annex 1** for complete description of the assignment.

2.1 *General Objectives*

The overall objective of the assignment is to provide the European Commission with a scoping study of Viet Nam's CRM potential and recommend options for EU engagement in the sector in Viet Nam. This study should in particular fill existing knowledge gaps, identify bankable projects beyond the known mining and processing activities, identify EU business and financial actors willing to engage in Viet Nam, answer questions about associated risks, any trade restrictions that could negatively impact CRM value chains and help aligning EU and EU Member States' capabilities with Viet Nam's needs and vice versa Viet Nam's potential with EU economic security and commercial needs.

2.2 *Detailed Scope of Work*

The contractor shall conduct the following tasks:

- Map current and prospective CRM-related value chains, including extraction, trade in raw materials or scrap, processing, use in downstream applications, and export capacities in Viet Nam and explore and develop further focus areas that will be determined jointly with the EU during the desk review.
- Identify bankable projects, i.e. concrete mining, processing, refining, or other projects that are open to EU off-takers/investors indicating the particular needs on the Viet Nam side, within short

¹ [CRM Act](#) (2023), provides a list of 34 critical raw materials (CRMs) in Annex II

and medium term (up to 3-5 years).

- Carry out a key Vietnamese CRM stakeholder analysis and institutional set up, including Vietnamese authorities, industry, and civil society (e.g., Ministry of Agriculture and Environment, Ministry of Industry and Trade, State-owned Vinacomin, Masan, ...)
- Review the capacities and interests of EU stakeholders active in the CRM sector, and EU industries with an interest in securing key raw material inputs, and their relevance for and interest in engagement in Viet Nam with a view to define the EU offer for CRM engagement in Viet Nam.
- Review and synthesize the geological potential and mapping of CRM resources in Viet Nam, analyse Viet Nam's legal and policy framework concerning geological resources, mining and processing with a focus on provisions relevant to potential European investment in this sector as well as on any restrictive practices that could negatively impact trade and investments in CRM; explore Vietnamese priorities and strategic interests in CRM development and assess them against EU priorities as set out in the CRM Act.
- Identify current international partnerships of Viet Nam, both public and private, without EU or EU Member State participation, any lessons to be learnt from them, and whether they would be interesting and open for EU participation.
- Based on existing EU engagement with Viet Nam (e.g. via the cooperation by EU Member State national geological services, participation of Viet Nam in Erasmus and Horizon programs, etc.), identify relevant EU opportunities for institutional, geological and R&D cooperation, human resources development, and/or on supporting investment projects of common interest, and identify and explore and recommend any other entry points and modalities for EU support and engagement.
- This should include describing how such additional engagement builds-on and complements existing or other planned engagements notably by EU Member States, and how best to sequence different activities.
- Carry out a benchmark assessment of the opportunities identified for EU cooperation with Viet Nam against similar CRM opportunities in other countries considered as suppliers or potential suppliers to Europe (potentially with using studies already done by the Facility if available).

2.3 Deliverables

The final deliverable of this scoping study will be a report covering the findings and recommendations resulting from the tasks as described under 2.2 above.

The report will contain a clear, objective assessment of Viet Nam's CRM potential and actionable recommendations that could be used to feed the elaboration of a roadmap for EU-Viet Nam cooperation on CRM.

The final report, maximum 50 pages excluding annexes, shall be concise and evidence based. Intermediate versions shall be delivered as follows:

- **D1 version 1** An initial report submitted at the end of the desk review phase, which includes the findings of the desk phase and identifies recommended focus areas. The Initial report will be the basis for the EU to determine the focus areas of the scoping study and to provide overall guidance on the further proceedings of the study.
- **D1 version 2** A draft final report to delivered one week after the end of the field mission. It will consist of the revised desk review findings and recommendations and the results of the scoping mission.
- **D1 version 3** A final report including all findings on the tasks as described in section 2.2, providing clear and specific recommendations for EU cooperation with Viet Nam on CRM.
- **D2 version 1** A presentation summarising the main findings of the desk review (D1 v.1) to

be presented to stakeholders.

- **D2 version 2** A presentation summarising the main findings of the final report (D1 v.3) to be presented to stakeholders.
- **D3** Provide excel sheet of relevant data attached to the final report, e.g., list of relevant projects with their parameters, data used in modelling or analysis (e.g. graphs, charts etc.)

After each delivery, the EC shall be given 7 working days to provide feedback and further iterations of each report may be requested by the EU if required to achieve the level of quality envisaged. Online consultations may be set up if/where needed.

Regular follow-up meetings shall be expected every second week, ad-hoc meeting with EU Commission or EU Delegation may be expected.

3. PROPOSAL PROCESS

3.1 Participation

Participation in this proposal procedure is open to all tenderers, a sole tenderer (**freelancer**) or as a **joint tender** (registered company) or a **consortium**. The tenderer can rely on the capacities of **subcontractors** or other entities that are not subcontractors.

In case of **joint tender**, group members must appoint a **Group Leader**, and a single point of contact authorised to act on their behalf in connection with the submission of the tender and all relevant questions, clarification requests, notifications, etc., that may be received during the evaluation, award and until the contract signature.

All participants must sign the Tenderers' declaration form attached and submit it with the proposal.

Please note that the tenderer may not modify the text, it must be submitted signed as provided by EIT RawMaterials attached to this request for proposal document.

3.2 Timeline

EVENT	DATE (Calendar dates)
Publishing the RFP on EIT RawMaterials website	11 August 2026
Deadline for requesting clarification from EIT RawMaterials	14 August 2026
Deadline for submitting proposals	17 August 2026
Intended date of notification of award	20 August 2026
Intended date of contract signature	24 August 2026

3.3 Submission of Proposal

Proposals must be sent by email in English to the following address:

Contact name: **Catherine Bounsaythip**, Senior Project Manager Critical Raw Materials
E-mail: catherine.bounsaythip@eitrawmaterials.eu

The proposal shall contain:

1. the technical response to the requested services (section 2), including the financial offer (the price for the services.) The financial offer must be presented in Euro. Prices must be indicated as net amount + VAT.—Please refer also to the provided template in **Annex 2**.
2. Information on GDPR compliance, if applicable.
3. an indication of supplier's insurance coverage. The proposal must specify whether the supplier has taken out a company liability insurance and/or professional liability insurance including the maximum amount of coverage in Euro per event per insurance.
4. Tenderers' declaration form (**Annex 3**).

Proposals must be concise and clear. The tenderer's proposal will be incorporated into any contract that results from this procedure. Tenderers are, therefore, cautioned not to make claims or statements that they are not prepared to commit to contractually. Subsequent modifications and counterproposals shall, if applicable, also become an integral part of any resulting contract.

The tenderer represents that the individual submitting the natural or legal entity's proposal is duly authorized to bind its entity to the proposal as submitted. The tenderer also affirms that it has read the instructions to tenderers in this RfP document and that it has the experience, skills and resources to perform, according to conditions set forth in this proposal and the tenderers' proposal.

3.4 Requests for additional information or clarification

In case the tenderers are in need of additional information or clarification, please address it to the address below. All information requested or answered may only be done through written communication – email only. All questions should be sent prior to the deadline for requesting clarification as specified in section 2.2.

Contact name: **Catherine Bounsaythip**, Senior Project Manager Critical Raw Materials
E-mail: catherine.bounsaythip@eitrawmaterials.eu

3.5 Validity of the proposals

Tenderers are bound by their proposals 90 days after the deadline for submitting proposals.

3.6 Costs for preparing proposals

No costs incurred by the tenderer in preparing and submitting the proposal are reimbursable. All such costs must be borne by the tenderer.

3.7 Ownership of the proposals

EIT RawMaterials retains ownership of all proposals received under this procedure. Proprietary information identified as such, which is submitted by tenderers in connection with this procurement, will be kept confidential.

The potential or actual supplier should accept that during the implementation of the contract and for four years after the completion of the contract, for the purposes of safeguarding the EU's financial interests, EIT RawMaterials may transfer the proposal and the contract of the supplier to internal audit services, to the European Court of Auditors, to the Financial Irregularities Panel or to the European Anti-Fraud Office.

3.8 Clarification related to the submitted proposals

After submission, proposals shall be reviewed for compliance with formal requirements as set forth in this RfP document. Where information or documentation submitted by the tenderers is or appears to be incomplete or erroneous or where specific documents are missing, EIT RawMaterials may request the tenderer concerned to submit, supplement, clarify or complete the relevant information or documentation within an appropriate time limit. All information requested or answered may only be done through written communication – email only.

3.9 Negotiation about the submitted proposal

After reviewing the formal compliance of the tenders, EIT RawMaterials may negotiate the contract terms with the tenderers. In this negotiation EIT RawMaterials will request all tenderers to adjust the proposal or specific sections of the proposal within an appropriate time limit. In case of negotiations, EIT RawMaterials shall provide further information about the proceedings and timing.

4. EVALUATION OF PROPOSALS

4.1 Exclusion Criteria

The Tenderers will be excluded from participating in the current procedure, if:

- a) it is bankrupt, subject to insolvency or winding-up procedures, where its assets are being administered by a liquidator or by a court, where it is in an arrangement with creditors, where its business activities are suspended, or where it is in any analogous situation arising from a similar procedure provided for under national laws or regulations;
- b) it has been established by a final judgment or a final administrative decision that the Tenderer is in breach of its obligations relating to the payment of taxes or social security contributions in accordance with the applicable law;
- c) it has been established by a final judgment or a final administrative decision that the Tenderer is guilty of grave professional misconduct by having violated applicable laws or

regulations or ethical standards of the profession to which the Tenderer belongs, or by having engaged in any wrongful conduct which has an impact on its professional credibility where such conduct denotes a wrongful intent or gross negligence, including, in particular, any of the following:

- i. fraudulently or negligently misrepresenting information required for the verification of the absence of grounds for exclusion or the fulfilment of selection criteria or in the performance of a contract;
 - ii. entering into agreement with other Tenderers with the aim of distorting competition;
 - iii. violating intellectual property rights;
 - iv. attempting to influence the decision-making process of the contracting authority during the procurement procedure;
 - v. attempting to obtain confidential information that may confer upon its undue advantages in the procurement procedure;
- d) it has been established by a final judgment that the Tenderer is guilty of fraud, corruption, or money laundering.

The above criteria are also included in the Tenderer's Declaration Form to be filled, signed and attached to the proposal.

4.2 Award Criteria

Each proposal will be evaluated in accordance with the below mentioned award criteria. The award criteria will be applied in accordance with the requested services indicated in section 2 of this RfP document. The Contracting Organization will award the contract to the tenderer who submitted the proposal that is the most advantageous technically and financially based on best value for money.

1 Technical criteria	SCORE
Description of the methodology to conduct the tasks set out in Section 2 (Scope of the Work), with a detailed description of the service, tools and timeline and associated milestones and deliverables. The methodology combines desk research, financial analysis, targeted stakeholder consultations if relevant and regular exchanges with the EU Commission/EU Delegation in Viet Nam shall be included to ensure alignment with policy and operational needs. • <i>Excellent (comprehensive, well-integrated, efficient): 30 points</i> • <i>Strong (clear and relevant): 20 points</i> • <i>Adequate (meets requirements but lacks depth): 10 points</i> • <i>Weak (unclear or generic): 5 points</i> • <i>Out of scope (1 point)</i>	Max. 30 points

2. Team's experience and expertise criteria	SCORE
The team is multidisciplinary with combined experience relevant to the assignment as set out in the Terms of Reference (Annex 1) such as: • Proven experience in carrying out similar scoping studies in the raw materials sector. • Strong expertise in geology, mining, processing of raw materials, notably on the value chains covering REE, tungsten, nickel, bauxite-aluminium-aluminium, titanium; • Knowledge of and experience with European CRM value chains, the EU CRM Act and EU's support instruments. • Professional background in Government policy making and planning, economics and the business sector; • Working experience in South-East Asia, especially Viet Nam is an asset; • Fluency in English and Vietnamese, in speaking, reading and writing. Team members' expertise and experience are evidenced by proven similar work conducted as well as CV's of assigned project staff and clearly outline their role in this project. Based on this evidence the tenderer will be scored as follows: • <i>Strong: 15+ years' experience shall receive 30 points</i> • <i>Good: 10-14 years' experience shall receive 20 points</i> • <i>Adequate: 5-9 years' experience shall receive 10 points</i> • <i>Weak: 1-4 years' experience shall receive 5 points</i> • <i>Newbie: less than 1 year's experience, 1 point</i>	Max. 30 points
3. Financial criteria	SCORE
The budget must be broken into the following categories with justification aligned with the proposed methodology: • Personal/Salary costs • Cost of Goods and Services • Travel • Equipment • Subcontracting. Prices must be indicated as net amount, excl. VAT, in Euros. Lowest offered price shall receive the highest score (40), others shall be scored in relation to that, e.g. • <i>Lowest: 40 points</i> • <i>Mid-range: 30 points</i>	Max. 40 points

• <i>High-range: 10 points</i> • <i>Excessively high: 5 points</i>	
Total maximum score	100

4.3 Signature of contract

The successful and unsuccessful tenderers will be informed in writing (via email) about the result of the procedure.

4.4 Appeals/complaints

Tenderers believing that they have been harmed by an error or irregularity during the tender procedure may file a complaint. Appeals should be addressed to EIT RawMaterials. EIT RawMaterials is only able to address complaints before the contract is awarded to the successful tenderer.

4.5 Cancellation of the procedure

EIT RawMaterials reserves the right to suspend or cancel the procedure, where the procedure proves to have been subject to substantial errors, irregularities or fraud. If substantial errors, irregularities or fraud are discovered after the award of the contract, EIT RawMaterials may refrain from concluding the contract.

In the event of cancellation of the procedure, EIT RawMaterials will notify the tenderers of the cancellation. In no event shall EIT RawMaterials be liable for whatsoever, including, without limitation, damages for loss of profits, in any way connected to the cancellation of the procedure.

4.6 Ethics clauses / Corruptive practices

The Tenderer shall take all measures to prevent any situation where the impartial and objective implementation of the contract is compromised for reasons involving economic interest, political or national affinity, family or emotional ties or any other shared interest ("conflict of interests"). The tenderer should inform EIT RawMaterials immediately if there is any change in the above circumstances at any stage during the implementation of the tasks.

Furthermore, the tenderer acknowledges and accepts the Code of Conduct of EIT RawMaterials which can be downloaded via www.eitrawmetarials.eu

Annexes

Annex 1: Term of Reference

Annex 2: Example of proposal template

Annex 3: Tenderers' Declaration form