

RfQ: REM_Quote 04/2026

Request for Quotations for the Provision of Consultancy Services for the development of a Study to support the identification and prioritisation of Green Shipping Corridors and the development of Green Maritime Hubs in the Mediterranean Sea

Clarification Requests and Replies

1. The 2024 Request for Quotations REM_Quote 12/2024 covered a closely related study (on the implementation of possible Green Shipping Routes/Corridors and Maritime Hubs to reduce GHG emissions in the Mediterranean). Is the resulting final report published or otherwise available to consult? If so, a link or copy would be very helpful.

REMPEC answer: The Study on implementation of possible Green Shipping Routes (Corridors) and Maritime Hubs (Green Hubs) to reduce GHG emissions from shipping in the Mediterranean region is available on REMPEC's website at the following link <https://www.rempec.org/en/knowledge-centre/online-catalogue/e-fpm-2025-wg-61-8-5-implementation-of-possible-green-corridors-and-green-hubs.pdf/view>

2. Could you confirm whether the current RfQ 04/2026 is intended to build on that earlier study, and whether the earlier report forms part of the background material for this assignment?

REMPEC answer: As specified in the ToRs of the RfQ 04/2026, the principal objective of the consultancy is to support REMPEC in preparing a technical and strategic assessment to facilitate the implementation of green shipping corridors and green maritime hubs in the Mediterranean Sea, building upon the findings and recommendations of the 2024 REMPEC Green Shipping Corridors Study. The latter forms an integral part of the supporting material for this assignment.

3. I would be grateful if you could clarify whether participation in this RfQ is restricted to companies and legal entities only, or if individual professionals with the required qualifications and experience are also eligible to submit a quotation.

REMPEC answer: Bids may be submitted either by a legal entity (e.g. a company, partnership, or other registered organisation) or by one or more individual expert consultants acting in their personal capacity, provided that they meet the eligibility and qualification requirements set out in the RFQ.

Where a bid is submitted by a team of individual consultants, the proposal should clearly identify the lead consultant who will act as the main point of contact and, if selected, will be responsible for contractual and administrative coordination. The proposal should also include the relevant profiles and qualifications of all team members.

4. We are currently reviewing the Request for Quotations REM_Quote 04/2026 and would be grateful for clarification on the following points:
 - Regarding the Mediterranean baseline assessment described in paragraph 12.1 of the Terms of Reference, does REMPEC intend to provide any supporting datasets, background materials, or previous analyses beyond the 2024 Study on Green Shipping Corridors and Green Maritime Hubs, or is the Consultant expected to source and develop all required datasets independently?

REMPEC answer: REMPEC will make available to the selected consultant any relevant studies, reports, technical documents, and reference materials in its possession that are directly related to the subject

matter of the assignment and that can be shared without restriction. However, bidders should not assume that specific datasets will be provided. The availability of such data may vary and cannot be guaranteed at this stage.

Accordingly, bidders are expected to identify in their technical proposal the data and information required for the implementation of the study, indicate the anticipated sources of such data, and make appropriate provision for obtaining any additional datasets or information necessary to complete the assignment.

The proposed methodology should clearly distinguish between data expected to be provided by REMPEC, where available, and data that the consultant proposes to source independently.

- To what extent is the Consultant expected to undertake original quantitative analysis (e.g. shipping traffic assessments, emissions estimations, corridor screening and prioritisation) versus building upon and refining the findings of the 2024 REMPEC Study?

REMPEC answer: Bidders are expected to clearly identify in their Technical Proposal the quantitative analyses they intend to undertake as part of the assignment. This may include original analyses (e.g. shipping traffic assessments, emissions estimations, corridor screening and prioritisation) and/or analyses based on existing studies, including the 2024 REMPEC Study and other relevant sources. Where existing analyses are used, bidders should explain how these will be validated, refined, updated, or otherwise built upon to meet the objectives of the assignment.

- Does REMPEC have any preliminary list of candidate corridors and/or candidate ports that should be assessed as potential first-mover opportunities, or is the Consultant expected to identify these independently?

REMPEC answer: The Consultant is expected to build upon the findings and recommendations of the 2024 REMPEC Study, moving towards the identification and prioritisation of feasible and actionable opportunities in the Mediterranean region for green shipping corridors and green maritime hubs. Therefore, the identification and prioritisation of such opportunities constitute the core objective of this assignment.

- Is stakeholder consultation envisaged as part of the assignment? If so:
 - a. Approximately how many stakeholder consultations are expected?
 - b. Will REMPEC facilitate access to relevant stakeholders and focal points?

REMPEC answer: Bidders may determine whether stakeholder consultations would be beneficial or necessary to achieve the objectives of the assignment and, if so, should reflect this in their Technical Proposal. Bidders should indicate the proposed scope of such consultations, including the types of stakeholders they consider appropriate to engage and the rationale for their involvement. The proposed approach to stakeholder engagement will form part of the technical evaluation of the proposals.

Where appropriate and subject to its mandate, REMPEC may facilitate contact with its Contracting Parties and relevant focal points.

- Regarding the assessment of port readiness for green maritime hubs, is a high-level strategic assessment sufficient, or is a more detailed techno-economic and infrastructure readiness assessment expected?

REMPEC answer: The Terms of Reference specify the scope and expected level of assessment. In particular, the assignment requires the Consultant to assess the readiness of selected Mediterranean ports to function as green maritime hubs, including: (a) green fuel production, storage, and bunkering capacities; (b) shore-side electricity infrastructure and electrification readiness; (c) renewable energy

integration potential; (d) digital infrastructure supporting efficient and low-emission port operations; and (e) safety and regulatory preparedness for handling and bunkering alternative and zero-emission fuels. Bidders are expected to propose in their Technical Proposal the methodology and level of analysis they consider appropriate to fulfil these requirements and achieve the objectives of the assignment.

- For the assessment of lifecycle emission reduction potential referred to in paragraph 13.3(iii)(b), does REMPEC have a preferred methodology, framework, or reference standard that should be adopted by the Consultant?

REMPEC answer: REMPEC does not prescribe or endorse a specific methodology, framework, or reference standard for the assessment of lifecycle emission reduction potential. Bidders are free to propose the approach they consider most appropriate to meet the objectives of the assignment. The proposed methodology and its justification will form part of the technical evaluation of the Technical Proposals.

- Is it expected that the Consultant undertake AIS-based route analysis and vessel traffic modelling, or would the use of existing publicly available studies and datasets (i.e. MRV) be considered acceptable where appropriate?

REMPEC answer: REMPEC does not prescribe a specific modelling methodology, analytical tool, or data source, nor does it require that such analyses be undertaken by the Consultant using original AIS-based modelling rather than existing publicly available studies and datasets. Bidders are expected to propose, in their Technical Proposal, the approach they consider most appropriate to achieve the objectives of the assignment, including the data and information required, their anticipated sources, and any additional datasets to be obtained.

The proposal should describe the proposed methodology, key assumptions, and the extent to which existing models and datasets will be used or supplemented by original analyses. The proposed approach will form part of the technical evaluation of the bids.

- Does REMPEC expect the final Study to identify a limited number of prioritised first-mover corridors and hubs, or should the assessment seek to rank all significant Mediterranean opportunities?

REMPEC answer: As set out in the Terms of Reference, the assignment is expected to identify and prioritise green shipping corridors and green maritime hubs in the Mediterranean region. REMPEC does not prescribe the number of opportunities to be assessed or prioritised. Bidders are expected to describe in their Technical Proposal the proposed scope and methodology for identification and prioritisation, which will form part of the technical evaluation of the bids.

- Is there an indicative budget range allocated for this assignment that REMPEC is able to disclose?

REMPEC answer: It is to be noted that, in terms of IMO Procurement rules, an RfQ is used for low value procurement (equal to or below GBP 30,000).

- Apart from the kick-off meeting and document reviews, are any workshops, webinars, presentations, or stakeholder engagement events expected as part of the assignment?

REMPEC answer: The expected activities and commitments under the assignment are those described in the Terms of Reference. However, bidders are welcome to propose in their Technical Proposal any workshops, webinars, presentations, consultations, or other stakeholder engagement activities that they

consider appropriate and beneficial for achieving the objectives of the assignment. Any such proposed activities should be clearly reflected in the proposed methodology and work plan of the technical proposal.

5. Could you please confirm whether any specific templates are available or required for the following documents:

- Technical Proposal;
- Project Execution Plan;
- Risk Management Plan;

We understand that the Financial Bid Form is provided in Section D of the RfQ. However, we would appreciate a clarification on whether any additional templates exist for the technical and administrative parts of the submission.

We would also be grateful if you could confirm whether there are any recommended lengths or limits, in terms of words or pages, for the above documents.

REMPEC answer: No specific templates are prescribed for the Technical Proposal, Project Execution Plan, or Risk Management Plan. Likewise, there are no mandatory minimum or maximum page or word limits for these documents.

Bidders are expected to structure their submissions in a manner they consider appropriate, provided that the Technical Proposal comprehensively addresses all requirements set out in the Terms of Reference and includes sufficient detail to enable REMPEC to carry out a thorough technical evaluation of the proposal.

6. In the RfQ it is referred to the following: “For the completion of this consultancy, which shall not exceed 50 working days in total, the Consultant shall: (...) “. What is meant by the 50 working days, as this is not aligned with the overall timeline for the project?

REMPEC answer: The reference to “50 working days” refers to the estimated level of effort (i.e. 50 person-days, where person-day represents one full working day of professional services provided by one individual) required to complete the assignment and should not be interpreted as the overall implementation period or contract duration. The Consultant is expected to organise and allocate these working days as appropriate to deliver the required outputs within the timetable set out in the Terms of Reference.

7. Is there any budget cap for this RfQ?

REMPEC answer: It is to be noted that, in terms of IMO Procurement rules, an RfQ is used for low value procurement (equal to or below GBP 30,000).

8. When do you expect to award the project? And when do you expect the contract to be signed?

REMPEC answer: The evaluation process and contract award are intended to be completed as soon as practicable following the submission deadline of 26 June 2026. While no specific date for contract signature can be confirmed at this stage, bidders should take into account the implementation schedule set out in the Terms of Reference.

9. Could you please make available the IMO General Terms and Conditions that is referred to in the RfQ?

REMPEC answer: The IMO General Terms and Conditions may be downloaded from <https://wwwcdn.imo.org/localresources/en/About/Procurement/Documents/IMO%20General%20condition%20Services.pdf>

10. Could you please confirm whether REMPEC will provide the selected Consultant with relevant reference documents, data and previous studies required for the implementation of the assignment, or whether the Consultant is expected to collect the required information independently?

REMPEC answer: Please vide answer provided to clarification 4 above.

11. Is the scope possible to increase beyond “50” person-days to deliver the requested workstream?

REMPEC answer: The estimate of 50 person-days indicated in the Terms of Reference represents REMPEC's anticipated level of effort for the assignment and should be used by bidders as the basis for preparing their technical and financial proposals.

Bidders may propose a different level of effort if, based on their methodology and understanding of the assignment, they consider this necessary to achieve the objectives and deliverables described in the Terms of Reference. Any proposed variation should be clearly justified in the technical proposal and reflected accordingly in the financial proposal.

The evaluation of proposals will be carried out in accordance with the criteria set out in the Request for Quotations.

12. Pls advise the maximum budget for this study?

REMPEC answer: Please vide answer to clarification 7 above.

13. Please advise the payment schedule for the project?

REMPEC answer: The payment schedule will be agreed upon with the successful bidder during contract finalisation and will be linked to the satisfactory completion and acceptance of the deliverables specified in the Terms of Reference.

14. Please confirm that the quotation has to be submitted by 2359 hours (Malta time) on Friday, 26 June 2026?

REMPEC answer: Quotations must be submitted no later than 23:59 hours (Malta time, Central European Summer Time (CEST)) on Friday, 26 June 2026, in accordance with the deadline specified in the RFQ.

Bidders are encouraged to submit their quotations well in advance of the deadline to avoid any potential technical or transmission issues.

15. Can we have a call to better understand the desired outcome, as the same is not very clear? Having this clarity will ensure that we develop a proposal which meets your requirements.

Green corridor ports should have hubs for green fuels; however, they may not necessarily have shore power or digitalised infrastructure (which are required for the green maritime hub – but not necessarily required for a green corridor port). If the green maritime hub is removed from the scope, the study will focus more on the green corridor. This is just a suggestion.

a. In addition, do note that a specific port may not be taking green initiatives to reduce its emissions, but could still be a strong candidate for a green fuel supplier. So, in such cases, should such ports be excluded from shortlisting, since they are not really green maritime hubs?

b. What we need to focus on is whether the port and port authority are actively engaged in decarbonisation efforts, which may not be for the green initiatives for the port, but for efforts to promote bunkering of green fuels.

REMPEC answer: In accordance with IMO Procurement Rules and in the interest of ensuring equal treatment and transparency for all bidders, REMPEC will not hold individual clarification meetings or calls during the RFQ process. Any clarification requests should be submitted in writing and responses will be shared with all interested bidders, as appropriate.

With regard to the scope of the study, the Terms of Reference should be interpreted as requiring the assessment of both green corridors and green maritime hubs as defined therein. Accordingly, the concept of green maritime hubs remains within the scope of the assignment and should not be removed from the proposed methodology.

The study is expected to assess both the current status and future potential of candidate ports, with the final selection and recommendations supported by a clear and transparent methodology.

16. Assessment of the readiness of selected Mediterranean ports to function as green maritime hubs will be done at a high level and not in detail, as the focus is on the green corridor for green fuels. Please confirm that our understanding is correct?

REMPEC answer: The primary focus of the study is the identification and assessment of potential green shipping corridors in the Mediterranean, including the role of alternative low- and zero-carbon marine fuels in supporting their development.

Accordingly, the assessment of the readiness of selected Mediterranean ports to function as green maritime hubs is expected to be conducted at a strategic and high level, sufficient to determine their suitability and potential contribution to the development of green corridors. The study is not expected to include detailed technical, engineering, or investment-grade assessments of individual ports.

Nevertheless, the assessment should consider the key factors relevant to a port's ability to support maritime decarbonisation and the uptake of alternative marine fuels, in line with the objectives and deliverables set out in the Terms of Reference.

17. Does the study also require the consultant to specify which fuel to be there in the identified green corridors, as the demand for the type of fuel will depend on the availability of the specific fuel and demand for each type of fuel (13.3.i.d mentions fuel pathway). This should be part of the next phase of the study, in our view, based on the mandays planned for this study. Please confirm.
- a. However, if the fuel has to be identified in this study, then please advise what all fuels are to be covered in this study – is it restricted only to the green version of Ammonia, LNG (Methane) and Methanol?

REMPEC answer: The purpose of the study is to identify and assess potential green shipping corridors in the Mediterranean and to examine the associated fuel pathways at a strategic level. The study is expected to consider the suitability, opportunities, challenges, and enabling conditions associated with alternative low- and zero-carbon marine fuels that may support the development of the identified corridors.

The study is not expected to undertake a detailed market analysis, fuel demand forecast, techno-economic assessment, or investment-grade evaluation leading to the definitive selection of a single fuel for each corridor. Such analyses may be considered in subsequent phases of work, where appropriate.

Bidders are expected to assess and discuss the fuel pathways that are most relevant to the identified corridors, taking into account factors such as fuel availability, infrastructure readiness, regulatory developments, anticipated demand, and stakeholder initiatives.

The study should not be limited to a predefined set of fuels. Consultants may consider the alternative low- and zero-carbon marine fuels that they deem most relevant to the objectives of the study and the evolving maritime decarbonisation landscape. These may include, but are not necessarily limited to, renewable and low-carbon ammonia, methanol, methane/LNG and bio-LNG, hydrogen, and other emerging fuel options where justified by the analysis.

18. Are the consultants also required to analyse the port at the other end of the green corridor identified (say a port in the USA or Asia) in this study? This should be part of the next phase of the study in our view based on the mandays planned for this study. Please confirm.

REMPEC answer: The study is primarily intended to identify and assess potential green shipping corridors involving Mediterranean ports and to evaluate, at a strategic level, the factors that may support their development.

Where a proposed corridor involves ports located outside the Mediterranean region, the consultant is expected to consider the role and relevance of the corresponding non-Mediterranean port(s) to the extent necessary to assess the viability and potential of the corridor. However, the study is not expected to undertake a detailed assessment of non-Mediterranean ports comparable to that envisaged for the selected Mediterranean ports.

The analysis of ports located outside the Mediterranean should therefore remain proportionate to the objectives, scope, and level of effort of the study, focusing on those aspects that are relevant to corridor development, such as connectivity, trade patterns, fuel availability, and relevant decarbonisation initiatives.

Detailed technical, operational, commercial, or infrastructure assessments of non-Mediterranean ports are beyond the scope of this assignment and may be considered in subsequent phases of work, where appropriate.

19. Do we have to engage with all the Contracting Parties (CP) of the Barcelona Convention, or can we engage with only selected shortlisted CPs?
 - a. Engagement with CP will be done via a questionnaire and also an interview as required. Please confirm that this is acceptable?

REMPEC answer: Bidders may propose an appropriate methodology for stakeholder consultations, including the identification of priority Contracting Parties and other relevant stakeholders to be engaged. The rationale for the proposed stakeholder selection should be clearly described in the technical proposal.

The use of questionnaires, surveys, interviews, and other consultation methods is acceptable, provided that the proposed approach is suitable for gathering the information required to achieve the objectives of the study. The consultant should ensure that the consultation process is sufficiently representative and robust to support the study findings and recommendations.

20. How many potential ports have to be shortlisted for this study?
a. How many potential routes have to be shortlisted for this study?

REMPEC answer: The Terms of Reference do not prescribe a fixed number of ports or routes to be shortlisted under this study.

Bidders are expected to propose a transparent and well-justified methodology for the identification and shortlisting of potential Mediterranean ports and associated green shipping corridors. The number of shortlisted ports and routes should be sufficient to allow a meaningful analysis and comparison, while remaining proportionate to the scope and level of effort of the assignment.

The emphasis of the study is on the quality and robustness of the analysis rather than on achieving a predefined numerical target. Accordingly, bidders should ensure that the proposed shortlist is manageable within the available resources and allows for a coherent and evidence-based assessment of the most relevant and promising green corridor options.

21. Please confirm that the fuel forecast for the shortlisted ports is not required for this study, and this will be done in the next phase. We can do it, but this will require additional mandays.

REMPEC answer: The study is not expected to develop detailed, quantitative fuel demand forecasts or investment-grade demand modelling for the shortlisted ports.

The focus of the assignment is on a high-level assessment of potential green shipping corridors and the enabling conditions for their development, including a qualitative consideration of relevant alternative low- and zero-carbon fuel pathways.

Where relevant, bidders may provide indicative qualitative insights on fuel demand trends and drivers at a strategic level, insofar as these support the analysis of corridor feasibility and port readiness. However, detailed forecasting, modelling, or scenario-based quantification of fuel demand is beyond the scope of this assignment and may be considered in subsequent phases of work.

The proposed approach should remain consistent with the scope, objectives, and level of effort defined in the Terms of Reference.

22. Request a one-week extension for asking the questions and submission of the proposal.

REMPEC answer: The deadline for submission of clarification requests and the deadline for submission of proposals are as specified in the Request for Quotations (RFQ) and remain unchanged.

In the interest of equal treatment and transparency among all bidders, REMPEC is not in a position to grant individual extensions or modifications to the deadlines.

Bidders are kindly advised to plan their submissions accordingly and ensure that any clarification requests and proposals are submitted within the timeframes indicated in the RFQ.