

From : 10/08/2021 to : 31/08/2021
Client : ECOWAS Commission/ROGEAP 2 PROJECT
Type : Expression of Interest (EOI)
TITLE : **SELECTION OF A CONSULTANCY FIRM FOR THE PROVISION OF FINANCIAL, ENTREPRENEURSHIP AS WELL AS ENVIRONMENTAL AND SOCIAL RISK MANAGEMENT SUPPORT TO STANDALONE SOLAR ENERGY BUSINESSES (ON ROGEAP)**

The Economic Community of West African States (ECOWAS) represented by the ECOWAS Commission is setting up a private sector Entrepreneurship Support Facility (ESF) and Financial Support Facility (FSF) under the Regional Off-Grid Electricity Access Project (ROGEAP). ROGEAP is financed by the World Bank, the Clean Technology Fund (CTF) and the Directorate General for International Cooperation (DGIS) of the Government of the Netherlands. The ROGEAP is implemented by ECOWAS and West African Development Bank (BOAD).

2. ROGEAP has two main components- 1 and 2:

- ✓ **Component 1** focuses on developing a regional market by establishing enabling business environment and providing technical and financial capacity building support to solar entrepreneurs in 19 project countries and ECOWAS will be the implementing agency for Component 1 with technical assistance of a Project and Fund Manager (PFM).
 - Component 1A: Enabling Environment
 - Component 1B: Entrepreneurship Technical Support
 - Component 1C: Entrepreneurship Financial Support
 - Component 1D: Barrier Removal for Challenging Markets
- ✓ **Component 2** focuses on facilitating access to finance for standalone solar system businesses through a line of credit and establishing a guarantee facility to eligible CFIs located in eight WAEMU1 member countries and the West African Development Bank (Banque Ouest Africaine de Développement or BOAD) will be the implementing agency.
 - Component 2A; Line of credit to solar businesses
 - Component 2B: Contingent grant facility for commercial financial institutions (CFIs) lending to solar businesses

3. The ECOWAS Commission intends to select a Consultant (firm) for the provision of financial, entrepreneurship as well as environmental and social risk management support to standalone solar energy businesses i.e Project and Financial Management (PFM) on ROGEAP.

4. The overall objective of the consultancy is to increase access to sustainable electricity services in the fifteen ECOWAS member countries² and four Sahelian countries (namely Cameroon, Chad, Mauritania and Central African Republic). ROGEAP will improve access to sustainable energy by building a regional market for off-grid solar products and supporting the various stakeholders across the value chain, i.e. governments, private sector, financial intermediaries, and end users including households, businesses, and in some instances to public health and education facilities through a pilot program.

5. Duties and responsibilities of the Consultant:

- ✓ to operationalize and maintain both the Entrepreneurship Support Facility (ESF) and the Financial Support Facility (FSF) to implement components 1B, 1C and 1D;

Component 1B through ESF: **Entrepreneurship and Business Training, Customized Business Acceleration Support, Annual regional standalone solar business plan competition and workshop, Facilitation of Entry of Non-Solar Businesses to the Solar Industry and specific tasks defined in the TORs.**

Components 1C and 1D through FSF: (i) matching grants, (ii) market entry grants, and (iii) performance-based grants and specific tasks as described in the TORs.

- ✓ to carry out the completion of the Project Operation Manual(POM) including Grant Operating Guidelines and the Partnership Agreement, and requirements related to prevention of sexual exploitation and abuse and sexual harassment (SEAH);
- ✓ to carry out extensive market development and outreach activities in collaboration with ECOWAS across the full range of countries targeted. Through roadshows in collaboration with ROGEAP's network of business incubators, the PFM will build awareness for the ESF and FSF and encourage businesses to apply;
- ✓ to track the GIS coordinates and activity data of standalone solar systems installed under the project;
- ✓ to carry out activities related to Monitoring, Evaluation and Reporting
- ✓ Transfer of Knowledge and Opportunities for Technical Assistance
- ✓ To put in place a mechanism to allow reporting of grievances, follow-up and address the grievances raised by the off-grid businesses or their customers.

The overall duration of the assignment is five (5) years.

6. The ECOWAS Commission now invites eligible Consultants (firm) to indicate their interests in providing the mentioned services. Interested, eligible and qualified consulting firms must provide full information on their qualifications and experience, demonstrating that they are qualified and experienced in providing similar services. Interested firms must have a proven track record in managing grants or investment funds, preferably in off-grid energy businesses in other emerging markets and sectors.

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The Firms shall be shortlisted based on the following specific criteria:

- **Experience of the firm: Experience in running FSF and ESF, Experience in the off-grid solar sector, Experience in the region/field**

(a) specific experience in running Financial Support Facility (FSF) and Entrepreneurship Support Facility (ESF): At least 10 years of experience providing technical and financial assistance to SMEs, entrepreneurs and startups, project management and coordination of large donor-funded projects (Size of funds/investments managed in million US dollars) ; Experience in grant investment (grant provision);Diversity of other types of investments (equity and loans);Diversity of the numbers of

businesses in which the company has made investments; Effective performance management of businesses in which the company has made investments. (see TOR)

(b) Experience in the off-grid solar sector: At least 10 years of experience in technical and financial assistance for off-grid solar SMEs; with business models used in the off-grid sector for standalone systems, including PAYGO; Experienced in energy investment for productive use applications; Demonstrated knowledge of the diversity of energy access solutions (standalone systems (off-grid) and productive use applications); Other related experiences demonstrating knowledge of off-grid markets (studies, consulting, ...)

(c) Experience in the region/field: Experienced working in countries with low access to electricity; Experienced working in fragile countries or fragmented markets; Experienced working with Development Partners and Governments; Experienced in ROGEAP countries is highly desirable **(e)** availability of appropriate skills staff(List, qualifications, and experience);

- **Experience/qualifications of key Team Staff**
- **logistic resources and equipment.**
- **capacity to produce reports and all other relevant documents on the study in English/French/Portuguese.**

NB: In addressing the above listed criteria, consulting firms must provide tangible evidence and detailed references for all claims made in terms of experience and capabilities, similar assignments, etc. Each reference provided should be summarized on a project sheet and will be considered and accepted only if the candidate attaches supporting documents indicating the contact information of the contracting authorities so as to facilitate verification of the information provided, covering contracts OR copies of attestation(s) of good performance of each contract presented, as issued and signed by the Client.

Interested Consulting firms may apply as a consortium or partnership to ensure and/or boost their consolidated capacities to execute the assignment.

7. The attention of interested Consultants is drawn to paragraph 3.16 and 3.17 of the World Bank's Procurement Regulations for IPF Borrowers: Procurement in Investment Project Financing – Goods, Works, Non-Consulting and Consulting Services, July 2016, setting forth the World Bank's policy on conflict of interest in Consulting Services. The Consultants will be shortlisted and selected in accordance with the Consultants' Quality and Cost-based Selection (QCBS) method set out in the World Bank's Procurement Consultant Guidelines **and a shortlist of five to eight (5-8) firms, which present the best profiles with all claims dully substantiated, shall be drawn up** for further consideration after the expression of interest.

8. Interested consultant firms may obtain further information at the address below during office hours: **Monday to Friday from 9.00 am (GMT+1) to 5.00 pm (GMT+1):**

The Procurement Division, Directorate of General Administration, ECOWAS Commission, Plot 101, Yakubu Gowon Crescent, Asokoro District, P. M. B. 401 Abuja, Nigeria or by E-mail to the following addresses: sbangoura@ecowas.int; procurement@ecowas.int with copy to; sdouka@ecowas.int amahamidou@ecowas.int; jumoren@ecowas.int; afallah@ecowas.int; gobasi@ecreee.org

9. Expression of Interest must be submitted in electronic copy and clearly marked **“selection of a Consultant (firm) for the provision of financial, entrepreneurship as well as environmental and social**

risk management support to standalone solar energy businesses” to the address below latest by Tuesday 31st August , 2021 at 11.00 am (GMT+1), Nigeria Time.

E mail sbangoura@ecowas.int; with copy to sdouka@ecowas.int amahamidou@ecowas.int; jumoren@ecowas.int; afallah@ecowas.int; gobasi@ecreee.org

This EOI is also published on the ECOWAS website <http://www.ecowas.int/doing-business-in-ecowas/ecowas-procurement>

Commissioner, General Administration & Conference