

## Call for expressions of interest for consulting Firms

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Brief project title	Nigerian Energy Support Programme (NESP) – Rural Electrification and Sustainable Energy Access Unit – Clean Cooking Energy
Project processing no.	10.2047.8-008.00
Contract no.	81189715
Country of assignment	Federal Republic of Nigeria
Period of assignment	10/2015 – 03/2017
Project description and sector	<p>Nigerians depend heavily on firewood and inefficient technologies for cooking. This impacts negatively on the health of users, particularly women and children, the environment and represents an economic burden for poor households and small businesses. Recent government and international efforts have increased cookstove access and sales, but there still unaddressed areas like the agro-processing or food restoration sectors.</p> <p>The Federal Ministry of Environment (FME), the Energy Commission of Nigeria (ECN) and other federal entities and State Governments have led interventions in the clean cooking energy sector such as the National Clean Cooking Scheme. Several international donors are also supporting the Nigerian authorities in this regard. The public sector supports the cooking energy sector through companies and NGOs.</p> <p>In order to support the emergence of a sustainable cooking energy market, public authorities together with donors are in the process of establishing certification, monitoring and support mechanisms. However, ensuring the emergence of a clean cooking energy market functioning will also require the provision of direct support to private market players; for instance, in strengthening their distribution channels, R&amp;D, business, after sales services and marketing skills as well as</p>

	<p>end-user oriented awareness creation campaigns.</p> <p>The Nigerian Energy Support Programme (NESP), funded by the European Union and the German Government and implemented by GIZ, in close coordination with its Federal and selected State (Cross River, Niger, Ogun, Plateau and Sokoto) partners, aims inter alia at increasing the number of rural dwellers with access to improved energy services and products.</p> <p>With this call, NESP will support a 15-month project that facilitates access at least one improved thermal energy agro processing technology for at least 300 rural agro-processor cooperatives on one agro-product in one of the five NESP selected states. Given their key role in the clean cooking energy sector, the intervention will pay special attention to women.</p> <p>The Firm of Consultant will be responsible for selecting one out of the three following agro-products:</p> <ul style="list-style-type: none"> <li>• Rice parboiling;</li> <li>• Cassava frying/roasting and/or sun drying; and/or</li> <li>• Palm oil nuts boiling and/or pressing</li> </ul> <p>Support will focus on the facilitation of access to one of the following pre-selected technologies:</p> <ul style="list-style-type: none"> <li>• Institutional improved biomass or LPG stoves</li> <li>• Improved biomass or LPG roasters</li> </ul> <p>The intervention will be carried out in partnership with up to 3 manufacturers of clean cooking devices that are willing and able to sell their products on a purely commercial basis. The selected manufacturers will then be supported in technology adjustment and promotion as well as in good business practices, after sales and marketing as well as in the development of their distribution chain with the identification of up to 9 retailers.</p> <p>In order to ensure complementarity with other initiatives, the agro-processor groups or cooperatives will be selected from the ones that are already being supported by agricultural and/or food value chain development programmes.</p> <p>NESP will seek to partner with the Federal and respective State Governments and will also ensure coordination with other clean cooking energy donor-led interventions.</p>
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	<p>With this intervention, NESP expects to contribute to reduce post-harvest loss, improve product quality, reduce specific fuel consumption (and thus production costs), improve the health of those working on the processing and reduce environmental impact of these activities.</p>
<p>Personnel: Specification of inputs and necessary qualifications</p>	<p>To this aim, the selected Firm of Consultants will be responsible for the following aspects:</p> <ol style="list-style-type: none"> <li>I. <b>Work package 1 - Partner/user group identification:</b> The Firm of Consultants will be responsible for mapping, identifying and securing collaboration from clean cooking programmes, agricultural/food value chain development programmes which could also support user groups with access to finance for clean cooking equipment, 300 user groups located in one of NESP selected states, one State Government and up to 3 manufacturers (selected through a tendering process) on one clean cooking energy technology (from the proposed ones) to support the processing of one agro-product (from the ones that have already been pre-selected).</li> <li>II. <b>Work package 2 - Technology development and testing:</b> The Firm of Consultants will be responsible for testing the efficiency and adjusting one agro-processing thermal energy technology to the specific needs of one agro-product out of the three that have been pre-selected. The technology will be tested in 15 selected user groups (out of the 300 that have been identified during WP1).</li> <li>III. <b>Work package 3 – Capacity building for selected manufacturers:</b> The Firm of Consultants will be responsible for training manufacturers on improved business practices, efficient production, sales records and after sales services as well as supporting them in strengthening the distribution chain.</li> <li>IV. <b>Work package 4 - Technology promotion:</b> The Firm of Consultants will support selected manufacturers in the promotion of the selected improved technologies through marketing campaigns and trainings for selected manufacturers and their retailers. Prior to that, all promotional materials will be tested with the 15 selected user groups.</li> <li>V. <b>Work package 5 - Monitoring:</b> The Firm of Consultants will be responsible for developing a GIS/GPS monitoring tool for the intervention, using</li> </ol>

	<p>it to monitor the intervention and transferring it to the FME at the end of the intervention.</p> <p>The Firm of Consultants is expected to have:</p> <ul style="list-style-type: none"> <li>• significant experience working in the Nigerian clean cookstove industry and know how to test common cookstoves in line with the GACC supported testing methodologies;</li> <li>• deep understanding of the Federal and Selected State Government Institutions working in clean cookstoves and know the on the ground cookstove suppliers and producers;</li> <li>• thorough experience in bringing a product to market and the commercialization process;</li> <li>• knowledge and connections to agricultural equipment producers and agricultural product suppliers;</li> <li>• staff with agricultural value chain experience and be knowledgeable about the specific value chains in the NESP implementation areas;</li> <li>• a partnership with a reputed marketing Firm with experience in marketing campaigns on clean cooking and/or agricultural technologies targeting rural users.</li> </ul> <p>The selected Firm should be able to accomplish the activities within fifteen (15) month period. The Firm of Consultants is expected to propose qualified staff for the following positions:</p> <ol style="list-style-type: none"> <li>1. <b>One international senior expert</b> on clean cooking energy technologies as Team Supervisor with a minimum of 7 years of proven experience in the African cooking energy sector.</li> <li>2. <b>One national technology expert</b>, possibly an engineer, with at least 3-5 years of experience working on agro-processing equipment and with some experience in the African clean cooking energy sector</li> <li>3. <b>One national expert on private sector development</b> (including marketing, match-making and after sales services) with at least 3-5 years of experience in business and product development and solid experience working in the Nigerian clean cooking energy sector</li> <li>4. <b>One national expert on GIS/GPS monitoring</b> with at least 3-5 years of experience working with developing geo-referenced/monitoring systems responsible for developing the monitoring system, testing it with the present intervention and ensuring technology/knowledge transfer to the FME.</li> </ol>
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	<p><b>5. Pool of national experts on marketing</b> with at least 3-5 years of experience</p> <p><b>6. One international backstopper</b> with at least 3-5 years of experience responsible for supporting the development and testing of the technology and/or the monitoring system.</p> <p><b>7. A pool of national assistants for data collection</b> with at least 1 year of experience in data collection, preferably in rural areas and on energy projects, in the context of the monitoring exercise.</p> <p>For the interventions and positions listed above, the Firm of Consultants is expected to assign personnel <b>for a total of up to 10.3 person-months</b></p>
<p>If you are interested in implementing the above project, please complete the following document and return it no later than <b>14.07.2015</b> to the following e-mail address: <a href="mailto:vel@giz.de">vel@giz.de</a></p> <p>To obtain automatic confirmation of receipt of your expression of interest at GIZ, please enter "expression of interest" and the contract no. in the subject line when returning this form.</p> <p>The evaluation of the expressions of interest is expected to be completed by 15.08.2015. If we are unable to consider you, we shall send you brief notification to this end.</p> <p><b>Please note:</b> The application of the Capacity WORKS management model is an integral component of the contract and therefore forms part of the Terms of Reference. In the technical assessment of the offers, emphasis is placed on ensuring that Capacity WORKS has been adequately taken into account. It is important that the relevant personnel (team leader, backstopper) undergo training with a GIZ-accredited provider before the start of the project.</p>	

## Expression of interest

We herewith declare our interest in bidding in the scheduled GIZ invitation to tender below:

<b>Brief project title</b>	<b>NESP – Rural Electrification and Sustainable Energy</b>
<b>Access Unit – Clean Cooking Energy</b>	
<b>Project processing no.</b>	<b>10.2047.8-008.00</b>
<b>Contract no.</b>	<b>81189715</b>
<b>Country of assignment</b>	<b>Federal Republic of Nigeria</b>
<b>Period of assignment</b>	<b>10/2015-03/2017</b>
<b>Deadline for submission</b>	<b>XXXXXX</b>
<b>Per email to</b>	<b>XXXXXX</b>

To ensure efficient processing, please observe the notes at the end of this document

1. **Company name and address / Entry No. in Commercial Register**

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2. **Commercial details**

	<b>2012</b>	<b>2013</b>	<b>2014</b>
<b>Annual turnover in €</b>			
<b>Operating profit in €</b>			
<b>Equity capital in €</b>			
<b>Outside capital in €</b>			

3. **Number of employees**

	<b>Average 2012</b>	<b>Average 2013</b>	<b>Average 2014</b>
<b>Permanent staff</b>			
<b>Staff on limited-term project contracts</b>			

4. **Brief company profile (max. 20 lines) if your company has not worked for the GIZ before/within the last two years**

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5. **Reference projects in the last 5 years in the sector and/or in the region**

Project title and client	Focus / scope of tasks (incl. partners and beneficiaries, type of technology deployed, price per unit etc.)	Region	Period	Order value in €	Number of beneficiaries of intervention	Number of clean cooking energy units deployed

6. **Brief profile and name of key staff member for backstopping the above project at your company headquarters**

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7. **Contact person for queries**  
**name:**  
**e-mail:**  
**phone:**

**We herewith affirm that the above data are true and complete**

**Notes on completing the expression of interest**

Please limit your expression of interest to max. four pages and do not submit any further attachments (curriculum vitae etc.).

If you are declaring your interest within the framework of a consortium, please supply the details requested above for each partner separately, and name the lead partner.

