

## INVITATION FOR EXPRESSION OF INTEREST

<b>Project:</b>	Beyond the Grid Fund for Africa ( <b>BGFA</b> )
<b>Country:</b>	Uganda
<b>Sector:</b>	Off-grid renewable energy
<b>Funding sources:</b>	BGFA via Nefco
<b>Type of contract:</b>	Consulting Services (Training)
<b>Type of notice:</b>	Invitation for Expression of Interest
<b>Issue date:</b>	7 December 2021
<b>Closing date:</b>	27 January 2022 at 16:00 hrs Eastern European time (EET)

**Assignment Description:** Nefco intends to contract a qualified organisation or a consortium of organisations (“**Consultant**”) for organisation and provision of training courses in Uganda in order to develop participants’ technical, sales and business skills within the area of solar home systems and mini-grids with the ultimate goal to support the creation of local jobs and in particular women’s participation within off-grid energy sector.

During 2022, Nefco expect to enter into contracts with up to 11 Energy Service Providers (“**ESPs**”) in Uganda as recipients of results-based financing from the Beyond the Grid Fund for Africa to incentivise them to accelerate the provision of off-grid energy services. The training will be offered to participants through these ESPs and potentially also other companies and individuals in the Ugandan off grid sector (“**Assignment**”). The Assignment will as such form part of the Danish and Swedish financed activities undertaken under the BGFA’s Uganda window. Further information on the BGFA is available at <https://beyondthegrid.africa/>.

The Assignment is expected to be split into two components. The first component will relate to standalone solar home systems, and include both technical (e.g. installation and maintenance) as well as sales and business skills training. The second component will be focused on technical training skills related to the developing mini-grid sector in Uganda. The training courses may differ in length and required expertise, and must be tailored to each participating ESP’s or other entities’ needs. It is expected that the total number of participants in the courses will be minimum 300 end-beneficiaries (trainees).

In order to meet the objectives of the Assignment, the Consultant shall undertake the following main activities/tasks:

- An analysis of participating ESPs’ and possible other entities’ staff’s skills development and training needs;
- Development of training programmes based on identified needs both as regards component 1 and 2, including but not limited to development of a curriculum for each of the topics (technical, sales and business) tailored to the specific needs of participating ESP’s and possible other entities’ staff, including learning modalities and practical arrangements;
- Arranging of training courses;
- Follow-up and possible organisation of supplementary training sessions; and
- Final reporting to Nefco, including lessons learned and recommendations.

**Assignment Start Date and Duration:** The Assignment is expected to start in Q2, 2022 and last for up to 18-24 months.

**Maximum Budget Available for the Assignment:** Up to EUR 600,000 (exclusive of VAT), split across both components.

**Eligibility:** There are no eligibility restrictions on the nationality of the Consultant.

**Consultant Profile:**

The Consultant will be an organisation or a consortium of organisations with in-depth experience in organising high quality training/skills development programmes/courses in the SDG7 / decentralised energy access space. In particular, the Consultant would need to demonstrate earlier experience related to the design and delivery of training programmes for the development of participants’ technical, sales and business skills in the area of solar home systems and mini-grids. The Consultant must demonstrate possession of in-depth local knowledge, established local networks and access to trainer resources in Uganda and therefore able to ensure effective and efficient delivery of the Assignment objectives in the local context.

In terms of previous experience and financial standing, the Consultant should demonstrate:

- A minimum of 2 contracts of similar annual value, nature and complexity implemented in the last three years
- A minimum average annual turnover of EUR 800,000 for the last three years for the lead consultant (contracting party).

**Questions and Answers**

Any questions on this Invitation for Expression of Interest shall be provided in writing to Nefco by e-mail: at [procurement@nefco.int](mailto:procurement@nefco.int) with copy to [heli.sinkko@nefco.int](mailto:heli.sinkko@nefco.int) no later than **7 January 2022** after which all questions will be compiled by Nefco without any editing in the form they are sent to Nefco. Answers to the questions will be published at <https://www.nefco.int/procurements/>.

**Submission Requirements:** Interested organisations (including consortia) are hereby invited to submit their expression of interest for the purpose of being shortlisted.

In order to assess the qualifications and competence of the Consultant seeking to be shortlisted, the information submitted should include the following:

1. Organisation’s profile (including clearly stated information concerning the two eligibility requirements listed above), organisation and staffing concept for the Assignment, including the presentation of the proposed team for the Assignment;
2. Details of previous experience with similar training assignments related to the off-grid energy sector in Sub-Saharan Africa, including their locations, duration, delivery methods, number of people trained etc.; and
3. CVs of key experts available to work on the Assignment (max 2 pages each).

The above information should not exceed 8 pages, excluding CVs.

The complete Expressions of Interest (including CVs) shall be submitted in English in one pdf file by email to Nefco at [procurement@nefco.int](mailto:procurement@nefco.int) with copy to [heli.sinkko@nefco.int](mailto:heli.sinkko@nefco.int) to reach Nefco no later than the closing date. The e-mail subject field shall be marked with “BGFA Uganda Training Services - Expression of Interest” The expression of interest shall be one file (pdf) not exceeding 5MB in size.

**Nefco Contact Person:**

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A short list of up to 5 qualified and experienced Consultants will be made from responses to this notification. The short-listed Consultants are expected to be invited in February 2022 to submit technical and financial proposals from which the highest-ranked Consultant will be selected.

Nefco reserves the right not to procure any services.